

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

July 22, 2014

CCIDA OFFICE

**9 East Washington Street
Ellicottville, New York
11:15 a.m.**

Roll Call: **-Taken-**

Members

Present:

Mr. Thomas Buffamante - Chairman
Mr. Joseph Higgins
Mrs. Crystal Abers
Mr. Brent Driscoll
Mr. Gregory Fitzpatrick
Mr. James Boser

Excused:

Mr. Salvatore Marranca (Business Related)

CCIDA Staff:

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

Presenters/Guests:

Mr. Rick Miller - *Olean Times Herald*
Ms. Jann Wiswall - *Ellicottville Times*
Mr. Chris Chapman - *Buffalo News*

Mr. John Hare – *Supervisor Town of Allegany*
Mr. Kody Sprague – *Sprague Development LLC*
Mr. John Bay – *President & CEO Entecco*
Mr. Richard Catanise – *Chief Executive Officer Entecco*
Mr. Mark Storch – *Entecco Representative*

Chairman Thomas Buffamante called the meeting to order at 11:17 a.m. A roll call of the Board of Directors of the CCIDA was conducted; Mr. Salvatore Marranca was excused for business.

APPROVAL OF MINUTES:

A Motion was made by Brent Driscoll, with a second by Joseph Higgins to accept the minutes from the June 10, 2014 Board of Directors Meeting. Motion Carried.

PROJECT APPLICATION:

Sprague Development Corp. – Sale Leaseback Application -Sprague Development Corp. has asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their application for inducement on a significant rehabilitation/reconstruction of the former K-Mart building in the Town of Allegany (Exit 24 off I-86). Sprague Development Corp. is looking to redevelop the 100,000+ sq. ft. building that has been vacant since 1995. The site and acreage of this parcel is roughly a 19.21 acre lot, which was constructed in 1969. This project will fall under the CCIDA’s Adaptive Reuse Policy, which will represent significant reinvestment/redevelopment in the Town of Allegany, New York. The total project amount is \$3,000,000 (+,-).

Mr. Wiktor stated that Kody Sprague has recently completed two very successful development projects in Ellicottville (2008 & 2013) and has a very good track record to bring his projects fruition. The CCIDA Board commends Kody and his development Team for their dedication in trying to bring forth various economic development projects to the County.

This project will continue to add additional amenities that are currently not available in the immediate region. With proximity to the state of Pennsylvania and Counties in New York it is safe to assume that this will draw from people outside of the immediate area. Mr. Wiktor also mentioned that Buffalo Niagara Enterprise has been engaged to do a feasibility/ independent study to derive and prove the tourism theory in regards to this proposed project. Mr. Sprague will be doing his “due diligence” in regards to this proposed project over the next few months.

Mr. John Hare, Supervisor of the Town of Allegany, NY was in attendance in support of Kody Sprague and the Exit 24 Project.

A Motion was made by Crystal Abers, seconded by Joseph Higgins **RESOLUTION AUTHORIZING THE EXECUTION BY COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO HOLD A PUBLIC HEARING REGARDING A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF SPRAGUE DEVELOPMENT CORP.** A Roll Call vote was taken with Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Ms. Abers, Mr. Boser, and Mr. Fitzpatrick voting yes. Mr. Marranca was excused. **Motion Carried**

A Motion was made by Joseph Higgins, seconded by Gregory Fitzpatrick, **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 SPRAGUE DEVELOPMENT CORP.** A Roll Call vote was taken with Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Ms. Abers, Mr. Boser, and Mr. Fitzpatrick voting yes. Mr. Marranca was excused. **Motion Carried**

Mr. Wiktor next made a presentation to Kody Sprague of **Sprague Washington Square, LLC** (project) relating to the 11th annual Buffalo Business First “Brick by Brick” Award competition that was held on June 9th 2014 in Buffalo, New York. Sprague Washington Square, LLC was a **finalist** for the award as the “best retail project” in Western New York.

This project consisted of transforming a vacant building once used as a manufacturing facility on a 25 acre site with a 42,000 sq. foot building in the Village of Ellicottville into a business hub for the community, containing a mix of retail outlets, offices and apartments.

Mr. Wiktor resolved that the Agency congratulates the Developer on the nomination of the Project for the “Brick by Brick” Award and commends the Developer for undertaking and completing such a worthy and beneficial project in Cattaraugus County. This project has brought over 50 jobs to Cattaraugus County.

A Motion was made by Crystal Abers seconded by Joseph Higgins **RESOLUTION OF COMMENDATION FOR SPRAGUES WASHINGTON SQUARE , LLC.** A Roll Call vote was taken with Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Ms. Abers, Mr. Boser, and Mr. Fitzpatrick voting yes. Mr. Marranca was excused. **Motion Carried**

Mr. Wiktor next introduced Mr. John Bay, *President & CEO*, Mr. Richard Catanise, Chief Executive Officer and Mr. Mark Storch, of **Entecco** whom asked to do a presentation relating to “Smart Energy Integration” (Solar projects). Mr. Wiktor discussed that there are several companies that are interested in this type of energy savings program that Entecco is proposing. The next generation of energy will see a series of Distributed Energy Resources (DER) These DER’s will be small (rooftop) and large (plants) operated by independent (non-utility) entities. Essentially this program involves the installation of solar panels and power network systems that would supply businesses solar energy to help decrease their power consumption dollar amounts.

This presentation is a follow up from the initial presentation that Mr. Wiktor gave to the CCIDA Board of Directors at the June Board Meeting. Additional meetings will be conducted with representatives of Entecco and the IDA and various companies that are interested in this solar energy program. A PowerPoint Presentation was handed out to each Board member for their review and information.

FINANCIAL REPORTS:

Mr. Wiktor reviewed with the CCIDA Board the Operating Statements for June 2014 which is showing approximately a \$91,000 (+,-) income over expenses to date. The CCIDA received income in the month of June from Win-Sum Ski Corp. for sales tax letters in the amount of \$783.00. The Community Bank, N.A. project closed in the month of June, this resulted in \$53,125 of income to the CCIDA. The IDA is also working on the “closing” of another project that should close by July or August 2014.

A Motion was made by Jim Boser, seconded by Brent Driscoll to accept the June 2014 Operating Statements for the County of Cattaraugus Industrial Development Agency as presented. **Motion Carried**

Next, Mr. Wiktor proposed to the CCIDA Board a revised version of the 2014 Operating Budget. This has been past practice for the past several years that we review and adjust the operating budget and adjust accordingly. We are proposing to make no revisions to the proposed income for the Agency. There are some limited “line item” increases, due to recent purchases of office supplies (folders and paper in a large lot size). The Professional Associations has also increased to \$10,600 due to the fact that we joined the Buffalo Niagara Partnership for \$1,500 and we had a \$3,000 kick in payment to the Western Region Loan Corporation that we are a member of. In addition, we did purchase two (2) new signs for the exterior of the IDA. This amount was adjusted under “Office Maintenance”. In closing, we are largely on target for what we originally had budgeted for and are still forecasting a net profit for 2014 Year End.

A Motion was made by Joseph Higgins seconded by Gregory Fitzpatrick to approve the Revised 2014 Budget as submitted to the CCIDA Board. **Motion Carried**

EXECUTIVE DIRECTOR’S REPORT:

New York State Department of Labor: Mr. Wiktor discussed the 2013 labor marketing analysis for Cattaraugus County. Mr. John Slenker who is the Labor Market Analyst with the New York State Department of Labor who supplied us with a very informative Report regarding the current labor numbers for the County. Currently the unemployment rates for Cattaraugus County are 6.5% which is down from last year when it was 8.1%, this is the lowest since 2008 and is also below the State and National average. Cattaraugus County ranked 43 out of 62 Counties for the unemployment rate.

Buffalo News Article: Mr. Wiktor reviewed a recent article that highlighted the year end recap of the **Buffalo Niagara Partnership** with progress on multiple fronts to improve the economy, boost trade and cut taxes for manufacturers, but significant work still remains to help the area grow. Also discussed were general highlights of the Can-Am Council. Mr. Wiktor also mentioned that the Annual Report 2013-2014 from the Buffalo Niagara Partnership was included in your packets for your information and review.

June 25, 2014: Mr. Wiktor mentioned to the Board that Greg Sehr and he spent an entire day in Pennsylvania touring and looking at recent projects in the Gas and Oil Industry. Mr. Wiktor stated that he made some additional follow up calls and will be setting up future meetings with Energy companies in hopes to bring their business to Cattaraugus County. A Roundtable Meeting will be conducted in late August with area stakeholders and business officials to discuss this booming market and how we can try and harness this investment within the County.

Can-Am Council: A recent networking and meeting took place on July 1, 2014 in Buffalo. The CCIDA helped cosponsor this event that was attended by nearly 70 people. This event had a great turnout with many Canadian businesses. Mr. Wiktor will be setting up additional follow up meetings with various companies to explain the benefits of locating their business operation (US presence) in Cattaraugus County.

Dream It Do It: A copy of the 2013-2014 Year end review was given to each Board member for their review.

Business First Article: This article talks about the next generation of Manufacturers, “Dream It Do It”. A recent article highlighted a program sponsored by CUTCO Cutlery that has seven employees who work with students from East View Elementary School in Olean as part of a program to teach manufacturing and character building skills to the students. This program is very beneficial in teaching students the valuable lessons that surround manufacturing.

Buffalo Niagara jobs.com: This website is designed to provide a wealth of information for prospective employees and employers looking for employment in Cattaraugus County & Western New York as a whole. This site was developed to meet the workforce development needs and the newly created information card now highlights open jobs in Cattaraugus County. This is a great website setup and should be very successful for prospective employees/employers.

Buffalo Niagara Enterprise: We are working at putting together an Economic Development guide that will highlight and focus on Economic development Initiatives in Cattaraugus County, available sites, programs, contact information, pictures, maps, companies, etc. This will be a very informative brochure that will give a snap shot of available resources in the Cattaraugus County. We are hoping to have this completed by the end of the year. The IDA is very excited to bring this marketing collateral to “life”. This Profile will be available in PDF (web based) as well as hard copy. We are looking at print 1,000 copies to start.

Mr. Wiktor stated that he is looking at putting together Thursday morning round tables in regards to the gas and oil industry pertaining to the job growth, economic development, etc... More information will be sent via e-mail when it is available.

MJ Painting Contractor Corp.: Mr. Wiktor reviewed the newsletter that was on the updated website for MJ Painting. Mr. Wiktor stated that he had recently spoke with Mike John and they have already added three new people to their workforce. They have increased their crews from 12 to 15 and are also increasing their fleet of trucks up to 17 and all this is being done to keep up with customer demands. The clean-up of this site will be started in August 2014 and the cost currently is over a million dollars before the full expansion project can commence.

Dal Tile Building: A meeting was held to discuss the possibility of having Empire State Development conduct a study to help find and identify a tenant that could use this building. We will be working with various stakeholders to help put this study together to help better market and solicit potential industries that could use this type of building.

Olean Business Incubator Site: Mr. Wiktor stated that an application was completed and submitted to Empire State Development under the Consolidated Funding Application for \$402,000 to support capital improvements, tech infrastructure, and planning/design costs. The CCIDA has been asked to partner with GOACC on this initiative.

The Woods at Bear Creek: Has officially opened for business on July 18th! This is very exciting news for the County and Region. The CCIDA fully supports this project and certainly looks forward to seeing this business progress. For further information and updates, please see their website.

Mr. Wiktor discussed the Leadership Cattaraugus second annual **Leadership Conference** that is taking place on August 7, 2014 at St. Bonaventure. If anyone would like to attend please let us know and we can register you for this event. This is a full day of speakers and is a very informative event to attend.

Mr. Wiktor discussed with the Board that he is setting up a bus tour for WNY developers to tour the County. The first tour will be held on August 18, 2014, departing from Ellicottville go to Allegany, Olean, and Portville, etc. Mr. Wiktor has had an initial meeting with the development team back in May with **Concept Construction**. This is the first group of developers that will be on the tour of the County.

Mr. Wiktor advised the Board that he just found out the former Borden plant in Randolph has recently been sold to an area manufacturer. This is great news for Cattaraugus County and Randolph. The building was sold to Rand Machines/Spartan Tools which has locations in Falconer, NY and Warren, PA. They have plans to bring various new jobs and new components to this facility. Crystal and Corey will be meeting this new Company on August 11th for an introductory meeting.

Mr. Wiktor reviewed a recent article from Camoin Associates in regards to **Craft Brews & Economic Development** which ties in with the recent project done by Peter Kreinheder from Ellicottville Brewing Company. Mr. Wiktor also mentioned that Peter Kreinheder has recently purchased the Salamanca Beverage building in Little Valley, NY for a warehouse/storage facility. EBC has over 80 employees and will be hosting the County Planning Board Annual dinner on July 23, 2014.

ADJOURNMENT:

A **Motion** to adjourn the CCIDA Board Meeting was made by Gregory Fitzpatrick, seconded by Joseph Higgins at 1:23 p.m. **Motion Carried.**

The next CCIDA Board of Directors Meeting: Tuesday, September 16, 2014 at 11:15 a.m.