

**COUNTY OF CATTARAUGUS  
INDUSTRIAL DEVELOPMENT AGENCY**

**BOARD MEETING MINUTES**

**Tuesday, July 24, 2018  
Olean Business Development Office  
301 N. Union Street, Olean, NY (3<sup>rd</sup> Floor Conf. Room)  
11: 15 a.m.**

**Roll Call:**    -Taken-

**Members**

**Present:**

Mr. Thomas Buffamante -Chairman  
Mr. Joseph Higgins  
Mr. Brent Driscoll  
Mr. Joe Snyder  
Mr. Vergilio Giardini

**Excused:**

**CCIDA Staff:**

Mr. Corey R. Wiktor, Executive Director CCIDA  
  
Mr. George Cregg, Jr., CCIDA Legal Counsel, Hodgson/Russ  
Mr. Robert McLaughlin, Hodgson/Russ

**Guests:**

Mr. John Thomas – *The Villager, Newspaper*

Chairman, Thomas Buffamante called the meeting to order at 11:22 a.m.

A roll call of the Board of Directors of the CCIDA was taken; Mr. Driscoll, Mr. Giardini, Mr. Snyder, Mr. Higgins and Mr. Buffamante were present.

### **APPROVAL OF MINUTES:**

**A Motion** was made by Brent Driscoll, with a second by Joe Snyder to accept the June 5, 2018 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

### **CCIDA “SNAP Lease/Sales Tax Abatement/Small Manufacturer’s Program”:**

Mr. Wiktor presented the submitted application for OCI Consulting, Inc. Mr. Jason Opferbeck, that was approved on a pilot basis for NYS Sales Tax Abatement for his new start up manufacturing business, that he has recently established in Cattaraugus County.

Mr. Wiktor first provided an update on this new application/project, benefit has been issued and the client – OCI is currently purchasing equipment, printers, and tools for his new office and light manufacturing business. OCI, Jason Opferbeck is looking to lease office space in Cattaraugus County in the near future for use in light manufacturing along with his monitoring application business. He has already hired two (2) people and has had several promising meetings with clients within Cattaraugus County, including Holiday Valley in regards to using his applications in monitoring the watering of the golf course greens.

Mr. Opferbeck has also applied to the Small Business Loan Fund and has been approved for the \$75,000 loan through Cattaraugus County. The total project will be approximately \$150,000 with anticipated \$12,000 in sales tax abatement savings through the CCIDA.

In addition, Mr. Wiktor also shared his ideas and framework (proposal) with the Board Members for instituting this new program, that would allow small sized manufacturers (with stated criteria for approval) located in the County to obtain sales tax abatement with a streamlined approach of savings not to exceed \$99,000 in total sales tax amount on an approved project. This new program would allow the savings to exceed the cost of a traditional inducement. A proposal of such a program was shared with the Board, and various ideas were discussed, suggestions and thoughts will be incorporated in the DRAFT Proposal for this program.

Some of the criteria will be as follows:

1. Must be a manufacturing business located in or moving to Cattaraugus County.
2. A maximum of 10 (FTE) employees.
3. A maximum savings of \$99,000 in cumulative sales tax savings relating to the proposed project.
4. Fully executed application must be submitted to the CCIDA.

Another item that Mr. Wiktor wanted to discuss with the Board is the fee to be charged on each project. Mr. Wiktor was looking for suggestions in regards to a 1% fee ½%, or a flat fee, what are the Boards feelings on the best way to go? After back and forth discussion it was decided to charge \$100.00 flat fee for each application. This flat rate fee will be added to the Policy with the other updates when the new application is completed by Hodgson/Russ LLP.

A **Motion** was made by Brent Driscoll, seconded by Virgilio Giardini to accept this Policy/Resolution with a \$100.00 flat fee to be charged per project application submitted. All in favor. **Motion Carried**

**RESOLUTION:**

A **Motion** was made by Brent Driscoll, seconded by Virgilio Giardini, **RESOLUTION ADOPTING A SMALL MANUFACTURING SALES TAX LEASE POLICY FOR COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Giardini, Mr. Snyder, Mr. Higgins, and Mr. Buffamante voting yes. **Motion Carried.**

**\*Resolutions from Prior Applications/Projects that are in Process\***

**-Kreinher Properties, LLC/S&G Company, LLC –** Mr. Peter Kreinher has asked for an extension of his sales tax letter regarding their Little Valley Project. They plan to do their landscaping and beer garden in the spring on 2019. The current Sales Tax Letter expires December 31, 2018 and they are looking to extend it until July 31, 2019 if the CCIDA Board Approves.

**RESOLUTION:**

A **Motion** was made by Brent Driscoll, seconded by James Snyder, **RESOLUTION AUTHORIZING THE EXECUTION BY COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY OF A CERTAIN MODIFICATION AGREEMENT IN CONNECTION WITH THE KREINHEDER PROPERTIES, LLC AND S&G COMPANY, LLC PROJECT.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Giardini, Mr. Snyder, Mr. Higgins, and Mr. Buffamante voting yes. **Motion Carried.**

**-Olean Manor, Inc. -** Olean Manor is in the final stages of closing and has asked the CCIDA Board to approve an amendment to the lease agreement to accommodate their Banks comments. The Field of Dreams is under construction and have already closed on the PILOT and the Sales Tax with the IDA. They are now closing on the bank loan. The Banker is trying to get the CCIDA to agree to an assignment of benefits if the project goes under that the Bank has the right to sell the property and give all the same benefits to the new owner. The CCIDA has already agreed to two (2) items that the Bank is requesting, however our legal team is not agreeing to the third item. The CCIDA would like a new application and financial information be provided by the new owner if a new owner is necessary and the new company would assume all responsibilities of the previous owner.

A **Motion** was made by Virgilio Giardini, seconded by Joe Snyder to have the legal counsel of Hodgson/Russ negotiate/approve an amendment to the Lease in the best interest of the Agency. A Roll Call vote was taken with, Mr. Driscoll, Mr. Giardini , Mr. Snyder, Mr. Higgins, and Mr. Buffamante voting yes. **Motion Carried**

**RESOLUTION:**

A **Motion** was made by Virgilio Giardini, seconded by James Snyder, **RESOLUTION AUTHORIZING THE EXECUTION BY COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY OF A CERTAIN AMENDMENT IN CONNECTION WITH THE OLEAN MANOR, INC. PROJECT.**

A Roll Call vote was taken with, Mr. Driscoll, Mr. Giardini, Mr. Snyder, Mr. Higgins, and Mr. Buffamante voting yes. **Motion Carried.**

**\*Plant Tour-New Business in the County – Fenton Mobility Products, Randolph, NY:**

**\*Fenton Mobility Products**

**Fenton Mobility Products:**

Mr. Wiktor stated that on Wednesday, June 27<sup>th</sup>, Fenton Mobility hosted an open house at their facility in Randolph, NY. In October of 2017, Fenton purchased and began moving equipment into the former Borden and Closure Systems Inc. Plant in Randolph, NY. This is very exciting news.!

Fenton Mobility is an industry leader in the modification and adaptation of wheelchair vans & handicap vans. Their trained and professional staff is available to assist you with your adaptive equipment needs, from sales to service, consumer handicap vans to commercial wheelchair vans. Their customers are provided with an extensive personal consultation, fittings and overview of all the necessary mobility equipment and van modifications that will allow freedom and mobility for years to come.

Fenton Mobility is a long-standing NMEDA QAP Member and represents only the finest in mobility equipment from dealers across the US, including Braun, VMI, Bruno, Harmar, MPD, Sure-Grip, Q-Straint, and Creative Controls, just to name a few.

They are an exclusive Ability Conversions dealer including the AbilityPT (Personal Transport), AbilityRT & WT for commercial applications. All of their manufacturers work directly with the vehicle manufacturer to assure that as much of the manufacturer's original equipment is utilized to offset the conversion as much as possible or that the vehicle manufacturers concur with the applications of the equipment being added.

They specialize in commercial applications for State Agencies, Public Transportation and Group Homes where longevity, durability and versatility are of the utmost importance along with safety and comfort for those being transported. For their individual customers, their families and care-givers they offer convenient and family-friendly adaptations that allow the wheelchair user the most control over position and use, while being a perfect fit for the size and needs of the family. They work with the Veteran's Administration, state Agencies for Vocational Rehabilitation and children and Family service Programs to provide transportation for children and families of children with disabilities.

With over 40 years in the industry and the knowledge and compassion of their staff, Fenton Mobility Products is the answer to all your adaptive equipment and conversion needs. They currently have 24 employees and are considering various upgrades to the facility in Randolph. A follow-up meeting is scheduled for July 23<sup>rd</sup> as well. Fenton Mobility is possibly looking at doing a project with the CCIDA possibly next year. They are currently utilizing all the space in this building. This is very good for the Village of Randolph, NY, because this property is back on the tax rolls, lights are back on, this brings life back to this building which has been vacant for several years. They are looking at doing a parking lot and training center on the land that the current building is on. Fenton Mobility currently has locations in Jamestown, NY and Cheektowaga, NY. They are looking at moving the Jamestown facility into the Randolph facility and they plan on keeping Cheektowaga facility operational. Mr. Wiktor stated that on any given day they have visitors/clients at their facility for tours. These visitors are using the local amenities which is a positive for the Randolph redevelopment movement. Mr. Wiktor shared with the Board Members pictures that he had taken while attending the facilities open house/plant tour.

**\*Angel Fund Update:**

Mr. Wiktor stated that at the previous CCIDA Board meeting, the Board heard from Richard Zink with the Southern Tier West in regards to the formation of an Angel Investing Fund between Chautauqua, Cattaraugus, and Allegany Counties.

Mr. Wiktor updated the IDA Board members on the recent meetings and next steps that will be taking place with respect to the formation of such a Fund, furthermore, he also provided updated documents that outlined the progress that has taken place since the last Board meeting in June. Mr. Wiktor has had weekly conference calls with Richard Zink and they are currently looking for 20 commitments at \$500.00 each to start the Angel fund with \$10,000 and build from there. Mr. Wiktor will keep the board updated as to the funds growth at future meetings.

**FINANCIAL REPORT:**

A Motion was made by Brent Driscoll, seconded by James Snyder to approve the Financial Reports for **June 2018** as prepared - **Motion Carried**

✓ **June Income: \$34,868.00**

-JCC Development Corp. CCCRC Bond Closing. **-\$33,690.00 (CCCRC Income)**

-NY&LE Railroad – 2018 Property Taxes - **\$1,178.00 (Reimbursement by NY & LE RR)**

We are looking at year to date income of **\$442,000** which is significantly above what was forecasted for 2018. We are working very hard on keeping our expenses in line. This is the highest that income has been in approximately ten (10) years.

**Additional Information:** We are working on the closing process of two (2) recently approved projects: Win-Sum Ski Corp. and West Valley Inn, LLC.

In addition, we are working with a few potential businesses in the County who may be ready to submit Applications to the IDA over the next month or so.

**\*Executive Directors Report:**

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

- ✓ Met with Register Graphics in Randolph to have them design Marketing signs to be placed at completed and in progress projects in the Cattaraugus County area, also discussed a potential project with them.
- ✓ Cattaraugus County Present Local Resources for your Business. We held a business information event on May 31<sup>st</sup> at JCC with all of the County, Regional, State and Federal Economic Development partners to give perspective businesses an overview of the services, programs and financing options that we have to offer.

- ✓ Meeting with Jeff Belt, Larry Sorokes & Tom Kucharski (IBN) to discuss the Olean Brownfield Marketing of properties that are available in Cattaraugus County.
- ✓ Met with IBN for a few tours of local manufactures to highlight manufacturing in Cattaraugus County in conjunction with Economic Development week in May.
- ✓ Had a meeting Horace Gioia to discuss area projects and referrals.
- ✓ Met with Richard Dixon and Mark Geise from Chautauqua County IDA to discuss business climate, trends, opportunities within our respective Counties.
- ✓ Met with Greg Sehr and a business owner in regards to a new startup operation in Cattaraugus County. Many meetings and discussions had, more to follow.
- ✓ Attended a Job Fair at JCC Olean Campus to meet with a plethora of area Companies to discuss their workforce needs and opportunities.
- ✓ Mr. Wiktor mentioned several employers that are continually looking for workers, to name a few, Steelbound Brewery, Fitzpatrick & Weller, and Bill and Lori Northrup at North Park all have been actively seeking full time employees. After discussion with Board Members, they would like Corey to set up a Immigration Program speaker to address the Board at one of their future meetings. It was also brought up to schedule a bus tour on the West Side in Buffalo. Corey will contact Journey's End to set up a tour as soon as possible for the entire Board. Lori and Bill Northrup has volunteered to help with signage and also host job fair event if need be. We are looking at holding a job fair event at the Ellicottville Town Center in the very near future.
- ✓ Attended multiple meetings in regards to the proposed Angel Fund that we are currently working its creation.
- ✓ Held a conference call with NYSEDC and Acadia Energy in regards to a possible roll out project.
- ✓ Met with a local commercial property owner in regards to a possible project on his current real estate in the County.
- ✓ Met with a few Legislators in regards to an area business that is looking to expand in the near future. Multiple site tours have been conducted, with more to follow.
- ✓ Met with John Stahley with D/R-Siemens to discuss current updates at their plant in Olean.
- ✓ Attended BDC Board meetings to discuss new business loans that we will be making.
- ✓ Met with Mike G. at Kinley Construction to discuss Olean Manor project and how the sales tax abatement forms will work. Also discussed future potential projects.
- ✓ Met with Dick Shaner at The Martin Group in regards to some possible marketing ideas for the CCIDA going forward. More information to follow in regards to this.
- ✓ Met with Chris Napoleon with NES Bearings to get an update on how his business in Olean is doing.
- ✓ Attended the monthly Team Meetings in Little Valley at Crystal Abers office.

- ✓ Met with John Cappellino with the ECIDA to discuss our respective railroads, etc.
- ✓ Met with a local developer in regards to a possible commercial project in Ellicottville. More details to follow as the developer finalizes the purchase.
- ✓ Met with a local Attorney who is representing a developer who is considering a large tourism related project in the Ellicottville Area. More to follow as well, as their development team finalizes their proposed plans.
- ✓ Met with NYSBDC about their loan programs and how they can apply to businesses here in Cattaraugus County.
- ✓ Met with Joanne Campanga and Paul Leone in regards to a possible mid-size proposed distribution center which we are trying to land here in the County.
- ✓ Met with iEvolve Technology in regards to our new website, to review updates to it. Mr. Wiktor will contact iEvolve in regards to a proposal for Social Media contract and relay this information to Joe Snyder.
- ✓ Met with an Erie County manufacturer who is considering a possible move to Cattaraugus County with respect to a division of their business. Will be staying on this in hopes of bringing this to fruition.
- ✓ Met with Matt Hubacher from IBN in regards to having them create some marketing information and “Why Cattaraugus County”, information that highlights what we can offer to perspective businesses within and who may be looking to bring their business to the County. \*Will have some drafts at the July Board Meeting.
- ✓ CCIDA & ESD Sponsored CFA Training at Holiday Valley on May 30<sup>th</sup> for this upcoming round of CFA’s.
- ✓ I have 3 meetings set up with area manufacturers who are all considering possible projects this year.

Have made a number of calls and emails to businesses to set up future meetings, for visits and how the IDA may be able to help and assist with potential investment

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

- ✓ **Buffalo News Article:** dated: 5/30/18 “*Low Income Areas seek boost from new federal tax incentive*”. A new program that could help Olean and Little Valley with various Federal Tax incentives, etc.
- ✓ **Olean Times Herald Article:** dated: 5/11/18 by: Bob Clark “*Tax Credits for Manny Hanny get push from Schumer.*” Potential good news for a key project in Olean.
- ✓ **Olean Times Herald Article:** dated 5/13/18 by: Rick Miller “*Officials seeking to buy closed AVX Olean Advanced Products Plant*”. We are still working on this possible project.
- ✓ **Zoar Valley Grand Opening:** June 6, 2018 11:00 a.m. will be the Grand Opening of the Buffalo Psychiatric Center/Zoar Valley Clinic. A recent IDA project, very good news!
- ✓ **YEA:** May 30<sup>th</sup> at 6:00 p.m. Young Entrepreneurs Academy commencement ceremony at St. Bonaventure University. Planning for the second class has already begun!

- ✓ **Buffalo Business First:** dated: 5/4/18 “*Long an Olean anchor, Cutco Corp. keeps growing*” . James Stitt, Jr., Cutco Corp. CEO stated that his company has become innovative in the way it recruits contractors for direct sales of their knives. Excellent article highlighting this amazing Company.
- ✓ **Olean Times Herald Article:** dated 5/7/18 by: Bob Clark “*Rakuten readies third Olean Warehouse in Dal-Tile space*”. Very good news with their growth and area expansion in Olean.
- ✓ **SBU News Article:** “*Bonas fall ‘18 freshman class largest in a decade*”. This is very good news, coming off a solid 2017 Freshmen class as well.
- ✓ **The Villager:** - dated: 5/24/18 – “*HV Breaking Records*” Holiday Valley Aerial Park is the largest in New York and the third largest in the United States. This also encompasses a recent CCIDA Project/Application.
- ✓ **Clam Bake:** 50<sup>th</sup> Chamber Clambake to be held on Wednesday, June 13<sup>th</sup> from 3:30 to 8:30 p.m. Rain or Shine at the downtown Olean – JCC Campus.
- ✓ **Music Festival 2018:** Ellicottville Summer Music Festival 2018 to be held at Holiday Valley on June 29 – July 1<sup>st</sup> the CCIDA and Hodgson/Russ will be splitting the cost of this event. If any Board Member would like tickets for a special event please let us know.
- ✓ **Buffalo Business First Article:** dated: 5/16/18 “*Mike Bartlett gets his long overdue honor.*” A very fitting tribute to a long time IDA Director who dedicated his life to economic development.
- ✓ **Congressman Reed’s 2018 Manufacturing Summit:** This event will be held at Alfred State College on Friday, July 20<sup>th</sup>. I will be attending this event.
- ✓ **2017-2018 Annual Report:** Buffalo Niagara Partnership to present Annual report to Members on June 21, 2018.
- ✓ **Knowledge@Wharton:** dated: 5/9/18 “*The Headquarters Checklist: How Do Companies Pick a Location?*”. A very interesting article to consider!

*A Motion was made by Thomas Buffamante, seconded by Brent Driscoll to go into an Executive Session to discuss property acquisition/disposition. All in favor – Motion Carried*

### **Adjournment:**

The IDA will adjourn the Board Meeting in memory of John Hare, Town of Allegany Supervisor who passed away earlier this week (July 21<sup>st</sup>). Mr. Hare was a great person and a valuable asset and Leader to the Town of Allegany at Cattaraugus County. The CCIDA Board and Staff expresses their sincere condolences on his recent passing.

A Motion was made by Joe Snyder, seconded by Joseph Higgins at 1:34 p.m.

**-The next CCIDA Board of Directors meeting will be September 11th at 11:15 a.m. at the CCIDA Offices in Ellicottville, NY.**