

## WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on August 11, 2022 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 2:37 p.m., in attendance were: Mark Dadd, Chairman; A. Douglas Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer (joined the meeting at 3:08); 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: Thomas McCormick, Secretary and James Rutowski, Director

### **2. Administrative**

#### **A. Review/approve minutes from June 9, 2022 Board Meeting**

The minutes from the June 9, 2022 Board Meeting were reviewed. A motion was made to accept the minutes by D. Berwanger. The motion was seconded by N. Hastings and unanimously carried.

#### **B. Review and approve Financial Statements from June and July 2022**

R. Marschilok presented the financial report from June and July 2022. After review the Board approved the financial reports on a motion made by D. Berwanger. The motion was seconded by J. Gozelski and unanimously carried.

#### **C. Review Audit RFP's and authorize engagement of a new auditor 2022-2026**

Pierce informed the Board that there have been three responses from auditing firms on the RFP for auditing services that was advertised. The RFP asked for services to include complete auditing of the IDA, BAC and the WCBC for five years, 2022-2026, in accordance with Government Auditing Standards. After review of the three proposals the Board authorized Pierce to sign an engagement for the IDA with EFPR Group, CPAs for five years of auditing services on a motion made by D. Berwanger. The motion was seconded by R. Ryan and Unanimously carried.

### **3. Action Items**

#### **A. Request for IDA assistance from Park Warner, LLC (dba Empire Distributing) from Arcade**

Pierce presented the request from Park Warner, LLC for IDA assistance with expansion

of its facility located at 7406 Route 98 in Arcade. Pierce reviewed the project summary noting that the business operates under Countryside Stove and Chimney Inc d/b/a Empire Distributing. The Company has been distributing hearth and outdoor living products for 30 years and moved to Arcade in 2007. With the During the covid pandemic the demand for their products increased and they have outgrown their current facility. The project will include the construction of a 19,980 sq. ft. warehouse distribution building to be used as a storage warehouse and distribution of the overflow of outdoor living products. The total capital investment proposed is \$1,495,000. Currently there are 41 employees and 7 new jobs will be created over the next 3 years. A public hearing was held on August 3<sup>rd</sup> and a copy of the minutes are included in the packet. Pierce reviewed the minutes from the public hearing stating that there were no attendees from the public. Pierce reviewed the proposed savings on the Cost Benefit Analysis which shows the IDA incentives available for the project as sales tax exemption of \$70,000 on purchases of materials and real property tax abatement of approximately \$202,000 using a 10-year standard PILOT schedule. The benefit to the community calculated to \$3.6 M making the benefit to cost ratio 15:1. There was a completed Short Form EAF, the IDA did its own review and found no significant impacts to the environment, therefore a negative declaration has been prepared. After the review the Board moved to pass the resolution for the project as presented on a motion made by R. Ryan. The motion was seconded by D. Berwanger and unanimously carried

**B. Request for IDA assistance from Farmcraft Brewery, LLC – Board authorization request to hold a public hearing.**

Pierce presented to the Board a request from Farmcraft Brewery for IDA incentives. The Company plans to construct a 9,600 sq. ft. two story craft brewery with tap room and event center on property owned by Ashley Howe, a 4<sup>th</sup> generation family member of the Meyers farm in Sheldon. With the brewery's location and the uptick in visitors looking to experience a quality craft brewery, the facility will be marketed as a destination brewery and draw tourists from outside the area. The proposed project cost is \$1.2M and job created will be 12 new jobs over the next 3 years. Pierce stated that the incentives proposed for this project are more than \$100,000 therefore he is asking for authorization to hold a public hearing. The board authorized the public hearing on a motion made by J. Gozelski. The motion was seconded by R. Ryan and unanimously carried.

**4. Executive Director's Report**

**Wyoming County IDA Economic Development Projects**

- Jim P. has remained in contact with the Buffalo developer interested in building a Holiday Inn Express in Arcade. The project was shelved during the pandemic and bank financing dried up but things are improving and the developer tells me things will be moving forward once again.
- Jim P. continues to work with a large dairy processor on a new building that would create 100 new jobs. The project needs 100 acres of land, a significant amount of power and natural gas and a large supply of milk. All of these needs are being looked at presently.

There is great interest in the Tri-County Business Park that includes land from both Erie and Wyoming County and is served by the Arcade Electric District. A very positive zoom meeting was held with the project developer and his consultant who lives in New Zealand and the property owner and the Superintendent of Public Works for the Village of Arcade. The developer has initiated discussion with the property owner about acquiring the land. A site visit by the developer followed up by an in-person meeting is in the works.

- Jim P. is working with a business prospect, a graduate of the FastTrac program, who is looking at acquiring an existing business in Warsaw with plans to diversify the operation. Jim P. identified WCIDA and WCBC resources that could come into play for the project.
- Work continues with the Perry business prospect that has an on-line business and the concessions contract in Letchworth State Park is looking to build a 6,000 sq. ft. warehouse building with a small office in Perry. The business is very interested in 2.65 acres owned by the IDA. Following a recommendation by the IDA Board Jim P. has ordered a new appraisal to help better identify the market value of the parcel.
- The business prospect that was looking at the feasibility of purchasing 28 acres of land that owned by the Village of Silver Springs for a possible manufacturing building has put their project on hold for now. One of the major challenges of the site is getting truck access to the site from Rt. 19A.
- Jim P. also continues to work with TPI in Arcade on their planned \$16M expansion project that will double the size of the plant. We are competing with Pennsylvania for this project. TPI's parent company Ligon Industries also a second aluminum casting plant in PA that has the same operation as the Arcade facility.
- Our economic development partners at the Wyoming County Chamber of Commerce and Tourism hosted a ribbon cutting ceremony for the Beer Justice project in the Town of Arcade on August 3rd. The event was very well attended and the owners were grateful for the IDA's involvement in the project.

**5. Other Business** – No other business

**6. Next Meeting:** The Next WCIDA Board of Director's Meeting is the Annual Meeting scheduled for September 8, 2022. After discussion the Board asked the staff to plan to have the meeting at a remote location that can accommodate a lunch and let the Board know the time.

**7. Adjournment**

The meeting was adjourned at 3:03 p.m. on a motion made by D. Berwanger. The Motion was seconded by J. Gozelski and unanimously approved.

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

<https://www.youtube.com/watch?v=W79FoJkOceM>

Minutes prepared by: Robin Marschlok