

COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING MINUTES

**September 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. Brent Driscoll
Mr. Michael Wimer
Mr. John Stahley
Ms. Ginger Schroder

Excused:

Mr. Joseph Higgins
Mr. Joseph Snyder

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. Bob Clark – *Olean Times Herald*
Mr. Edward Youmans – *General Manager, HoliMont Inc.*
Mr. John Drake – *CFO, HoliMont Inc.*
Mr. Douglas Dimitroff – *Cimolai-HY, LLC*
Mr. John Kelly – *Cimolai- HY, LLC*
Mayor Aiello – *Mayor, City of Olean, NY*

Chairman, Thomas Buffamante called the meeting to order at 11:16 a.m.

A **roll** call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Wimer, Ms. Schroder, Mr.

Driscoll and Mr. Stahley were present. Mr. Higgins and Mr. Snyder were excused.

A Motion was made by Brent Driscoll seconded by Michael Wimer to accept the Board Meeting Minutes from July 26, 2022 as presented to the Board. All in favor. **Motion Carried.** Mr. Higgins and Mr. Snyder were excused.

New Applications/Projects

(#1.) HoliMont Inc.:

Mr. Wiktor introduced Mr. Ed Youmans, General Manager of HoliMont Inc. and also Mr. John Drake the new CFO of HoliMont Inc. Ed Youmans discussed the success of the bike park which has added an additional 20/30 people on the payroll this summer. They plan on adding bike carriers which will be 2X the capacity for transporting bikes to the top of the hill. They are also building trails for the bikers, just like they do for skiers. With the addition of the bike trails and bike carriers they plan to expand their offering and make HoliMont Inc. a year around operation. The membership at HoliMont Inc. is currently at 1,260 strong with the addition of 100+ families. Mr. Wiktor stated that this is a very exciting project, as usual HoliMont Inc. is always improving their facilities.

-HoliMont Inc. has submitted an application to the CCIDA seeking NYS Sales Tax Abatement only with respect to their proposed project for their Resort. HoliMont is looking to increase their snowmaking capabilities by increasing the water supply and adding new tower locations. They plan to purchase two replacement UTV's, trade in a truck, replace a cat lift and replace five snowmobiles. HoliMont plans to add gym equipment for the HoliTots program, add security systems, and add floor, windows and insulation to a pole barn. They are currently building up their mountain biking program and plan to add 11 more bike carriers.

-The Total Project Investment: \$646,332.00

Inducement Resolution:

RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF HOLIMONT INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) AUTHORIZING THE PROVISION OF FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, RENOVATION, CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND (iii) AUTHORIZING THE NEGOTIATION AND EXECUTION AND DELIVERY OF AN AGENT AGREEMENT AND RELATED DOCUMENTS. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer and Mr. Stahley votes yes. **Motion Carried** Mr. Higgins and Mr. Snyder were excused. *(Mr. Buffamante stated that his firm does business with HoliMont Inc. however he has no financial interest in the Company or this particular project.) (Mr. Wimer also stated that CCB does business with HoliMont Inc. however they have no financial interest in the Company or this particular project.)*

(#2.) Cimolai-HY, LLC.:

- This Project proposes to re-open an industrial manufacturing facility located in Olean, NY that has been closed by its current owner /operator. Manufacturing has occurred continuously at this site for over 110 years, and the plant is a large and generational employer in the community and surrounding areas. The closure has led to the

loss of approximately 800 jobs. The facility is located on an 88-acre site and has approximately 950,000 sq-ft under roof. This consists of multiple buildings - 2 industrial plants, 1 large and 2 small office buildings and 7 satellite buildings for storage and testing (13 structures total).

The Project involves the acquisition and renovation of the existing plant in Olean, NY and outfitting it with the machinery, tools and equipment required for the fabrication of structural steel. The steel fabricated at this site will be used for large infrastructure projects such as buildings, bridges, schools, airports, sports stadiums, manufacturing facilities (e.g., Microchip manufacturing), industrial facilities and projects in the clean energy sector (e.g., convertor stations and components for offshore wind projects). Cimolai-HY will also compete to provide NY based engineering and manufacturing support to Green Energy projects. Within 2 years, Cimolai-HY, LLC. hopes to have 246 (+,-) employees.

-The Total Project Investment: \$56,000,000(+,-).

Mr. Wiktor advised the CCIDA Board that this is a very exciting project that will bring back approximately 246 jobs to the Olean area and put a large manufacturing facility back to use. This project is very Capital intensive with the renovation of the existing plant in Olean, NY and outfitting the facility with the machinery, tools and equipment required for the fabrication of structural steel.

Resolution from Prior Application/Project in Process

Ellicottville Greens:

Application was made to the CCIDA on 7/26/22 – Public hearing was held at the CCIDA Offices on August 22, 2022 with no one in attendance.

The Total Project Investment: \$710,000

Inducement Resolution:

RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF HOLIMONT INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE “COMPANY”) IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) AUTHORIZING THE PROVISION OF FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, RENOVATION, CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND (iii) AUTHORIZING THE NEGOTIATION AND EXECUTION AND DELIVERY OF AN AGENT AGREEMENT AND RELATED DOCUMENTS. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer and Mr. Stahley votes yes. **Motion Carried** Mr. Higgins and Mr. Snyder were excused.

***Proposed Renewal of CCIDA Office Lease:**

The IDA’s current lease expired on July 31, 2022. The IDA has been at this location and office since July 2012.

The Landlord proposed to renew the IDA Lease for an additional five (5) year term at the increased rental rate of \$17,100 annually, payable at \$1,425.00 per month to begin on October 1,

2022 and expiring September 30, 2027. **(The new proposed rate is only a \$75.00 per month increase.)**

A Motion was made by Brent Driscoll seconded by John Stahley to have the Executive Director sign the renewal of the proposed lease agreement as presented. It was also approved that the Executive Director can sign the lease renewals going forward. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer and Mr. Stahley votes yes. **Motion Carried** Mr. Higgins and Mr. Snyder were excused.

***Proposed Contract with Upper Edge Consulting:**

Diana Cihak has found a way to combine the skills she has garnered from her entrepreneurial, political and government experience to successfully consult organizations in finding grant funding opportunities. ****A copy of the proposed contract has been included in your packet.***

Diana takes a multi-disciplinary approach to finding sources of funding from state, federal and private funding organizations for her for-profit, not for profit and municipal clients. Researching appropriate funding sources, making connections with funders, authoring and packaging applications along with proper follow up are all key to the success of Upper Edge's clients. Since 2010 Diana has helped her clients win awards that range from \$5,000 to \$4.5 Million.

Diana's services would be beneficial on several of the IDA's projects that are currently being worked on. Diana's grant writing services would be an additional service that could be offered by the CCIDA to potential projects.

A Motion was made by Brent Driscoll seconded by Michael Wimer to accept the proposed contract by Upper Edge Consulting on a month to month basis as needed. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer and Mr. Stahley votes yes. **Motion Carried** Mr. Higgins and Mr. Snyder were excused.

***CCIDA Financial Reports:**

A Motion was made by Brent Driscoll seconded by Michael Wimer to accept the July & August 2022 Operating Statement as presented to the Board. All in Favor Motion **Carried**.

July 2022 had income of **\$166,953.00** from Application fee for Ellicottville Greens of **\$750**, and Administrative Fees from Portville CSG 3 of **\$84,854.00** and Portville CSG 4 of **\$81,349.00**.

August 2022 had income of **\$750.00** from Application fee for Nipperland.

The Agency is also working on closing documents relating to nine (9) active projects at this time as well.

Executive Directors Reports:

-Internal (IDA Meetings/Discussions):

- ✓ The **IDA, WIB, JCC & County** hosted an event relating to **current Workforce issues** that area employers are facing. We had Melinda Mack who heads up NYATEP present to the group of attendees who provided great content and feedback through a PowerPoint Presentation. A copy of the Presentation is included in your Board Packet for review. We had a well-attended event at Holiday Valley and will be having a follow up in the Spring. More to follow on this!
- ✓ 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. This proposed project has unique project dimensions to it!
- ✓ Continued discussions and meetings with Tom Cullen and Bob Dingman with respect to the proposed Rail Bike Project in the Village of Cattaraugus, with **Rev Rail**. More to follow as we work with various consultants.
- ✓ **We have spent much time 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. Application submitted, will proceed when able*
- ✓ 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!
- ✓ 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. Additional meetings were held in August.
- ✓ **Employee Recruiting!** From August 5-7 Corey spent the weekend with a proposed new hire for GLC. We are happy to announce that the proposed employee has accepted a position with GLC and will be living in Ellicottville with his wife! We had a great weekend and time together, as are thrilled that he accepted the position and will be moving here from Chicago!
- ✓ Met with Bill Paladino from **Ellicott Development** to discuss their County owned properties and sites, and ways the IDA can assist potential clients and redevelopment opportunities. We did discuss a specific project, more to follow.
- ✓ We held a **Meeting** with Mark Storch, with Storch Development who is assisting the IDA with securing Funds for the road improvements that the NYSDOT is requiring on Route 16.
- ✓ Met with Mayor Aiello in the City of Olean for a project and development update meeting.
- ✓ Spent the day of August 9th with Jim Fink from Buffalo Business First relating to the Annual **Core Development Series**. Jim will be doing an in-depth story on **NES Bearings** and their expansion project at their facility. Jim and I toured the County to show the various development projects that are in process!

- ✓ Met with Dr. Courtney Curtalo, who heads up **SBDC in Jamestown and Olean**. We discussed several projects and financing options for some of the smaller projects that come across our desk. Very much appreciated Courtney's time and help!
- ✓ Had a **GLC-IDA Team Dinner on August 10th** to catch up on the project as well as to discuss the meeting that we had on August 11th in Buffalo to ask the State to consider funding the Route 16 road build out request of roughly \$3 Million.
- ✓ Met the **local WNYIDA Group** for a working lunch meeting relating to area projects and developments. The CCIDA will be hosting the meeting in October.
- ✓ Met with perspective business Team relating to a new manufacturing project in the Olean Area. Much more to follow on this project. Currently this proposed project is very confidential.
- ✓ 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.
- ✓ Had a **meeting with NYS Senator George Borrello** to catch he and his Staff up on various projects and developments that the IDA is working on.
- ✓ Met with Ed Arnold and his business partner Al to discuss solar projects and how they could go about recruiting such a proposed project to their land in Humphrey.
- ✓ Met with Greg Fitzpatrick from Fitz & Weller to discuss on their business is doing, Ellicottville projects etc.
- ✓ Attended the monthly **Cattaraugus County Economic Development Team** Meetings. The August Meeting featured the new Regional Director, Karen Utz. We greatly appreciated her time and for spending a few hours with our Team.
- ✓ We had a conference call with Ginger and Bob to discuss a few proposed solar projects in the Town of Machias. More to follow on this as we will be looking to set up a meeting between the IDA, Town, Developer and Counsels.
- ✓ 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 20 retained and new jobs.
- ✓ The IDA has been extremely busy working on a few very confidential projects at this time. More information and details will be provided when we are able to convey them to the open public. Fingers crossed on these projects that could be truly transformational and very positive for economic development in the County.

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

- ✓ **NYATEP**: Report on the State of the Workforce in NY. Very informative report that gives insight into hiring in New York State.
- ✓ **Buffalo News Article**: Article by David Robinson: *"WNY has a people problem, and it's putting a damper on hiring here."*
- ✓ **Camoin Associates Article**: *"Preparing for Tomorrow's Workforce."* This article reports that May 2022 jobs report has been released showing the economy added 390,000 new jobs and 330,000 new workers to the labor force. There are three categories within which many of the factors connect, changing demographics, technology and cultures are all contributing factors in workforce development.
- ✓ **Camoin Associates Article**: *"US Labor Force Participation Rate shows Post-Pandemic Recovery, but Long-Term Decline Continues."* While the recent gains indicate the labor force is recovering from the COVID-19 pandemic, the fact remains that the LFPR in the US has been on a long-term decline since 2000.
- ✓ **Camoin Associates Article**: *"Moving the Needle:" "5 Ways Local Governments Can Help Address the Housing Shortage."* Most everyone has heard the news by now: we need more housing. The current national housing shortage has been in the works since (at least) the Great Recession because the pace of housing development never fully rebounded to the levels needed to keep pace with demand.
- ✓ **BNP-Employ Buffalo Niagara**: *"Hidden Barrier" How the Benefits Cliff is Making It Harder to Hire and Retain Employees."* Seminar being held on September 29th at the Burchfield Penney Art Center in Buffalo, NY While employers struggle to find the talent they need, too many of our neighbors are trapped in a system that penalizes career advancement in the short-term.
- ✓ **Laine Business Accelerator**: *"Nine Cattaraugus businesses to participate in Laine Business Accelerator"* Nine Olean region businesses are slated to go through St. Bonaventure University's business accelerator program, seeking to capitalize on the early momentum they've created. This 13-week course will include \$5,000 in startup funding, seminars and education from area business professionals and Bona and JCC faculty, and free office space at the Hub incubator facility in downtown Olean.
- ✓ **Olean Times Herald Article**: *"Brownfield cleanup underway for M.J. Painting in N. Olean."* Work has started at a 9.5-acre property on Franklin Street its owner calls the biggest brownfield cleanup in the City of Olean. The two-phase cleanup is a collaboration with the NYS Department of Environmental Conservation, Exxon-Mobil, the City and MJ Painting.
- ✓ **SizeUp WNY**: *SizeUpWNY is now available to you via grant from National Grid – can we talk?* The Buffalo Niagara partnership via generous grant from National Grid is bringing a new economic development tool to the region and to local IDA's. SizeUp promises to bring *"big data for small businesses."* This data which is easy to access and provides robust comparative reporting for businesses. Through this grant, businesses from the eight-county region of WNY will be available in the system which BNP will be making available to all of their member businesses.
- ✓ **New York Propane Industry**: *Article from Ipgasmagazine. "New York propane industry defends its future."* New York State's Climate Act (2019) requires New York to reduce economy-wide greenhouse gas emissions 40 percent by 2030 and no less than 85 percent by 2050 from 1990 levels. Thus far, the Climate Action Council (CAC) tasked with developing a framework for implementation, has proposed outright bans on fossil fuels in favor of electrification. Just two of the 22-member committee represent industry.

Adjournment:

A Motion was made by Brent Driscoll seconded by John Stahley to adjourn the meeting at 12:45p.m. All in Favor – Motion Carried

*** Next CCIDA Board of Directors Meeting: Thursday, October 27, 2022 at 11:15 a.m. at the CCIDA Offices, 9 E. Washington Street, Ellicottville, NY, and also via Zoom.**