

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

**Tuesday, October 23, 2018
CCIDA OFFICES
9 East Washington Street, Ellicottville, New York
11: 15 a.m.**

Roll Call: -Taken-

Members

Present:

Mr. Thomas Buffamante -Chairman
Mr. Joseph Higgins
Mr. Brent Driscoll
Mr. Vergilio Giardini

Excused:

Mr. James Snyder
Mr. John Stahley
Mr. Michael Wimer

CCIDA Staff and Counsel:

Mr. Corey R. Wiktor, Executive Director CCIDA

Mr. George Cregg, Jr., CCIDA Legal Counsel, Hodgson/Russ
Mr. Robert McLaughlin – Legal Counsel, Hodgson/Russ

Guests:

Mr. Terry Fuller – *BOCES Work-Based Learning Coordinator*
Mrs. Crystal Abers – *Economic Development Planning & Tourism*
Mr. John Thomas – *The Villager, Newspaper*
Mr. Nick Pircio – *WPIG Radio Station*

Chairman, Thomas Buffamante called the meeting to order at 11:20 a.m.

A roll call of the Board of Directors of the CCIDA was taken; Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Mr. Giardini were present. Mr. Snyder, Mr. Stahley, and Mr. Wimer were excused.

Mr. Wiktor reported to the CCIDA Board that our newest CCIDA Board Member, Mr. John Stahley was appointed to the CCIDA/CCCRC Board on October 10, 2018 to replace Mr. Greg Fitzpatrick. Mr. Stahley is the North American Plant Manager of Dresser/Siemens and is in charge of Olean, Painted Post, and Houston. Mr. Stahley resides locally in Randolph, NY and works in Olean, New York. Mr. Wiktor said that this is the first time that we have had a Board Member from Dresser which is one of the largest private employers in Cattaraugus County. Mr. Wiktor stated that Mr. Stahley regrettably was unable to attend his first meeting however, he plans to attend as many meetings as possible in the future. The entire CCIDA Board and Staff welcomes Mr. Stahley aboard.

APPROVAL OF MINUTES:

A Motion was made by Vergilio Giardini with a second by Brent Driscoll to accept the September 11, 2018 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

***Presentation by Cattaraugus-Allegany BOCES:**

Mr. Wiktor introduced Mr. Terry Fuller, Work Based Learning Coordinator at Cattaraugus-Allegany BOCES. Mr. Fuller gave a general overview of the variety of programs and classes that are currently available through the Cattaraugus-Allegany BOCES and discussed the vocational need and demand by area employers.

Mr. Fuller stated that he works out of Ellicottville and Olean BOCES centers. His main goal is to meet with businesses within Cattaraugus County to see what their greatest needs are and to set up internships within their Companies. This is a win win situation for the Businesses, BOCES Career Centers and the students. These internships get the students out of the classrooms and into the working environment to see where their interests are and if this is a career they would continue to pursue. These internships also bring into their Company a potential full-time employee. The businesses have been very receptive to the internships as a potential new hire tool in our area. Several articles as of late have been mentioning the need for work force/employees in our geographical area. Mr. Fuller stated that he has met with the Ellicottville Chamber of Commerce and the Olean Chamber of Commerce to get the word out that the BOCES programs are another avenue/tool or pipe line to the businesses in the area. Mr. Fuller stated that he has currently placed six (6) BOCES students with area businesses for internships and is working on placing additional students for apprentices/internships in the near future.

Mr. Fuller stated that last year they placed 127 students into internships out of 450 possible students. Mr. Fuller stated that this program is only scratching the surface of the employment needs in our area. This program is a wonderful pipeline opportunity for the businesses in our area the word just needs to be spread to all businesses.

Mr. Fuller mentioned that in the past the push has been in the education department that everyone needs to plan on attending a four (4) year college. Things have drastically changed and the push is to get students in their junior/senior year that are not planning on attending school to proceed with an internship/apprenticeship to see where their interests may be in the work force. Mr. Fuller stated that most all of the businesses in our area are

looking for workers and having a difficult time hiring workers or keeping workers.

One issue that Mr. Fuller mentioned is the Workers Compensation coverage, most of the interns depending on how involved they will be in the business, must be covered on the businesses Workers Compensation policy.

Mr. Buffamante mentioned that maybe NY State working with the insurance fund could cover the cost of Workers Compensation insurance on 14-18-year old's that are working as apprentices or with internships.

Mr. Fuller stated that BOCES Center is working on the soft skills such as showing up for work on time, being able to follow basic instructions, dressing for the job, showing up early and ready for work. Mr. Fuller is asking can the County get involved to earmark some money for this program and possibly give funds back to employers that are willing to bring in students for apprenticeships/internships.

Crystal Abers suggested setting up a meeting with Jeff Belt to discuss this program and to see what the New York State may have to offer in regards to this type of program. Crystal Abers also suggested that maybe the Department of Labor could also help to set up a program for interns/apprentices for area employers.

Mr. Wiktor mentioned two (2) articles that were relevant to the conversation in regards to work force. Both of these articles were included in your packets. The first article by Buffalo Niagara Partnership "*A look into the future of workforce development in WNY*". Mr. Wiktor advised the CCIDA Board that himself, Mr. Buffamante, and Mr. Fuller attended an informational meeting and tour of the new Northland Training Center in Buffalo on Tuesday, October 2nd. This was a very impressive training center which plans to start their first classes in September 2019. This training center is a 35-acre site with 250,000 sq. feet of newly renovated training and classroom space.

The second article was in the Olean Times Herald on October 13, 2018 "*Annual Manufacturing Day emphasizes local career pipeline*". This article highlights the annual manufacturing day in the County with planned tours and student engagement to get high schoolers interested in a career in manufacturing.

Resolutions from a Prior Application/Project that is in Process

-West Valley Solar, LLC - West Valley Solar, LLC applied to the CCIDA at its September 11, 2018, Board of Directors Meeting regarding their proposed project. A Public Hearing was held at the Ashford Community Center on Tuesday, October 9, 2018 at 9:00 a.m. For the official record, three (3) people attended the hearing: Ashford Town Supervisor, Mr. Charlie Davis, Paul Cuzen, and Michael Rauch of BQ Energy (Project Developer) all comments were positive and supporting of the proposed project. In addition, the IDA did not receive any comments prior to or after the Public Hearing. The total project cost/investment of \$20,187,500 is proposed on the land in the West Valley Nuclear site. Homeowners who sign up for this savings would see approximately 30% off their monthly bills. BQ Energy plans to have two (2) informational meetings at the West Valley Community Center to answer questions or concerns consumers may have.

Mr. Wiktor did discuss with the CCIDA Board that the tax credits being offered for the solar energy projects are only guaranteed through 2020. The solar companies are taking a big risk that the credits will still be available to them after 2020. These projects are not totally paid for by New York State, the developer is still investing \$16M to complete this project. Mr. Falsetti has been in contact with Mr. Wiktor and they are planning to start construction in early spring at the West Valley site.

RESOLUTIONS:

A **Motion** was made by Joseph Higgins, seconded by Brent Driscoll, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR WEST VALLEY SOLAR LLC (THE “COMPANY”)**, A Roll Call vote was taken with, Mr. Higgins, Mr. Buffamante, Mr. Driscoll, and Mr. Giardini voting yes. **Motion Carried.** Mr. Wimer, Mr. Snyder, and Mr. Stahley were excused **Motion Carried**

***CCIDA Active Project Update:**

Win Sum Ski Corp. – Summer/Fall: 2018 Project

Holiday Valley, New York State’s most visited winter resort is planning a \$3.2 million upgrade this year. According to Dennis Eshbaugh, President, “As an independent resort we are very proud of what we have been able to accomplish in their 61 year history. Together with this year’s projects we have reinvested over \$130 million in the resort over the past 25 years. What this means is better experiences for our visitors throughout the year.”

Highlights include expanded automated snowmaking, a new groomer, a conveyor lift on Slippery Streets, slope work including several “tree trails” for kids and a new shuttle van. Summer projects at Sky High Adventure Park include a Tarzan swing on Riptide in the Aerial Park, and creation of the Happy Holiday Gem Mining Company.

\$250,000 is dedicated to automated snowmaking improvements. Holiday Valley began installing HKD Klix automated snowmaking in 2011 and has been expanding the system each year. Holiday Valley has the largest and most powerful HKD automated snowmaking system on the East Coast. Automation has the advantage of quick startups and shut downs, so even if favorable snowmaking temperatures exist for just a couple of hours, the system can make snow efficiently. The Klix system also has weather stations that monitor temperature and humidity so the guns can automatically and individually adjust to changes. The result is a better quantity and quality of snow made with less energy.

The grooming crew will add a new Piston Bully 100 grooming machine to their fleet of 6 Piston Bully 600’s. This machine has a smaller blade and tiller for shaping and maintaining terrain park features and other areas that require finer work including shaped snow learning terrain for beginners. The new groomer will also have an attachment for setting one or two cross country tracks on the resort’s 15 km of cross-country trails.

Slippery Streets is an integral part of Holiday Valley’s beginner’s terrain and is currently serviced by a handle tow. A new conveyor lift (moving sidewalk) will replace the handle tow and will make the trip up the hill much easier and enjoyable for beginners, especially snowboarders.

The Holiday Valley Mountain Crew will be cleaning out downed trees and branches in the woods between the slopes this summer to increase the area available for woods skiing and riding. Improvements were also made to the Sky-High Adventure Park. **The total investment this Summer at the Resort is just over: \$3,200,000.00**

Mr. Wiktor stated that this summer project at Holiday Valley has been a tremendous project for summer employment of local contractors. Mr. Wiktor also mentioned that the \$3.2M investment is 60% completed with most of the vendors/contractors being within three zip codes of Ellicottville, NY.

ELECTION OF OFFICERS: 2018 – COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY

Chairman: Mr. Thomas Buffamante
First Vice Chairman: Mr. Joseph Higgins
Second Vice Chairman: Mr. James (Joe) Snyder
Secretary: Mr. Michael Wimer
First Assistant Secretary: Mr. James (Joe) Snyder
Treasurer: Mr. Brent Driscoll
Director: Mr. Dick Giardini
Director: Mr. John Stahley

Audit Committee Members of the CCIDA:

Chairman: Mr. Thomas Buffamante
Member: Mr. Brent Driscoll
Member: Mr. Michael Wimer

Governance Committee Members of the CCIDA:

Chairperson: Mr. Joseph Higgins
Member: Mr. James Snyder
Member: Mr. Dick Giardini
Member: Mr. John Stahley

Finance Committee: Revenue Bond Issuances

Chairperson: Mr. Brent Driscoll
Member: Mr. Thomas Buffamante
Member: Mr. Michael Wimer

A **Motion** was made by Mr. Driscoll to accept the slate of officers for the County of Cattaraugus Industrial Development Agency as proposed, seconded by Mr. Giardini. All Board Members were in favor. Mr. Wimer, Mr. Snyder, and Mr. Stahley were excused. **Motion-Carried**

A **Motion** was made by Mr. Driscoll, seconded by Mr. Buffamante to accept the **2019 CCIDA Meeting Schedule** as presented. All Board Members were in favor. Mr. Wimer, Mr. Snyder, and Mr. Stahley were excused. **Motion-Carried**

FINANCIAL REPORT:

A Motion was made by Joseph Higgins, seconded by Brent Driscoll to approve the Financial Reports for **September 2018** as prepared - **Motion Carried**

✓ **September Income: \$2,250.00**

- HoliMont Inc. - \$750.00 – Application Fee
- JSF Energy, LLC - \$1,500.00 – Application Fee – West Valley Solar LLC

Proposed 2018 CCIDA Operating Budget:

Mr. Buffamante suggested that we increase the interest on accounts amount from \$150.00 to \$5,000.00. It was also suggested that the Apps. /Fees should be increased from \$295,700 to \$300,000. Mr. Buffamante also requested that the wages and fringe amounts be changed to \$150,000 and \$70,000 respectively. Mr. Wiktor advised the Board that any adjustments to the 2019 Budget can be completed in June/July when the Budget is reviewed.

A motion was made by Mr. Driscoll to accept the budget with changes be sent to the Cattaraugus County Treasurer and also posted to the Authority Budget Office website before October 30, 2018, seconded by Mr. Higgins. All Board Members were in favor. Mr. Wimer, Mr. Snyder, and Mr. Stahley were excused. **Motion-Carried**

Additional Information:

Mr. Wiktor mentioned that HoliMont's 2018 Application should close with the IDA in the month of November.

Brent Driscoll inquired about the dollar amount that we are carrying in our checking account. Mr. Wiktor advised Mr. Driscoll that he would setup a Finance Committee meeting and discuss putting monies into other investments and report back to the CCIDA Board in December.

***Executive Directors Report:**

-Internal (IDA Meetings/Discussions):

- ✓ Met with a local (WNY) Developer who is looking at possibly constructing a “tourism destination” project in the Ellicottville area. The project is in the early stages and the developer will meet with us again in November.
- ✓ Lancaster IDA Event: A Regional WNY IDA event was held in Lancaster to discuss area projects, trends, legislative topics etc. A very nice event amongst our cohorts and the issues that we often face together.
- ✓ Met with a representative of Invergy. They wanted to give us an update in regards to the proposed Alle-Catt Wind Project.
- ✓ Invest Buffalo Niagara Board Annual meeting.
- ✓ Attended the Sept. and Oct. Economic Development Team meetings in Little Valley.
- ✓ Presented to Leadership Cattaraugus class on economic development and manufacturing updates within the County.
- ✓ Attended the Cattaraugus County BDC Board meetings in Sept. and Oct.
- ✓ Attended the WRC Board meeting at ECIDA. At this meeting we did approve a loan for a Cattaraugus County Manufacturer.

- ✓ Attended the Job Fair that we put on as a Team. Crystal Abers office of Economic Development, Planning and Tourism spearheaded this event. Crystal's department did the mailings, worked with the Department of Labor, and signed several prospective employers in our area. The event ran from 8:00 am to 11:00 am at the Ellicottville Town Center. There were roughly 15 employers there looking to fill job openings. Roughly 50-60 potential job applicants attended the event. This was the first event of its kind put on by the Team and everyone felt this went fairly well. There was a continuous flow of people coming in to fill out applications and a few interviews were done on site.
- ✓ Met with a local manufacturer who is considering buying/leasing a building in the northern part of the County and discussed ways the IDA could help.
- ✓ Met with a local Town Supervisor in regards to a possible solar project within his Town and how the IDA could play a role, if asked and supported.
- ✓ Attended CArES, Inc. Board meeting.
- ✓ Met with Mike John for a meeting and update of how things are going for his business.
- ✓ Met with Halley Kottwitz in regards to some IDA Marketing collateral. We have received the first draft. Looks nice!
- ✓ Met with a local beverage manufacturer to see how his business and project with the IDA were coming along.
- ✓ Met with Tom Buffamante and attended the open house at the Northland Training center in Buffalo. An excellent presentation and tour of their new facility and how it can help Cattaraugus County residents and businesses. Much more to follow.
- ✓ Met with Local 17 Operating Engineer's to discuss area projects and developments within the County.
- ✓ Met with NYS DOT in regards to some property that the State needs to lease for bridgework that they will be completing in Waterboro next summer.
- ✓ Had a meeting with a solar company who is discussing and currently planning on constructing a project within the County.
- ✓ Met with a local developer who is considering an Adaptive Reuse project.
- ✓ Met with Gary Abraham and Ginger Schroder and a few residents of Freedom and Farmersville in regards the proposed Alle-Catt wind project. Spent a great deal of time listening to them and getting their thoughts and ideas in regards to this proposed project. I appreciated all of their time and comments.
- ✓ Presented to the Olean Rotary Group on updates on economic development and a general overview of the CCIDA.
- ✓ Hosted a train ride on the NY & LE Railroad for our economic development team. We cannot thank the Dingman's and Steve Patterson enough for what they did for us and the tour they put on for us. It was excellent! Mr. Wiktor also mentioned that if you see Mr. Dingman tonight congratulate him on running the train line for 40 years in October. We believe that it is Mr. Dingman's love of trains that has kept this going for so long. Mr. Dingman continues to do very well with his Christmas train rides and mystery

dinner train rides and is working to increase his tourism business. Mr. Dingman is a; currently working on a potential business of hauling waste water from Pennsylvania to Buffalo/Niagara Falls to be reprocessed.

- ✓ Attended the Can-Am Council Meeting in Buffalo.
- ✓ Attended the STERRA Railroad meeting with Bob Dingman and many others to present an update on the Railroad feasibility study/plan that was approved last year in regards to the possible project of connecting the rail from Buffalo to Jamestown. (*Executive summary of plan will be passed out at the meeting*).
- ✓ Met with a developer looking at a fairly extensive project in the County.
- ✓ Continuing to meet and discuss with some local employers in regards to possible expansions and investments at their plants over the next several months. Fingers crossed that some of these proposed projects come to fruition.

-External (Points of Interest relating to the CCIDA):

- ✓ **Mr. Jack Whipple will be the recipient of the prestigious L.O.U.I.E. Award** given at the Great Olean Area Chamber of Commerce Annual Dinner Celebration to be held on Thursday, November 1, 2018. If any Board Member would like to attend please let us know and we will purchase a ticket for you.
- ✓ **Buffalo News Article:** *“Report urges more incentives for industrial development, housing”*. An interesting article in regards to IDA incentives for housing and spec type projects. A real need in regards to area’s building stock. This need is not only in Cattaraugus County but also in Erie County and surrounding areas.
- ✓ **Buffalo News Article:** *“Now hiring: Buffalo Niagara job market keeps growing.”* This article states that the local job growth remained robust during August, continued good news for the WNY economy as a whole.
- ✓ **NYS Department of Labor Report:** Mr. John Slenker (NYSDOL) supplied his yearly report from the NYS Department of Labor on Cattaraugus County. This report highlights the various employment sectors, job numbers and trends.
- ✓ **Labor Statistics for the Western New York Region:** Prepared by the NYS Department of Labor, just updating various labor statistics for WNY and Cattaraugus County. Yearly update for the Board.
- ✓ **Unemployment Rates by County:** Unemployment Rates by County, New York State, August 2018. Recent update on the unemployment here in the County.
- ✓ **Buffalo News Article:** *“It’s hard to hire: Local unemployment remains at 18-year low”*. Another article on the topic and issue at hand, of workforce development and the need for qualified and competent people “human capital”.
- ✓ **HoliMont Inc.:** HoliMont is proud of retired General Manager, David Riley on his induction to the SANY Hall of Fame. This is a truly deserved honor and testament to Dave’s Leadership and commitment to the ski industry in New York State. The IDA is very proud of Dave and his achievement.
- ✓ **Buffalo Business First Article:** *“Talent war: Buffalo trying to catch up in competition for skilled workforce.”*
- ✓ **Allegheny River Trail is 20 Years Old!** A great milestone has been achieved! Congratulations to Mr. Higgin’s and to all of the volunteers and funders that have made this project become a reality and cog in the fabric of the Allegheny/Olean region! Mr. Higgins and his wife Cecile are still very involved in the upkeep of the trail and use this trail on a daily basis.
- ✓ **Billings Sheet Metal Inc.:** September 2018 Monthly Market Bulletin from Billings Sheet Metal Inc.

- ✓ **Governing.com Article:** *“Tax Incentives’ Bipartisan Folly”*. Article states that Companies are always going to “shop states” for the best deals. Low taxes and business friendly policies are a better way to grow jobs.

Adjournment:

A **Motion** was made by Brent Driscoll, seconded by Dick Giardini to adjourn the meeting at 1:15 p.m. All in Favor – **Motion Carried.**

-The next CCIDA Board of Directors meeting will be December 4, 2018 at 11:15 a.m. at the CCIDA Offices in Ellicottville, NY.