

## WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on April 13, 2023 at 2:30 p.m. at the Wyoming County Business Center, 36 Center Street Warsaw, New York 14569.

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

Chairman Dadd, called the meeting to order at 2:35 p.m., in attendance were: Mark Dadd, Chairman; A. Douglas Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer (joined the meeting at 2:39); Thomas McCormick, Secretary; Niccole Hastings, Director; E. Joseph Gozelski, Director; James Pierce, Executive Director; Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager; Scott Gardner, Economic Development Specialist and Kevin Zanner, Hurwitz & Fine, Agency Counsel.

Absent: James Rutowski, Director

### **2. Administrative**

#### **A. Review/approve minutes from March 9, 2023 Board Meeting**

The minutes from the March 9, 2023 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 Statements from March 2023**

R. Marschilok presented the financial reports from March 2023. After review the Board approved the financial reports on a motion made by T. McCormick. The motion was seconded by D. Berwanger and unanimously carried.

### **3. Action Items**

#### **A. Request from Sunrise Courts, LLC for IDA assistance.**

Pierce reviewed the project summary included in the packet. He reminded the Board of the Company's plans to acquire the property at 2875 Merchant Road to use as a manufacturing facility for the Squash courts. The project will include the acquisition, renovations and improvements to the existing building. The total project cost is \$552,000. The project is eligible for sales tax exemption of \$18,308, mortgage recording tax exemption of \$3,718 and a 10-year PILOT for Real Property abatement of approximately \$72,207, based on the standard project schedule in the IDA's UTEP. The total incentives for the project will be close to the \$100,000 threshold, therefore a public hearing was held on April 5, 2023 at the Warsaw Town Hall. A copy of the hearing minutes is included in this packet. Pierce, Gardner and Marschilok were there with one attendee, Frank Miller Jr., a

Warsaw resident. Mr. Miller said he was there to find out what the project was about and he was all for it. Pierce noted that according to the Cost Benefit Analysis prepared for this project, the estimated ratio of capital investment to benefit is 26:1.

After review, the Board passed the resolution declaring a negative declaration for the project and authorizing IDA incentives in the form of sales tax for construction materials and non-production equipment, a real property tax abatement per the Agency's standard PILOT schedule contained in the Agency's UTEP Policy and a mortgage tax exemption on a motion made by R. Ryan. The motion was seconded by N. Hastings and unanimously carried.

**B. Consider the renewal of a \$5,000 annual contract with the Wyoming County Chamber of Commerce for marketing services focused on business attraction.**

Pierce asked the Board to consider approving the annual agreement with the Chamber for marketing services as it has in previous years with the contract remaining the same. Pierce added that there is expected to be more marketing needs in the coming year that the Chamber will help the IDA with. The Board approved the request on a motion made by D. Berwanger. The motion was seconded by T. McCormick and unanimously carried.

**4. Executive Director's Report**

**Wyoming County IDA Economic Development Projects**

- Jim P. met with an Attica wood business that is selling their operation. Jim P. identified some of the financial resources that are available that can help retain the business in the Village.
- Jim P. is also working with a machining business also in Attica to find a larger space that will accommodate the growth of the business. Available resources were also discussed.
- Another meeting was held with a couple of housing developers in Arcade that are interested in converting the former Humming Bird Yo-Yo factory into market rate apartments. The developers also asked about the 28 acres owned by the IDA on Steele Avenue and whether there would be some interest in selling the property for housing projects.
- Jim P. met with the new owners of the Wyoming Inn to discuss their development plans and what services could be available for their project which in part will include a new kitchen at the Inn that could be a commissary and used by catering businesses or other small businesses.
- After receiving a business prospect lead from an IDA Board member, Jim P. is assessing a site that could be considered for a major business expansion by a major dairy processing company. Thus far we are coming up short with being able to provide the necessary infrastructure needs for the project.

- There was an open house and ribbon cutting held at Silver Lake Marine called Lake Life. Several local businesses were exhibiting and reaching out to the attendees. Jim P. attended and interacted with many of the small businesses that in some ways has been assisted by the IDA, the BAC and the WCBC either by being a tourism destination business, a FastTrac graduate, a loan recipient or a micro enterprise grant recipient. The businesses included, Silver Laken, Paddle-Sail-Smile, Endlessly Outdoors, Silver Lake Brewery, Loch Life and Diner on the Run, it quite satisfying to see the impact we have had on these businesses.
- The Farmcraft Brewery project after shopping around for the best financing option have decided to go with Lake Shore Savings Bank. The bank is conducting their underwriting currently and will be sharing that with us so we can take into consideration the credit and financial analysis that will be wrapped up into a recommendation on the financing piece for the WCBAC Board at May board meeting.

5. **Other Business**

**Review the 2022 Wyoming County Business Center Annual Report**

Pierce reviewed the 2022 WCBC Annual Report with the IDA Board. Pierce reported on the FastTrac program now in its 12<sup>th</sup> year with continued success. Pierce highlighted the list of sponsors for the program and stated that there have been over 180 entrepreneurs that have gone through the class. Each year an Entrepreneur Scholarship is awarded to a high school student with a business idea. Pierce shared a video prepared for the marketing of the programs featuring Amanda Osborn, the owner of an Air BnB business named Dell Collective. Amanda was a Fast Trac graduate and has been very successful. The WCBC was recognized at the 2022 GLOW Workforce Development Board Annual Meeting for its continued support of entrepreneurs and business growth. The WCBC is continuing the Business Accelerator Program and the Mentorship Program designed to help businesses with operational and technical assistance. Pierce reviewed the Microloan program and the Restart Wyoming loan programs. The WCBC continues to stay involved with business attraction marketing, workforce development initiatives and environmentally challenged sites. Pierce and Zanner both sit on the Board of Invest Buffalo Niagara (IBN). The WCBC is active with workforce development and has participated with the Glow With Your Hands event held annually at the Genesee County Fair Grounds. The event allows high school students to have hands on experiences with many skilled and high demand industries. Last year there were over 1,000 students representing 30 schools and 65 participating vendors. The last item in the report is the Emkay project in Arcade. The WCBC North received an award from EPA Brownfield Clean-up Grant of \$500,000 and last week were given the go ahead from the EPA. Just this week we sent out a Request for Qualifications for a consultant to administer and provide technical and environmental assistance with the Grant.

6. **Next Meeting:** The Next Meeting is scheduled for May 11, 2023, at the Ag and

Business Center.

7. **Adjournment**

The meeting was adjourned at 3:16 p.m. on a motion made by T. McCormick. The motion was seconded by N. Hastings and unanimously carried.

Meeting recorded and posted on You-Tube at the following link:

<https://www.youtube.com/watch?v=4NIXGgKvgGo>

Minutes prepared by: Robin Marschlok