

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

December 8, 2015

CCIDA OFFICE

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

Roll Call: -Taken-

Members

Present:

Mr. Thomas Buffamante -Chairman
Mr. Joseph Higgins - Vice Chairman
Mr. Gregory Fitzpatrick
Mrs. Crystal Abers
Mr. James Boser
Mr. Michael Wimer

Excused: Mr. Brent Driscoll

CCIDA Staff:

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

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

Presenters/Guests:

Ms. Jann Wiswall - *Ellicottville Times*
Mr. John Thomas - *The Villager*
Rick Miller - *Olean Times Herald*

Chairman Thomas Buffamante called the meeting to order at 11:35 a.m. A roll call of the Board of Directors of the CCIDA, Mr. Bent Driscoll was excused for personal reasons.

APPROVAL OF MINUTES:

A Motion was made by Crystal Abers, with a second by Joseph Higgins to accept the October 20, 2015 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

NEW APPLICATION

***Win-Sum Ski Corp.:**

Due to a Managers Meeting at Holiday Valley on December 8th, the Board did agree and allow Mr. Wiktor to introduce the project to the Board of Directors.

Win-Sum Ski Corp. has asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their application for the renovation/reconstruction of the former Burger King Restaurant to become Holiday Valley's Real Estate and Rental Management Offices. This project will allow a larger venue and more centralized location to serve its rental customer's who visit the Resort each year, thus improving the customer experience. The purchase of this parcel of property also enables the Resort to have additional control over its "campus". Win-Sum Ski Corp. has asked for sales tax abatement for furnishings, fixtures, and equipment, would also like the CCIDA to consider a PILOT agreement for any improvements made to the building. They will be using 100% local suppliers and local sub-contractors.

The total project investment amount is \$1,100,000.

A **Motion** was made by Crystal Abers, seconded by Gregory Fitzpatrick, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO HOLD A PUBLIC HEARING REGARDING A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF WIN-SUM SKI CORP.** A Roll Call vote was taken with Mr. Higgins, Ms. Abers, Mr. Boser, Mr. Fitzpatrick, Mr. Wimer, and Mr. Buffamante voting yes. Mr. Driscoll was excused. **Motion- Carried.** *(Mr. Buffamante did note that his firm has done work for Win-Sum Ski Corp. but has no financial interest or direct involvement in this proposed project.)*

A **Motion** was made by James Boser, seconded by Joseph Higgins, **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 WIN-SUM SKI CORP.** A Roll Call vote was taken with Mr. Higgins, Ms. Abers, Mr. Boser, Mr. Fitzpatrick, Mr. Wimer, and Mr. Buffamante voting yes. Mr. Driscoll was excused. **Motion- Carried.** *(Mr. Buffamante did note that his firm has done work for Win-Sum Ski Corp. but has no financial interest or direct involvement in this proposed project.)*

FINANCIAL REPORTS:

Mr. Wiktor discussed the Operating Statements for October and November which showed the CCIDA being approximately \$61,000 in the “black”. He also mentioned that we will be closing out the year in the black which hasn’t been done in several years. This should be the highest net income in the past twelve (12) years.

A Motion was made by Gregory Fitzpatrick seconded by Joseph Higgins to accept the October and November 2015 Operating Statements for the County of Cattaraugus Industrial Development Agency as presented. **Motion Carried**

Currently, the CCIDA has the following projects in the closing closing process: *Olean Gateway LLC, Totaline Development LLC, and Mallery’s Auto Body, 7 Washington Street, LLC and St. Bonaventure-Bond Deal.*

Mr. Wiktor also reviewed with the CCIDA Board the Certificates of Deposit and Savings Accounts which are covered by collateral statements. This information is reviewed quarterly with copies provided to the Board Members.

Mr. Buffamante discussed the adoption of the Pre-Tax Plan for Health Insurance Premiums. This will be a savings to each employee and also to the CCIDA. The new insurance broker will be setting up the Section 125 so that the health insurance premiums can be taken before taxes.

A **Motion** was made by Crystal Abers, seconded by Joseph Higgins to have Corey Wiktor and Sandy Andrews to set up a pre-tax plan for our health insurance benefits. **Motion Carried**

EXECUTIVE DIRECTORS REPORT:

Mr. Wiktor next discussed his **2015 Year In Review** with the CCIDA Board. We had ten (10) projects with an investment of roughly \$57,448,000 Project Amounts in 2015. The biggest portion of these projects was National Fuel Gas Supply Corp. of \$42,000,000 and the IDA portion of the direct project involvement was \$22,000,000. A full complete write up of the past years dealing is on file.

Mr. Wiktor mentioned one strategy for 2016 will be the “Canada-US Outreach”. Discussions have already taken place with Buffalo Niagara Partnership in how we can capture this Economic Development boom and bring some of it to Cattaraugus County. We look forward to this endeavor in the year(s) to come.

Mr. Wiktor also discussed the OBI, LLC (business incubator project) that the IDA assistance is not directly needed – project has been granted tax-exempt status. However, the IDA will be a partner on this very transformational project in the future.

Mr. Wiktor mentioned that the ECIDA is implementing a policy that all new applicants will have to check a box on the application to state that their particular company is in good standing with all property taxes in their municipality. Mr. Buffamante stated that he would like to wait and see what type of policy is generated by ECIDA before we add this policy to our current list of policies.

Buffalo-Jamestown Rail Corridor Proposal: This meeting took place in Hamburg, New York on November 30, 2015. The purpose of this meeting is to try and establish an Authority between three counties in hopes of improving the entire line from Buffalo to Jamestown, via Cattaraugus County, to help promote tourism and trade. More of this to come in the first few quarters of 2016!

Governor Andrew Cuomo: 2015 Regional Economic Development Council & Upstate Revitalization Initiative Awards to be held on Thursday, December 10, 2015 at the Hart Theatre – Empire State Plaza in Albany, New York. The CCIDA has been cordially invited to this exciting event.

Cross Council Agenda Rollout: (December 9, 2015) “*See How it all comes together at the Partnership*” This meeting will be held at the Hotel Lafayette in Buffalo, New York. Mr. Wiktor will be presenting on behalf of the CanAm Council and Cattaraugus County at this event.

Ontario Knife: This ribbon cutting event was held on November 12, 2015 at the Ontario Knife facility. Mr. Wiktor attended this event and was very pleased with the new addition to the facility. OKC is expecting to hire additional employees, already hired 7 and are looking at putting on a few more people. This was a very exciting and well attended event.

Lt. Gov. Hochul: An announcement was made on November 13, 2015 that Alfred University-School of Engineering. SUNY will grant \$7M for a new tech center at the University. This is very good news for our Region and how it will affect Cattaraugus County.

Olean Times Herald Article: (October 21, 2015) “*Valley View provides service with a smile*” This was a great article by the OTH. The original project was assisted by CCIDA and they recently put an addition on to the original building in Allegany, New York. It is very exciting to see Phase II already completed!

Erie County Industrial Development agency (ECIDA): Mr. John Cappelino “*Good Standing Tax Policy*” The ECIDA Board is considering a Good Standing Tax Policy which would require applicants that apply for ECIDA Benefits to certify that they do not owe any back taxes/PILOT’S etc. ,on properties that they have at least a 25% ownership interest in. The review process would be done before the ECIDA Board would consider an application for incentives. A discussion with the CCIDA Board has already been done. It was decided to wait and see what type of policy is generated by ECIDA and review with the CCIDA Board at that time.

American Banker Article: By: John Reosti – This was a very interesting article spotlighting Salvatore Marranca, “How Vietnam Experience Shaped Two Bankers’ Careers”. Very good!

Buffalo News Article: “*Riding recent growth, Buffalo pushes for more development*”. A new development brochure identifies more than 20 properties available for projects in downtown Buffalo. This is excellent news for the WNY Region as a whole.

Timesunion Article: “*Ski Areas of New York is player in climate change debate*”. Interesting and intriguing article on this contested topic.

Buffalo News Article: Another Voice “Regulators need to speed the approvals required for natural gas exports.” This would bring jobs back to the area in the gas/oil fields.

Buffalo Business First Article: By: Dan Miner – “*Frack friends: National Fuel enters JDA to open up to 80 new wells in Pennsylvania.*” National Fuel Gas Co., entered into a partnership that will lead to opening up of 80 new natural gas wells on its land in North Central Pennsylvania and New York to watch.

The Real Cause and Impact of Falling Oil Prices: This article outlines the decline of oil prices and the impact that it has made on the Economy in New York and Pennsylvania.

A Look at New York Agriculture: This fact sheet is very informative in regards to the Agriculture business in Cattaraugus County and throughout New York State as a whole, quite the Economy!

The New York Times: By Diane Cardwell – “*The Wind and Sun are Bringing the Shine Back to Buffalo*”. Buffalo will soon house one of the Country’s largest solar panel factories, amongst additional developments that will help the entire WNY Region. Great news for WNY!

EXECUTIVE SESSION:

A **Motion** was made by James Boser, seconded by Michael Wimer to go into Executive Session to discuss a matter of Personnel.

A **Motion** was made by Michael Wimer, seconded by Joseph Higgins to exit the Executive Session.

A **Motion** was made by Joseph Higgins, seconded by Michael Wimer to increase the salary of Corey Wiktor from \$91,000 to \$94,000 per year. Motion Carried

ADJOURNMENT:

A **Motion** to adjourn the CCIDA Board Meeting was made by Crystal Abers, seconded by Joseph Higgins at 1:20 p.m. Motion Carried.

The next CCIDA Board Meeting: Thursday, February 4, 2016 at 10:00 a.m. which coincides with Hodgson/Russ - LLP HoliMont Ski Day