

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

**Tuesday, September 11, 2018
Olean Business Development Office
301 N. Union Street, Olean, NY (3rd 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: Mr. Brent Driscoll

CCIDA Staff and Counsel:

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

Guests:

Mr. Edward Youmans – *HoliMont Inc. – General Manger*
Mrs. Sue Quattrone – *HoliMont Inc. – Chief Financial Officer*

Mr. John Thomas – *The Villager, Newspaper*

Chairman, Thomas Buffamante called the meeting to order at 11:15 a.m.

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

APPROVAL OF MINUTES:

A Motion was made by James Snyder with a second by Joseph Higgins to accept the July 24, 2018 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

NEW APPLICATIONS

HoliMont, LLC. – Mr. Wiktor first introduced Mr. Edward Youmans the new General Manger of HoliMont Inc. Mr. David Riley retired after 20 years at the helm of HoliMont Inc., he will be greatly missed. All of the CCIDA Board Members introduced themselves and welcomed Mr. Ed Youmans to Cattaraugus County and to HoliMont. We all wish him the very best in his new role!

Next, Mrs. Sue Quattrone went over the submitted application. HoliMont Inc. has asked the CCIDA Board to consider their application for the construction, installation and improvements/investments for the 2018/2019 Ski Season, to include: new snow making guns, 250 horsepower drive, various pieces of office equipment, locator for underground utilities at the Resort, new wall heaters, lockers, snocam ,and rangers for mountain use.

Total project cost/investment of: \$177,600.00 (+-)

Mr. Wiktor stated that because this project benefit of NYS sales tax abatement is less than \$100,000, under IDA law, no public hearing would be necessary to proceed with the IDA process and project.

RESOLUTION:

A Motion was made by James Snyder, seconded by Joseph Higgins, **RESOLUTION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF HOLIMONT, INC. IS A “TYPE II ACTION” AND NO FURTHER ACTION IS REQUIRED UNDER SEQRA WITH RESPECT THERETO.** A Roll Call vote was taken with, Mr. Wimer, Mr. Giardini, Mr. Snyder, Mr. Higgins, and Mr. Buffamante voting yes. **Motion Carried.** Mr. Driscoll was excused. *(Mr. Buffamante and Mr. Wimer did note that both their firms have done business with HoliMont Inc., but they have no financial interest or direct involvement in this proposed project.)*

A Motion was made by James Snyder, seconded by Joseph Higgins, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A CERTAIN PROJECT FOR HOLIMONT, INC. (THE “COMPANY”)** A Roll Call vote was taken with, Mr. Wimer, Mr. Giardini, Mr. Snyder, Mr. Higgins, and Mr. Buffamante voting yes. **Motion Carried.** Mr. Driscoll was excused. *(Mr. Buffamante and Mr. Wimer did note that both their firms have done business with HoliMont Inc., but they have no financial interest or direct involvement in this proposed project.)*

-West Valley Solar, LLC – Mr. Wiktor next introduced Mr. Jim Falsetti, Director at West Valley Solar, LLC., to present to the CCIDA Board to consider their application for the construction and installation of a 10 MW solar farm to be constructed in the Town of Ashford (West Valley), NY.

This proposed project will be a Community Distributed Generation Project, selling 100% of its production to local residents and small businesses, should they elect to sign up. Mr. Falsetti noted that as many as 1,500 local electrical consumers will realize reduced electricity costs.

This project site is currently part of the West Valley Nuclear Demonstration Project land, and thus currently off the tax rolls, this project even with a proposed PILOT will still have a positive impact with land being added to the tax rolls, for the Town, County, and School District, and also create two (2) new positions.

The land approximately four (4) acres is currently owned by NYSEDA and controlled by the Town of Ashford. The Ashford Town Board contacted Mr. Falsetti and proposed using the land that they controlled for a solar farm. Mr. Falsetti stated that as was the case in the three (3) Olean Solar projects, local labor and suppliers will be used as much as possible for the construction and installation of this project. Mr. Falsetti mentioned that this project will be taking land that is not used nor will ever be used and putting a viable project on this location that will benefit approximately 1,500 local residents/small businesses. The annual savings per consumer/small business should be about 10% – 15% which comes off their bill as a credit.

Total project cost/investment of: \$20,187,500 (+-).

Mr. Wiktor spoke about the biggest problem that Ashford/ West Valley faces is in regards to their tax base. That roughly 90% of the land is exempt because of the Nuclear Demonstration project. Anything that is new such as this project will add new to the area and will bring a portion of the exempt land back on to the tax rolls. Mr. Charlie Davis, Supervisor for the Town of Ashford has been great to work with and very accommodating. Mr. Davis is looking at solar as a learning mechanism for the school so the kids can learn about solar and the other aspects that go along with a project of this size. He is also looking at kayaks on the Cattaraugus Creek all of these items will bring revenue to the Town of Ashford.

Mr. Falsetti explained that this type of project usually sell to one particular customer, example (St. Bonaventure, Olean General Hospital) In this particular project they plan to sell the electricity to a supply company and they would sell to consumers and small businesses in a certain rate class which in turn would lower their electric bills.

Mr. Higgins asked if Mr. Falsetti's company did projects on land other than brownfields? Mr. Falsetti stated that they only do projects on brownfields because his company feels that this is the right decision for them. Mr. Falsetti said that whenever possible all local tradesmen will be used for their projects.

Mr. Snyder suggested that the benefit be offered to Cattaraugus County residents/businesses only. Mr. Falsetti stated that he would discuss with his partners giving special preference treatment to Cattaraugus County residents/businesses. Mr. Falsetti stated that this project is in the preliminary stages and that he will be happy to look into giving the residents/businesses of Cattaraugus County special consideration when it comes time to sign consumers up for the savings.

RESOLUTIONS:

A Motion was made by Vergilio Giardini, seconded by Joseph Higgins, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR OF COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO HOLD A PUBLIC HEARING REGARDING A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF WEST VALLEY SOLAR LLC**, A Roll Call vote was taken with, Mr. Wimer, Mr. Giardini, Mr. Snyder, Mr. Higgins, and Mr. Buffamante voting yes. **Motion Carried.** Mr. Driscoll

was excused

A **Motion** was made by James Snyder, seconded by Michael Wimer, **RESOLUTION ACCEPTING THE TERMINATION BY THE TOWN OF ASHFORD TOWN BOARD TO ACT AS LEAD AGENCY FOR THE ENVIRONMENTAL REVIEW OF THE WEST VALLEY SOLAR LLC PROJECT AND ACKNOWLEDGING RECEIPT OF THE NEGATIVE DECLARATION ISSUED WITH RESPECT THERETO.** A Roll Call vote was taken with, Mr. Wimer, Mr. Giardini, Mr. Snyder, Mr. Higgins, and Mr. Buffamante voting yes. **Motion Carried.** Mr. Driscoll was excused

***CCIDA Active Project Update:**

Six Smith's Properties, LLC

-Six Smith's Properties, LLC: - In June 2017, Six Smith Properties, LLC had submitted an application to the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their proposed complete renovation of two (2) buildings in the Village of Randolph, New York. Mr. Reid Smith, resident of Randolph is undertaking this proposed development in the Historic Village of Randolph.

The initial project calls for stabilization of the buildings, build outs to include a Laundromat, and mixed-use commercial space. Located upstairs of the buildings, will be new apartments, offering a desired option for people looking to live in the Village. The IDA's help will allow the developer to invest and reclaim two very significant buildings in the Village, which will not only add housing (rental), which is needed, but will also increase sales tax and real property tax in the City/County.

To date, 5 out of the 6 Apartments have been renovated and leased! The retail space should be ready within a month or so as well. In addition to this project, the IDA has met with another local property owner who will be renovating a once shuttered store front as well. This is great news!

Total project cost/investment of roughly \$300,000(+,-) for cost of the reconstruction, furnishings and equipment, etc. related to this proposed project. *(Pictures were passed around at the meeting showing the work and progress).*

FINANCIAL REPORT:

A Motion was made by Joseph Higgins, seconded by James Snyder to approve the Financial Reports for **July and August 2018** as prepared - **Motion Carried**

✓ **July Income: \$333.00**

-Win Sum Ski Corp. - \$333.00 – Sales Tax Letters

✓ **August Income: \$8,789.00**

- Win Sum Ski Corp. - \$8,165.46 – Sales Tax Letters

- Win Sum Ski Corp. - \$623.30 – Sales Tax Letters

✓ **Certificate of Deposits (update):**

Statement of asset accounts has been updated through August 1, 2018 for the CCIDA Board's review. Corey stated that he has the backup related to these accounts if any Board Member would like to see them please let him know.

Additional Information:

Mr. Wiktor mentioned that we recently closed on Win Sum Ski Corp. on August 10th for their 2018 project.

***Executive Directors Report:**

-Internal (IDA Meetings/Discussions):

- ✓ Met with a Canadian business owner who is looking to purchase a local Cattaraugus County Manufacturer. Follow up meetings and discussions are ongoing. NDA's have been signed.
- ✓ Met with a local realtor and developer who is looking to build three (3) solar farms in Cattaraugus County.
- ✓ Met with Joanne Campanga with Bank of America to discuss possible international lending opportunities within the County relating to financing projects.
- ✓ Met with a Company that was in 76 West Competition, relating to various energy projects in Cattaraugus County and how they may be able to help on the energy uses.
- ✓ Met with Valessa from Ineergy to get updated on the potential Alle-Catt Wind project.
- ✓ Met with Hamburg IDA (new) Director Sean Doyle and Tony Gutokwski (Evans Bank) to discuss a variety of regional and local projects.
- ✓ Attended the Cattaraugus County Economic Development Team meetings.
- ✓ Met with a local developer who is considering a possible work force housing project in the Ellicottville area. More details to follow.
- ✓ Met with Tim Hughes from C & S Engineer's to discuss a possible layout of a small business park that is be contemplated by a local developer, more to follow as well.
- ✓ Presented to the WNYREDC as an update at their meeting about recent highlights and past projects at the IDA.
- ✓ Met with Stephen Tucker, Northland Training Director regarding their programs and certificates. Open House and meeting on Oct. 2nd. See Report for additional information.
- ✓ Met with Paul Neurerter and Scott Fairbrother at Krog Development in regards to a few active project updates. HK Olean and the 1887 Project in Ellicottville.

- ✓ Met with Invest Buffalo Niagara and a Canadian Company about possibly setting up shop in Cattaraugus County. Further discussions have been had we well.
- ✓ Met with local property owner in Randolph in regards to a possible Adaptive Reuse Project in Randolph on the main street.
- ✓ Presented to Leadership Cattaraugus at their Economic Development Day in Olean.
- ✓ Had a lunch meeting with Don Benson in Olean to discuss various projects and updates.
- ✓ Met with Richard Zink to discuss various Western Region Loan Corp. (WRC) applications for two (2) Cattaraugus County projects.
- ✓ Met with Jason Crisafulli from Kinley Construction to discuss various projects.
- ✓ Met with Eric Garvin from Community Bank, NA. to discuss area development projects, financing options, etc.
- ✓ WRC Conference call to discuss a project and loan relating to a project in Ellicottville. Good news!
- ✓ All day tour with Jim Fink from Business First to highlight a few past projects: EBC in Little Valley, Six Smiths, Field of Dreams and several in Olean. Very good day!
- ✓ Met with an outside manufacturer who is considering a new location in Cattaraugus County. This would be excellent news! More to follow.
- ✓ Met with Doug Studd and Halley K. from Southern Tier West, to discuss a possible WRC Loan to complete this very important project.
- ✓ Attended the August NYSEDC Board of Directors Meeting.
- ✓ Breakfast meeting with John Stahley from Siemens on Sept. 10th.
- ✓ Many future meetings have also been set up for a busy fall, and hopefully busy Winter/Spring 2019 construction season.
- ✓ Working with Panda Goat - Brenda Perks and Spenser in regards to the social media aspect of our website. Mr. Wiktor would like to contract with them for our social media, digital works, video, posts etc. The cost would be \$1,500 for six (6) months to keep the website updated with various tag lines, posts, video footage, etc...

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):

- ✓ **Olean Times Herald Article:** dated: 8/6/18 by Rick Miller “*Cattaraugus County IDA to help sponsor targeted jobs fair.*” Article on upcoming job fair that we will be part of.

- ✓ **Job Fair:** On September 20th 8:00-11:00 AM at the Ellicottville Town Center. A handout will be provided with full information in regards to the day's events. Currently we have 12-15 Employers that are interested in participating in this Event. The Job Fair was very well received, with several calls received at our office wanting to participate. The number one word on the street is trying to find people to work at the various jobs that are readily available in Cattaraugus County.
- ✓ **Olean Times Herald Article:** dated: 9/4/18 by Rick Miller "*Labor day finds two of Olean's top employers hiring workers*". Siemens and Cutco are hiring in Olean! This is excellent news for two of the County's largest employers.
- ✓ **Northland Workforce Training Center:** Open House on October 2nd from 8:30 am to 10:30 AM at the Northland Training Center. All Board Members are invited to attend. This should be a very exciting and meaningful event. This training center was built out of Governor Cuomo's Buffalo Billions Initiative and was built to combat the workforce and skilled labor topic. Mr. Wiktor stated that in Erie County there is over 3,000 Manufacturing jobs open at the current time. Mr. Wiktor ask for as many Board Members as possible to attend to see the sight and to see what is being done at this Training Center. Mr. Wiktor is hoping that some of the training centers ideas/programs can be incorporated into Cattaraugus County and put to use at the JCC MTI Center, BOCES, and also St. Bonaventure University. This is a very impressive Center and if it had just a 40% impact it would be extremely beneficial to Cattaraugus County. These type of facilities have the potential ability to teach a trade to people that are not working but living in our County and put them to work at a higher than minimum wage job. This also ties into our tour in immigration of the West Side in Buffalo with a Church Group named WEDI. More information will be provided about the bus tour that is being planned to tour this growing section of Buffalo, NY.
- ✓ **WNYREDC:** Meeting was held on 8/13/18 – Presentation by the City of Olean, Cattaraugus County and the IDA to the full Board of REDC Members & walking tour of recent Olean projects.
- ✓ **Olean Times Herald Article:** dated 8/14/18 by Bob Clark "*Regional Economic Council Visits Olean to see progress*". Follow up article of the above meeting.
- ✓ **HoliMont Inc.:** HoliMont Inc. hires new General Manager Mr. Ed Youmans. We wish Ed the very best in his new role! And certainly, wish Dave Riley all of the best in his retirement.
- ✓ **Olean Times Herald Article:** dated: 8/16/18 "*Manny Hanny developer named to take on Siegel's site*". This is further promising news relating to the potential redevelopment of the Manny Hanny Building and Siegel Building by Savarino Development.
- ✓ **Buffalo New Article:** dated: 8/7/18 by TJ Pignataro "*Federal ruling reopens door for controversial gas pipeline through WNY*". A very significant project "Northern Access", and the recent ruling to reopen the door to complete this pipeline project by National Fuel.
- ✓ **Regional IDA Meeting on Sept. 12th:** I will be attending a Regional IDA Meeting with all WNY IDA's in Lancaster on Sept. 12th to discuss a variety of topics and legislative topics as well.
- ✓ **Billings Sheet Metal Inc.:** July 2018 Monthly Market Bulletin from Billings Sheet Metal.
- ✓ **Leadership Cattaraugus:** Event held on August 21st at St. Bonaventure University. Corey Wiktor participated in the event which was very well attended.
- ✓ **NYSEDC:** August Board Meeting held on 8/16/18 via phone conference.
- ✓ **CanAm Council Meeting:** - "Building a Market Presence and growing across the Border." This meeting is to be held on September 12th at 3:30 p.m. at the Hyatt Regency Buffalo – Morton's The Steakhouse.
- ✓ **Coalition for Community Building:** Meeting to be held on September 12th at 8:00 a.m. at the Lancaster Opera House – Economic Development Presentation to be shown.
- ✓ **The Villager Article:** dated: 8/28/18 "*Empire State ride for Roswell*" Win Sum Ski Corp. employees participated in this weeklong event.
- ✓ **St. Bonaventure Church:** Thank you note from the St. Bonaventure Church in memory of Mr. John Hare.

A Motion was made by Joseph Higgins, seconded by James Snyder to go into an Executive Session to discuss property acquisition/disposition. All in favor – Motion Carried

A Motion was made by Joseph Higgins, seconded by James Snyder to come out of Executive Session. All in Favor – Motion Carried.

Adjournment:

A Motion was made by Michael Wimer, seconded by James Snyder to adjourn the meeting at 1:28 p.m. All in Favor – Motion Carried.

-The next CCIDA Board of Directors meeting will be October 23, 2018 at 11:15 a.m. at the CCIDA Offices in Ellicottville, NY.

- This will be our Annual Tour/Dinner that will take place at SteelBound Brewery & Distillery in Ellicottville. Tour will start at 5:00 p.m. with social hour to begin at 6:00 p.m. and dinner at 7:00 p.m.