

**COUNTY OF CATTARAUGUS  
INDUSTRIAL DEVELOPMENT AGENCY**

**BOARD MEETING MINUTES**

**July 26, 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 Snyder  
Mr. Brent Driscoll  
Mr. John Stahley  
Ms. Ginger Schroder

**Excused:**

Mr. Joseph Higgins  
Mr. Michael Wimer

**CCIDA Staff/Counsel:**

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

**Presenters/Guests:**

Mr. Greg Sehr – *Upstate Consultants LLC*  
Mrs. Crystal Abers – *Director, Economic Development Planning & Tourism*  
Mr. Gabriel Bialkowski – *Ellicottville Greens, Founder &, CEO (via zoom)*  
Hunter – Associate at Ellicottville Greens

Chairman, Thomas Buffamante called the meeting to order at 11:17 a.m.

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

**A Motion** was made by Brent Driscoll seconded by John Stahley to accept the Board Meeting Minutes from July 21, 2022 as presented to the Board. All in favor. **Motion Carried.** Mr. Wimer and Mr. Higgins were excused.

## **\*New Applications/Projects\***

### **-Ellicottville Greens:**

Ellicottville Greens has submitted a Sale/Leaseback Application to the CCIDA seeking NYS Sales Tax Abatement and a PILOT with respect to their proposed project for their Corporate Headquarters and growing facility for their vertical gardens. They will be building a distributed network of sustainable indoor vertical farms.

Mr. Gabriel Bialkowski the CEO & founder of the Ellicottville Greens and his associate Hunter were present on the zoom call to answer any questions that the Board may have. Their mission will be to provide affordable, high-quality produce to economically distressed zones with food insecurity concerns. Growing micro greens, baby greens, leafy greens, and herbs. They will be selling to consumers, restaurants, institutions, food distributors, and grocery stores. They will be operating under the brands: *Ellicottville Greens and Vertical Fresh Farms*.

**The Total Project Investment: \$720,000.**

### **\*CCIDA Financial Reports:**

**A Motion** was made by Brent Driscoll seconded by Thomas Buffamante to accept the June 2022 Operating Statement as presented to the Board. All in Favor Motion **Carried**.

June 2022 had income of **\$76,198** from a partial admin fee from Pivot Energy of **\$49,698** an admin fee from Otto CSG 1 of **\$25,000**, and an application fee from Olean Town Center Project of **\$1,500**.

The Agency is also working on closing documents relating to twelve (12) active projects at this time. ***These projects are projected to close within this year; several of these projects are in "Final Document" stages.***

### **ERC- Employee Retention Credit:**

The CCIDA received a call from West Long at Long Consulting Firm and were advised that we should file for the Employee Retention Credit due to the fact that the CCIDA continued to operate IDA functions during the Covid-19 Pandemic and mandated business shutdown.

The CCIDA worked with Brandon from Long Consulting staff and filed the necessary paperwork. We have received notice that we are eligible for a \$52,000 refund. The CCIDA was required to pay the filing agency, ERC Specialists 10% of our approved refund amount or \$5,200 upfront or pay a larger percentage if we wait for the refund to come in. We should be receiving our check in the amount of \$52,000 in approximately 20 weeks, the CCIDA will receive a net income gain of \$46,800 after expenses.

## Executive Directors Reports:

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

- ✓ Met with a **local brewer** who will be submitting a project application to the IDA later this year. More details to follow on this very exciting project and investment. This project will be great for the County.
- ✓ We continue to work with **Great Lakes Cheese and Journeys End Buffalo** relating to the Refugee and Resettlement initiative. We have a group meeting in early August and I am also putting together a trip with the Team to head to Hiram, OH to meet with the GLC and their HR relating to their current resettlement program that GLC has ongoing in their Hiram Plant. More to follow at the Sept. Board Meeting.
- ✓ **The CCIDA has a new website!** This brand-new website has all of the IDA documents which now include the Board Packets, Resolutions, Applications etc. This website has all new pictures, active projects, applications, applicable Agency information etc. A huge Thanks goes to Sandy for all her help and work on this!!
- ✓ Met with Vicki Blessing from **Ellicott Development** to discuss their open properties and sites, and ways the IDA can assist potential clients and redevelopment opportunities.
- ✓ We held our first **Team Meeting** at the IDA Office of the group and makeup of trying to bring additional projects and investment to the County and Farmersville/Franklinville. A great group made up local and WNY development Officials working to bring additional development to compliment the project and investment made by Great Lakes Cheese.
- ✓ Met with Mayor Aiello in the City of Olean for a project and development update meeting.
- ✓ Met with Tim Emley, Supervisor the Town of Portville relating to the Town's solar projects and the support and positive impact that they have had and will in the Town.
- ✓ Met with Bob Murray a few times over the past month to discuss ongoing projects, proposed projects and IDA Policies and procedures. Much more to come on this at the September IDA Board Meeting.
- ✓ **We spent 2 days with an out of the area Manufacturing company** that is looking for Industrial land & buildings in the Olean/Portville, NY area. The business is looking to make a significant investment, we are hoping to land this Company. More details to follow as we work on the infrastructure needs of the proposed Company.
- ✓ Met with Rich Schechter from Pyramid Brokerage on the on-going sale of a large building in the **Olean to a new manufacturing company**. We are getting very close to a deal and project. Fingers Crossed!
- ✓ Discussed a **proposed commercial use new build project in Olean**. More details to follow. Owner is proposing putting the building in the Brown Field Cleanup program.
- ✓ Met the local WNY IDA Group for a working lunch meeting relating to area projects and developments. The CCIDA will be hosting the meeting in Sept.
- ✓ We had a good meeting in Buffalo and are working with the DOT and State Officials on the requested road upgrades that are needed on Route 16, relating to the GLC Project. A follow up meeting has already

been scheduled for August 11<sup>th</sup> at 8:30 in Buffalo. The IDA will be hosting a dinner meeting on the 10<sup>th</sup> to prepare and discuss the meeting on the 11<sup>th</sup>.

- ✓ Attended OBDC Monthly meeting.
- ✓ Met with a WNY Real Estate investor who is looking at a property and building in Cattaraugus County. The proposed buyer is very interested in the property, and we discussed ways the IDA can help on the purchase and investment. Warehousing use.
- ✓ Upcoming meeting with Senator Borrello and Bill Paladino with Ellicott Development coming up in August to discuss projects, etc.
- ✓ Meeting with Greg Sehr to discuss several projects that we have in the works.
- ✓ Continued Business Development meetings with **Revolution Rail** and Tom Cullen pertaining to the proposed project and investment in the Village of Cattaraugus. We have a meeting set up on July 28<sup>th</sup> at 9:00 AM. We will also be discussing this project with the Ralph Wilson Foundation as well.
- ✓ Met with Mark Storch from Storch Development on an array of projects and ways his Firm may be able to assist us and the proposed projects within the County.
- ✓ Working with a local real estate commercial broker on finding a location within the County for a client of theirs for a lease project with about 10 new jobs.

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

- ✓ **Cattaraugus County Economic Strategic Plan:** This is the newly released Economic Strategic Plan for Cattaraugus County done by 4 Ward Planning Inc. If anyone would like a copy, please let us know and we will get one to you.
- ✓ **Buffalo Business First:** The List: Ranking of 2021 WNY Economic Development Agencies by project amount. In 2020 the CCIDA was ranked #2, and **this year we are Ranked #1.**
- ✓ **Great Lakes Cheese:** New Plant Groundbreaking April 28, 2022, hand-out with recognition to the numerous groups and organizations that were instrumental in bringing this fantastic project to Cattaraugus County.
- ✓ **Good-Natured Glamping:** This is a new business to Ellicottville, NY located at 4688 State Route 242 just outside of Ellicottville, NY. This brings another avenue for overnight lodging to the area at a more rustic venue. **TimberHut** is providing the units for camping!
- ✓ **JCC-IDA-WIB & County Business Forum:** On August 25<sup>th</sup> from 8:30 to Noon at Holiday Valley which will include a cross sector of over 30 businesses to hear from them on the challenges, issues and dilemmas that they face when trying to recruit, hire and keep employees. This should be a great event and will allow us to better understand this critical workforce development topic.
- ✓ **Economic Impact of the Great Outdoors:** Article by: Economic and Policy Insights. *“As outdoor activities continue to recover and evolve in the wake of the pandemic, policymakers can explore ways to enhance access to recreational opportunities, attract new visitors, and preserve the environment.”*

- ✓ **Buffalo Business First:** Demand for corrugated paper translates to growth for Cascades Container & Packaging. *“A Lancaster box manufacturer that has undergone more than one transformation since the 1960’s is in another transformative state as it automates processes, diversifies its workforce and seeks additional space.”* **This WNY employer worked with Journey’s End in the assistance of finding labor.**
- ✓ **Greater Olean, NY News:** 9<sup>th</sup> Annual Southern Tier Leadership Summit Will Be at SBU. *“The post-pandemic workplace will be the highlighted topic of the ninth annual Southern Tier Leadership Summit scheduled to take place Aug. 4 in the University’s Doyle Hall.”*
- ✓ **Leadership Cattaraugus:** Hand-out on the IDA Sponsorship of Leadership Cattaraugus to be held on August 4, 2022 at 9 – 2:30 p.m. at St. Bonaventure University. If any Board member would like to attend this event, please let us know.
- ✓ **Marketplace Morning Report:** *“US Industry group commits to \$6 billion solar panel buy- on one condition.” A group of US renewable energy developers has said it is willing to invest \$6 billion in solar panels over the coming year – as long as they are made here in America.”*
- ✓ **Buffalo News Article:** *“Amherst kick-starting Boulevard Mall overhaul via ‘urban renewal’”.* A very germane article with respect to the proposed Olean Centre Mall project.

**Adjournment:**

A Motion was made by Brent Driscoll seconded by John Stahley to adjourn the meeting at 12:32 p.m. All in Favor – Motion Carried

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