

County of Cattaraugus  
Industrial Development Agency

**BOARD OF DIRECTORS MEETING - AGENDA**

Tuesday, February 7, 2023  
CCIDA Office  
9 E. Washington Street  
Ellicottville, NY  
11:15 a.m.

*To access the Board meeting via Zoom/Conference Call, please see the applicable information at the end of the agenda to do so.*

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**-Call the Meeting to Order-Time:**

**-Roll Call- Board of Directors of the CCIDA:**

**-Approval of January 18, 2023 CCIDA Board of Directors Meeting Minutes:**

**\* New Application/Project\***

**#1.) Steelbound Brewing & Distillery:**

-In 2022 Steelbound purchased 20 acres (including some commercial structures and tenants) adjacent to their current facility which will become their manufacturing campus. This will immediately include an existing 18,600 sq. ft. space into a state of the art, automated manufacturing facility. ***Please see the two (2) power point presentations that have been included in your packet for review.***

This project also includes a Steelbound Hotel and Conference Center, expansion of the restaurant and Phase II would look to include a possible employee housing project as well. The power point presentations fully explain and outlines the many facets to this proposed manufacturing and destination project.

**-Total Project/Investment amount: \$17,400,000 (+,- over the next 2/3 years).**

**\*Resolution from a Prior Application/Project in Process\***

**-Pierce Steel Fabricators & Machining, Inc.**

**A Public Hearing was held on January 9, 2023 at 9:00 a.m.** in the Town Hall in the Town of Hinsdale, NY. Supervisor Mr. Jeffrey VanDeCar and a representative from the Hinsdale School were in attendance. Both people in attendance were in favor of the proposed project in the Town.

A copy of the minutes has been provided to each Board Member in their packets for review along with the Cost Benefits Analysis for their particular project.

- ✓ Inducement Resolution – Pierce Steel

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

-Approval of Financial Reports – **January 2023**

-**February 2023:** *The Agency has income of \$75,019.00 for Administration fees on Olean 2020 LLC and 9154 Group LLC, which represents ½ of the fee. The other ½ will be paid upon closing of mortgage and PILOT later this year.*

-For Notice's sake: The IDA will be receiving \$212,500 from **Great Lakes Cheese** (2 payment of 3) on March 15, 2023 with respect to its dealing on the project.

-*General update on projects in process.* (Pierce Steel, Cimolai, Campground, Russell's, 6 projects in total).

### **\*Executive Directors Reports:**

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

- ✓ Met for a follow meeting in Little Valley with some County Legislators and Department Heads for an update meeting relating to a very sizeable and multi-dimensional project within the County that is looking to start early this year. More details to follow over the next few months.
- ✓ 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!
- ✓ Had a Zoom meeting with Diana Chiak and Tom Cullen to discuss the plans and updates for the redevelopment efforts in the Village of Cattaraugus as well as the Rev Rail proposed project. Further meetings to be held this month as well.
- ✓ **We have spent much time with an out of the area Manufacturing company** that is looking for Industrial land & buildings in the Olean 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. (Possible deal signed within 3/4 weeks).
- ✓ Attended the **PACED Meeting with JCC** to discuss and approve our support for a project that is looking to be approved (approved) for START-UP NY Benefits. The meeting was on the 24<sup>th</sup>. Good news!

- ✓ Met with local business owner who is considering purchasing a seasonal business that has been closed for a few years. The proposed buyer would buy it, reinvest and be open longer in the year, This would be a great project for the County/Region!
- ✓ Met again with a local developer relating to a commercial project in the north part of the County. An application is in to the IDA and the developer looks to break ground in the Spring of 2023.
- ✓ Attended the **CEDS Focus group meeting at Southern Tier West** to discuss workforce needs and issues. Very well attended event, 3 County representation. The meeting was held on Jan. 31<sup>st</sup> in Salamanca.
- ✓ Met with Ben from Kinley construction to discuss a few area projects and review how we at the IDA can help with various incentives and abatements for qualified projects.
- ✓ Had another **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, a small adaptive reuse project and small manufacturing project within the County as well.
- ✓ Attended the monthly OBDC, Team meetings.
- ✓ I spent a day with 2 Corporate members of Great Lakes Cheese to show them around the County, discuss upcoming job fairs, look at various towns & City for housing, schools, etc. Very good day with mu promise of a very bright future!
- ✓ Upcoming meeting with a few Representatives of the **Ralph Wilson Foundation** on Feb. 14<sup>th</sup> in Little Valley. Should be an excellent meeting. Please see the handout that was included in your Board packet.
- ✓ **We have hired Crystal Almeter!** There will never be another Sandy, but we are very excited to have hired Crystal who will play a big role in the coming years with the IDA. Crystal's start date is February 20<sup>th</sup>.
- ✓ I have a lunch meeting with **Dennis Eshbaugh and David Trathen with Holiday Valley** on Wednesday February 8<sup>th</sup> to discuss the season and any upcoming development projects at the Resort.

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

- ✓ **Savarino Properties, LLC:** *"First National project complete."* Lease-up 21/21 units are full. his is the former Manufactures Hanover building in the City of Olean, NY.
- ✓ **Olean Times Herald Article:** "County Lawmakers oppose ban on natural gas stoves, furnaces)

- ✓ **WBEN 930am:** "National Fuel CEO calls state energy directives incredibly irresponsible and encourages more reasoned approach." Forcing electrification before reliability is assured is an incredibly risky proposition.
- ✓ **Buffalo Niagara Partnership:** "Legislative Lunch" Event to be held at the KeyBank Center, Lexus Club on Friday, February 10, 2023 from 12:00 – 1:00 p.m.
- ✓ **Buffalo Niagara Partnership:** "Advocacy Alert: Hochul Releases 23 Budget Proposal."
- ✓ **Ralph Wilson, Jr. Foundation:** It has been confirmed that the Ralph Wilson Jr. Foundation will be at the next Cattaraugus County Economic Department Team Meeting on Tuesday, February 14, 2023 at 8:30 a.m. in Little Valley, NY!
- ✓ **Cushman & Wakefield:** "Confidential Client Site Search." Project Interceptor request for information. Cushman & Wakefield is representing a well-capitalized multinational company that needs to identify a new rail served location in a multi-state search to support the activities of its existing network.

**Adjournment:**

Motion-

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:  
Time:

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**\* Next CCIDA Board of Directors Meeting is scheduled for March 21, 2023 at 11:15 a.m. at the CCIDA Offices in Ellicottville, NY.**

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**Zoom Meeting access Information:**

Topic: CCIDA February Board Meeting

Time: February 7, 2023 at 11:15 AM Eastern Time EST

**Join Zoom Meeting:**

Join Zoom Meeting

<https://us02web.zoom.us/j/88219380135?pwd=byt3c3VoclBXMEp0YmxwUDd0aG54dz09>

Meeting ID: 882 1938 0135

Passcode: 346441

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Meeting ID: 882 1938 0135

Passcode: 346441

Find your local number: <https://us02web.zoom.us/j/88219380135?pwd=byt3c3VoclBXMEp0YmxwUDd0aG54dz09>

**COUNTY OF CATTARAUGUS  
INDUSTRIAL DEVELOPMENT AGENCY**

**BOARD MEETING MINUTES**

January 18, 2023  
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. Brent Driscoll  
Mr. Joseph Snyder  
Mr. Michael Wimer  
Mr. John Stahley  
Ms. Ginger Schroder – via Zoom

**Excused:**

**CCIDA Staff/Counsel:**

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

**Presenters/Guests:**

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. Wimer and Mr. Snyder, Mr. Driscoll, and Mr. Stahley were present. Ms. Schroder was present via Zoom Call.

A Motion was made by Brent Driscoll seconded Joseph Higgins to accept the Board Meeting Minutes from December 13, 2022 as presented to the Board. All in favor. **Motion Carried.**

**\*Resolution from Prior Application/Project in Process\***

**-Olean Manor, Inc.: "Field of Dreams"**

Olean Manor has requested to have documents amended to include the second phase of their project at Field of Dreams in Allegany, NY. (Application submitted October 2019) When this application was originally submitted it included single family assisted living homes within the project. Due to Covid Phase II of the project was put on hold, they are now revisiting this component of the project and have asked to have the original documents be amended. They are in the process of completing Phase II of the project.

**Resolution:**

**A Motion was made by Michael Wimer, seconded by Joseph Snyder, RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY AUTHORIZING THE NEGOTIATION, EXECUTION, AND DELIVERY OF CERTAIN DOCUMENTS RELATED TO THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT FOR THE OLEAN MANOR, INC. (THE "COMPANY") PROJECT INCLUDING THE AMENDED AND RESTATED UNIFORM PROJECT BENEFITS AND AGENT AGREEMENT AND OTHER RELATED DOCUMENTS.** A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Mr. Stahley, Mr. Wimer and Mr. Snyder were present. Ms. Schroder was available via Zoom. **Motion Carried**

**-Olean 2020, LLC:**

(Application was made to the IDA on 12/13/22) Olean 2020, LLC has asked the IDA to support its commercial (new build) project in the City of Olean at 2101 W. State Street. A Public Hearing was held on January 9, 2023 in the City of Olean.

**The Total Project Investment: \$11,091,043(+,-).**

**Resolution:**

**A Motion was made by Joseph Snyder, seconded by Michael Wimer, RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF OLEAN 2020, LLC, 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) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION BENEFIT FOR FINANCING RELATED TO THE PROJECT, AND (C) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND**

FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS. A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Mr. Stahley, Mr. Wimer and Mr. Snyder were present. Ms. Schroder was available via Zoom. **Motion Carried**

**-9154 Group, LLC:**

(Application was made to the IDA on 12/13/2022) – 9154 Group LLC has asked the IDA to support its commercial (new build) project in the Town of Allegany. The project located at 3139 W. State Street. A Public Hearing was held on January 9, 2023 in the Town of Allegany, NY.

**Total Project Investment is \$3,030,181 (+,-)**

**Resolution:**

**A Motion was made by Joseph Higgins, seconded by Brent Driscoll, RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF 9154 GROUP, LLC, 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) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION BENEFIT FOR FINANCING RELATED TO THE PROJECT, AND (C) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS. A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Mr. Stahley, Mr. Wimer and Mr. Snyder were present. Ms. Schroder was available via Zoom. **Motion Carried****

**\*CCIDA Financial Reports:**

**A Motion** was made by Brent Driscoll seconded by Michael Wimer to accept the December 2022 Operating Statement as presented to the Board. Ms. Schroder was available via Zoom. **All in Favor - Motion Carried.**

Income for December 2022 was \$3,000.00 for application fees from Olean 2020 LLC and 9154 Group LLC.

Mr. Wiktor gave a general update on the Cimolai, Campground Adventures, and Russell's RV Storage projects as to their progress. Mr. Wiktor also discuss the seven (7) other projects that are currently in the closing process stages.



## \*Executive Directors Report:

### Internal (IDA Meetings/Discussions):

- ✓ Met with some County Legislators and Department Heads at the County Building relating to a very sizeable and multi-dimensional project within the County that is looking to start early this year. More details to follow over the next few months.
- ✓ 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!
- ✓ Had a Zoom meeting with Diana Chiak and members of a very large proposed project within the County to discuss very levels of State and Federal funding and incentives that could play a large role in the development of their project.
- ✓ **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 again with an **International Developer who is looking to do a project in the Town of Ellicottville**. The developer is currently working on some further plans and has been in touch with the Town as well. We look forward to a Summer 2023 Application to the IDA.
- ✓ I was present at the December 21, 2022 Town Board meeting in Ellicottville to update their Board on the IDA's solar moratorium and updated general solar topics that have come about since the IDA's moratorium was put in place.
- ✓ Met with a local developer relating to a commercial project in the north part of the County. An application is in to the IDA and the developer looks to break ground in the Spring of 2023. Very nice little project!
- ✓ I met with a local Company who is looking to possibly build a new building in the Olean area for their current workforce and project.
- ✓ Attended an introductory wind project meeting with Kevin Sheen who is with Terra Gen, LLC. relating to a wind project that they are proposing in the Town of Allegany. The project is a long way off, as this was just a general introductory meeting.
- ✓ 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, a small adaptive reuse project and small manufacturing project within the County as well.
- ✓ Reviewed a few resumés and had an interview for a potential new hire to replace Sandy Andrew's as she has recently retired but has graciously agreed to stay on for a bit to help train the new employee.

- ✓ Met with Bob Forness from OBDC to discuss project updates and workforce topics. Excellent meeting and I look forward to additional upcoming meetings with Bob and his Team!
- ✓ Have been invited to attend a Focus Group on January 31, 2023 in Salamanca, NY at Southern Tier West on Human Capital & Business/Industry Development.

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

- ✓ **Olean Times Herald:** *"Cattaraugus County IDA aids \$147 million in projects in 2022.)* the Cattaraugus County Industrial Development Agency offered tax incentives to 16 Projects in 2022 resulting in supporting investments of around \$147 million across the County.
- NYATEP: (New York State Association of Training and Employment Professionals)** "State of the Workforce" 2022 Labor Market Snapshot of New York.
- ✓ **Buffalo Business First:** *"Ellicottville Brewing Co. expands with Little Valley Pub."* EBC has expanded again opening a new taproom in Little Valley the day after Christmas. Past IDA Project.
- ✓ **Camoin Associates:** *"Word on the Street: Workforce Concerns in Rural Communities."* In order to keep their companies operating and, ideally, growing, many Companies located in rural communities are becoming more proactive when it comes to building and retaining their workforce.
- ✓ **GOV The Future:** *"The Public Finance Outlook for 2023: Prepare to Slog."* *Disinflation and economic deceleration will dominate state and local budgets and investments.* It is going to be a year of muddling through.
- ✓ **Biz Journal:** *"When Amazon comes to town."* Interesting article of what happen to the Economy when a large business comes into Town.
- ✓ **Insyte Consulting:** *"NYS Manufacturing Little Changed."* According to the Federal Reserve Bank of NY's monthly Empire State Manufacturing Survey, statewide manufacturing activity was little changed from last month.
- ✓ **Global Trade Magazine:** *"The Biggest Canadian Exports in 2022."* The year 2022 has been an interesting year for Canadian exports in general. Overall, exporting businesses have been very successful during 2022 and intend to carry the momentum into 2023.

**A Motion** was made by Joseph Higgins, seconded by Michael Wimer to go into Executive Session to discuss a matter of personnel.

**A Motion** was made by Joseph Higgins, seconded by Brent Driscoll to exit Executive Session and return to the regular meeting at 12:00 p.m.



# Steelbound Brewery & Distillery

*"Gateway to Ellicottville"*

## CAMPUS MAP





## (A) MANUFACTURING

PROJECT DATE: 2022/2023

### SCOPE:

Upgrade the existing 18,600 sq. ft. space into a state of the art automated manufacturing facility including:

- Bottle recycling including grading, cleaning and sanitizing
- Bottling Line capable of filling (50ml to 1.75L) Steelbound products as well as contract production and bottling of other brands
- Packaging and robotic palletizing
- Warehousing and Shipping
- Building and manufacturing methods will utilize energy saving practices including LED lighting and heating via hot water generated during the production process.

Project Cost: \$ 3,500,000

Proposed Grant Funds: \$ 1,000,000

Ownership Investment: \$ 2,500,000





## (B) BARREL STORAGE (RICKHOUSE)

PROJECT DATE: 2022/2023

### SCOPE:

This existing 1,890 sq. ft. building will be expanded to 8,000 to 10,000 sq. ft. and utilized for barrel storage and aging of produced spirits.

Project Cost: \$ 1,000,000

Proposed Grant Funds: \$ 500,000

Ownership Investment: \$ 500,000



## (I) BREWERY & BULK GRAIN EXPANSION

PROJECT DATE: 2022/2023

### SCOPE:

This 5,000 sq. ft. expansion project will include adding a 55,000 lb grain silo along with a automated delivery system to allow for bulk purchasing of grain for the brewing and distilling process. This allocation of bulk grain will allow us to be competitive in the marketplace taking our current grain cost from \$0.81 to \$0.90 per lb. to \$0.31 to \$0.40 per lb. (based on 2022 grain costs)

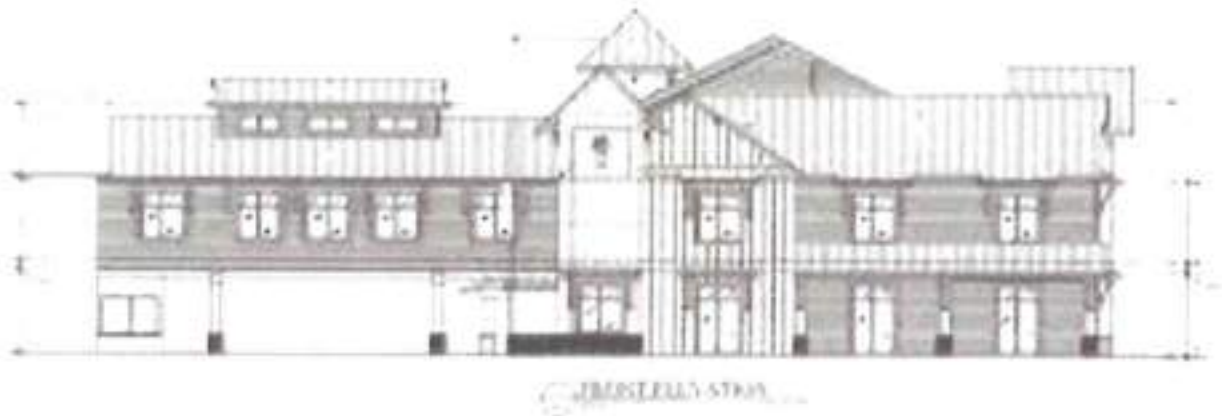
The Ellicottville Steelbound currently produces beer with a 15 bbl system. (1 bbl = 31 US Gal.) The annual production on the 15 bbl system is approximately 2,700 bbl (83,700 gal). This expansion will include adding 75 bbl brewing tanks increasing the annual production to over 10,000 bbl (310,000 gal).

The addition of this brewing and bulk grain facility will be crucial for Steelbound's growth and ability to stay competitive in the marketplace.

Project Cost: \$ 2,500,000

Proposed Grant Funds: \$ 1,000,000

Ownership Investment: \$ 1,500,000



## (J) HOTEL, CONFERENCE CENTER AND BANQUET FACILITY

PROJECT DATE: 2024

### SCOPE:

The proposed hotel, conference center and banquet facility will be added to the existing Steelbound Brewery & Distillery connected by way of a 3,000 sq. ft. skybridge overlooking the slopes of Ellicottville's ski resorts. This sky bridge, includes an open concept kitchen and dining room that will allow us to host celebrity chefs from the country to create one of a kind experiences for customers.

Hotel: 75 plus rooms.

Conference/Banquet facility: 400 person including state of the art technology for local and remote attendance.

Our goal is to provide features allowing our guests to stay, work and play.

Project Cost: \$10,000,000  
Proposed Grant Funds: \$2,000,000  
Ownership Investment: \$ 8,000,000



## (H) HOUSING

PROJECT DATE: 2024/2025

### SCOPE:

We are in discussions with local developer Tom Zawaszki (Savarino Companies) and collectively looking into federal grants for housing for working families. We have already acquired the land and hope to break ground in 2024





# Steelbound Brewery & Distillery



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2023 Expansion Project Presentation  
Cattaraugus County Legislature  
December 14, 2022

Presenters: (Steelbound Owning Partners)  
Bill Bursee (716) 997-1444 ([bill@steelbounddevl.com](mailto:bill@steelbounddevl.com))  
Jim Fleischman (716) 983-0406 ([jim@steelbounddevl.com](mailto:jim@steelbounddevl.com))  
Bill Gugino (716) 432-8431 ([billgugino@steelbounddevl.com](mailto:billgugino@steelbounddevl.com))  
Mark Baerwaldt (716) 870-4960 ([mark@steelbounddevl.com](mailto:mark@steelbounddevl.com))



## **Our beginning:**

It all began with the simple idea of bringing unique craft beer and spirits to Ellicottville, NY. In 2015, founder William Bursee followed his passion and started developing recipes for brewing and distilling spirits. In 2018 he opened the doors to Steelbound Brewery & Distillery. Steelbound has since developed, and currently produces more than 27 varieties of craft beer and 25 varieties of distilled spirits.

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# STEELBOUND Ellicottville, New York





## **Our Growth:**

In 2020 Steelbound took on 4 business partners with the same passion and vision to build Steelbound into a premier producer of craft beer and spirits. During this same year we opened our second location in Springville, New York and started Steelbound Franchising, LLC.

Our first Franchise opened in Dunkirk, New York in July of 2022. The second franchise will open Spring of 2023 in Pahrump, Nevada. Franchise agreements are currently being negotiated for locations in Canada including Niagara Falls and Toronto.

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# STEELBOUND Springville, New York

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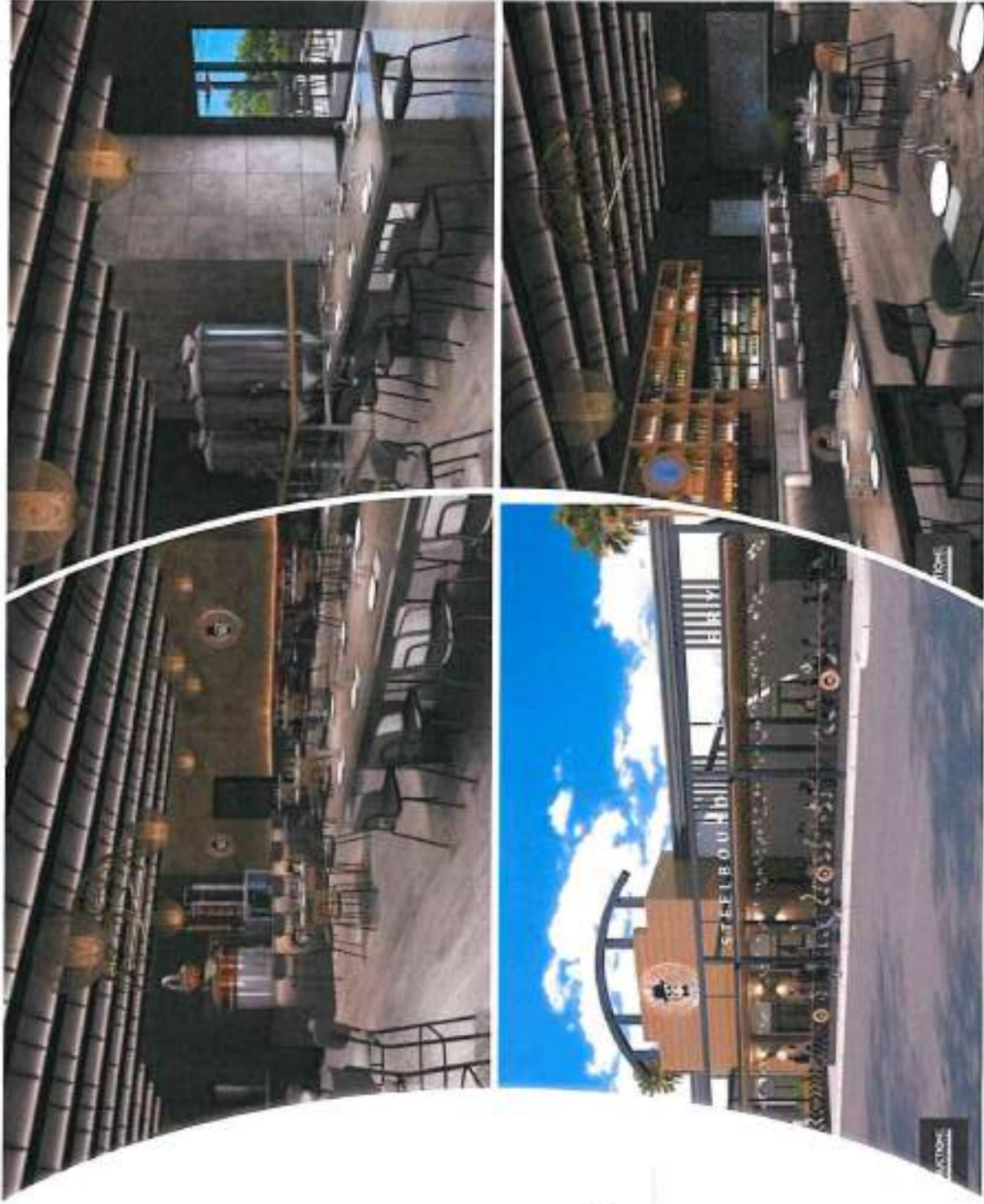


# STEELBOUND Dunkirk, New York



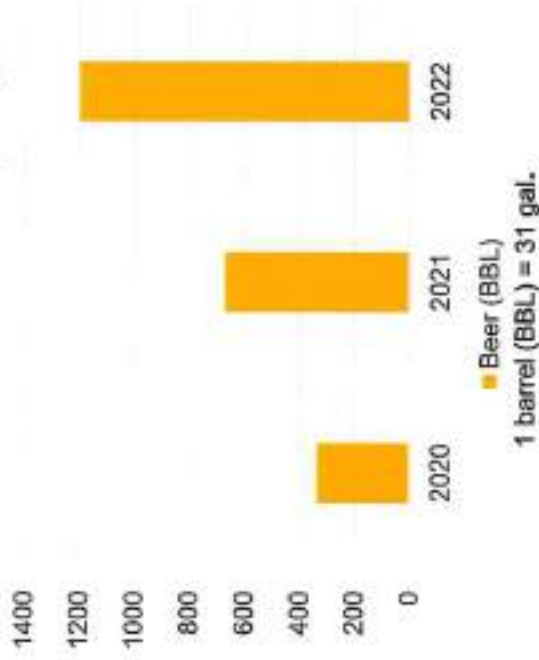


# STEELBOUND, Pahrump, Nevada

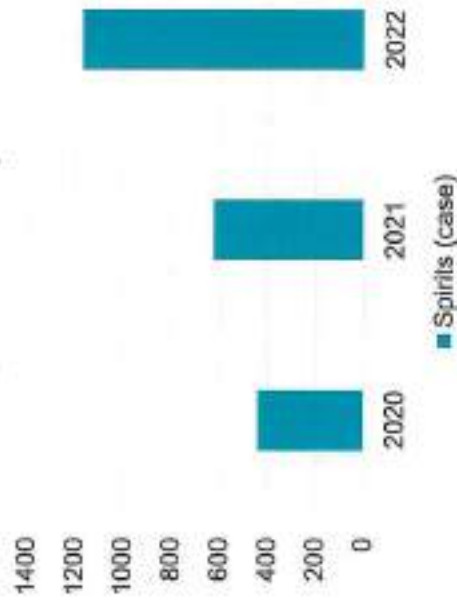




### Craft Beer Production (BBL)



### Distilled Spirit Production (Case of 12)



Popularity and demand for Steelbound products continues to grow. Steelbound currently maintains distribution and supplier contracts with Try-It Distributing supplying beer to supermarkets (Tops, Wegmans...), Consumers Beverage Centers, many bars and restaurants throughout Western New York. Spirits are distributed through Empire Merchants North supplying liquor stores, bars and restaurants in Western New York. In addition to New York we have and maintain distribution licenses in Pennsylvania and will soon include Nevada and Ohio.





## Expansion:

In order to keep up with and stay ahead of this demand and future growth projections we have added a 1,600 sq. ft. brewery expansion to our existing facility which will be in production by January 1, 2023. This expansion will double our production capability, temporarily house the canning line and serve as the cornerstone of the next expansion which will include bulk grain storage and processing.

In 2022 Steelbound purchased 20 acres (including some commercial structures and tenants) adjacent to our current facility which will become our manufacturing campus. This will immediately include upgrading an existing 18,600 sq. ft. space into a state of the art, automated manufacturing facility including:

- Bottle recycling including grading, cleaning and sanitizing.
- Bottling Line capable of filling (50ml to 1.75L) Steelbound products as well as contract production and bottling of other brands.
- Packaging and robotic palletizing.
- Warehousing and Shipping
- Building and manufacturing methods will utilize energy saving practices including LED lighting and heating via hot water generated during the production process.

**Project Budget: \$3,900,000 / Ownership Investment: \$2,900,000 / Additional Financing Required: \$1,000,000**



## STEELBOUND MANUFACTURING AUTOMATED BOTTLING LINE

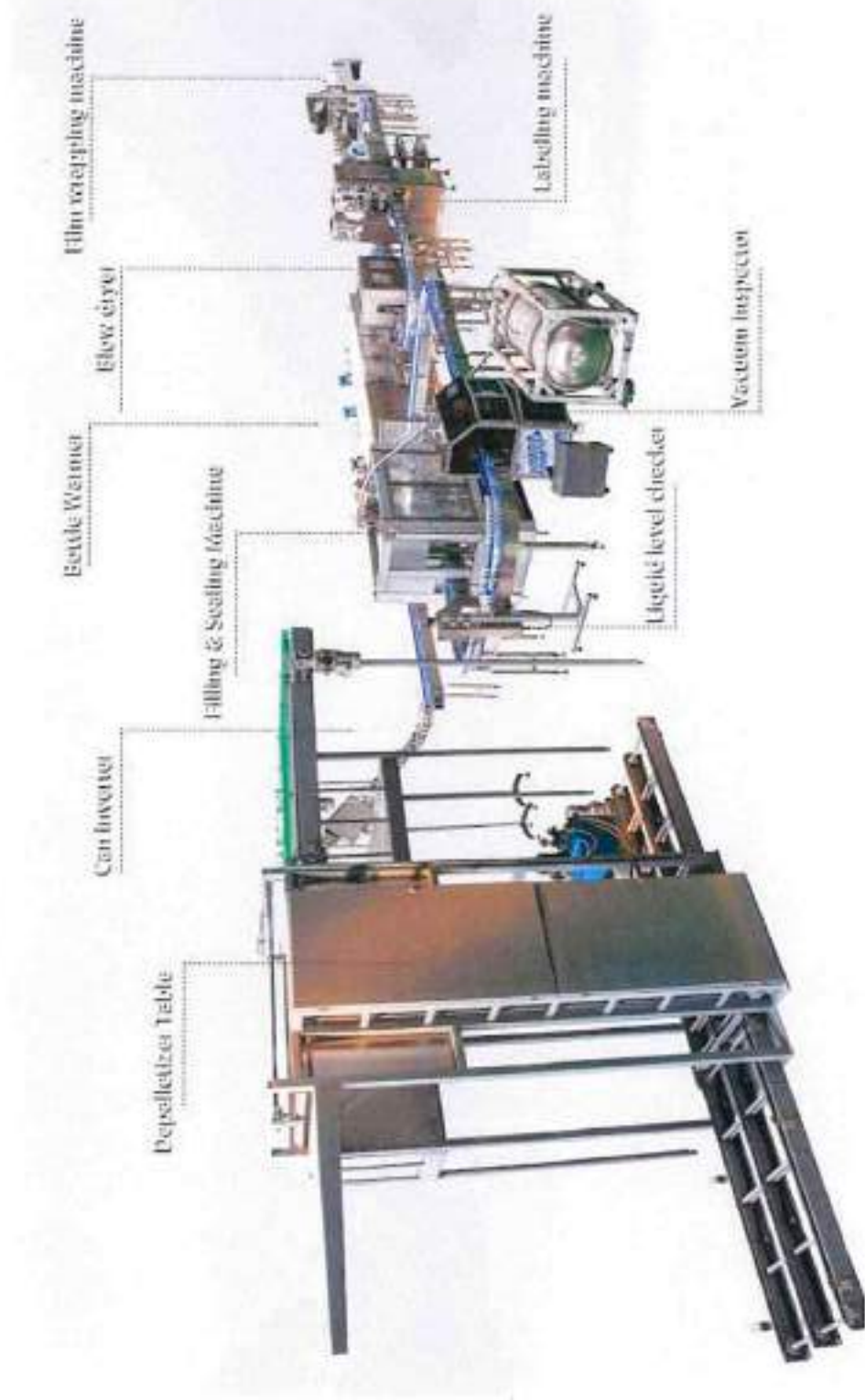
Capable of producing 50ml to 1.75 liter bottles at an average throughput of 60 bottles per minute.





## STEELBOUND MANUFACTURING AUTOMATED CANNING LINE

Capable of producing 12oz. And 16oz. Cans at an average throughput of 30 cans per minute.

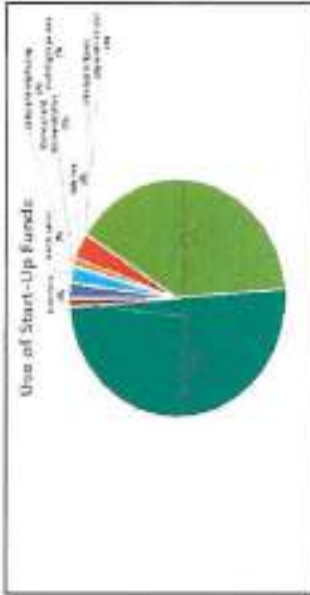




# STEELBOUND MANUFACTURING 5 YEAR PROJECTION SUMMARY

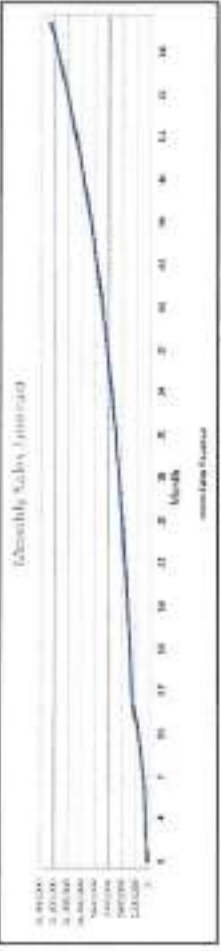
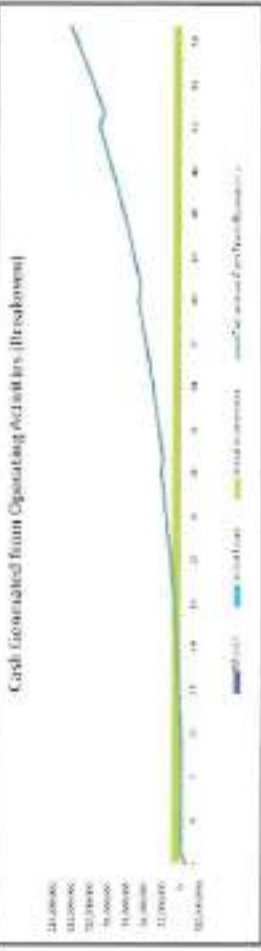
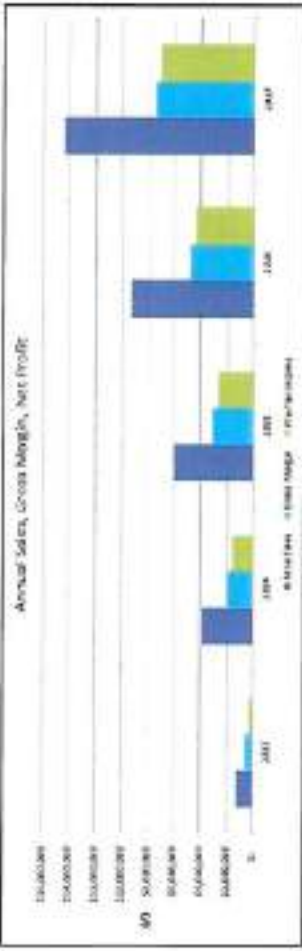
	2020	2021	2022	2023	2024	2025	2026
Revenue	1,300,000	1,400,000	1,500,000	1,600,000	1,700,000	1,800,000	1,900,000
Cost of Goods Sold	800,000	850,000	900,000	950,000	1,000,000	1,050,000	1,100,000
Gross Profit	500,000	550,000	600,000	650,000	700,000	750,000	800,000
Operating Expenses	200,000	210,000	220,000	230,000	240,000	250,000	260,000
EBITDA	300,000	340,000	380,000	420,000	460,000	500,000	540,000

	2020	2021	2022	2023	2024	2025
Total Revenue	1,300,000	1,400,000	1,500,000	1,600,000	1,700,000	1,800,000
Cost of Goods Sold	800,000	850,000	900,000	950,000	1,000,000	1,050,000
Operating Expenses	200,000	210,000	220,000	230,000	240,000	250,000
EBITDA	300,000	340,000	380,000	420,000	460,000	500,000



Category	2020	2021	2022	2023	2024	2025
Fixed Assets	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Current Assets	200,000	200,000	200,000	200,000	200,000	200,000
Liabilities	100,000	100,000	100,000	100,000	100,000	100,000

Item	2021	2022	2023	2024	2025
Revenue	1,400,000	1,500,000	1,600,000	1,700,000	1,800,000
Cost of Goods Sold	850,000	900,000	950,000	1,000,000	1,050,000
Gross Profit	550,000	600,000	650,000	700,000	750,000
Operating Expenses	210,000	220,000	230,000	240,000	250,000
EBITDA	340,000	380,000	420,000	460,000	500,000





## Key Point Summary and Economic Benefits of Manufacturing Expansion Project

- Allows long term continued growth of Steelbound and provides a means to meet the demands from this growth in the craft beer and spirits industry.
  - Provides a platform to expand upon, allowing bulk raw material purchases where Steelbound can better control raw material costs associated with production and remain competitive in the marketplace.
  - Steelbound and affiliated companies are currently the second largest employer in Ellicottville. This expansion will provide employment opportunities in direct manufacturing labor, skilled and professional trades. This labor force is expected to grow to more than 100 in 2023. The majority of Steelbound employees are from our local community; thus, reinvesting their wages back into our continuously growing environment here in Ellicottville.
  - Profits from this expansion will be re-invested in projects that will benefit Steelbound and the local community:
    - Hotel and Conference Center (employing 30 plus in the hospitality industry, providing a place for guests to stay, work and play)
    - Community Kitchen (Full commercial kitchen serving restaurant prep. needs as well as local small food related businesses)
    - Housing for working families
-



## Steelbound Hotel and Conference Center

The proposed hotel, conference center and banquet facility will be added to the existing Steelbound Brewery & Distillery connected by way of a 3,000 sq.ft. skybridge overlooking the slopes of Ellicottville's ski resorts. This sky bridge, includes an open concept kitchen and dining room that will allow us to host celebrity chefs from the country to create one-of-a-kind experiences for customers.

Hotel: 78 rooms. around

Conference/Banquet facility:400 person including state of the art technology for local and remote attendance, training and collaboration. (Teams and Zoom Room Systems, BYOM solutions, H.323 and SIP video systems, Wireless presentation USB microphones and speakers, Touch monitors, Room scheduling panels)

*Our goal is to provide features allowing our guests to stay, work and play.*

**Project Budget: \$10,000,000 / Ownership Investment: \$8,000,000 / Additional Financing Required: \$2,000,000**

### Economic Benefits:

- 2020 Feasibility study suggests average occupancy rate of 75% generating increased local spending and room tax receipts.
- Hotels provide a reliable, quality place to stay, which invites more travelers to visit the area; and therefore, the local economy by **increasing the money spent at nearby stores and other attractions.**
- State of the art conference and training center will attract local and Fortune 500 companies to the area for events and conferences.
- Creation of 30 plus jobs in the hospitality industry.



**STEELBOUND HOTEL AND  
CONFERENCE CENTER  
SITE PLAN**

Before

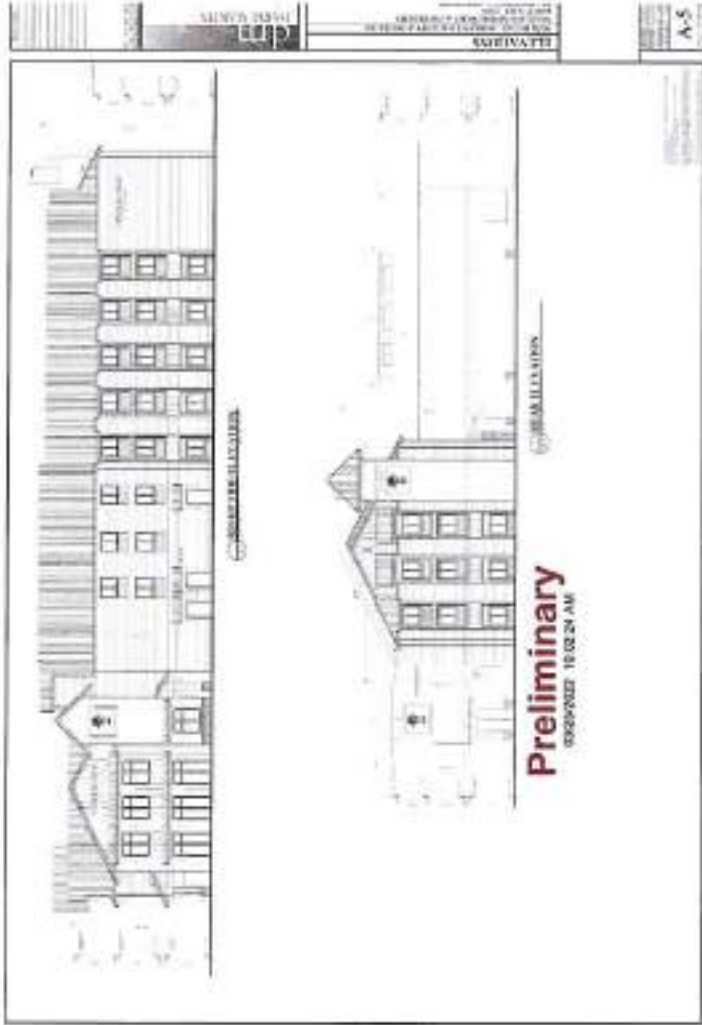
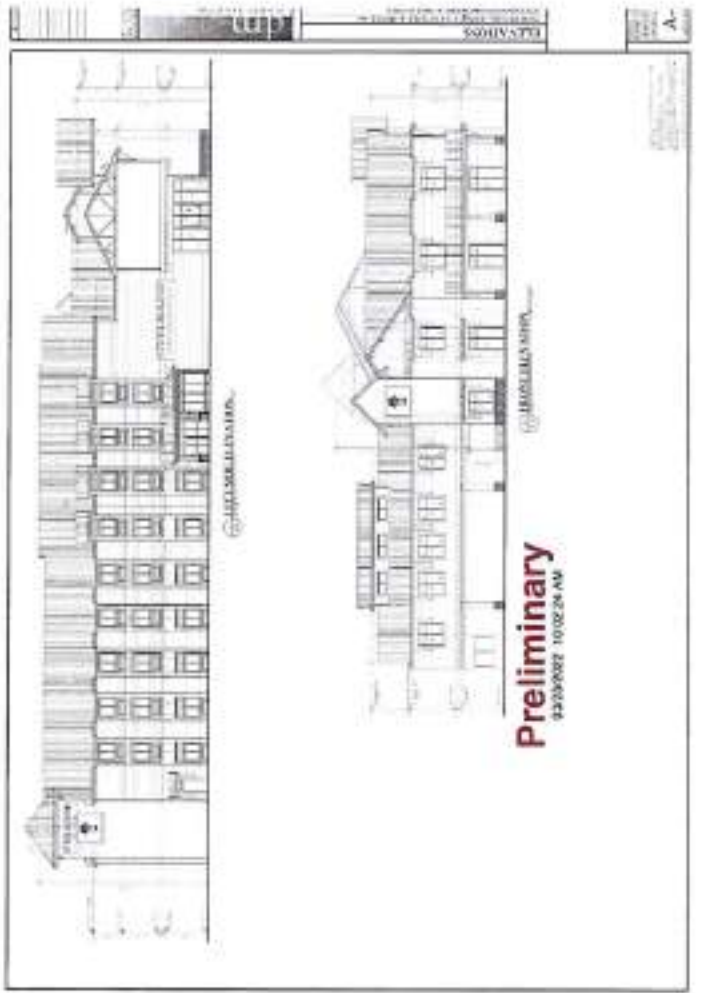


After





# STEELBOUND HOTEL AND CONFERENCE CENTER





**PUBLIC HEARING SCRIPT**

**Pierce Steel Fabricators & Machining, Inc. and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf Project**

Public Hearing to be held on January 9, 2023 at 9:00 a.m.  
at the Town of Hinsdale in the Boardroom, 4129 NYS Route 16, Hinsdale, New York

**ATTENDANCE:**

Jeff Van De Car  
Hinsdale School Rep.  
 Members of the General Public

**1. WELCOME:** Call to Order and Identity of Hearing Officer.

Hearing Officer: Welcome. This public hearing is now open; it is 9:00 a.m. My name is Corey R. Wiktor. I am the Executive Director of the County of Cattaraugus Industrial Development Agency, and I have been designated by the Agency to be the hearing officer to conduct this public hearing. This public hearing is being live-streamed and made accessible on the Agency's website at [www.ccidany.com](http://www.ccidany.com).

**2. PURPOSE:** Purpose of the Hearing.

Hearing Officer: We are here to hold the public hearing on the Pierce Steel Fabricators & Machining, Inc. and/or Individual(s) or Affiliate(s), Subsidiary(ies), or Entity(ies) formed or to be formed on its behalf. This public hearing is being recorded and will be transcribed for the Board Members of the Agency for their review and comments before they take any further action. We have a sign in sheet for anyone who would like to participate in this public hearing either by presenting oral comments or we would be happy to take written statements. Notice of this hearing appeared in Olean Times Herald on Friday, December 23, 2022.

*Any  
by that  
Mike DeRose  
- Training in building  
to refer back.*

**3. PROJECT SUMMARY:** Description of Project and Contemplated Agency Benefits.

Hearing Officer: The proposed project (the "Project") consists of: (i) the acquisition by the Agency of a leasehold interest in certain property located at 3165 Route 16 North, Town of Hinsdale, Cattaraugus County, New York and all other lands in the Town of Hinsdale where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"), (ii) the renovation of the 45,000+/- sq. ft. former Sanzo Beverage warehouse for steel fabrication including

installing cranes, HVAC and electrical upgrades and new overhead doors (the "Improvements"); and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the "Equipment"; and, together with the Land and the Improvements, the "Project Facility").

The proposed financial assistance contemplated by the Agency includes New York State and local sales and use tax exemption benefits, mortgage recording tax exemption benefits, and real property tax abatement benefits (in compliance with Agency's uniform tax exemption policy).

**4. FORMAT OF HEARING:** Review rules and manner in which the hearing will proceed.

Hearing Officer: All those who have joined this conference call will be given an opportunity to make statements and/or comments on the Project if they so desire.

Minutes of the Public Hearing will be transcribed and posted on the Agency's website ([www.cattcoida.com](http://www.cattcoida.com)). Additional information can be obtained from, and written comments may be addressed to: Corey R. Wiktor, Executive Director, County of Cattaraugus Industrial Development Agency, 9 East Washington Street, P.O. Box 1749, Ellicottville, New York 14731; Telephone: 716-699-2005 and electronically at [corey@cattcoida.com](mailto:corey@cattcoida.com) or [Info@cattcoida.com](mailto:Info@cattcoida.com).

**5. PUBLIC COMMENT:** Hearing Officer gives the Public an opportunity to speak.

Hearing Officer: Those interested in making a statement or comment will be called upon. Please begin by stating your name and address; if you are representing a company, please identify the company. I request that speakers keep statements and/or comments to 5 minutes, and if possible, 3 minutes.

**The Hearing Moderator introduces each participant in the order they registered for this meeting.**

[Insert transcription of public comments here.]

-OR-

Hearing Officer: Note that no one in attendance wished to make a statement or comment.

**6. ADJOURNMENT:**

As there were no further statements and/or comments, the Hearing Officer closed the public hearing at 9:46 a.m.



**COUNTY OF CATTARAUGUS INDUSTRIAL  
DEVELOPMENT AGENCY  
INDUCEMENT RESOLUTION**

**PIERCE STEEL FABRICATORS & MACHINING, INC., AND/OR INDIVIDUAL(S) OR  
AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED  
ON ITS BEHALF**

A regular meeting of the County of Cattaraugus Industrial Development Agency was convened on Tuesday, February 7, 2023, at 11:15 a.m.

The following resolution was duly offered and seconded, to wit:

RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF PIERCE STEEL FABRICATORS & MACHINING, 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) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (v) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION BENEFIT FOR FINANCING RELATED TO THE PROJECT, AND (C) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (vi) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS

**WHEREAS**, County of Cattaraugus Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 536 of the 1971 Laws of New York, as amended, constituting Section 890-b of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of manufacturing, warehousing, research, commercial and industrial facilities, among others, for the purpose of promoting, attracting and developing

economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

**WHEREAS**, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to acquire, construct, reconstruct and install one or more “projects” (as defined in the Act), or to cause said projects to be acquired, constructed, reconstructed and installed, and to convey said projects or to lease said projects with the obligation to purchase; and

**WHEREAS**, the Company has submitted an application to the Agency (the “Application”) requesting the Agency’s assistance with a certain project (the “Project”) consisting of: (i) the acquisition by the Agency of a leasehold interest in certain property located at 3165 Route 16 North, Town of Hinsdale, Cattaraugus County, New York and all other lands in the Town of Hinsdale where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the “Land”), (ii) the renovation of the 45,000+/- sq. ft. former Sanzo Beverage warehouse for steel fabrication including installing cranes, HVAC and electrical upgrades and new overhead doors (the “Improvements”); and (iii) the acquisition by the Company in and around the Improvements of certain items of machinery, equipment and other tangible personal property (the “Equipment”; and, together with the Land and the Improvements, the “Project Facility”). The Facility will be initially operated and/or managed by the Company; and

**WHEREAS**, pursuant to General Municipal Law Section 859-a, on January 9, 2023, at 9:00 a.m., at the Town of Hinsdale in the Boardroom, 4129 NYS Route 16, Hinsdale, New York, the Agency held a public hearing with respect to the Project and the proposed Financial Assistance (as hereinafter defined) being contemplated by the Agency (the “Public Hearing”) whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views; and

**WHEREAS**, it is contemplated that the Agency will (i) designate the Company as its agent for the purpose of undertaking the Project pursuant to an Agent and Financial Assistance Project Agreement (the “Agent Agreement”), (ii) negotiate and enter into a lease agreement (the “Lease Agreement”) and related leaseback agreement (the “Leaseback Agreement”) with the Company, pursuant to which the Agency will retain a leasehold interest in the Land, the Existing Improvements, the Improvements, the Equipment and personal property constituting the Facility; and (iii) provide Financial Assistance to the Company in the form of (a) an exemption benefit from all New York State and local sales and use taxes for purchases and rentals related to the Project with respect to the qualifying personal property included in or incorporated into the Facility or used in the acquisition, construction, reconstruction and/or renovation, rehabilitation or equipping of the Facility, (b) a mortgage recording tax exemption benefit for the financing related to the Project, and (c) a partial abatement from real property taxes benefit through a fifteen (15) year term PILOT Agreement for the benefit of each municipality and school district having taxing jurisdiction over the Project, (collectively, the sales and use tax exemption benefit, the mortgage recording tax exemption benefit, and the partial abatement from real property taxes benefit, are hereinafter collectively referred to as the “Financial Assistance”); and

**WHEREAS**, because the Project involves the removal or abandonment of a facility or plant within the state, written notification of same was provided by the Agency to the chief executive officer or officers of the municipality or municipalities located in the City of Olean, New York, where the prior industrial facility of the Company is located; and

**WHEREAS**, pursuant to Article 18-A of the Act, the Agency desires to adopt a resolution describing the Project and the Financial Assistance that the Agency is contemplating with respect to the Project.

**NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:**

Section 1. The Company has presented an application in a form acceptable to the Agency. Based upon the representations made by the Company to the Agency in the Company's application and any other correspondence submitted by the Company to the Agency, public hearing comments, if any, and Agency board member review of and recommendations related to the Project and its resolution to approve the Project subject to the terms and conditions as described herein, the Agency board member review of the Project's cost benefit ratio, the costs of incentives so applied for, the anticipated new tax revenues to be generated by the Project, as well as the Project's contemplated community benefits, and Agency board member review, discussion, and consideration of same, the Agency hereby finds and determines that:

(A) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(B) It is desirable and in the public interest for the Agency to appoint the Company as its agent for purposes of acquiring, constructing and/or renovating and equipping the Project; and

(C) The Agency has the authority to take the actions contemplated herein under the Act; and

(D) The action to be taken by the Agency will induce the Company to develop the Project, thereby increasing and/or retaining employment opportunities in Cattaraugus County, New York and otherwise furthering the purposes of the Agency as set forth in the Act; and

(E) The Project will not result in the removal of a civic, commercial, industrial, or manufacturing plant of the Company or any other proposed occupant of the Project from one area of the State of New York (the "State") to another area of the State or result in the abandonment of one or more plants or facilities of the Company or any other proposed occupant of the Project located within the State; and the Agency hereby finds that, based on the Company's application, to the extent occupants are relocating from one plant or facility to another, the Project is reasonably necessary to discourage the Project occupants from removing such other plant or facility to a location outside the State and/or is reasonably necessary to preserve the competitive position of the Project occupants in their respective industries, and, to the extent occupants are relocating from one plant or facility to another in another area of the State, the Agency has complied with the Act's abandonment procedures; and

(F) The Agency has assessed all material information included in connection with the Application necessary to afford a reasonable basis for the decision by the Agency to provide Financial Assistance for the Project as described herein; and

(G) The Agency has prepared a written cost-benefit analysis satisfactorily identifying the extent to which the Project will create or retain permanent, private sector jobs, the estimated value of any tax exemption to be provided, the amount of private sector investment generated or likely to be generated by the Project, the likelihood of accomplishing the Project in a timely fashion, and the extent to which the Project will provide additional sources of revenue for municipalities and school districts, and any other public benefits that might occur as a result of the Project; and

(H) The Company has provided a written statement confirming that the Project as of the date of the Application is in substantial compliance with all provisions the Act.

(I) The Project involves a "Type II action" as said term is defined in pursuant to the New York State Environmental Quality Review Act ("SEQRA") and, therefore, no further action is required under SEQRA; and

(J) The Project qualifies for Agency Financial Assistance as it meets the Agency's general uniform criteria for project evaluation, said criteria established by New York State and the Agency as required under General Municipal Law Section 859-a(5) as evidenced by the following:

(i) Extent to which the Project will create or retain jobs: The Project will retain 20 FTE employee position create 2 new FTE employee position.

(ii) The estimated total value of Financial Assistance is approximately \$412,700 over the 15-year real property tax abatement benefit period.

(iii) The estimated amount of private sector investment to be made by the Company is \$3,300,000.

(iv) Likelihood of the Project being accomplished in a timely fashion: There is a high likelihood that the Project will be completed in a timely manner, by September 2023.

(v) Extent of new revenue provided to local taxing jurisdictions: The County of Cattaraugus and the Town of Hinsdale resulting in maintenance new and increased sales tax revenues.

(vi) The extent to which the Project will create local construction jobs. The Company will utilize local construction contractors to the extent, if at all, required.

Section 2. The Agency hereby authorizes the undertaking of the Project and the provision of the Financial Assistance to the Company as described herein.

Section 3. Subject to the Company executing an Agent Agreement and the delivery to the Agency of a binder, certificate or other evidence of insurance for the Project satisfactory to the Agency, the Agency hereby authorizes the Company to proceed with the acquisition, construction and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency: (i) to acquire, construct and/or renovate and equip the Project; (ii) to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agent for the Agency with the authority to delegate such agency, in whole or in part, to agents, subagents, contractors, and subcontractors of such agents and subagents and to such other parties as the Company chooses; and (iii) in general, to do all things which may be requisite or proper for completing the Project, all with the same powers and the same validity that the Agency could do if acting in its own behalf; provided, however, the appointment of the Company as agent of the Agency, if utilized, shall expire one year from the date of this resolution (unless extended for good cause by the Chair, the Vice Chair, and/or the Executive Director).

A. Financial Assistance. With respect to the foregoing, and based upon the representations and warranties made by the Company in its application for Financial Assistance, the Agency hereby:

(i) authorizes and approves the Company, as its agent, to make purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount estimated up to \$1,800,000, and, therefore, the value of the sales and use tax exemption benefits ("sales and use tax exemption benefits") authorized and approved by the Agency cannot exceed \$144,000, however, the Agency may consider any requests by the Company for increases to the amount of sales and use tax exemption benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services; and

(ii) authorizes and approves that the value of the mortgage recording tax exemption benefit ("mortgage recording tax exemption benefits") shall not exceed \$27,500; and

(iii) authorizes and approves that the real property tax abatement benefits ("PILOT benefits") to be provided over the term of the PILOT Agreement are estimated to be approximately \$241,200, resulting in estimated total PILOT payments of \$1,041,900 over the term of the PILOT Agreement.

B. Terms and Conditions of Financial Assistance. Pursuant to Section 875(3) of the New York General Municipal Law, and per the policies of the Agency, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any New York State and local sales and use tax exemption benefits, and/or mortgage recording tax exemption benefits, and/or partial abatements from real property taxes benefits taken or purported to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, if it is determined that: (i) the Company, its agents, consultants,



subcontractors, or any other party authorized to make purchases for the benefit of the Project, is not entitled to the New York State and local sales and use tax exemption benefits; (ii) the New York State and local sales and use tax exemption benefits are in excess of the amounts authorized to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project; (iii) the New York State and local sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the Project; (iv) the Company has made a material false statement on its application for Financial Assistance; and/or (v) the New York State and local sales and use tax exemption benefits and/or mortgage recording tax exemption benefits, and/or the partial abatement from real property taxes benefits are taken in cases where the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, fails to comply with the Investment Commitment, the Employment Commitment, and/or the Construction Jobs and Local Labor Commitment, said commitments, as described below, being a material term or condition to use property or services in the manner approved by the Agency in connection with the Project.

As a condition precedent of receiving Financial Assistance, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, must cooperate with the Agency in its efforts to recover or recapture any Financial Assistance, and promptly pay over any such amounts to the Agency that the Agency demands.

C. Commitments. As an additional condition precedent of receiving Financial Assistance, and as a material term or condition as approved by the Agency in connection with the Project, the Company covenants and agrees and understands that it must, subject to potential modification, termination and/or recapture of Financial Assistance for failure to meet and maintain the commitments and thresholds as described below, submit, on an annual basis or as otherwise indicated below through the termination of the PILOT Agreement, a certification, as so required by the Agency, confirming:

- (i) Investment Commitment - the total investment made with respect to the Project at the time of Project completion equals or exceeds \$3,300,000, being the total project cost as stated in the Company's application for Financial Assistance.
- (ii) Employment Commitment – that there are at least 20 existing full time equivalent ("FTE") employees located at, or to be located at, the Facility as stated in the Company's application for Financial Assistance (the "Baseline FTE"); and
  - the number of current FTE employees in the then current year at the Facility; and
  - that within two (2) years of Project completion, the Company has maintained and created FTE employment at the Facility equal to 22 FTE employees [representing the sum of (x) 20 Baseline FTE and (y) 2 FTE employees, (being the 2 new FTE employee positions proposed to be created by the Company as stated in its Application)].

Section 4. Subject to the terms of this Inducement Resolution, the Chair, the Vice Chair, and/or the Executive Director, are hereby authorized, on behalf of the Agency, to negotiate, execute and deliver (A) an Agent Agreement, (B) the Lease Agreement whereby the Company leases the Project to the Agency, (C) the related Leaseback Agreement whereby the Agency leases the Project back to the Company, and (D) the PILOT Agreement and (E) related documents; provided, however, that (i) the rental payments under the Leaseback Agreement to the Company include payments of all costs incurred by the Agency arising out of or related to the Project and indemnification of the Agency by the Company for actions taken by the Company and/or claims arising out of or related to the Project; and (ii) the terms of the PILOT Agreement are consistent with the Agency's Uniform Tax Exemption Policy, or procedures for deviation have been complied with accordingly.

Section 5. Subject to the terms of this Inducement Resolution, the Chair, the Vice Chair, and/or the Executive Director, are hereby authorized, on behalf of the Agency, to negotiate, execute and deliver any mortgage, assignment of leases and rents, security agreement, UCC-1 Financing Statements and all documents reasonably contemplated by these resolutions or required by any lender identified by the Company (the "Lender") up to a maximum principal amount necessary to undertake the Project, acquire the Facility and/or finance or refinance acquisition and Project costs or equipment and other personal property and related transactional costs (hereinafter, with the Lease Agreement, Leaseback Agreement, and related documents, collectively called the "Agency Documents"); and, where appropriate, the Secretary or the Assistant Secretary of the Agency is hereby authorized to affix the seal of the Agency to the Agency Documents and to attest the same, all with such changes, variations, omissions and insertions as the Chair, the Vice Chair, and/or the Executive Director of the Agency shall approve, the execution thereof by the Chair, the Vice Chair, and/or the Executive Director of the Agency to constitute conclusive evidence of such approval; provided in all events recourse against the Agency is limited to the Agency's interest in the Project.

Section 6. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required and to negotiate, execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.

Section 7. The provision by the Agency of Financial Assistance with respect to the Project as described herein is subject to the Agency's policies.

Section 8. This resolution shall take effect immediately and shall expire one (1) year from the date hereof unless extended for good cause by the Chair, the Vice Chair, and/or the Executive Director.

Dated: February 7, 2023

	A	B	C	D	E	F
2	<b>CCIDA January 2023</b>		<b>OPERATING STATEMENT</b>			
3						
4		2023	2023	2023	2023	2022
5		APPROVED	M-T-D	Y-T-D	BALANCE	Y-T-D
6		BUDGET	ACTUAL	ACTUAL	REMAINING	COMPARISON
7						
8	INCOME:					
9	Interest on Accounts	\$20,000	\$0	\$0	\$20,000	\$0
10	<b>Apps &amp; Fees</b>	\$450,000	\$0	\$0	\$450,000	\$56,105
11	CCCRC/Other Misc. Income	\$0	\$170	\$170	-\$170	\$0
12	Total	\$470,000	\$170	\$170	\$469,830	\$56,105
13						
14						
15	EXPENSES:					
16	Wages	\$200,000	\$4,938	\$4,938	\$195,062	\$12,503
17	Fringe Benefits	\$95,000	\$3,704	\$3,704	\$91,296	\$4,718
18	Performance Bonus	\$15,000	\$0	\$0	\$15,000	\$0
19	Board Meeting/Operations	\$2,000	\$112	\$112	\$1,888	\$624
20	Business Development	\$20,000	\$604	\$604	\$19,396	\$4,944
21	Office Supplies/Service Contracts	\$1,800	\$93	\$93	\$1,707	\$37
22	Office Maint./Repairs/Equip	\$6,000	\$100	\$100	\$5,900	\$0
23	Office Phones/Cell/fax/internet service	\$6,000	\$387	\$387	\$5,613	\$349
24	Postage	\$1,700	\$45	\$45	\$1,655	\$239
25	Public Hearings	\$2,000	\$215	\$215	\$1,785	\$111
26	Travel/Mileage	\$3,500	\$0	\$0	\$3,500	\$15
27						
28	Rent	\$17,100	\$2,850	\$2,850	\$14,250	\$1,350
29	Real Estate Taxes	\$100	\$2	\$2	\$98	\$0
30	Utilities	\$3,000	\$719	\$719	\$2,281	\$445
31	Property/Fire/Liability Insurance	\$5,000	\$0	\$0	\$5,000	\$0
32						
33	Professional Associations	\$12,500	\$300	\$300	\$12,200	\$300
34	Professional Services	\$20,000	\$132	\$132	\$19,868	\$2,500
35	Publications	\$200	\$0	\$0	\$200	\$0
36						
37	Railroad Services	\$25	\$0	\$0	\$25	\$0
38	Miscellaneous	\$100	\$0	\$0	\$100	\$0
39	Project Expenses	\$5,000	\$0	\$0	\$5,000	\$1,260
40	Consulting Expense	\$36,000	\$6,000	\$6,000	\$30,000	\$0
41	Great Lakes Cheese Expenses-	\$0	\$0	\$0	\$0	-\$12,490
42	Total Expenses	<b>\$452,025</b>	<b>\$20,201</b>	<b>\$20,201</b>	<b>\$431,824</b>	<b>\$16,895</b>
43						
44	Net Difference	<b>\$17,975</b>	<b>-\$20,031</b>	<b>-\$20,031</b>	<b>\$38,006</b>	<b>\$39,210</b>
45						
46						
47						
48						
49						
50						
51						
52						
53						

COUNTY OF CATTARAUGUS IDA  
Balance Sheet  
January 31, 2023

ASSETS

Current Assets		
CATT CO. BANK	\$	296,137.31
SAVINGS CCB		5,214.52
SAVINGS FT		8,292.13
CATT. CO. CAPITAL RES. CORP.		437,310.69
Five Star CD		150,000.00
CD's		625,077.00
KeyBank Investment		103,031.63
PETTY CASH		120.40
SECURITY DEPOSIT - RENT		1,350.00
Deferred Outflows		127,554.00
ACCTS RECEIVABLE		1,320.02
PREPAID EXPENSES		3,000.00
		<hr/>
Total Current Assets		1,758,407.70
Property and Equipment		
EQUIPMENT		38,423.95
LEASEHOLD IMPROVEMENTS		22,173.08
LAND		149,298.92
RAILROAD/IMPROVEMENTS		907,199.96
ACCUM DEPRECIATION		(869,286.65)
		<hr/>
Total Property and Equipment		247,809.26
Other Assets		
		<hr/>
Total Other Assets		0.00
		<hr/>
Total Assets	\$	<u><u>2,006,216.96</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
NYS RETIREMENT LOAN ACCT.	\$	174.00
Employee Health Ins Payable		(2,365.88)
Federal Payroll Taxes		(905.49)
NYS WITHHOLDING		14,770.20
NYS Retirement Employer Portio		42,330.00
Deferred Inflows		14,768.00
ACCOUNTS PAYABLE		(10.00)
ACCRUED PAYROLL		3,504.81
		<hr/>
Total Current Liabilities		72,265.64
Long-Term Liabilities		
Pension Liability		175,874.00
		<hr/>
Total Long-Term Liabilities		175,874.00
		<hr/>
Total Liabilities		248,139.64
Capital		
Retained Earnings		1,468,036.36
CONTRIBUTED CAPITAL		310,072.06
Net Income		(20,031.10)
		<hr/>

Unaudited - For Management Purposes Only

COUNTY OF CATTARAUGUS IDA  
Balance Sheet  
January 31, 2023

Total Capital	<u>1,758,077.32</u>
Total Liabilities & Capital	<u>\$ 2,006,216.96</u>

COUNTY OF CATTARAUGUS IDA  
Balance Sheet  
January 31, 2022

ASSETS

Current Assets		
CATT CO. BANK	\$	300,518.47
SAVINGS CCB		5,228.73
SAVINGS FT		8,291.51
CATT. CO. CAPITAL RES. CORP.		212,144.79
CD's		625,077.00
KeyBank Investment		103,031.63
PETTY CASH		120.40
SECURITY DEPOSIT - RENT		1,350.00
Deferred Outflows		127,554.00
ACCTS RECEIVABLE		1,047.10
PREPAID EXPENSES		3,000.00
		<hr/>
Total Current Assets		1,387,363.63
Property and Equipment		
EQUIPMENT		38,423.95
LEASEHOLD IMPROVEMENTS		22,173.08
LAND		149,298.92
RAILROAD/IMPROVEMENTS		907,199.96
ACCUM DEPRECIATION		(869,286.65)
		<hr/>
Total Property and Equipment		247,809.26
Other Assets		
		<hr/>
Total Other Assets		0.00
		<hr/>
Total Assets	\$	<u><u>1,635,172.89</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
Employee Health Ins Payable	\$	(2,365.88)
Federal Payroll Taxes		(8,971.89)
NYS WITHHOLDING		7,115.29
NYS Retirement Employer Portio		23,970.00
Deferred Inflows		14,768.00
ACCOUNTS PAYABLE		1,356.11
ACCRUED PAYROLL		3,504.81
		<hr/>
Total Current Liabilities		39,376.44
Long-Term Liabilities		
Pension Liability		175,874.00
		<hr/>
Total Long-Term Liabilities		175,874.00
		<hr/>
Total Liabilities		215,250.44
Capital		
Retained Earnings		1,078,570.59
CONTRIBUTED CAPITAL		310,072.06
Net Income		31,279.80
		<hr/>
Total Capital		1,419,922.45
		<hr/>

Unaudited - For Management Purposes Only

COUNTY OF CATTARAUGUS IDA  
Balance Sheet  
January 31, 2022

Total Liabilities & Capital

\$ 1,635,172.89



Sandy Andrews &lt;sandy.cattco@gmail.com&gt;

---

**Fwd: Ralph Wilson Jr Foundation Visit - Feb 14th - Confirmed**

---

Corey <corey.cattco@gmail.com>  
To: Sandy Andrews <sandy.cattco@gmail.com>

Mon, Feb 6, 2023 at 11:33 AM

Corey R. Wiktor  
Executive Director  
County of Cattaraugus IDA  
Office: (716) 699-2005  
Cell: (716) 491-3988

Begin forwarded message:

**From:** "Martel, Kathleen" <KathleenMartel@mail.sunycc.edu>  
**Date:** February 2, 2023 at 9:48:03 AM EST  
**To:** Bob Forness <bforness@oleanbd.com>, "Cullen, Thomas J" <tcullen@sbu.edu>, "Keri Kerper (kkerper@cityofolean.org)" <kkerper@cityofolean.org>, "Curatolo, Courtney" <CourtneyCuratolo@mail.sunycc.edu>, "Lenora A. Leasure" <laleasure@cattco.org>, Stephanie Beneng <SBeneng@southernierwest.org>, "Jason Miller (jmillercawfny.com)" <jmillercawfny.com>, "Corey Wiktor (corey@cattcoida.com)" <corey@cattcoida.com>, "Sirianni, Diego (ESD)" <Diego.Sirianni@esd.ny.gov>, "Christine M. Urf" <cmurf@cattco.org>, "Crystal J. Abers" <cabers@cattco.org>  
**Subject:** RE: Ralph Wilson Jr Foundation Visit - Feb 14th - Confirmed

This is excellent news, Bob! Thank you so much for coordinating the visit. I'm really looking forward to it.

---

**From:** Bob Forness <bforness@oleanbd.com>  
**Sent:** Thursday, February 2, 2023 8:56 AM  
**To:** 'Cullen, Thomas J' <tcullen@sbu.edu>; 'Keri Kerper (kkerper@cityofolean.org)' <kkerper@cityofolean.org>; Curatolo, Courtney <CourtneyCuratolo@mail.sunycc.edu>; Martel, Kathleen <KathleenMartel@mail.sunycc.edu>; 'Lenora A. Leasure' <laleasure@cattco.org>; 'Stephanie Beneng' <SBeneng@southernierwest.org>; 'Jason Miller (jmillercawfny.com)' <jmillercawfny.com>; 'Corey Wiktor (corey@cattcoida.com)' <corey@cattcoida.com>; 'Sirianni, Diego (ESD)' <Diego.Sirianni@esd.ny.gov>; 'Christine M. Urf' <cmurf@cattco.org>; 'Crystal J. Abers' <cabers@cattco.org>  
**Subject:** Ralph Wilson Jr Foundation Visit - Feb 14th - Confirmed

\*\*\* EXTERNAL EMAIL - USE EXTRA CAUTION CLICKING ON LINKS \*\*\*

Hello all,

We have confirmed that the Ralph Wilson Jr Foundation will be at our next Cattaraugus County Economic Development Team Meeting on Tuesday, February 14<sup>th</sup> at 8:30AM in Little Valley!!! 3 visitors: Eric Phamdo,



Paul Riser and Susan Dundon. They will give a quick overview of what they do, then they want to hear from all of you. I think this is literally a final test before they decide to fund a larger consolidated strategic plan, which is the grant that was turned in with OBDC serving as the Coordinating Entity for the study, but with all of us participating as peers and contributing to the strategic plan.

I don't think we need to do any real preparation work for this meeting, the plan is as follows if this is OK with all of you:

1. Introductions
  - a. Each person introduces themselves and what their organization does
2. Overview from the Ralph C. Wilson Jr Foundation team
  - a. They will give a quick overview of their mission and process
3. History of the Cattaraugus County Economic Development Team
  - a. I think it would be great for Crystal to give this history, and anyone that wants to add to it can for sure speak up!
4. Potential differences between Cattaraugus County and Chautauqua County
  - a. They are very familiar with Nate Aldrich and the team in Chautauqua County, as they have received 2 grants to date, one for a strategic plan development and then a larger grant to support the activity and actions that spawned from the strategic plan
  - b. I know there are differences in the way the counties are governed, for example, Chautauqua County operates with a County Executive/Legislature model, Cattaraugus County operates with a County Legislature/Administrator model
  - c. Any other differences are important for the RWJF folks to understand
5. Introduction to Catt County Econ Dev Team Operating Model
  - a. Weekly meetings
  - b. Sub-committees that have been formed
  - c. Goals, objectives, challenges, gaps identified thus far

This meeting is hugely important for all of us, as the grant request goes beyond OBDC, SBU Innovation Center, etc. Rather, the RWJF team has opened up Tom and my eyes to larger scope that I think they have an appetite to support. I want to make sure you all understand that this isn't just OBDC, we are simply representing this team in coordinating what may be possible with the RWJF, as I think we could all benefit from some portion of funding!!

Very excited for this opportunity to show the Ralph Wilson team what we are all about!!

Please get me any feedback on this proposed plan of attack.

Thanks!!

Bob

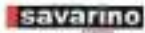
Bob Forness

President & Executive Director

Olean Business Development Corporation

716-701-4021 (Office Phone)

716-208-1433 (Cell Phone)



# Savarino Properties, LLC is in Olean, New York.



9h · 🌐

Lease-up of First National complete! 21/21 units full.  
DM to join our waitlist.



[https://www.salamancapress.com/news/county-lawmakers-oppose-ban-on-natural-gas-stoves-furnaces/article\\_5df89d41-65cf-5699-8911-df398c040ba3.html](https://www.salamancapress.com/news/county-lawmakers-oppose-ban-on-natural-gas-stoves-furnaces/article_5df89d41-65cf-5699-8911-df398c040ba3.html)

FEATURED

## County lawmakers oppose ban on natural gas stoves, furnaces

By RICK MILLER County Reporter

Jan 26, 2023



Cattaraugus County legislators voted Jan. 25 to oppose proposed state bans on natural gas and other fossil fuels for heating and cooking.

Press photo by Rick Miller

**LITTLE VALLEY** — Cattaraugus County lawmakers joined a growing chorus of Upstate counties in their opposition to proposed bans on natural gas appliances by Gov. Kathy Hochul and state lawmakers.

In her State of the State address in early January, Hochul proposed a ban on the sale of fossil-fuel heating equipment in new residential buildings by 2025 and by 2030 in commercial buildings. New residential and commercial buildings would be required to be all-electric.

County legislators, part of the Upstate push-back against Hochul's fossil fuel proposals, were unanimous in their support of the resolution sponsored by Vice Chairman Andrew Burr, R-Gowanda.

The “radical” policies out of Albany amount to an “attack on fossil fuels,” Burr told fellow legislators. Despite being energy efficient, natural gas — which is plentiful in the Southern Tier — is being condemned while “ignoring the largest source of pollution on the planet, the People’s Republic of China.”

President Joe Biden has also come out against natural gas stoves, Burr said.

Hochul’s proposal, made during her State of the State Address earlier this month, would not require homeowners to rip out working natural gas appliances and replace them with all-electric.

However, when fossil fuel appliances, including stoves, furnaces and hot water heaters, wear out and cannot be repaired, their replacement would be required to be electric, under the governor’s proposal.

A state mandate banning natural gas appliances “is more of a burden on our region’s working-class residents and will have a devastating effect on restaurants, businesses and manufacturing facilities when they have to convert to all electric,” the resolution states.

Burr said homeowners would face a cost of \$20,000 to \$50,000 to convert a house to all-electric. Businesses faced with the added cost of converting to electric will force them to move out of state.

It will be reason enough for residents to leave who are “fed up with high taxes, the high cost of living, unreasonable government mandates, reckless spending by the government, and unrealistic environmental mandates not consistent with our geographic region,” the resolution states.

In addition, the resolution points out: “A ban on natural gas appliances and water heaters is not feasible for Western New York with harsh winter weather and an exposed electrical infrastructure; appliances used to heat water and cook food need to work during power outages especially during times of inclement weather.”

The two blizzards that blanketed Buffalo left thousands without power to heat their homes unless they had natural gas heat, the resolution states. “More than 40 people died during this storm — some froze to death. Many more would have suffered if they had to rely on a power grid for cooking and emergency heating.”

Burr's resolution, which was co-sponsored by all 16 other legislators, including the lone Democrat, David Koch of Salamanca calls "mandating the purchase of electrical appliances is an unnecessary burden we are placing on families across New York State at a time when the cost of living has significantly outpaced wage growth."

Energy bills, he said, "will go through the roof for residents, further exacerbating the recent price spikes in food, transportation, and general merchandise."

The resolution states that "The Cattaraugus County Legislature condemns the New York State Legislature and Governor Hochul for continuing to pass hypocritical and nonsensical environmental laws which burden the working-class citizens of this county and state all the while ignoring the largest source of pollution — China."

The county legislature "strongly urges Governor Hochul and the New York State Legislature to fully examine the real life impact their decisions will have for all New Yorkers, especially those least able to afford them."

Legislators also unanimously reappointed County Administrator Jack Searles to a four-year term that ends Sept. 13, 2027.

"We are so lucky to have Jack," said Legislator Richard Smith, R-Olean. He urged all legislators to join in cosponsoring the resolution, which they did.

"Thank you for all of your hard work for the county," Burr added.

*(Contact reporter Rick Miller at [rmiller@oleantimesherald.com](mailto:rmiller@oleantimesherald.com))*

Rick Miller

# National Fuel CEO calls state energy directives 'incredibly irresponsible' and encourages 'more reasoned approach'

"Forcing electrification before reliability is assured is an incredibly risky proposition."



National Fuel President & CEO Dave Bauer Photo credit National Fuel

By Tim Wenger, WBEN.com Newsroom

Buffalo, N.Y. (WBEN) - The leader of National Fuel Gas minced no words during an earnings conference call Friday, attacking the New York State energy plan to shift to all-electric as 'incredibly irresponsible' and called for a more reasoned approach.

"This is an incredibly irresponsible approach," said National Fuel President and CEO Dave Bauer as he launched into a litany of data and research to back his criticisms during a call that was largely intended to focus on the company's business standing. "It makes no sense to mandate the electrification of space heating Western New York when it's uncertain the necessary power and infrastructure will be there to meet the increased demand."



February 4, 2023 10:48 am



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WBEN



Bauer spoke at length of the importance of reliable energy systems in times of crisis like the Buffalo blizzard in December 2022 when some critical energy sources, mainly electric, faltered. "It's astonishing that New York State policy makers are unwavering in their push for a rapid transformation to a predominantly electric future, powered primarily by intermittent wind and solar," he said.

Bauer noted the state directive to begin moving away from fossil fuels and natural gas beginning in 2025, included in the budget presented this week by Governor Kathy Hochul, is based solely on the Climate Action Council's scoping plan, born from the Climate Act adopted in 2019. "The breadth of what's contemplated is truly remarkable," said Bauer, adding, "The scoping plan would have New Yorkers electrify almost everything, at any cost." Bauer notes that even the administration in Albany has admitted that the scoping plan is not legally binding and is only intended as a "blueprint" for the future of energy.

The requirements to meet the goals that would roll out in 2025, 2030 and beyond would require the quadrupling of the electric grid in the National Fuel service territory for heating needs alone, Bauer said.

From a statewide perspective, Bauer notes the numbers are even more daunting. "Currently there is approximately 2 gigawatts of wind and solar capacity in the state, which was installed over the course of the last two decades. To meet its targets, the state will need to install, on average, more than 4 gigawatts of wind and solar every year for each of the next 18 years." Bauer adds that it took 18 years for the grid to become able to provide its current 2-gigawatt capacity from solar and wind.

Bauer also cautioned that in addition to the massive costs associated with the utility grid infrastructure improvements necessary, there is a sizable cost to the consumer. "Consumers will bear the cost of converting, which could be as much as \$50 thousand per household," he said. Bauer describes the impact of the rapid shifts on the current deadlines as "crippling".

A more reasoned approach to a transition in energy sources is needed, says Bauer, who adds the current deadlines aren't tied to any reliability milestones. "The state should embrace a more reasoned approach to the energy transition, one that sets electrification targets that are linked to generation and reliability milestones."

Bauer's greatest concern with the state's current guidelines is an inability to meet the needs of consumers, particularly in the important winter months. He favors a phased-in approach that would start with consumers being offered the choice to make a transition, followed by hybrid options that would lead to a more wholesale transition when infrastructure would support it. "Based on current technology, that's likely many decades away."

"Forcing electrification before reliability is assured is an incredibly risky proposition."





Sandy Andrews &lt;sandy.cattco@gmail.com&gt;

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**Fwd: Join us again for Legislative Lunch**

1 message

---

**Corey Wiktor** <corey@cattcoida.com>  
To: Sandy Andrews <sandy.cattco@gmail.com>

Thu, Jan 26, 2023 at 10:02 AM

Corey R. Wiktor  
Executive Director  
**County of Cattaraugus Industrial Development Agency**

Phone: (716) 699-2005  
Fax: (716) 699-2942  
Cell: (716) 491-3988  
Email: [corey@cattcoida.com](mailto:corey@cattcoida.com)  
Website: [www.cattcoida.com](http://www.cattcoida.com)

P.O. Box 1749 \* 9 East Washington St.  
Ellicottville, New York 14731

*"Developing Cattaraugus County's Future Today"*

----- Forwarded message -----

From: **Grant Loomis** <[gloomis@thepartnership.org](mailto:gloomis@thepartnership.org)>  
Date: Thu, Jan 26, 2023 at 8:52 AM  
Subject: Join us again for Legislative Lunch  
To: Corey Wiktor <[corey@cattcoida.com](mailto:corey@cattcoida.com)>

Corey,

I would like to invite you to join us at the Lexus Club on Friday, February 10th for the Buffalo Niagara Partnership's Legislative Luncheon. After pivoting to a virtual format for the last two years, our annual luncheon is once again live and in person for 2023.

As a previous attendee of this event, you can appreciate the value of this unique opportunity to speak with and hear from members of the WNY Delegation. In a relaxed and informal setting, you can discuss the issues that matter most to you with your State Senator or Assembly Member.

The event will include a short discussion focused around the state budget and where the BNP stands on the key initiatives being proposed by the Governor and State Legislature.

I hope to see you there.

Grant Loomis

Vice President | Government Affairs & Economic Development

Buffalo Niagara Partnership

716-541-1736

[Grab your seat at the table >](#)



**Friday, February 10**

11:30 am - Registration | 12:00 - 1:00 pm Lunch | 1:00 pm Program

\$45 - BNP members | \$75 - Non-members

**KeyBank Center, Lexus Club**

1 Seymour H. Knox III Plaza, Buffalo, NY 14203

[Register](#)

**We will be joined by:**

- NYS Senator Rob Ort
- NYS Senator George Borrello
- NYS Assembly Member Patrick Burke
- NYS Assembly Member Monica Wallace
- Office of NYS Assembly Member Crystal Peoples-Stokes
- & More

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Sandy Andrews &lt;sandy.cattco@gmail.com&gt;

---

**Fwd: Franklinville Area Tour**

1 message

---

**Corey** <corey.cattco@gmail.com>  
To: Sandy Andrews <sandy.cattco@gmail.com>

Thu, Jan 26, 2023 at 2:00 PM

Corey R. Wiktor  
Executive Director  
County of Cattaraugus IDA  
Office: (716) 699-2005  
Cell: (716) 491-3988

Begin forwarded message:

**From:** Jennifer Sloat <Jennifer.Sloat@greatlakescheese.com>  
**Date:** January 26, 2023 at 11:26:05 AM EST  
**To:** Corey Wiktor <corey@cattcoida.com>  
**Cc:** Evelyn Weiser <Evelyn.Weiser@greatlakescheese.com>  
**Subject:** RE: Franklinville Area Tour

Hi Corey,

It's a pleasure to e-meet you! Evie and I look forward to connecting with you to learn more about the Franklinville area. As Mara expressed, we are hoping to connect with you in the morning on Feb. 2. I have one meeting that I need to attend from 10-11:30, but any time before or after I can be available.

Is there a time that works best for you?

We look forward to hearing from you.

Thanks,  
Jen**Jennifer Sloat**

HR Manager, Project Implementation

17955 Great Lakes Parkway, Hiram, OH 44234

**office:** 440-261-6340

Jennifer.Sloat@greatlakescheese.com



---

**From:** Mara Kamat <Mara.Kamat@Greatlakescheese.com>  
**Sent:** Wednesday, January 25, 2023 1:19 PM  
**To:** Corey Wiktor <corey@catcoida.com>  
**Cc:** Evelyn Weiser <Evelyn.Weiser@Greatlakescheese.com>; Jennifer Sloat <Jennifer.Sloat@Greatlakescheese.com>; Kelly Gerrity <Kelly.Gerrity@Greatlakescheese.com>  
**Subject:** Franklinville Area Tour

Hi Corey,

I hope all is well! Evie (Evelyn) and Jen (Jennifer) will be supporting our recruiting in Franklinville. They are hoping to have a tour of the area and surrounding communities. They will be helping us to shape our recruiting strategy and would like to see surrounding communities and learn more about surrounding businesses and places we should be partnering with to showcase our opportunities – local newspapers, online outlets that reach the community within 50 miles of the Franklinville plant, etc. I wanted to make the introductions as they are hoping to connect with you on the morning of Feb 2<sup>nd</sup>. I will leave it to you all to connect and make a plan to meet. Thank you so much Corey for your continued partnership!

Best,

**Mara Kamat**

Vice President of Human Resources

17955 Great Lakes Parkway, Hiram, OH 44234

**office:** 440-834-3550 **cell:** 440-759-0816

[mara.kamat@greatlakescheese.com](mailto:mara.kamat@greatlakescheese.com)





Sandy Andrews &lt;sandy.cattco@gmail.com&gt;

## Fwd: Ralph Wilson Jr Foundation Visit - Feb 14th - Confirmed

Corey <corey.cattco@gmail.com>  
 To: Sandy Andrews <sandy.cattco@gmail.com>

Mon, Feb 6, 2023 at 11:33 AM

Corey R. Wiktor  
 Executive Director  
 County of Cattaraugus IDA  
 Office: (716) 699-2005  
 Cell: (716) 491-3988

Begin forwarded message:

**From:** "Martel, Kathleen" <KathleenMartel@mail.sunycc.edu>  
**Date:** February 2, 2023 at 9:48:03 AM EST  
**To:** Bob Forness <bforness@oleanbd.com>, "Cullen, Thomas J" <tcullen@sbu.edu>, "Keri Kerper (kkerper@cityofolean.org)" <kkerper@cityofolean.org>, "Curatolo, Courtney" <CourtneyCuratolo@mail.sunycc.edu>, "Lenora A. Leasure" <laleasure@cattco.org>, Stephanie Beneng <SBeneng@southernierwest.org>, "Jason Miller (jmillercawfny.com)" <jmillercawfny.com>, "Corey Wiktor (corey@cattcoida.com)" <corey@cattcoida.com>, "Sirrianni, Diego (ESD)" <Diego.Sirrianni@esd.ny.gov>, "Christine M. Urf" <cmurf@cattco.org>, "Crystal J. Abers" <cabers@cattco.org>  
**Subject:** RE: Ralph Wilson Jr Foundation Visit - Feb 14th - Confirmed

This is excellent news, Bob! Thank you so much for coordinating the visit. I'm really looking forward to it.

**From:** Bob Forness <bforness@oleanbd.com>  
**Sent:** Thursday, February 2, 2023 8:56 AM  
**To:** 'Cullen, Thomas J' <tcullen@sbu.edu>; 'Keri Kerper (kkerper@cityofolean.org)' <kkerper@cityofolean.org>; Curatolo, Courtney <CourtneyCuratolo@mail.sunycc.edu>; Martel, Kathleen <KathleenMartel@mail.sunycc.edu>; 'Lenora A. Leasure' <laleasure@cattco.org>; 'Stephanie Beneng' <SBeneng@southernierwest.org>; 'Jason Miller (jmillercawfny.com)' <jmillercawfny.com>; 'Corey Wiktor (corey@cattcoida.com)' <corey@cattcoida.com>; 'Sirrianni, Diego (ESD)' <Diego.Sirrianni@esd.ny.gov>; 'Christine M. Urf' <cmurf@cattco.org>; 'Crystal J. Abers' <cabers@cattco.org>  
**Subject:** Ralph Wilson Jr Foundation Visit - Feb 14th - Confirmed

\*\*\* EXTERNAL EMAIL - USE EXTRA CAUTION CLICKING ON LINKS \*\*\*

Hello all,

We have confirmed that the Ralph Wilson Jr Foundation will be at our next Cattaraugus County Economic Development Team Meeting on Tuesday, February 14<sup>th</sup> at 8:30AM in Little Valley!!! 3 visitors: Eric Phamdo,

Paul Riser and Susan Dundon. They will give a quick overview of what they do, then they want to hear from all of you. I think this is literally a final test before they decide to fund a larger consolidated strategic plan, which is the grant that was turned in with OBDC serving as the Coordinating Entity for the study, but with all of us participating as peers and contributing to the strategic plan.

I don't think we need to do any real preparation work for this meeting, the plan is as follows if this is OK with all of you:

1. Introductions
  - a. Each person introduces themselves and what their organization does
2. Overview from the Ralph C. Wilson Jr Foundation team
  - a. They will give a quick overview of their mission and process
3. History of the Cattaraugus County Economic Development Team
  - a. I think it would be great for Crystal to give this history, and anyone that wants to add to it can for sure speak up!
4. Potential differences between Cattaraugus County and Chautauqua County
  - a. They are very familiar with Nate Aldrich and the team in Chautauqua County, as they have received 2 grants to date, one for a strategic plan development and then a larger grant to support the activity and actions that spawned from the strategic plan
  - b. I know there are differences in the way the counties are governed, for example, Chautauqua County operates with a County Executive/Legislature model, Cattaraugus County operates with a County Legislature/Administrator model
  - c. Any other differences are important for the RWJF folks to understand
5. Introduction to Catt County Econ Dev Team Operating Model
  - a. Weekly meetings
  - b. Sub-committees that have been formed
  - c. Goals, objectives, challenges, gaps identified thus far

This meeting is hugely important for all of us, as the grant request goes beyond OBDC, SBU Innovation Center, etc. Rather, the RWJF team has opened up Tom and my eyes to larger scope that I think they have an appetite to support. I want to make sure you all understand that this isn't just OBDC, we are simply representing this team in coordinating what may be possible with the RWJF, as I think we could all benefit from some portion of funding!!

Very excited for this opportunity to show the Ralph Wilson team what we are all about!!

Please get me any feedback on this proposed plan of attack.

Thanks!!

Bob

Bob Forness

President & Executive Director

Olean Business Development Corporation

716-701-4021 (Office Phone)

716-208-1433 (Cell Phone)





# Southern Tier West Regional Planning & Development Board

*Kier Dirlam, Chairman*  
*Richard T. Zink, Executive Director*

## **CEDS Focus Group on Human Capital & Business/Industrial Development** **January 31, 2023**

Introductions

Increasing/Retaining the Workforce & Attracting New Residents to the Region (20 min)

Partnerships for Workforce Development (20 min)

- establish connections - from companies - lead to schools/connections to BOCCs  
from employees - to businesses. from community - outside help - need  
Creating an Entrepreneurial Ecosystem (20 min) - Talent Attraction - WRB - connection from loop for  
employment to connection - to apply  
Infrastructure, (transportation) & Housing (10 min) )  
special needs / ) workforce  
10/20/23  
(chat. Centy Brochure.)  
E-w Parts - Gills Backus Bar

Acquiring the Right Data – What Do We Need to Know? (10 min)

Industries/Occupations – Which Ones Need Extra Attention? (10 min)

Next Steps – Data Collection & Choosing Action Items



Sandy Andrews &lt;sandy.cattco@gmail.com&gt;

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**Fwd: Advocacy Alert: Hochul Releases '23 Budget Proposal**

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Corey <corey.cattco@gmail.com>  
To: Sandy Andrews <sandy.cattco@gmail.com>

Mon, Feb 6, 2023 at 12:04 PM

**2.1.23 Advocacy Alert: Hochul Releases '23 Budget Proposal**

This afternoon, Governor Kathy Hochul released her 2023 [Executive Budget proposal](#). Her State of the State address in January provided a rough outline of what to expect in the year ahead; the Executive Budget adds details and gives a clearer picture of the Governor's priorities.

The Executive Budget is not a final document. The Senate and Assembly will submit their own budget proposals, and all three will negotiate differences over the next eight weeks. A final enacted budget must be passed by April 1.

Highlights of Governor Hochul's \$227 billion proposal:

**Energy**

- Gradual ban on natural gas connections and appliances.
- "Cap-and-invest" system that will force employers to bid for an increasingly-scarce amount of "emissions allowances."
- Allowing NYPA to build and operate its own renewable energy generation sources.
- \$200 million to help New Yorkers earning below the state median income pay their electric bills.
- \$200 million to help low-income families electrify their houses.

**Minimum Wage**

- Indexing the state minimum wage to inflation, specifically, by using the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W) for the Northeast. Annual increases

would be capped at 3%. Under her proposal, the minimum wage would not increase in the event of certain economic conditions, such as large increases in unemployment.

### Housing

- Statewide goal of building 800,000 new housing units. To do so, the Governor proposes requiring all upstate municipalities to increase their housing stock by 1% every three years. Municipalities that fail to meet their target must develop compliance plans from a list of state "Preferred Actions" designed to grow housing capacity. Otherwise, municipalities would be required to approve proposed affordable housing developments.
- \$250 million infrastructure fund to enable the development of new housing options.
- Relief in environmental reviews for housing projects.
- Additional funding for the Emergency Rental Assistance Program.

### Education

- \$2 billion in new capital funding for SUNY/CUNY.
- 50% state match on donations to endowments at SUNY university centers, including UB.
- Allowing SUNY campuses to raise tuition.

### Healthcare

- Historic increase in Medicaid funding.
- 5% increase in Medicaid rates for hospitals, nursing homes, and assisted living facilities.
- 7.2% increase in mental hygiene funding.
- \$1-per-pack increase in the tobacco tax.

### Business & Economic Development

- \$845 million in new economic development programs, largely distributed through REDCs.
- New Office of Semiconductor Expansion, Management & Integration, designed to lure more businesses like Micron.
- Replacing the Start-Up NY Program with a new Extended Prosperity & Innovation Campus (EPIC) Program. Similar to Start-Up, EPIC will provide startups with capital and other business supports, and also offer ten years of tax exemptions. EPIC places a greater focus on startups partnering with universities to reap the benefits of shared facilities and collaboration.
- Increased aid to childcare providers, and a new business income tax credit for businesses that provide childcare for their employees.

Unfortunately, the Executive Budget proposal did not contain any mention of Unemployment Insurance rate relief. As employers face UI rate increases and surcharges to pay down state-incurred federal debt, the BNP has been [calling on the state to act](#).

Next week, the BNP is hosting its annual Legislative Lunch. At this event, you will hear the BNP's formal budget reaction, hear the priorities of legislative leaders, and connect with your elected officials. [Register today!](#)

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January 10, 2023

Corey R. Wiktor  
Executive Director  
Cattaraugus County IDA  
P.O. Box 1749, 9 East Washington Street  
Ellicottville, NY 14731  
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[corey@cattcoida.com](mailto:corey@cattcoida.com)

SENT VIA EMAIL

Confidential Client Site Search – Project Interceptor re: Request For Information

Andrea,

Cushman & Wakefield is representing a well-capitalized multinational company that needs to identify a new rail served location in a multi-state search to support the activities of its existing network. The client wants to purchase a greenfield or remediated brownfield site, as evidenced by a no further action letter, for the development of a new facility and/or an existing facility that can be repurposed. Please provide information on both available greenfield, remediated brownfield sites and existing facilities that meet the criteria below:

Greenfield/Remediated Brownfield:

- Geography:
  - o Multi-state site selection process
- 12 – 25 acres
- Zoning: Heavy Industrial
- Has the site been delineated for wetlands/floodplains (Yes/No):
- Was the site enrolled in a "Brownfield" program, remediated as evidenced by a "No further action letter" and available for immediate redevelopment (Yes/No):
- Within five miles of an interstate highway:
- Is the site 500 feet from another building:
- Utilities (water, wastewater, electric & gas):
  - o At the site or within immediate proximity
  - o Provide a site plan identifying the locations of the utility connection points
  - o Names of the utility providers with representative contact information
- Address
- Name of the ownership entity:
- Type of owner (Public/Private):
- Rail Provider:
  - o If a proposed site is located on a class II or III rail provider please identify which class I railroad(s) they switch with:
- Is an existing switch installed at the site (Yes/No):



- Asking price:
- Pictures:
- Site Plan with utility location placement:

Existing Building – Please note that all of the points referenced above apply:

- Building size (Square Feet):
  - o Office Space:
  - o Clear Height:
  - o Depth:
  - o Width:
- Does the site have any known environmental impairments (Yes/No):
- Is the entire building on grade:

Please return your response to this RFI via the accompanying Excel document no later than Wednesday January 18, 2023. If you have any questions or comments, please email Michael Fynn & Richard Schechter.

Thank you,

Michael T. Flynn  
Senior Director – Rail Advisory Group  
Cushman & Wakefield  
3500 American Blvd. West #200  
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[michael.flynn@cushwake.com](mailto:michael.flynn@cushwake.com)

Richard J. Schechter  
Associate Real Estate Broker  
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14 Lafayette Square, Suite 1900  
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O: (716) 852-7500 ext. 102  
M: (716) 316-4040  
[rschechter@pyramidbrokerage.com](mailto:rschechter@pyramidbrokerage.com)

Site#

Geography (County):

New York

Site size: 12 – 25 acres

Zoning: Heavy Industrial

Has the site been delineated for wetlands/floodplains (Yes/No):

Was the site enrolled in a "Brownfield" program, remediated as evidenced by a "No further action letter" and available for immediate redevelopment (Yes/No):

Within five miles of an interstate highway:

Is the site 500 feet from another building:

Utilities (water, wastewater, electric & gas):

- o At the site or within immediate proximity
- o Provide a site plan identifying the locations of the utility connection points
- o Names of the utility providers with representative contact information

Address

Name of the ownership entity:

Type of owner (Public/Private):

Rail Provider:

- o If a proposed site is located on a class II or III rail provider please identify which class I railroad(s) they switch with:

Is an existing switch installed at the site (Yes/No):

Number of lineal feet of track installed onsite:

Asking price:

Pictures:

Site Plan with utility location placement:

Existing Building – Please note that all of the points referenced above apply:

Building size (Square Feet):

- o Office Space:
- o Clear Height:
- o Depth:
- o Width:

Does the site have any known environmental impairments (Yes/No):

Is the entire building on grade:

Any additional pertinent facts about the site:

2

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