

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

December 6, 2016

CCIDA OFFICE

11:15 a.m.

**9 East Washington Street
Ellicottville, New York 14731**

Roll Call: -Taken-

Members

Present:

Mr. Thomas Buffamante - Chairman
Mr. Joseph Higgins
Mr. Greg Fitzpatrick
Mr. Brent Driscoll
Mr. Joe Snyder
Mr. Dick Giardini

Excused:

Mr. Michael Wimer

CCIDA Staff:

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

Mr. Greg Sehr, Upstate Consultants, LLC (IDA Consultant)

Presenters/Guests:

Mr. Rich Miller – *Olean Times Herald*
Mr. John Thomas – *The Villager*
Mr. Nicholas Ferreri – *President/CEO Olean Manor Inc.*
Ms. Terri Ingersoll – *Vice President/Secretary Olean Manor Inc.*
Ms. Crystal Abers – *Cattaraugus County Economic Dev., Planning & Tourism*

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

A roll call vote of the Board of Directors of the CCIDA was taken; all were present with the exception of Mr. Michael Wimer who was excused for business reasons.

APPROVAL OF MINUTES:

A Motion was made by Joseph Higgins, with a second by Dick Giardini to accept the October 24, 2016 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

***NEW APPLICATION/PROJECT:**

-Olean Manor, Inc.: Olean Manor, Inc. has asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their application for the construction of a new assisted living facility in the Town/Village of Allegany, New York. Olean Manor, Inc. is proposing to construct a 140 bed assisted living facility-eventually growing to 200 bed facility, to include adult day care for seniors as well as single family senior homes. The proposed project calls for the construction of (1) a 90,000 sq. ft. building, (2), 4,000 sq. ft. buildings and 6-10, 1,400 sq. ft. buildings, all to comprise the “campus” of Olean Manor, Inc.

With an increasing population in Cattaraugus County, this project will allow area seniors to continue to live in the County, and afford them the peace of mind they and their families will want and need. Multiple studies have shown the need for this type of project, as evidenced in the spur of growth of these types of facilities across WNY over the past five years

This project will not only serve Cattaraugus County residents but residents from neighboring counties and State. This practice will implement a variety of services that are not readily available to area residents. With the consolidation of area services over the past several years, this has put a strain on area residents to find local care. There will be an estimated 72 (+,-) new Full time positions created/hired for this proposed project. This project will also utilize many area contractors (100+,-) and or suppliers for the construction of this project. This project is asking for New York State sales tax abatement on furniture and fixtures, equipment and mortgage recording tax abatement and also a PILOT Agreement to assist this project.

Total project cost/investment of: \$17,000,000 (+,-).

Mr. Wiktor has been working with this group since January of 2014; they just received their Certificate of Need from the state so that they can start construction. Mr. Wiktor said that he has met and viewed/toured the facility in Jamestown, NY – The Tanglewood Group with Mike Kinley and was very impressed with the non hospital like setting that it exhibits. He stated that it reminds him of condominiums instead of an assisted living facility.

Mr. Wiktor introduced Mr. Nicholas Ferreri – President/CEO and Ms. Terri Ingersoll – Vice President/Secretary of the Tanglewood Group. Mr. Ferreri spoke of the research done for this project and the need for this type of facility in Cattaraugus County. A wide variety of supportive services are proposed to be offered. The Tanglewood Group specializes in care this is compassionate and comforting.

This will be the largest investment in three (3) counties for this type of service. There is a great need in Cattaraugus County with the aging population and lack of services for the seniors. This will be a win win situation for Cattaraugus County and Economic development. This is a monumental endeavor for this type of facility, however Mr. Wiktor believes after touring their facility in Jamestown, NY they are the Group to get it done in Cattaraugus County. Mr. Wiktor stated that this project would fall under our ten (10) year Commercial PILOT. Mr. Wiktor also mentioned that there have also been some discussion of a longer term PILOT for this particular project. A longer term PILOT has been requested by the Developer; however nothing has been approved at this point. Mr. Higgins asked to see a copy of the site plan and was advised that he could get them from the Town of Allegany or from the developer Kinley Corp. in Allegany, NY.

Mr. Ferreri said that the Village/Town of Allegany is very excited about this project in their Community. They are also looking at building 6-10 Cottage type housing on the pond for assisted living care needs. Several items would be provided on an as needed basis, transportation to doctors appointments, shopping, etc, medication delivery or set-up, and house cleaning to name a few. These cottages will be maintenance free for the anyone living in them. Mr. Ferreri believes that as many as he builds they will be filled and have a waiting list. There is that much need in Cattaraugus County and the surrounding area. There will also be a daycare center on the campus that would give caregivers a reprieve, for business, personal interests, vacation or crisis, Olean Manor will be there for a short-term solution. Mr. Ferreri stated that he doesn't want to be the biggest facility he just wants to have the best facility that there is available. Kinley Corp. will be the project contractor and they are looking at 18 months for first phase of construction.

Mr. Wiktor further stated that many letters of support (40 +or-) have been received by the Developer for this project to move forward in Cattaraugus County. This is planned to be a memory care, assisted living facility on a 30 acre site which will be a state of the art facility. We are very fortunate and excited to have this facility coming to our County. This facility would not compete with the various Nursing Homes that we have in our County.

RESOLUTIONS:

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

A Motion was made by Vergilio Giardini, seconded by Brent Driscoll, **RESOLUTION DIRECTING THE EXECUTIVE DIRECTOR OF COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO TAKE CERTAIN ACTIONS UNDER ARTICLE 8 OF THE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF OLEAN MANOR, INC.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Snyder, Mr. Higgins and Mr. Buffamante voting yes. Mr. Wimer was excused. **Motion- Carried.**

Resolution from a prior Application/Project that is in process

-Kreinheder Properties, LLC & S&W Company, LLC: A Public Hearing was held at 9:30 a.m. on November 17, 2016 at the Little Valley Village Hall. For the record there were six (6) people in attendance at the Public Hearing, and no comments were received prior or after the official Public Hearing date, relating to the proposed project. Mayor Norman Marsh as well as Mrs. Koch (Little Valley Town Clerk), both spoke in favor of the proposed project; they both felt that this project would have a positive economic development impact for both the Town/Village of Little Valley; with the improved site and proposed job creation that relates to this project. A copy of the Public Hearing minutes was provided in the Board packets for review prior to making a final decision/approval.

RESOLUTIONS:

A **Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF KREINHEDER PROPERTIES, LLC AND S&W COMPANY, LLC IS A “TYPE II ACTION” AND NO FURTHER ACTION IS REQUIRED UNDER SEQRA WITH RESPECT THERETO.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Snyder, Mr. Higgins and Mr. Buffamante voting yes. Mr. Wimer was excused. **Motion- Carried.**

A **Motion** was made by Brent Driscoll, seconded by Gregory Fitzpatrick, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR KREINHEER PROPERTIES, LLC AND S&W COMPANY, LLC.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Snyder, Mr. Higgins and Mr. Buffamante voting yes. Mr. Wimer was excused. **Motion- Carried.**

Past Project Review/Update: *Olean Lodging Partnership – Holiday Inn Express-*

In May 2016, the *Olean Lodging Partnership* had asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their application for the renovation of the former Hampton Inn Hotel into a Holiday Inn Express. The project qualified as a “tourism destination” project in the City of Olean, New York.

The proposed project called for the complete renovation of the existing lodging facility. The renovation was quite extensive and thorough comprising of the main lobby, the 76 guest rooms, and additional upgrades to the hotel as well. **The total project cost/investment was \$2,500,000 (+,-).** In late October 2016, the project was completed on time and on budget. Local labor and suppliers were used as much as possible, and the project/reinvestment retained 24 employees. This was an excellent project for Olean and the County!

FINANCIAL REPORT:

A **Motion** was made by Dick Giardini, seconded by Brent Driscoll to approve the October and November 2016 Operating Statements as prepared. **Motion - Carried**

Mr. Wiktor stated that **\$1,500** of income was received in the month of October 2016. This income was received by the Agency from the application fee of the 3032 Penn, LLC project. In addition in November 2016 we received **\$1,500** from the Kreinheder Properties, LLC application fee and **\$6,877** from Win Sum Ski Corp. for sales tax letters for a total of **\$8,377 for the month.**

As in the years past we receive an Administrative Service Agreement payment from the Cattaraugus County Capital Resource Corporation to the CCIDA for services rendered. This year (2016) the amount we received was \$11,250.00. A copy of this invoice was provided to the Board.

We currently have five (5) projects in the closing phase and anticipate these projects to close within the first quarter of 2017. Mr. Wiktor stated that Mr. Buffamante has executed the documents on three (3) projects and we are waiting for them to close. We have just under \$22 Million in approved projects for 2016 that we are waiting for them to close. Everything has been done on our part so we are waiting for the developer to sign the closing documents. Mr. Wikor also stated that he is meeting with a new client for a February 2017 application to be submitted.

EXECUTIVE DIRECTORS REPORT:

- ✓ **Year 2016 Year End in Review:** Please see the included Year 2016 in Review of the CCIDA. The CCIDA was active on ten (10) projects for 2016 with roughly \$33 Million in investment. Some of these projects will not close until 2017. Mr. Wiktor mentioned that the CCIDA will have more of a presence in Olean, NY with a new office at the Olean Business Development Corp. Mer. Wiktor discussed some of the changes that have been made to the claw back policy and our application has also been revised. Several of these changes have been done to comply with the new rules and regulation set by New York State regulating IDA's. Mr. Wiktor also mentioned the 43 North competition that Asarasi won an award in the amount of \$500,000. This was Asarasi's second year in the 43 North competitions. We are anticipating Asarasi to submit an application for a project in the future after all the details have been worked out with his partner.
- ✓ **Buffalo News Article** – (October 28, 2016) "*Oncolinx wins \$1 million top prize in 43North Contest.*" A project that we have helped in the past Asarasi, which makes bottled sparkling water from the water left over from the maple sugaring process, received \$500,000 in this contest.
- ✓ **2016 CFA Award Announcement:** Thursday December 8th in Albany will be the REDC Award Announcement in Albany, NY. The IDA was invited to attend.

- ✓ **Villager Article on IDA:** by: John Thomas “*CCIDA: Catalyst for Growth*” The purpose of the CCIDA is to retain, promote, attract and develop job and business opportunities and economically sound commerce and industry in cities, towns, and villages in Cattaraugus County. The CCIDA strives to assist and promote growing industry in Cattaraugus County by helping business be competitive and profitable. Mr. John Thomas came to our offices (late October) and spent considerable time with Corey to review the how the CCIDA is able to assist with projects in Cattaraugus County and what benefits are available. This article was done to try and get our message out in regards to how the CCIDA can assist various projects in Cattaraugus County. Mr. Wiktor also did an article to Buffalo Business First and the Olean Times Herald to further explain the CCIDA’s role/function within a project.
- ✓ **2016 CORE Development Article:** Review of the Buffalo Business First 2016 CORE Development report that included Cattaraugus County.
- ✓ **Buffalo Business First:** (October 31, 2016) “*Holiday Valley reigns supreme in Ellicottville.*” Holiday Valley since 2005 has invested \$125 million in the resort. In the last six years alone \$37 million has been invested in upgrades, renovations and improvements.
- ✓ **Buffalo Business First:** (October 31, 2016) “Business Center welcomes all in Cattaraugus County” Larry Sorokes welcomes several businesses to the newly opened Olean Business Development Center located at 301 N. Union Street. Offices that were previously scattered around Olean and elsewhere in Cattaraugus County are now under one roof.
- ✓ **Buffalo Business First:** (October 31, 2016) “*Trendy restaurant in Olean part of North Union revitalization*” Mr. Sina has acquired four buildings on North Union Street in Olean, and has a variety of development plans ranging from offices and apartments to storefronts and restaurants.
- ✓ **The New York Times.:** (October 29, 2016) “*The Ski Town that Aspen used to be like*” Today Ellicottville is on the rise, one of only two genuine ski towns in New York State. It is ranked No. 5 by Ski magazine in its 2007 list of top resorts in the East, thanks to its two growing ski areas.
- ✓ **The Buffalo News:** (October 28, 2016) “*Mother Nature moves up ski season by two weeks at Holiday Valley*” The Ellicottville ski resort opened almost two weeks ahead of its average opening date. According to Jane Eshbaugh about 1,200 people hit the slopes on opening day Saturday.
- ✓ **Holiday Valley.com:** (November 4, 2016) Snowmaking was the name of the game for the 2015-16 season. Fortunately the Holiday Valley snowmaking system was able to make up where Mother Nature left off. Holiday Valley has invested over \$12 million in their massive snowmaking system over the past 46 years.
- ✓ **Buffalo Business First:** (November 23, 2016) “*No order: St. Bonaventure goes back to a layperson as its leader*” Mr. Dennis DePerro has been selected as the 21st president of St. Bonaventure University, the college’s board of trustees selected someone from outside a religious order for only the second time in the institution’s history. Mr. DePerro will begin his new position in June 2017.
- ✓ **WNY Regional Railway Corridor Project - Purpose:** By preserving the Buffalo to Jamestown Rail Corridor all communities in the WNY region along this corridor will benefit from the Economic Impact.

- ✓ **The Former Erie Railroad Buffalo to Jamestown Rail Corridor:** The 66.7 mile railroad corridor between Buffalo and Jamestown is owned by three different entities, and operated by three separate railroads. A tour and dinner was held in October 2016 which was very well attended and also very well organized. Kudos to Robert Dingman and Heather McKeever for their efforts in putting this great event together. Further information will become available as things progress.
(George Cregg was asked by Brent Driscoll if it would benefit the CCIDA to form a separate entity for the rail line. Mr. Cregg stated that he would bring something to the CCIDA Board at the next meeting to give an overview of the benefits of forming such a Company. This is being considered because of the passenger train excursions that are being provided by Mr. Robert Dingman. Forming a new Company would alleviate the liability from the CCIDA. This will be discussed further when more information can be obtained)
- ✓ **Olean Times Herald Article:** (November 14, 2016) by: Rick Miller “County lawmakers to eye county-wide trail system plan.” Looking to capitalize on the success of existing trails, Cattaraugus County lawmakers are seeking a county-wide trail system plan.
- ✓ **Olean Times Herald Article:** (November 14, 2016) by: Bob Clark “NY Attorney General: Land banks like Cattaraugus, Allegany could see state grants” The State Office of the Attorney General released a report on the state’s first land banks, highlighting the successes of the programs and promising \$20 million for the programs, with much aid to come for 10 new programs – including the Cattaraugus County Land Bank Corp. and the Allegany County Land Bank Corp.
- ✓ **Brookings:** (November 18, 2016) “It won’t be easy to bring back millions of manufacturing jobs.” A very interesting and informative article on the “make America great again” by bringing back production jobs push.
- ✓ **Brookings:** (November 4, 2016) “An agenda for inclusive growth” The record is clear that deficit-financed tax cuts on high income households and businesses have failed to boost growth at the federal or state level in the US, or in other countries.
- ✓ **Olean Times Herald Article:** (November 17, 2016) “Ontario Knife Co. launches new website” Ontario Knife Co. has announced the launch of its new website, which features an updated design and a streamlined user experience, according to company officials
- ✓ **CCIDA Board Meeting Schedule:** Reminder of upcoming 2017 CCIDA Meetings.

EXECUTIVE SESSION:

A **Motion** was made by Joseph Higgins to go into Executive Session for a matter of personnel, seconded by Brent Driscoll. **Motion - Carried**

A **Motion** was made by Joseph Snyder, seconded by Brent Driscoll to come out of Executive Session and return to Regular CCIDA Board Meeting. **Motion – Carried**

Salary Increase: A **Motion** was made by Brent Driscoll, seconded by Joe Higgins to increase the salary of the Executive Director and staff by 2% effective January 1, 2017. **Motion – Carried**

ADJOURNMENT:

A **Motion** to adjourn the CCIDA Board Meeting was made by Brent Driscoll, seconded by Joseph Higgins at 12:50 p.m. **Motion-Carried.**

The next CCIDA Board of Directors meeting: Thursday, February 2, 2017, at 10:00 a.m. at CCIDA Office in Ellicottville, New York.

The February 2, 2017 meeting will also be the Hodgson/Russ Ski Day at HoliMont Inc. with Lunch at noon and dinner in the evening.