

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

February 8, 2022
CCIDA Offices
9 East Washington Street
Ellicottville NY 14731
11:15 a.m. In Person or via Teleconference Call/Zoom

Roll Call: -Taken-

Members

Present:

Mr. Thomas Buffamante – Chairman
Mr. Joseph Higgins
Mr. Joseph Snyder
Mr. Brent Driscoll
Mr. Michael Wimer
Ms. Ginger Schroder
Mr. John Stahley

Excused:

CCIDA Staff/Counsel:

Mr. Corey R. Wiktors, Executive Director CCIDA
Mr. Robert Murray, Harris Beach PLLC Legal Counsel

Presenters/Guests (Teleconference):

Mr. Greg Sehr – *Upstate Consultants LLC*
Ms. Crystal Abers, Director – *Economic, Development, Planning and Tourism*
Mr. Tom Cullen – *Revolution Rail Co.*
Mr. Robert Harte – *Revolution Rail Co.*
Mr. Edward LaScala – *Revolution Rail Co.*
Mr. Michael Dupee – *Revolution Rail Co.*

Chairman, Thomas Buffamante called the meeting to order at 11:19 a.m.

A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Higgins, Mr. Snyder, Mr. Wimer, Ms. Schroder, Mr. Stahley, and Mr. Driscoll all attended in person.

A Motion was made by Brent Driscoll seconded by Ginger Schroder to accept the Board Meeting Minutes from December 7, 2021 as presented to the Board. All in favor. **Motion Carried.**

Mr. Wiktor next introduced Robert Harte, Michael Dupee, Tom Cullen, and Edward LaScala from Revolution Rail Company. Revolution Rail Company is here to do a presentation in regards to rail bikes being offered on abandoned railroad tracks. Originally, they started with six (6) bikes and doubled their fleet in 2017 and now currently have over 100 bikes that run on 6 miles of rail. They have three (3) operations in the Adirondack's. The normal tour is around 2 hours at \$30-\$40/hour for the bike rental. This project is on track to bring a \$10M Boutique Hotel to Cattaraugus, New York and 15+ people in employment during peak season. This is a very unique and exciting project to bring to the area. The CCIDA Board advised the presenters that it would assist in any way they can to bring this project to Cattaraugus County. What a wonderful and unique use for abandoned railroad tracks for exercise and also would give the participants great views of beautiful Zoar Valley.

Mr. Wiktor thanked the presenters for taking time out of their busy days to come to the CCIDA and do this presentation of the Revolution Rail Company. Mr. Wiktor said that he would be talking with them soon.

New Application/Project

Mr. Wiktor next brought to the CCIDA Board the Bond Application received from St. Bonaventure University. This bond will be used for various projects within the St. Bonaventure University campus. A listing of the various projects to be completed was included in the Board packets.

St. Bonaventure University:

The CCCRC has received an application for a Tax-exempt Bond issuance to assist St. Bonaventure in several development projects which include: construction of new student housing, academic building renovations, renovations to the new Health and Wellness Center, various maintenance work to be performed to include electrical upgrades and roof upgrades.

Please see the 11 Page Handout along with the submitted Project Application & Full SEQOR Application for a complete breakdown and range of projects that the University will be completing starting this year. This is excellent news!

-The Total Project Investment: \$26,000,000.

A Motion was made by Thomas Buffamante, seconded by James Snyder to accept the Bond Application from St. Bonaventure University and to start the Bond process. All in Favor. **Motion Carried**

Resolution from Prior Application/Project in Process

(#1) Olean Manor, Inc.:

The CCIDA received a request from Nick Ferrari the owner of Olean Manor Inc./Field of Dreams to ratify and confirm the CCIDA entering into a refinance mortgage for their project in Allegany, NY.

Resolution Consenting to the Refinance of The Olean Manor, Inc. Project:

A Motion was made by James Snyder seconded by Michael Wimer, RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY ("AGENCY") CONSENTING TO THE REFINANCING OF CERTAIN LOAN(S) MADE WITH RESPECT TO THE OLEAN MANOR, INC., PROJECT AND RATIFYING AND CONFIRMING THE EXECUTION OF REFINANCING DOCUMENTS AND ANY DOCUMENTS IN RELATION THERETO. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer, Mr. Higgins, Mr. Snyder, and Mr. Stahley voted yes. **Motion Carried.**

***Projects that are currently in Process with the IDA- Update: ***

(#1.) Olean Manor, Inc.: - Corey has been working with Terri and Nick relating to Phase 3 of the "Field of Dreams" facility in Allegany, NY. This is excellent news and we should have a submitted application to the Agency at our March/April Board Meeting. More details to follow.

(#2.) Holiday Valley: - Corey has been discussing two (2) projects that Holiday Valley will be submitting to the IDA at either the March or April Board Meeting. One of the projects that we will be seeking IDA support is the purchase and installation of the six (6) person Chair Lift. A second project will follow as well. Also, we are happy to announce that Holiday Valley was rated in the Top 10 of Company of the Year in Western New York by Buffalo Business First.

(#3.) Sunny Olean: - Corey has been discussing with Jeff Belt relating to his two (2) developments in the City of Olean, Sunny Olean, LLC. Jeff has made tremendous strides in the reconstruction of the 3 buildings and just needs an extension from the IDA to complete the project. We will do via Resolution in March.

(#4.) Great Lakes Cheese: - GLC, the County, the WIB, JCC and the IDA are coordinating to conduct a job fair on February 24th to be held at the JCC Campus. We will have a morning session and after/evening session, as GLC is looking to hire 40 new employees. This is great news! *Also, please send in your RSVP's back in ASAP. The event will be held on April 28th!*

(#5.) Ellicottville Brewing Co. (Little Valley Location): - Corey has been discussing with Peter K. relating to his redevelopment and manufacturing project in Little Valley. Covid has delayed the Taproom and Banquet facility, Peter is looking to finish the project this year, and invest an additional \$400,000 to the site. This will be on our agenda in March.

***CCIDA Financial Reports:**

A Motion was made by Brent Driscoll seconded by Joseph Higgins to accept the December 2021 & January 2022 Operating Statements as presented to the Board. All in Favor Motion **Carried.**

December had income of **\$101,500** for the administrative fee for Napoleon Engineering \$15,938, River Valley Solar - \$29,940, and Algonquin Power - \$55,622.

January 2022 had income of **\$56,105**. Allegany Crossings – Administrative fee \$42,500, West Valley Solar Administration Fee- \$3,000 Win Sum Ski Corp. Sales Tax Letters - \$8,855 and Bond application fee St.

Bonaventure University – CCCRC Income of \$1,750.

The Agency is also working on closing documents relating to eleven (11) active projects at this time. These projects are projected to close within the second quarter of 2022.

Mr. Wiktor stated that the new/updated Sale/Leaseback Application was included in the Board Packets for their information. This application was updated by the CCIDA and Harris Beach, reviewed and will be added to the new website. All other applications and policies are being looked at by Harris Beach and will be updated as need and brought to the CCIDA Board.

Executive Directors Reports:

-Internal (IDA Meetings/Discussions):

- ✓ On December 7th, I watched the Lane Business Accelerator Committee Showcase Finals. 5 competing Companies vying for funds in helping their new and emerging business. A great event! We have reached to all five (5) Companies to make an introduction to them on the IDA incentives, etc.
- ✓ Lunch with Bill Bursee from Steelbound Brewery relating to a project that they are considering. More to follow. This would be a great project and investment!
- ✓ Met with Mayor Aiello in the City of Olean for a project and development update meeting.
- ✓ New York State Economic Development Council Report of the Impact of Industrial Development Agencies on New York State.
- ✓ Siemens "Campus" and real estate update and discussion. We have had several meetings with perspective companies that are looking at the facility and its buildings. Much misinformation out there amongst some truth.
- ✓ We spent a day with an out of state Manufacturing company that is looking for Industrial land in the Olean, NY area. The business is looking to make a significant investment, we are hoping to land this Company.
- ✓ Had a lunch meeting at the CCIDA with Greg Sehr & Mark Heberling to discuss economic development ideas and projects in Farmersville and spin off development relating to the GLC project. We are setting up a work committee to meet regularly to discuss various projects. We have a commercial realtor on the Team to help us as well.
- ✓ Attended the monthly Siemens Group Proposal Planning meetings. We are working with various local stakeholders relating to ideas and possible ventures with Siemens in Olean. JCC is leading these meetings.
- ✓ Met with Don Benson in Ellicottville to review and discuss active projects and project developments that we are currently working on.
- ✓ Met WNY developer who is considering an Adaptive Reuse project on a key building in Olean. Investor has our applications; we should get by April/May of this year.

- ✓ Attended the monthly CCBDC Board meetings relating to small business loans within Cattaraugus County.
- ✓ Met with a commercial solar developer who is looking to construct a project in Cattaraugus and East Otto. They are proposing two (2) projects.
- ✓ Attended the monthly Olean Business Development Board meetings.
- ✓ Zoom meeting with Buffalo Niagara with respect to a Commercial Property marketing piece that we have been working on and will be releasing this Summer/Fall. See Handout.
- ✓ Met with Michael Giardini from Kinley Corp. to discuss a variety of possible development projects within County.
- ✓ Conference call update with Senator Borello.
- ✓ Breakfast meeting the Chairman and Director of Invest Buffalo Niagara. We had a great meeting at the Buffalo Club to review and discuss a variety of past and current CCIDA projects. A great meeting to give them an overview of our dealings.
- ✓ I had a business luncheon with Peak Development to discuss a variety of projects that they are considering in Catt. County. More to follow throughout this year.
- ✓ I had lunch meeting with Bob Forness, the new Director of the Olean Business Development Corp. We have also added Bob to our Cattaraugus County Economic Development Team.
- ✓ Watched the 2022 "State of State" by Governor Hochul on Jan. 5th at 1:00 PM.
- ✓ Had a meeting with Mike DeRose from Pierce Steel for a update meeting.
- ✓ Lunch meeting with Ashely Milliman, Catt. County Attorney to review a wide variety of topics and the IDA.
- ✓ Attended the Cattaraugus County Economic Development bi-weekly Team Meetings.
- ✓ Met with Diego Sirianni from Empire State Development to discuss several key projects within Cattaraugus County, and to get an update on the variety of project benefits that they can leverage to the projects.
- ✓ I had a Zoom meeting with Mr. Angelo Ingrassia who is the new owner of the Olean Center Mall. We discuss the proposed project, timeframes and incentives and various abatements that the IDA will offer to the project redevelopment plans. More to come on this exciting project!
- ✓ I attended the Joint Public Hearing, New York State economic development goals on January 14th. This was a very good Hearing and allowed us to convey our thoughts and desires for local economic development programs that will be in the passage of the 2022 NYS Budget.
- ✓ I had a lunch meeting with Commercial Real Estate Broker, Rich Schecter to discuss a few key proposed projects in Cattaraugus County.

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

- ✓ **Top 10 Stories that grab headlines in 2021:** To name a few Great Lakes Cheese, Napoleon Engineering, Hampton Inn, MJ Painting all of these Business projects keep progress going forward.
- ✓ **New York State of the State:** *"Complete report for 2022 NYS of the State" If anyone would like to have the full report, please let me know and I can email a copy to you."*
- ✓ **Buffalo Niagara Partnership:** *"2022 Advocacy Agenda."*
Advocacy Alert: *"Hochul lists priorities in her first State of the State address."*
- ✓ **NYSEDC:** *"Promoting Economic Development Highlights in the proposed Budget"*
- ✓ **NYSEDC:** "Budget Summary for Economic Development"
- ✓ **Industrial Development Agencies:** *"Report on the Impact of Industrial Development Agencies on New York State."*
- ✓ **IDA's Today:** Handout – *"The Economic Impact on Industrial Development Agencies in New York State."*
- ✓ **First National:** Picture update of First National Project.
- ✓ **Olean Center Mall:** State will provide \$2 million to Renovate Olean Center Mall. Corey will give an update on the Olean Center Mall Project.
- ✓ **High Speed Internet:** *"Public Corporation created to bring high-speed broadband to all of Erie County:"*
- ✓ **Buffalo Niagara Enterprise:** Article by David Robinson, *"Why Buffalo Niagara's Economic recovery is lagging behind the National rebound."*
- ✓ **NY Post:** *"Can New York reverse its record setting pandemic era population drop?"*
- ✓ **Invest Buffalo Niagara:** Request for a meeting with Invest Buffalo Niagara.
- ✓ **Invest Buffalo Niagara:** Individual Real Estate Development Strategy Community update.
- ✓ **Revolution Rail:** Invited to participate in a discussion with Revolution Rail, IDA, & Cattaraugus on Friday January 21, 2022.
- ✓ **Harris Beach:** *"Federal Cannabis legislation seeks to decriminalize Marijuana, create safe harbors for banks and insurers, strike regulatory balance, and more."*
- ✓ **Gov The Future:** *"Smaller cities, poorer regions, could be infrastructure losers"*
- ✓ **Senator George Borrello:** *"We need to Take Back NY our future depends on it!"* Over a third of the new money for transit and other infrastructure needs will be awarded in the form of competitive grants. That means cities with the capacity to draft eye-catching proposals will get the most attention.

✓ Senator Gillibrand's Office: Email with updates from Senator Gillibrand's office

***Executive Session:**

A **Motion** was made by Joseph Higgins seconded by Brent Driscoll to go into Executive Session to discuss a matter of personnel. All in favor – **Motion Carried.**

A **Motion** was made by Brent Driscoll seconded by Joseph Higgins to return from Executive Session. All in favor – **Motion Carried.**

Adjournment:

A **Motion** was made by Brent Driscoll seconded by James Snyder to adjourn the meeting at 1:20 p.m. All in Favor – **Motion Carried**

*** Next CCIDA Board of Directors Meeting: Tuesday, February 8, 2022 at 11:15 a.m. at the CCIDA Offices, 9 E. Washington Street, Ellicottville, NY, and also via Zoom.**