

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

June 10, 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. Salvatore Marranta
Mr. Brent Driscoll
Mr. Gregory Fitzpatrick
Mr. James Boser

CCIDA Staff:

Mr. Corey R. Wiktor - Executive Director

Presenters/Guests:

Mr. Rick Miller - *Olean Times Herald*
Ms. Jann Wiswall - *Ellicottville Times*
Mr. Chris Chapman - *Buffalo News*
Ms. Sheila Ransbottom - *Nussbaumer & Clarke, Inc.*

Chairman Thomas Buffamante called the meeting to order at 11:18 a.m. A roll call of the Board of Directors of the CCIDA was conducted all Board Members were present.

APPROVAL OF MINUTES:

A Motion was made by Brent Driscoll, with a second by Salvatore Marranca to accept the minutes from the April 22, 2014 Board of Directors Meeting. Motion Carried.

RESOLUTIONS FROM PRIOR APPLICATIONS/PROJECTS IN PROCESS:

Mr. Wiktor stated that 4646 Genesee, LLC has asked the CCIDA Board of Directors to approve the extension of their Sales Tax Benefit. This project was an Adaptive Reuse Project that was induced on August 21, 2012. 4646 Genesee, LLC is looking at signing two (2) additional tenants and complete the build-out of this particular project; however they are looking at an extension of their sales tax letter. This extension/request is common practice and has been previously supported by the CCIDA in past projects.

A Motion was made by Joseph Higgins, seconded by Brent Driscoll **RESOLUTION AUTHORIZING THE EXECUTION BY COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY OF A CERTAIN MODIFICATION AGREEMENT IN CONNECTION WITH THE 4646 GENESEE, LLC PROJECT.** A Roll Call vote was taken with Mr. Buffamante, Mr. Higgins, Mr. Driscoll, Ms. Abers, Mr. Boser, Mr. Marranca, and Mr. Fitzpatrick voting yes. **Motion Carried**

Mr. Wiktor next gave a presentation on renewable energy from the Entecco Company, “*Next Generation Energy Initiative*”. This is a new generation of energy which will see a series of Distributed Energy Resources (solar technology). Mr. Wiktor stated that after reaching out to several manufacturers in the County they were very interested in this new prospect of renewable energy and lowering their monthly operating costs relating to energy consumption.

These Distributed Energy Resources (DER) can be small rooftop or large plants operated by independent non-utility entities. This smart grid technology is yet another product that we will be able to offer to our prospective clients, in terms of better knowing the energy costs. Cattaraugus County currently has five (5) Companies that are setting up meetings with this group to discuss a project at their facility. Entecco Solutions can provide incentives to businesses that are located within the County as well as Companies that are looking to relocate to Cattaraugus County. Mr. Wiktor said that he would keep the Board up to date on any future meetings and discussions in regards to this endeavor, noting it is early in this proposed process.

Next, Mr. Wiktor discussed the recent updates and improvements that have been made to the CCIDA offices. Some of the recent project completions that were made consisted of painting, parking lot paving, landscaping, and new signage. The work has been completed and looks very nice.

FINANCIAL REPORTS:

Mr. Wiktor reviewed with the CCIDA Board the Operating Statements for April and May 2014 which is showing approximately a \$58,000 income over expenses to date. The IDA received income in the month of May from MJ Painting Contracting Corp. in the amount of \$4,500. In addition, the Cattaraugus County Capital Resource Corp. (CRC) had income of \$100,000.00 relating from to St. Bonaventure University tax -exempt bond closing. This bond closing occurred on May 29th. The IDA is also expecting project closings for Win-Sum Ski Corp., Community Bank, N.A., and Four Mile Brewing Company to occur in June or July 2014.

Mr. Wiktor also mentioned to the CCIDA Board that he had included in their packets the e-mail requesting to transfer funds from the savings to the checking account for normal operating expenses. The auditors suggested that we make the Board aware of any approved transfers that have been made. As noted, the backup documentation (emails) were supplied to each Board member for their information and reference of the transfer of funds from savings to checking account to cover general operating expenses.

The CCIDA Staff will also review the 2013 Operating Budget in early July and will propose a revised Operating Budget to the CCIDA Board of Directors at the July 22nd Board Meeting. This has been standard practice over the past several years to better gauge the operating funds of the Agency relating to income and expenses.

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

EXECUTIVE DIRECTOR'S REPORT:

Olean Times Herald Article: This is a very informative article in regards to the unemployment rates dropping in Cattaraugus and Allegany Counties which is a great sign for the continued upswing in Economic Development within Cattaraugus County.

Jamestown Community College – President's Advisory Council on Economic Development (PACED): Mr. Wiktor advised the Board that he has been asked to be a part of Dr. Duckworth's advisory Council at JCC. Mr. Wiktor stated that he is honored to be a part of this group relating to the Start-Up NY program. Mr. Wiktor will keep the Board informed and updated of the progress of the Start-Up NY Program and the potential projects that may utilize this program. The first meeting of this group is scheduled for June 23rd at JCC.

Mr. Wiktor next mentioned that he attended the ribbon cutting at **Ontario Knife Company** on June 5, 2014 relating to their new manufacturing plant expansion project. 2014 also marks Ontario Knife's 125th Anniversary in the cutlery business, which in itself is a milestone! This was a very well attended event with 80+ people attending.

This is a very exciting endeavor for Ontario Knife, Cattaraugus County, and the County of Cattaraugus Industrial Development Agency. The IDA was honored to help and assist this manufacturing project here in the County.

Mr. Wiktor handed out a flyer in regards to the **Canada's Anti-Spam Law (CASL)** which will take effect July 1, 2014. To explain some of the details, any entity sending emails, voicemails, social media, text messages, etc. into Canada should examine their operations in order to determine compliance. A Free webinar on June 12, 2014 will be hosted by the law firm Dickinson Wright. They will discuss this new legislation and provide "real world" examples and remedies for complying with the legislation.

Business First Article: This article states that manufacturers are invited to learn about incentives in the NYS Budget which is good news for New York's manufacturers in the 2014-2015 State budget. Mr. Reichert a partner at Jaeckle Fleischmann stated that there are two main provisions in the budget that were aimed at manufacturers: a real property tax credit and a reduction in the corporate tax rate.

Brick by Brick Annual Award: June 9th was the Brick by Brick Annual Award held by *Business First*. On behalf of the CCIDA Board and staff we would like to congratulate **Mr. Peter Krog**, on being awarded the **Lifetime Achievement Award**. In addition, Sprague Development Corp. was nominated for an award in the category of Best Retail/Adaptive Reuse. This nomination is in regards to their **Ellicottville Square Project**, which was completed in 2013. The CCIDA wished all nominees the very best and congratulates them for their investment and job creation.

Business First Article: "1.4 Million reasons why Ellicottville is a hot real estate market", this article does deal with the sale of a private home however, it mentions the expansion at Ellicottville Brewing Company, the adaptive reuse projects such as Spragues Washington Square and 4646 Genesee LLC noting that these projects are helping fuel the year round economy and have added to the surge in real estate transactions.

Business First Article: This article showcases Mr. Dennis Eshbaugh, President of Holiday Valley, which highlights the \$114M+ worth of upgrades during Eshbaugh's tenure at Holiday Valley.

Mr. Wiktor also discussed a meeting at Holiday Valley that was held on June 9, 2014 with Christina Orsi from Empire State Development, Crystal Abers from the County, Jeff Belt, and Howard Demsky who is the Co-Chair of the Empire State Development. This was an approximately 5 hour tour/meeting with Holiday Valley to discuss the projects that are taking place this year at their facility. This was a great afternoon spent with Dennis Eshbaugh, David Trathen, Jane Eshbaush, and Bonnie Koschir and we were happy to sponsor this informative event.

Bank of America – Merrill Lynch Corporate Business Incentives: This event that I attended was a round table discussion at the Buffalo Club on May 7, 2014, was very informative for the targeted audience of manufacturers, wholesalers, and distributors, lenders, etc.

The agenda covered IDA Tax incentives for business owners, RDC programs, National Fuel Grants, and NY Power authority grants, workforce development grants, NY Excelsior program and the Start-up NY program discussed by Michael Ball, Empire State Development Corp.

Concept Development Team: I was asked to be the featured guest of the monthly meeting on May 29, 2014 for the Concept Construction Development Team at their offices in Elma, New York. This was a very good opportunity to get the word out in regards to the CCIDA and our County to discuss various sites available and potential projects.

Olean Times Herald Article/Buffalo News Article: Upscale cabins being built at Allegany State Park. This is a project that we were involved with in the beginning stages however; due to the property being constructed on land owned by New York State, direct IDA assistance was not required. The CCIDA acted in an advisory role with ASP Properties. The two articles highlighted the construction of 28 new cabins at Allegany State Park to be rented year around. This is yet another draw to bring more tourists to the County.

*Olean Times Herald Article: **Thumbs Up** – Tap into potential growth of Canadian Companies.* This article states that Olean Times Herald is approving of the proactive approach taken by the Cattaraugus County Industrial Development Agency (IDA) in seeking to tap into potential growth of Canadian companies into Western New York through the CanAm Partnership.

Crain's – New York Business Article: This article explains that lower-cost states' tax breaks are luring NY Companies. Mr. Lizura the president of the New Jersey Economic Development Authority, speaking of the series of corporate tenants landed with the help of more than \$600 Million in tax credits and other incentives handed out by his agency in just one month's time.

Buffalo News Article: Area Developer, Mr. Wayne Bacon was featured recently in the Buffalo News in regards to several projects that he is involved with that are taking place both in Buffalo and Ellicottville. The article highlighted his project here in Ellicottville that was recently induced by the CCIDA under its Brownfield program.

Bookings Article - Cross Border Supply chains creating jobs for America. This is a very interesting article and how it relates to our plans and endeavors to seek economic development projects from Southern Ontario into Cattaraugus County.

Olean Times Herald Article: This article highlights the ReHabilitation Center's Social Enterprise program which is part of a growing trend nationwide to employ people with special needs in jobs to provide services for the community.

New York Corporate Tax overhaul broadens bases, lowers rates and reduces complexity – Joseph Henchman article. This article discusses the economic development climate and the hurdles in the tax climate. New York's 2014 corporate tax reform is an impressive first step toward tackling this problem by broadening bases, lowering rates, reducing burdens, and eliminating needless complexity.

Crain's NY Business Article – New York no longer worst state to do business – A positive article that highlights some positive movement in the economic development improvements made in the State over the past year.

The Tax Foundation in Washington, DC, said that the changes would improve New York's ranking in its State Business Tax Climate Index. If the reforms had been in effect when the ranking came out last July, the state's rating for its corporate tax structure would have been No. 4 in the nation, a huge change from No. 25.

Olean Chamber Clambake – Mr. Wiktor advised the CCIDA Board that June 11, 2014 Chamber Clambake is being held at the Events center at Good Times of Olean. The CCIDA has checked with all Board Members to see if anyone needs tickets please let us know as soon as possible.

A motion was made by Salvatore Marranca, seconded by Brent Driscoll to go into executive session to discuss property acquisition/disposition.

A motion was made by Salvatore Marranca, seconded by Crystal Abers to return to regular CCIDA Board Meeting.

ADJOURNMENT:

A **Motion** to adjourn the CCIDA Board Meeting was made by James Boser, seconded by Salvatore Marranca at 12:55 p.m. **Motion Carried.**

The next CCIDA Board of Directors Meeting: Tuesday, July 22, 2014 at 11:15 a.m.