

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

**September 15, 2021
CCIDA Offices
9 East Washington Street
Ellicottville NY 14731
9:00 a.m. In Person or via Teleconference Call/Zoom**

Roll Call: -Taken-

**Members
Present:**

Mr. Thomas Buffamante – Chairman
Mr. Joseph Higgins
Mr. Joseph Snyder
Mr. Brent Driscoll
Mr. Michael Wimer - via Zoom
Ms. Ginger Schroder

Excused:

Mr. John Stahley

CCIDA Staff/Counsel:

Mr. Corey R. Wiktor, Executive Director CCIDA
Mr. Robert Murray, Harris Beach PLLC Legal Counsel

Presenters/Guests (Teleconference):

Mr. Matt Wilkinson – *Great Lakes Cheese Company*
Mr. Mike Brisky – *Cattaraugus County Legislature*
Mr. Jason Schwab – *Schwab Land Holding Co., Dairy Farmer*
Mr. Mark Heberling – *Town of Farmersville, Deputy Supervisor*
Mr. Edward Youmans – *HoliMont Inc. General Manager*

Chairman, Thomas Buffamante called the meeting to order at 9:03 a.m.

A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Higgins, Mr. Snyder, Mr. Driscoll, Ms. Schroder were present with Mr. Wimer-via zoom conference. Mr. Stahley was excused.

A Motion was made by Brent Driscoll seconded by Joseph Higgins to accept the Board Meeting Minutes from July 25 and August 19, 2021 as presented to the Board. All in favor. **Motion Carried.**

Mr. Wiktor next introduced and welcomed Mr. Matt Wilkinson from Great Lakes Cheese Company. Mr. Wiktor also introduced Mr. Mike Brisky, County Legislature, Mr. Mark Heberling, Deputy Supervisor of the Town of Farmersville, and Mr. Jason Schwab from Schwab Land Holdings, Dairy Farmer.

Mr. Wiktor gave a brief overview of what the items that have been worked on. The SEQR process has been very extensive as the County of Cattaraugus Industrial Development Agency is acting as Lead Agency for this process.

Mr. Wiktor stated that the SEQR Approval and the Financial Assistance that is being proposed for the Great Lakes Cheese Project is being presented to the CCIDA Board for their review and possible approval.

With the financial help from Cattaraugus County in the amount of \$400,000.00 to cover site and traffic studies to show Great Lakes Cheese Co. that the 200-acre tract was shovel ready site for their 480,000 sq. ft. plant. Cattaraugus County has also offered \$5.8 Million for infrastructure, water and sewer improvements and pipelines to the site along Route 98 near Franklinville/Farmersville Town Line. Mr. Wiktor also mentioned that Great Lakes Cheese did not ask for these funds from Cattaraugus County. However, Mr. Wilkinson said he is very pleased that the County is willing to assist with the infrastructure with the building of the \$500 million state-of-the art facility.

Mr. Wiktor said that we would not have come as far as we have at this point without the cooperation of the Federal, State, County and Local Representatives working together to get this project to the point that we are today. Mr. Wiktor just wanted to thank everyone that have come together to assist with this great project and is looking forward to working with each of these departments in the future

Resolution from Prior Application/Project in Process

Resolutions to Approve the SEQR and CCIDA Financial Assistance for the proposed Great Lakes Cheese Co. project:

Great Lakes Cheese Company:

-The proposed project is with respect to the proposed construction of a 480,000 sq. ft. factory located on Route 16 in the Towns of Franklinville and Farmersville, NY.

The IDA and its partners are coordinating efforts to help find a suitable site and location for Great Lakes Cheese Co., to build their new state-of-the-art manufacturing facility that would preserve 229 jobs and would allow for

an additional hiring of upwards of 200 new employees. The IDA, County, State, and its partners are doing all we can to help Great Lakes Cheese Co. stay in the area and grow. This project would be a great economic boom for the Southern Tier Region and the Dairy Industry as a whole.

-Total Project cost/investment of: \$500,000,000 (+-).

RESOLUTIONS:

SEQR Resolution:

A **Motion** was made by James Snyder seconded by Joseph Higgins, **RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY ISSUING NEGATIVE DECLARATION PURSUANT TO SEQR FOR GREAT LAKES CHEESE CO., INC. PROJECT.** A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer, Mr. Snyder, and Mr. Higgins voted yes. Mr. Stahley was excused. **Motion Carried**

Inducement Resolution:

A **Motion** was made by James Snyder seconded by Ginger Schroder **RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING AND CONFIRMING THE APPLICATION OF GREAT LAKES CHEESE CO., INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE “COMPANY”) IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) RATIFYING THE SCHEDULING, NOTICING, AND CONDUCTING OF A PUBLIC HEARING IN CONNECTION WITH THE PROJECT; (iii) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (iv) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION BENEFIT FOR FINANCING RELATED TO THE PROJECT, AND (C) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (v) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS.** A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer, Mr. Snyder, and Mr. Higgins voted yes. Mr. Stahley was excused. **Motion Carried**

Mr. Wiktor next introduced Mr. Edward Youmans, General Manager of HoliMont Inc. Mr. Youmans discussed the new application that they have submitted. HoliMont is looking to install a new beginner magic carpet lift area to assist in the teaching of beginner skiing. The resort has also returned to the Grid from the generator system that they were using. They have also applied for funding through the Small Business Association in regards to installing a mountain bike feature on the chair lifts. Mr. Youmans stated that it has been a very challenging year as they are a member only club with 50% of their members being Canadian. With the Canadian border closed it has affected their daily attendance.

New Application/Project

(#1.) HoliMont Inc:

-The CCIDA received an application from HoliMont Inc. relating to a 2121-2022 Capital Improvement project. HoliMont, Inc. is asking the IDA to consider its application for NYS Sales Tax Abatement only. This is excellent news to see HoliMont invest this amount of money and resources coming off a very trying and difficult Covid Pandemic which restricted their Canadian members.

HoliMont's proposed projects include the following: A "magic carpet lift", repave entrance road, kitchen equipment and upgrades, a Snowsat equipment, backhoe, rangers, snowmobiles, point of sale system and tower locations.

-Total Project cost/investment of: \$793,685 (+-).

Inducement Resolution:

A Motion was made by James Snyder seconded by Brent Driscoll, **RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF HOLIMONT INC., AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) AUTHORIZING THE PROVISION OF FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, RENOVATION, CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND (iii) AUTHORIZING THE NEGOTIATION AND EXECUTION AND DELIVERY OF AN AGENT AGREEMENT AND RELATED DOCUMENTS.** A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer, Mr. Snyder, and Mr. Higgins voted yes. Mr. Stahley was excused.

Motion Carried. *(Mr. Buffamante stated that his firm does do work for HoliMont Inc., however they have no financial interest in the Company or this particular project.) (Mr. Mike Wimer stated that his Bank does do work for HoliMont Inc., however they have no financial interest in the Company or this particular project.)*

***Resolution from Prior Applications/Project in Process**

(#1.) MJ Painting Contractor Corp.:

MJ Painting had submitted an application to the IDA at our July Board Meeting for purposes of an expansion project relating to the business in Olean, NY. MJ Painting is proposing to construct an addition of approximate 15,000 sq. ft. that will include an office and paint shop building. This project is needed due to the expansive growth of their business. This project will allow the preservation of 47 employees and will look to add 5/7 over the next two years.

-Total Project cost/investment of \$1,833,500 (+-).

Inducement Resolution:

A Motion was made by James Snyder seconded by Brent Driscoll, **RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY: (i) ACCEPTING THE APPLICATION OF MJ PAINTING CONTRACTOR CORP., AND/OR INDIVIDUAL(S) OR AFFILIATE(S),**

SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) MAKING A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iv) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (iii) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION BENEFIT FOR FINANCING RELATED TO THE PROJECT, AND (C) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (iv) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS; *PROVIDED HOWEVER*, THAT THE FINANCIAL ASSISTANCE PROVIDED BY THE AGENCY SHALL NOT EXCEED \$100,000 IN THE AGGREGATE UNTIL A PUBLIC HEARING IS HELD AND A SUBSEQUENT RESOLUTION IS ADOPTED BY THE AGENCY. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer, Mr. Snyder, and Mr. Higgins voted yes. Mr. Stahley was excused. **Motion Carried.** (*Mr. Buffamante stated that his firm does do work for MJ Painting Contractor Corp., however they have no financial interest in the Company or this particular project.*)

(#2.)-TimberHut Cabin Company:

-The CCIDA received an application from TimberHut for a new business in Great Valley, NY located in the former *O'Laughlin Car Dealership* building that has been vacant for several years. This business will be building small houses/cabins at the new manufacturing facility. TimberHut is looking to employ up to 15 employees.

-Total Project cost/investment of: \$250,000 (+-).

Inducement Resolution:

A **Motion** was made by James Snyder seconded by Brent Driscoll, **RESOLUTION OF THE COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY:** (i) ACCEPTING THE APPLICATION OF TIMBERHUT, LLC, AND/OR INDIVIDUAL(S) OR AFFILIATE(S), SUBSIDIARY(IES), OR ENTITY(IES) FORMED OR TO BE FORMED ON ITS BEHALF (INDIVIDUALLY, AND/OR COLLECTIVELY, THE "COMPANY") IN CONNECTION WITH A CERTAIN PROJECT DESCRIBED BELOW; (ii) APPOINTING THE COMPANY, OR ITS DESIGNEE, AS ITS AGENT TO UNDERTAKE THE PROJECT; (iii) AUTHORIZING THE UNDERTAKING OF THE PROJECT TO PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION BENEFIT FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, AND (B) A PARTIAL ABATEMENT FROM REAL PROPERTY TAXES BENEFIT THROUGH THE PILOT AGREEMENT; AND (iv) AUTHORIZING THE NEGOTIATION AND EXECUTION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AN AGENT AND FINANCIAL ASSISTANCE PROJECT AGREEMENT, AND RELATED DOCUMENTS. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Ms. Schroder, Mr. Wimer, Mr. Snyder, and Mr. Higgins voted yes. Mr. Stahley was excused. **Motion Carried**

***CCIDA Financial Reports:**

A Motion was made by Joseph Higgins seconded by Ginger Schroder to accept the July and August 2021 Operating Statements as presented to the Board. All in Favor **Motion Carried.**

July had income of \$22,279 from Sales Tax letters provided for Win Sum Ski Corp.

August had income of \$26,623 for Win Sum Ski Corp. Sales Tax letters and application fees from HoliMont Inc. and MJ Painting Contractor Corp.

The CCIDA received \$26,524.30 in reimbursement from Cattaraugus County for the invoices paid in regards to the Great Lakes Cheese Project.

The Agency is currently working on closing documents relating to twelve (12) active projects at this time. ***These projects are projected to close in the Fourth Quarter of 2021; several of these projects are in "Final Document" stages.***

***Executive Directors Reports:**

-Internal (IDA Meetings/Discussions):

- ✓ Corey to discuss several new proposed projects that are in the process of submitting applications within the next few months to the IDA. The future looks promising for the CCIDA if these proposed projects continue to move in the right direction. Fingers Crossed!
- ✓ **Worthy Pharmacy in Olean, NY** holds Grand Opening. **MJ Painting** is growing and currently hiring. **Gowanda Electronics** is also hiring.
- ✓ New York State Map: Change in Small businesses in operation, Cattaraugus County in the plus column for new start-up businesses! This is even after the Covid-19 Pandemic.
- ✓ Site Request for 430,557 sq. ft./20 Acres Green or Brownfield. We have met with this perspective developer via Zoom and have discussed a few properties that may suit their desired needs. More to come in the month of October.
- ✓ Potential Business – Keri Kerper sent a message from Mayor Aiello that a light manufacturing & research and development firm is looking at some locations in Olean, NY. We have been in touch with the developer and have discussed a few sites and IDA programs that would be available to them for this investment.
- ✓ Siemens "Campus" and real estate update and discussion. We have had several meetings with perspective companies that are looking at the facility and its buildings. More to come on this.
- ✓ We spent a day with an out of state Manufacturing company that is looking for Industrial land in the Olean, NY area. The business is looking to make a significant investment, we are hoping to land this Company.
- ✓ Had a breakfast meeting in Olean with Steve Pancio relating to a possible business venture that he is considering within the County.

- ✓ Attended the monthly Siemens Group Proposal Planning meetings. We are working with various local stakeholders relating to ideas and possible ventures with Siemens in Olean. JCC is leading these meetings.
- ✓ Met for a fourth time with a local merchant in Ellicottville who is planning on purchasing a new building in Ellicottville and how the IDA may be able to assist the project and investment.
- ✓ Met WNY developer who is considering an Adaptive Reuse project on a key building in Olean. Investor has our applications.
- ✓ Attended the monthly CCBDC Board meetings relating to small business loans within Cattaraugus County.
- ✓ Met with a commercial solar developer who is looking to construct a project in Delevan. More to follow.
- ✓ Attended the monthly Olean Business Development Board meetings.
- ✓ Zoom meeting with Buffalo Niagara with respect to a Commercial Property marketing piece that we have been working on and will be releasing this Summer/Fall. See Handout.
- ✓ Attended a Hamburg IDA Roundtable meeting to discuss area development and State Policies on how they may impact IDA's in 2022.
- ✓ Met with Scott Brechtebuehl lender with Community Bank to discuss area projects and developments.
- ✓ Met with Richard Zink from Southern Tier West to discuss a variety of topics related to economic development, ideas for 2021 and the WRC & STEDO Loan Funds and possible projects within the County.
- ✓ "Exit 24" Meeting to discuss the need for sewer infrastructure to the former "K-Mart" site in Allegany. We met with various stakeholders to discuss ideas and thoughts and how a "PIF" may come into play. More to follow with Mike Higgins.
- ✓ Triple R Ribbon Cutting event when they opened their new water/splash park at their Resort! Excellent investment and project.
- ✓ Talked with Cushman Wakefield with respect for the need of 15,000 sq. ft. of office space in the Allegany/Olean Area. Gave the realtor various sites to consider.
- ✓ Met with Crystal Abers for a general project update meeting and discussion on County wide projects.
- ✓ Met a local developer who is considering a commercial project in the Town of Allegany. We look to have an application for the IDA's October Board meeting.
- ✓ Met Tim Jackson relating to a project that he is proposing in the Town of Salamanca. We should have an application in October as well.
- ✓ Job Fair on Wednesday August 25th at the Ellicottville Town Center. 30 Employers attended the event.

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

- ✓ **Buffalo Business First:** *“Economic Development Agencies” The List the Cattaraugus County Industrial Development Agency placed #2 on the list.*
- ✓ **Invest Buffalo Niagara:** *Western New York Industrial Real Estate Development Strategy book.*
- ✓ **Global Trade Magazine:** *”The future of warehousing.” Interesting article on the state of commercial warehouse space after the Covid19 Pandemic.*
- ✓ **Senator Borello:** Zoom meeting with Senator Borrello in regards to redistricting hearings.
- ✓ **Job Fair:** County Wide job fair held at the Ellicottville Town Center from 8:30 a.m. – noon on August 25, 2021.
- ✓ **Team Meeting:** Team Meeting held at the Little Valley County building on September 7, 2021 by Christine Urf – Development Specialist Cattaraugus County Department of Economic Development Planning and Tourism, relating to the County’s Strategic Plan.
- ✓ **Tap into Greater Olean** – *“Laine Business Accelerator Selects Five businesses for Competition”* Article by Office of Marketing and communications. Five area businesses will vie for a share of \$35,000 in business funding as they compete in the Erik Laine Business Accelerator, an incubator created to stimulate business growth in the greater Olen and Cattaraugus County.

Adjournment:

A **Motion** was made by Joseph Higgins seconded by James Snyder to adjourn the meeting at 10:30 a.m. All in Favor – **Motion Carried**. Mr. Stahley was excused.

*** Next CCIDA Board of Directors Meeting: Thursday, October 14, 2021 at 9:00 a.m. at the CCIDA Offices, 9 E. Washington Street, Ellicottville, NY, and also via Zoom.**