

## WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on October 8, 2020 at 2:30 p.m. at the Wyoming County Agriculture and Business Center, 36 Center Street Warsaw, New York 14569.

Because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo's Executive Order Members of the public may listen to and view the Board meeting by clicking the following link:

<https://www.youtube.com/watch?v=MrR0Fd8F8nQ&t=186s>

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

Vice-Chairman Berwanger, called the meeting to order at 2:34 p.m., in attendance were: A. Douglas Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer; Thomas McCormick, Secretary; E. Joseph Gozelski, Director; James Hardie, Director; James Pierce, Executive Director; Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager; William Daly, Special Projects Coordinator, and Kevin Zanner, Hurwitz & Fine, Agency Counsel.

Absent: Mark Dadd, Chairman

### **2. Administrative**

#### **A. Review/approve minutes from September 10, 2020 Board Meeting**

The minutes from the September 10, 2020 Board Meeting were reviewed. A motion was made to accept the minutes by J. Gozelski. The motion was seconded by T. McCormick and unanimously carried.

#### **B. Review and approve Financial Statement September 2020**

R. Marschilok presented the financial report from September 2020. After review the Board approved the financial report on a motion made by R. Ryan. The motion was seconded by J. Hardie and unanimously carried.

### **3. Discussion Item**

#### **A. Request for IDA Assistance from Beaver Hollow Conference Center**

Pierce updated the Board on the request from Beaver Hollow to restructure the PILOT. Pierce reminded the Board that previously the IDA met with representatives from Beaver Hollow, the Pioneer School District and the Town of Java. Beaver Hollow is looking at ways to cut losses and has taken a hard look at the property assessment and taxes. One option presented was to create a host agreement with the Town and agree on a number for the PILOT payment moving forward. Recently the IDA was notified that the Town had agreed to a 5-year host agreement. However, Beaver Hollow is asking for a 15-year PILOT which Supervisor Brunner has indicated she was not in favor of. There will need to be more negotiations to work out a deal that will suit all parties.

#### **B. Emkay Site – Project Update**

Pierce brought to the Board's attention a request for an Expression of Interest, which was included in the packet regarding the Emkay site in Arcade. Pierce briefly updated the Board

on the sequence of steps that have been undertaken by the Wyoming County Business Center on behalf of the County to complete an environmental study of the site. In addition, Pierce has met with the New York State DEC to determine that the site is eligible for the Brownfield Clean-up Program. Recently Pierce sent out the Expression of Interest to Developers across New York State and has been contacted by two developers that have an interest in the property. Pierce stated that he brings this information to the IDA Board's attention predicting that at some point the IDA will be asked to participate by providing incentives for a project that a developer will present.

**C. Update on anticipated projects- Dream Lake Campground and Empire Distributing**

Pierce informed the Board that there are two projects that are working on completing applications to be brought before the IDA Board. Dream Lake Campground has been working out details of a large expansion including 40 new campsites and 1.75-acre pond. The owners have completed a SEQR application and requested approval from the Town of Warsaw, who will act as lead agent for the project. Once local approvals are met an application for IDA incentives will be considered by our Board. The second project planning an expansion is Empire Distributing in Arcade. The Company, located in the Arcade Business Park, is a distributor for wood and pellet stoves and outdoor living products. They have plans to double the size of their facility. D. Berwanger added that the business's complex is immaculate and impressive. Pierce anticipates an application for IDA incentives in the near future.

**D. CFI Properties, Inc.**

Pierce stated that he received word from Creative Food Ingredients that they have sold to Parker Products from Texas and they will continue production at the Perry facility. CFI Properties, Inc. which has a Lease/PILOT Agreement with the IDA is asking for authorization to sign the needed documents to allow the restructure and refinance of its mortgage. After discussion the Board agreed to provide consent authorizing Pierce to sign needed documents to facilitate the restructure of CFI's mortgage on a motion made by J. Hardie. The motion was seconded by R. Ryan and unanimously carried.

**4. Executive Director's Report** – Pierce presented the following:

**Wyoming County IDA**

**Prestolite Electric, Arcade**

- Jim P. has been in discussions with Prestolite in regards to their plans to relocate one of their facilities located in the South to the Arcade facility. Coordination with Empire State Development on the project will hopefully bring some incentives for the relocating an out of state facility into New York State. The project will create 12 new jobs in Arcade.

**Tozier's Property, Sheldon**

- Jim P. met with a realtor and two potential investors of the former gas station/convenience store located on the corner of Rt. 20A and Rt. 77 in the Town of Sheldon. Available resources for the project were discussed.

**JC Equipment, South Warsaw**

- JC Equipment dba Cole Building Solutions has demolished the former Broeder Machine building and expect to close on their bank loan next week. Plans are to begin construction in December.

#### Sale of Steele Ave-Arcade Hotel Project

- The project is still on hold because of Covid-19 and the reluctance of banks at this time to consider financing hospitality businesses. The good news is they are still committed to the project, plans are done and the franchise agreement from Holiday Inn has been secured.

#### TTI Light Industrial, LLC-Perry

- The company is still making plans to build a new facility at the race track in Perry after out-growing their building on Main Street in Perry. The company provides precision industrial support for preventive maintenance, supplemental manpower, full process installation/machine, tool setting & reconditioning and fabrication/machine shop contract manufacturing services. Their primary focus is the food and beverage industry. The company is currently in the process of completing the IDA application for assistance.

#### Niagara Solar (Duke Energy, Bennington)-20MW

- This IDA approved project is in the processing on bidding on NYSERDA's auction

#### Solar Projects in the Pipeline that will be looking for IDA assistance.

- Delaware River – Pike 12.6 MW
- Silver Lake Solar- Castile 24.9 MW
- Big Tree Solar-Bennington/Sheldon 175 MW
- Buffalo Solar-Bennington 500 KW

#### EDA Cares Act Fund

- Jim P, with assistance from Scott Gardner and Eric Szucs along with Visit Rochester have been leading a Finger Lakes Regional push for the development of a concept that will assist recreation, tourism and hospitality businesses. The concept will include technical assistance for diversification and reinventing this industry sector with a marketing campaign tied in. The application has been submitted and we are waiting to hear if it will be funded.

#### **Wyoming County Business Center** – Administered by the IDA

##### Re-Start Wyoming Loan Program

- This loan fund, with assets of \$200,000, has very attractive deferments and interest rate is designed to provide up to \$10,000 for businesses affected by the pandemic and to prepare for re-opening. Thus far 6 loans have been approved totaling \$59,000.

##### Business Accelerator Academy

- Grant Funding has been secured from the Wyoming Foundation, Key Bank for the Business Accelerator Academy. The focus of the program, that will be launched in the spring of 2021, will be an interactive class of 4 sessions for those new businesses that have recently opened but yet need some additional technical assistance to make their business grow.

## Business Mentorship Program

- EDA Cares Act funding (\$15,000 for a 2-year program) secured by Community Action for assisting small businesses will be put to use by the WCBC on a new technical assistance program that will assist pandemic impacted business. The concept is to match a qualified business mentor with business that need assistance to help stabilize affected businesses and to reinvent how they do business moving forward for things such as diversification, digital selling, exploring new markets and other new ideas to grow the business.

## FastTrac

- The fall session which resumed on September 1, 2020 is half way through their classes.

## 5. **Special Project Coordinator's Report** – William Daly reported on the following:

- Indus Hospitality has reported to Daly that the Warsaw Microtel's recent opening is doing very well. Compared to other areas around the state the soft opening has seen better than anticipated results. The Company will hold off on a grand opening due to the current pandemic.
- The 2020 Census has had some issues. The Census was due to close on September 30<sup>th</sup> but a judge in California has sued to keep the Census open through October 31<sup>st</sup>. Wyoming County still has grant money to spend on advertising for the Census to encourage every citizen to participate and be counted.
- New York State Governor's Plan for Climate and Energy control through greenhouse gas emission reductions has gotten a lot of attention. NYSEDA is working on getting sites ready to turn over to developers who will then come to the IDA's for assistance to develop the green energy projects.

## 6. **Other Business/Communications**

Pierce presented signs he had developed for IDA advertising of property for sale and IDA involvement in projects.

## 7. **Next Meeting**

The next regular scheduled meeting is scheduled for November 12, 2020 at 2:30 p.m.

## 8. **Adjournment**

The meeting was adjourned at 3:14 p.m. on a motion made by J. Gozelski, seconded by J. Hardie and unanimously carried.