

**COUNTY OF CATTARAUGUS  
INDUSTRIAL DEVELOPMENT AGENCY**

**BOARD MEETING MINUTES**

**Tuesday, September 19, 2017  
CCIDA Offices  
9 E. Washington Street, Ellicottville, NY  
11:15 a.m.**

**Roll Call:** -Taken-

**Members**

**Present:**

Mr. Thomas Buffamante - Chairman  
Mr. Joseph Higgins  
Mr. Brent Driscoll  
Mr. Greg Fitzpatrick  
Mr. Michael Wimer  
Mr. Joe Snyder

**Excused:**

Mr. Vergilio Giardini

**CCIDA Staff:**

Mr. Corey R. Wiktor, Executive Director  
Mr. George Cregg, Jr., CCIDA Legal Counsel

**Presenters/Guests:**

Rick Miller – *Olean Times Herald, Newspaper*  
John Thomas – *The Villager, Newspaper*

Susan Quattrone – *HoliMont, Inc.*

Jim Falsetti – *BQ Energy*

Crystal Abers – *Economic Development Planning & Tourism*

Chairman Thomas Buffamante called the meeting to order at 11:15 a.m.

A roll call of the Board of Directors of the CCIDA was taken; Mr. Giardini was excused due to prior business commitments.

**APPROVAL OF MINUTES:**

A **Motion** was made by Joseph Snyder, with a second by Brent Driscoll to accept the July 25, 2017 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

**\*NEW APPLICATION/PROJECT:**

**HoliMont Inc.:** HoliMont Inc. has asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their recently submitted (sale Leaseback application) for inducement for purposes of New York State sales tax abatement on the following purchases and upgrades that they will be making at the Resort.

HoliMont will once again reinvest and commit a sizeable investment into their Resort to enhance, improve and meet the demands of their skiers/visitors that come to Cattaraugus County and Ellicottville. The resort continues to grow and improve their resort, all the while, why some resorts across the US are shuttering their doors.

**Proposed Investments/Upgrades to the Resort:**

- Purchase of additional snowmobiles for use by snowmakers, ski patrol, etc.
- Ranger utility vehicles for workers at the resort to help with various projects.
- Purchase of a new Groomer to add to their fleet.
- Snowmax injection system.
- Tower locations for optimizing snowmaking at the resort.
- Various upgrades to the office equipment that is essential to running the operations at the resort. This will include software as well.
- Catch net for safety purposes.
- Various pieces of resort equipment.
- Ski Patrol Equipment etc.

HoliMont is looking at doing a list of various upgrades to the resort which will be included in the Capital Improvements (stated above). A new snowmax injection system, relocating tower locations for optimizing snowmaking at the resort, new groomer, office equipment, utility vehicle, and snowmobiles for use by snowmakers and ski patrol.

Ms. Sue Quattrone was on hand at the IDA Board meeting to review and answer any questions in regards to their application. Mr. Wiktor stated that HoliMont Inc. utilizes their own employees along with local contractors to keep their capital improvements as local as possible.

**Total project cost/investment of: \$480,000 (+,-)**

**RESOLUTIONS:**

A **Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR OF COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO HOLD A PUBLIC HEARING REGARDING A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF HOLIMONT INC.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Buffamante, Mr. Higgins, Mr. Wimer and Mr. Snyder voting yes. Mr. Giardini was excused. **Motion- Carried.**

*(Mr. Buffamante did note that his firm has done work for HoliMont. but has no financial interest or direct involvement in this proposed project. In addition, Mr. Wimer also noted that Cattaraugus County Bank has been involved in various banking relationships over the years with HoliMont, however, they too, have no financial interest or direct involvement in this proposed project.)*

A **Motion** was made by Michael Wimer, seconded by Brent Driscoll, **RESOLUTION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF HOLIMONT, INC. WILL NOT HAVE A SIGNIFICANT EFFECT ON THE ENVIRONMENT.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Buffamante, Mr. Higgins, Mr. Snyder and Mr. Wimer voting yes. Mr. Giardini was excused. **Motion- Carried.**

*(Mr. Buffamante did note that his firm has done work for HoliMont, but has no financial interest or direct involvement in this proposed project. In addition, Mr. Wimer also noted that Cattaraugus County Bank has been involved in various banking relationships over the years with HoliMont, they too, have no financial interest or direct involvement in this proposed project.)*

**\*Resolutions from prior a Application/Project that is in process:**

**-Steel Winds, LLC:** Public Hearings for these projects (June 15, 2017 Applications) were held on July 7, 2017 at the Olean City Hall, Olean, New York. IDA Counsel advised Mr. Wiktor to ask if there were any representatives of any effected jurisdictions here today. No representatives were present. This was relating to the IDA sending out notices of Deviation to the impacted taxing jurisdictions that were mailed to the City, School and County in August of 2017.

Mr. Wiktor next discussed that the lawsuit between BQ Energy and the City of Olean has been settled. A signed copy of the official court agreement between the City of Olean and the developer was provided to each Board member for their review. Mr. Wiktor has discussed the proposed PILOT's with the Mayor of Olean, the Olean School District Business Manager, and several Aldermen on the City Council and Officials with the County, etc. over the past 6 weeks.

BQ Energy is prepared to move forward with the closing on this project. Mr. Falsetti stated that everything is ready to go and when all the documents have been approved they will be bringing their crews back into the area to do the final touches. Mr. Falsetti said that they are approximately 30 days out one the project closes. The IDA Board had much discussion in ensuring that the impacted taxing jurisdictions had a comfort level with the proposed PILOT's.

**RESOLUTIONS:**

A **Motion** was made by Brent Driscoll, seconded by Michael Wimer, **RESOLUTION ACCEPTING THE DETERMINATION BY THE CITY OF OLEAN PLANNING BOARD TO ACT AS LEAD AGENCY FOR THE ENVIRONMENTAL REVIEW OF THE STEEL WINDS LLC – 1470B PV LLC PROJECT AND ACKNOWLEDGING RECEIPT OF THE NEGATIVE DECLARATION ISSUED WITH RESPECT THERETO.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Higgins, and Mr. Snyder, Mr. Wimer, and Mr. Buffamante voting yes. Mr. Giardini was excused. **Motion-Carried.**

A **Motion** was made by Michael Wimer, seconded by Joseph Higgins, **RESOLUTION AUTHORIZING A DEVIATION FROM THE AGENCY’S UNIFORM TAX EXEMPTION POLICY IN CONNECTION WITH THE PROPOSED PAYMENT IN LIEU OF TAX AGREEMENT TO BE ENTERED INTO BY THE AGENCY IN CONNECTION WITH THE PROPOSED STEEL WINDS LLC 1470B PV LLC PROJECT.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Wimer, Mr. Higgins, Mr. Snyder and Mr. Buffamante voting yes. Mr. Giardini was excused. **Motion- Carried.**

A **Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR STEEL WINDS LLC – 1470B PV LLC (THE “COMPANY”).** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Wimer, Mr. Higgins, Mr. Snyder and Mr. Buffamante voting yes. Mr. Giardini was excused. **Motion- Carried.**

A **Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION ACCEPTING THE DETERMINATION BY THE CITY OF OLEAN PLANNING BOARD TO ACT AS LEAD AGENCY FOR THE ENVIRONMENTAL REVIEW OF THE STEEL WINDS LLC – 1406RB PV LLC PROJECT AND ACKNOWLEDGING RECEIPT OF THE NEGATIVE DECLARATION ISSUED WITH RESPECT THERETO.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Wimer, Mr. Higgins, Mr. Snyder and Mr. Buffamante voting yes. Mr. Giardini was excused. **Motion-Carried.**

A **Motion** was made by Brent Driscoll, seconded by Gregory Fitzpatrick, **RESOLUTION AUTHORIZING A DEVIATION FROM THE AGENCY’S UNIFORM TAX EXEMPTION POLICY IN CONNECTION WITH THE PROPOSED PAYMENT IN LIEU OF TAX AGREEMENT TO BE ENTERED INTO BY THE AGENCY IN CONNECTION WITH THE PROPOSED STEEL WINDS LLC – 1406RB PV LLC PROJECT.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Wimer, Mr. Higgins, Mr. Snyder and Mr. Buffamante voting yes. Mr. Giardini was excused. **Motion-Carried.**

**A Motion** was made by Brent Driscoll, seconded by Michael Wimer, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR STEEL WIDS LLC – 1406RB PV LLC (THE “COMPANY”)** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Wimer, Mr. Higgins, Mr. Snyder and Mr. Buffamante voting yes. Mr. Giardini was excused. **Motion- Carried.**

**A Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION ACCEPTING THE DETERMINATION BY THE CITY OF OLEAN PLANNING BOARD TO ACT AS LEAD AGENCY FOR THE ENVIRONMENTAL REVIEW OF TH STEEL WINDS LLC – HOMERIDAE LLC PROJECT AND ACKNOWLEDGING RECEIPT OF THE NEGATIVE DECLARATION ISSUED WITH RESPECT THERETO.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Wimer, Mr. Higgins, Mr. Snyder and Mr. Buffamante voting yes. Mr. Giardini was excused. **Motion- Carried.**

**A Motion** was made by Michael Wimer, seconded by Brent Driscoll, **RESOLUTION AUTHORIZING A DEVIATION FROM THE AGENCY’S UNIFORM TAX EXDEMPTION POLICY IN CONNECTION WITH THE PROPOSED PAYMENT IN LIEU OF TAX AGREEMENT TO BE ENTERED INTO MY THE AGENCY IN CONNECTION WITH THE PROPOSED STEEL WINDS LLC – HOMERIDAE LLC PROJECT.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Wimer, Mr. Higgins, Mr. Snyder and Mr. Buffamante voting yes. Mr. Giardini was excused. **Motion- Carried.**

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

**\*CCIDA Active Project Update: North Delaware Holdings LLC/Stillhouse of Buffalo LLC**

North Delaware Holdings, LLC. & Stillhouse of Buffalo, LLC. had asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider inducing their proposed Manufacturing/Tourism project that is proposed to take place in the Town of Ellicottville, New York on February 2, 2017. The Companies are currently renovating and adding to their current facility. The existing facility on US Route 219 in Ellicottville is roughly 4,500 sq. foot, the project applicant is looking to complete renovations and updates to this facility and to add roughly 4,000 sq ft.

Mr. Wiktor discussed his recent tour at the facility, and explained the tremendous amount of progress that is occurring at the site, to date. Recently, Jim Fink with Buffalo Business First was there with Mr. Wiktor to see the progress and did an interview for an upcoming story in a future

publication on the soon to be brewery. The project will include a new addition, comprising of new siding, new roof, a new parking lot, landscaping/lighting, new electrical service, plumbing, indoor fixtures, tables, racks, casks, general restaurant furnishings, fixtures and equipment, etc.; and all equipment to constitute a beer manufacturing facility and distillery for locally made spirits.

This proposed project will house all manufacturing for Stillhouse of Buffalo's microbrews and spirits. There will also be a tasting room, with an emphasis on tours, themed events along with a full service restaurant which will source its ingredients and supplies locally from farmers to offer a unique dining experience. The project will create roughly 20+ construction jobs and also create 12 new FT jobs as well. (*Submitted pictures were also handed out to the Board*).

**-Total project cost/investment of: \$700,000(+,-).**

### **FINANCIAL REPORT:**

A **Motion** was made by Joseph Higgins, seconded by Thomas Buffamante to accept the financial statements as prepared. **Motion - Carried**

**July Income:** A total of **\$60,563** was received by the CCIDA for closings on the following projects: Stillhouse of Buffalo, LLC (\$7,438) and Kreinheder Properties LLC (\$53,125).

**August Income:** A total of **\$20,880** was received by the CCIDA for the closings/sales tax letters/and application fees. Sunny Olean LLC (\$5,980), Win Sum Ski Corp. (\$10,400), and Steel Winds (\$4,500).

We currently have two (2) projects in the closing stages. We anticipate these projects to close by the end of the year. Mr. Wiktor also stated that he anticipates two (2) new applications to be submitted to the IDA by December 2017.

### **CCIDA Parcel of land in Cattaraugus:**

Mr. Wiktor advised the CCIDA Board that he has been contacted by the Mayor of the Village of Cattaraugus regarding a parcel of land that the CCIDA currently owns. The site is under .5 acres in size, and would be needed for the construction of a new Senior/Community Center in the Village. We have had multiple discussions with the Mayor, Bob Dingman and Pat Cullen, who heads up the Historical District in the Village. NYS Senator Cathy Young has secured a grant for the construction of the facility. This is considered "excess property", with little to no real value for the IDA. I recommend that we move forward with the appraisal and sale of this property. We will be transferring this land to the Village of Cattaraugus for \$1.00. New York State has added so many additional requirements we will have to have an appraisal done prior to transferring the property.

A **Motion** was made by Brent Driscoll, seconded by Joseph Snyder to have this property appraised and to go ahead with the sale/transfer of the property to the Village of Cattaraugus. **Motion – Carried**

**-Internal (IDA Meetings/Discussions):**

- ✓ Met with a large Commercial Real Estate broker in regards to drafting and implementing a commercial site/building marketing piece for some top sites here in Cattaraugus County.
- ✓ Set up and approved two recently IDA projects with the Western Region Loan Corp. Board that I sit on. Har/Son Manufacturing and Six Smith's.
- ✓ Conducted a conference call with Senator Young in regards to various proposed projects and area Companies to discuss ways that we can connect the State to them for additional assistance. In person meeting setting up for September.
- ✓ Met with two local "commercial project" to review and complete an application for the IDA to consider. Proposing to be on future IDA Board meeting Agenda.
- ✓ Had a meeting with Dr. Sharon Huff, Superintendent with Catt-Little Valley schools to introduce myself and to review the IDA and it's procedures and programs. Mr. Wiktor plans to continue to meet with other Superintendent of Schools to inform them of the various programs that the IDA has to offer.
- ✓ Hosted Jim Fink from Buffalo Business First for an all day tour and review of various past IDA development projects. A full story will be completed in October.
- ✓ Met with Joanne Campanga with Bank of America to discuss financing options for a few potential projects within the County.
- ✓ Had multiple meetings and discussions with BQ Energy in regards to the solar projects.
- ✓ Gowanda, NY: Meeting with a recent business owner whose building was a victim of arson. I reviewed various IDA programs that may be used should the owner want to rebuild.
- ✓ Met with a Rick Neville with Largo Capital in regards to the various financing programs that they offer to commercial customers building in the region.
- ✓ Attended all Cattaraugus County Economic Development Team meetings in July and August.
- ✓ Buffalo Niagara Partnership Roundtable with Congressmen Chris Collins to discuss matters such as economic development, trade and tax reform.
- ✓ Met with Kinley Construction to review the "Field of Dreams" Project in Allegany. Also discussed a possible commercial construction project with them.

- ✓ Attended the Olean Business Development Board Meetings.
- ✓ Met with Jeff Belt for a meeting in Olean to discuss his Adaptive Reuse Projects and area development ideas, etc.
- ✓ Met with a local developer in regards to his parcel of property in Great Valley that he is looking to redevelop and was sharing some of his ideas with Crystal and myself.
- ✓ Met with Tom Barrett from Kulback's Construction to discuss a possible project within the County.
- ✓ Attended the Cattaraugus County Business Development Corp. (BDC) Board meeting.
- ✓ Met Greg Sehr in Buffalo to discuss area development projects and some ideas how Cattaraugus County may play a role in capturing some of this development.
- ✓ Attended the Workforce Investment Board (WIB) meeting.
- ✓ Met with a local developer who will be buying a building in the County later this year to discuss IDA incentives and application time frames. This is good news!
- ✓ Railroad meeting with CCIDA, ECIDA and the owners of each railroad that runs on the line to discuss ideas and possibilities for future plans on the lines.
- ✓ Met with Aldermen John Crawford to discuss the IDA's potential role in the proposed solar farms in Olean and the incentives that the IDA has in general.
- ✓ Met with Wirt Smith, Mayor of Cattaraugus to discuss land sale to the Village.
- ✓ Met with Horace Gioia to discuss ideas in deal structuring.
- ✓ Met with Tim Hughes from C & S Engineers to discuss a few projects and ways they may be able to assist our project applicants.
- ✓ Attended Southern Tier West Board meeting.
- ✓ Met with Mayor Aiello to discuss and review various projects and developments in the City of Olean, to keep him apprised.
- ✓ Attended the WRC Board Meeting at ECIDA.
- ✓ Met with Ben Rand, President of Insyte Consulting to discuss a new endeavor that they are working on to include the IDA in regards to workforce development and assisting area manufacturers.



- ✓ Had a conference call with a group that is looking to help and grown area entrepreneurs within the County. Further discussion will be taking place with the OBDC.
- ✓ Met with John Stahley, Plant Manager at DR/Siemens to discuss updated and possible future plans.
- ✓ Attending Mayor Aiello's executive forum.

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

- ✓ **Olean Times Herald:** Article by Rick Miller on September 10, 2017 "*Local Young Entrepreneurs Academy starts October 25<sup>th</sup>*" The Cattaraugus-Allegany Young Entrepreneurs Academy, or YEA, is in its final recruiting drive for the first class beginning October 25 at Olean Business Development.
- ✓ **Buffalo News Article:** Article by David Robinson on August 4, 2017. "*Here come the jobs...where will workers come from?*". More discussion on the critical need for workforce development and training in WNY.
- ✓ **Buffalo Business First Article:** Article by James Fink on August 2, 2017 "*Upgraded broadband service coming to Erie, two other counties*". Positive news regarding the further build out of connectivity here in Cattaraugus County.
- ✓ **Buffalo Business First Article:** Article by Dan Miner on September 9, 2017 "*Asarasi picking up serious steam as only USDA – certified organic water*". Asarasi is now sold at 60 independent locations in Buffalo and is currently in 100 Tops Friendly Markets. It is widely sold at Shop Rites, Shaw's and Safeway, and they hope to be in Price Chopper very soon. It is also sold by a retail management company inside airports such as JF Kennedy, LaGuardia in New York City and others.
- ✓ **Olean Times Herald Article:** Article by Rick Miller dated September 12, 2017 "With fewer regional clients, Olean's Billings Sheet Metal expands reach". Excellent piece on new products made in Olean!
- ✓ **Billings Sheet Metal Inc.:** August 23, 2017 *Monthly Market Bulletin*-News and updates from Billings.
- ✓ **CityLab Article:** "*The Next Big Challenge for Small Downtowns*".
- ✓ **Insyte Consulting:** Celebrating 35 years helping Western New York Manufacturers to be held on September 14, 2017 from 5-8:00 p.m. at the Templeton Landing in Buffalo, NY.
- ✓ **Olean Times Herald Article:** Article by Rick Miller on September 13, 2017 "*New York State Department of Transportation seeks consultant for Route 219 expressway study*". Further information in regards to US Route 219.
- ✓ **Leadership Cattaraugus:** 2017 Manufacturing Day – September 19, 2017 8:00 a.m. to 4:30 p.m. Presented twice at 2 Leadership Catt. Events this past year.
- ✓ **Cattaraugus County Business Development Corp.** – Board of Directors Meeting Agenda – Tuesday, August 20, 2017 help at the Swan Business Center at St. Bonaventure University in the Peterson Board Room.
- ✓ **STW Director's Report:** dated August 17, 2017
- ✓ **Southern Tier West:** Program Report dated August 17, 2017

**\*Executive Session:**

A **Motion** was made by Brent Driscoll, seconded by Michael Wimer to go into Executive Session to discuss a matter or property acquisition/disposition. – **Motion Carried**

A **Motion** was made by Michael Wimer to return from Executive Session back into the CCIDA Board Meeting. - **Motion Carried**

**ADJOURNMENT:**

A **Motion** to adjourn the CCIDA Board Meeting was made by Brent Driscoll seconded by Thomas Buffamante at 1:40 p.m. **Motion-Carried.**

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**\*The next CCIDA Special Board of Directors meeting: Tuesday, October 24, 2017 at 11:15 a.m. at the CCIDA Office in Ellicottville, NY**

**Note: This is also our annual dinner/tour. The Project tour will be at MJ Painting in Olean with dinner to follow at Good Times of Olean, The Point Restaurant.**