

## WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on March 11, 2021 at 2:30 p.m. via Zoom Meeting.

Due to the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo's Executive Order 220.1 issued on March 12, 2020 suspending the Open Meetings Law, the Wyoming County Industrial Development Agency Board Meeting was held electronically via Zoom Meeting instead of a public meeting open for the public to attend in person. Members of the public may listen to and view the Board meeting by clicking the following link:

<https://www.youtube.com/watch?v=ERJBwKLjl7o>

### **1. Roll call to establish quorum**

Chairman Dadd, called the meeting to order at 2:37 p.m., in attendance were: Mark Dadd, Chairman; A. Douglas Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer; Thomas McCormick, Secretary; E. Joseph Gozelski, Director; James Pierce, Executive Director; Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager; and Kevin Zanner, Hurwitz & Fine, Agency Counsel.

Absent: James Hardie, Director; James Rutowski, Director

Chairman Dadd announced that he received a call from J. Hardie, earlier in the day, informing the Chairman that he was resigning from the IDA and BAC Boards effective immediately.

### **2. Administrative**

#### **A. Review/approve minutes from February 11, 2021 Board Meeting**

The minutes from the February 11, 2021 Board Meeting were reviewed. A motion was made to accept the minutes by J. Gozelski. The motion was seconded by D. Berwanger and unanimously carried.

#### **B. Review and approve Financial Statement February 2021**

R. Marschilok presented the financial report from February 2021. After review the Board approved the financial report on a motion made by R. Ryan. The motion was seconded by D. Berwanger and unanimously carried.

### **3. Action Items**

#### **A. Request from Kelly's Garage for IDA assistance for a new warehouse building in Perry. Acceptance of the application and Board authorization for a public hearing needs to be considered.**

Pierce presented the request from Mike Kelly, owner of Kelly's Garage, for IDA

assistance with the expansion of the facility at 2848 Route 246 Perry. Kelly's Garage has been in the community for many years and is currently the only tractor dealer and farm equipment service of its kind in the Perry area. The project consists of a 16,000 sq. ft. steel frame building to be used for fabrication and equipment set-up, a storage warehouse of inventory for distribution and storage of delivery vehicles. The 835,000-capital investment project will be self-funded. Currently there are 8 employees and with this project 2 new jobs will be created. Pierce reviewed the proposed savings, the IDA incentives available for the project will be more than the \$100,000 threshold, therefore a public hearing is required. Pierce asked the Board for authorization to hold a public hearing for the project. The Board moved to authorize the public hearing for the project on a motion made by J. Gozelski. The motion was seconded by R. Ryan and unanimously carried.

**B. Request from Hillcrest Industries for IDA assistance for a new warehouse building in Attica. Acceptance of the application and Board authorization for a public hearing needs to be considered.**

Pierce presented the request from Hillcrest Industries for IDA assistance with expansion of its facility located at 40 Favor Street in Attica. Pierce reviewed the project summary noting that the business started in 1989 and has continued to expand, acquiring the Westinghouse site in Attica in 2001. The project will include the construction of a 31,250 sq. ft. steel frame building to be used as a storage warehouse and distribution of manufactured glass beads. The total capital investment proposed is \$900,000, which will be self-funded. Currently there are 26 employees and 4 new jobs will be created over the next 3 years. Pierce reviewed the proposed savings; the IDA incentives available for the project will be more than the \$100,000 threshold, therefore a public hearing is required. Pierce asked the Board for authorization to hold a public hearing for the project. The Board moved to authorize the public hearing for the project on a motion made by D. Berwanger. The motion was seconded by J. Gozelski and unanimously carried.

**C. Request from Dream Lake Campground for IDA assistance for an expansion project**

Pierce presented the request from Kal-Kenna Properties for IDA assistance with the project for Dream Lake Campgrounds located at 4391 Old Buffalo Road in Warsaw. The nearly \$1M expansion project includes 2 bath houses, 45 new campsites and 1.75 acres pond, looking to expand on 12 acres of land to accommodate growth. The camp ground has outgrown their capacity and have a waiting list so this project will be a way of bringing more revenue and welcoming more visitors to Wyoming County to spend money. Currently there are 5 seasonal employees and with this project 4 new jobs will be created. The application was complete and the Town of Warsaw

was the lead on the SEQR and have issued a Negative Declaration for the Project. The IDA incentives available for the project will be more than the \$100,000 threshold, therefore a public hearing was held on March 3<sup>rd</sup>. Pierce reviewed the minutes from the public hearing stating that there were no public attendees and no comments or concerns have been presented regarding the IDA Incentives proposed for the project. After Pierce's presentation, the Board moved to pass a resolution; accepting the Town of Warsaw Planning Board's Negative Declaration regarding SEQR for the project, determining the project meets the IDA's matrix for a Tourism Destination Project and approving IDA Incentives for the project including sales and mortgage tax exemption and real property abatement in accordance with the Agency's tourism destination PILOT schedule, on a motion made by R. Ryan. The motion was seconded by J. Gozelski and unanimously carried.

#### **4. Executive Director's Report**

##### **Wyoming County IDA Economic Development Projects**

- Jim P. continues to work with a developer from Rochester who is interested in acquiring the former Covenant Acres church camp in the Town of Pike on Albro Road and developing it into a public campground facility. The developer is advancing his due diligence including securing the finances he needs for the acquisition and if acquired will be seeking IDA and WCBAC assistance.
- Jim P. is working with TPI in Arcade who is developing plans to bring in house a machining operation that traditionally is work that has been out sourced. In addition the company will be investing in more robotics for the aluminum casting operation.
- Robin continues to work with Creative Food Ingredients (a Parker Products company) in Perry who is proposing two more expansion projects at their facility. One project will be a partial second floor addition to an existing facility already under a PILOT. The second one will be a separate stand-alone building for a pilot manufacturing operation that will be seeking out IDA assistance.
- Jim P. continues to work with a developer that is interested in building a warehouse building and a glamping facility on land in the Village of Silver Springs. At present the company is working through some zoning changes that need to be made to allow for the two facilities.
- IDA staff has been working with the Wyoming County Board of Supervisors to apply for a micro enterprise grant from the NYS Office of Homes and Community Renewal. The County will be the applicant and if the \$300,000 grant is secured the WCBAC will be named the subrecipient of the grant and will administer the program. The WCBAC has contracted with Sicherman and Associates to prepare the application. The plan is to make available grants of \$10,000-\$20,000 to small businesses to encourage private sector investment, retain and grow jobs and improve the competitive position of the business. The focus of the grants will be agri-businesses and recreation/hospitality/tourism businesses.

- Jim P. is also working with the new owners of the real estate and docks associated with Mack's Boat Livery about financing needed for some upgrades to the facility including improvements to the bathhouse. Their new business will be known as Crabby Bill's Boat Yard.
- Jim P. wanted to make the IDA Board aware that J.C. Equipment a.k.a. Cole Building Solutions building project that was approved by the Board last year is under construction at the former site of Broeder's Machine in South Warsaw.

**Pipeline projects that are still active:**

- Holiday Inn Express project in Arcade, 77 rooms
- SunEast Highview Solar Project-Castile 20 MW
- Silver Lake Solar- Castile 24.9 MW
- Big Tree Solar-Bennington/Sheldon 175 MW

**Part Time Economic Development Specialist Position** – In similar design to the part time position that was held by Bill Daly, the IDA management is recommending that Scott Gardner be added as a part time Economic Development Specialist. Under a current arrangement the IDA contracts with the Chamber for marketing services for an annual fee of \$17,500 that are carried out exclusively by Mr. Gardner. The part time IDA position will be compensated at an annual salary of \$12,500 and \$5,000 will be contracted with the Chamber for continuation of marketing services, so it will be the same level of financial commitment that was recommended by the IDA Board when we moved into the building in Warsaw. Mr. Gardner will reduce his compensation from the Chamber by \$12,500. This new arrangement will give the IDA management greater flexibility of carrying out our economic development objectives and services for Wyoming County. After discussion the Board agreed to hire Gardner as a part-time IDA employee at a wage of \$12,500 per year and reduce the Contract for Marketing Services with the Wyoming County Chamber of Commerce to \$5,000 per year, on a motion made by R. Ryan. The motion was seconded by D. Berwanger and unanimously carried.

**5. Other Business**

None

- 6. Next Meeting:** The next scheduled meeting of the WCIDA Board is April 8, 2021 at 2:30 p.m.

**7. Adjournment**

The meeting was adjourned at 3:16 p.m. on motion by D. Berwanger. The motion was seconded by T. McCormick and unanimously carried.

Minutes prepared by: R. Marschilok