WYOMING COUNTY IDA BOARD MEETING

Thursday, November 12, 2026 @ 2:30 PM
Wyoming County Ag & Business Center, Second Floor Conference Room
36 Center Street, Warsaw, NY 14569

AGENDA

1. **ROLL CALL** to establish quorum

2. **ADMINISTRATIVE**
   a. Review/approve minutes from September 2026
   b. Review/approve financial reports September/October 2026

3. **ACTION ITEM**
   a. Review and consider a project agreement amending resolution that would grant a sales tax extension and increase to Michael Bellamy d/b/a/ Silverlaken in order for the company to complete the final phase of the project.

4. **EXECUTIVE DIRECTOR'S REPORT**

5. **DISCUSSION ITEMS**
   a. Arcade Hotel project application
   b. Newly revised IDA Lease/Lease Application

6. **NEXT MEETING** December 10, 2026

7. **ADJOURNMENT**

WYOMING COUNTY IDA
ANNUAL BOARD MEETING

The WCIDA Board of Directors met on September 7, 2026 at 12:00 PM
(immediately following the Governance and Finance/Audit Committees)
at River Spring Lodge 1961A Church Road Darien Center NY 14040

MINUTES

Chairman Dadd called the meeting to order at 12:19 PM

1) Roll call to establish quorum

In attendance were: Mark Dadd, Chairman; A. D. Berwanger, Vice-Chairman; R. Ryan, Treasurer; E. Joseph Gozelski, Director; Brianna Stone, Director; Daniel Burling, Director; Scott Gardner, Executive Director; Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager; James Pierce, Economic Development Specialist; and Kevin Zanner, Agency Counsel.

Absent: Thomas McCormick, Secretary

2) Administrative

A) Minutes of the July 9, 2026 Board meeting were reviewed. A motion was made to accept the minutes by B. Stone and seconded by D. Berwanger. The motion was unanimously carried.

B) The financial reports for July and August 2026 were reviewed and accepted on a motion made by B. Stone and seconded by R. Ryan. The motion was unanimously carried.

3) Act on Governance Committee Recommendations

A) Chairman Dadd asked for a motion to approve the Governance Committee's recommendation of appointment of WCIDA Board Officers. D. Burling made a motion to accept the Governance Committee's recommended slate of officers as follows: Mark Dadd, Chairman; A. D. Berwanger, Vice-Chair; T. McCormick, Secretary; and Rebecca Ryan, Treasurer. The motion was seconded by D. Berwanger and unanimously carried.

B) Chairman Dadd asked for a motion to approve the Governance Committee's recommendation to appoint all members of the WCIDA Board to the Governance Committee. D. Burling made a motion to accept the Governance Committee recommendations. The motion was seconded by D. Burling and unanimously carried.

C) Chairman Dadd asked for a motion to approve the Governance Committee's recommendation to appoint all members of the WCIDA Board to the Finance and Audit Committee. D. Burling made a motion to accept the Governance Committee recommendations. The motion was seconded by D. Berwanger and unanimously carried.

D) The Chairman then asked the Board for a motion to accept the Governance Committee's recommendation to approve and readopt policies and charter. D. Burling made a motion to re-adopt the Procurement Policy, Acquisition of Real Property and the Disposition of Real Property Policy; the Policy for Receipts of Accounting, Internal Controls and Auditing Complaints; the Conflict-of-Interest Policy and the Governance Committee Charter as recommended by the Governance Committee. The motion was seconded by D. Berwanger unanimously carried.

4) Act on Finance/Audit Committee Recommendations

A) The Chairman asked for a motion to accept the Finance and Audit Committee's recommendation to readopt policies and charter. D. Berwanger made a motion to accept the Finance and Audit Committee's recommendations to readopt the Investment Policy and the Finance and Audit Committee Charter. D. Burling seconded the motion and it was unanimously carried.

B) The Chairman asked for a motion to adopt the budget as recommended by the Finance and Audit Committee. D. Berwanger made a motion to adopt the budget for 2027 as recommended by the Finance and Audit Committee. The motion was seconded by D. Burling and unanimously carried.

5) Review 2026 Annual Report

S. Gardner presented the 2026 Annual Report. Special recognition was given to James Pierce as he has retired from the Executive Director position and will be fully retired in October. Gardner reviewed the many economic development activities and the projects assisted by the WCIDA and the programs supported by the staff. Gardner continued with the Annual Report on activities and accomplishments of the WCBAC. Gardner concluded the Report with an update to the Emkay Brownfield site, stating that we are monitoring the project, which is now under the control of the developer, and we expect to be asked to provide IDA incentives once the project is ready to start construction. The Board approved the Annual Report as presented on a motion made by B. Stone. The motion was seconded by R. Ryan and unanimously approved.

6) Action Items

A) The Board reviewed a request for sales tax extension for the Alle-Catt Wind Energy, LLC project in Arcade. The Board authorized the extension for an additional year on

a motion made by D. Burling. The motion was seconded by R. Ryan and unanimously carried.

B) The Board reviewed a request for sales tax extension for the Hillcrest Industries, Inc project in Attica. The Board authorized the extension for an additional year on a motion made by B. Stone. The motion was seconded D. Berwanger and unanimously carried.

C) The Board considered a request for IDA incentives for the 55 Main Street (Perry), LLC project, located at 55 Main Street, Perry, NY. Gardner presented a review of the project, including the minutes from the public hearing held on September 10, 2026. The proposed project will involve a full-scale renovation and reconfiguration of the existing structure to modernize the building systems, improve energy efficiency, and upgrade interior finishes while preserving the historic character of the property. The renovation will include reconfiguration of existing units into a reduced number of larger, more functional apartments, modernization of kitchens, bathrooms, and common areas, upgrades to mechanical, electrical, and plumbing systems restoration of historic architectural features, and incorporation of ground-floor commercial or mixed-use space. The building currently contains 23 smaller apartments, many of which are functionally obsolete. Gardner stated that the estimated incentives being offered include sales tax exemption in an amount not to exceed $61,000; mortgage tax exemption for an amount not to exceed $1,376,884; and real property tax abatement based on an IDA standard, 10-year PILOT schedule. The total incentive package is estimated to be $149,922.

RESOLUTION OF THE WYOMING COUNTY INDUSTRIAL DEVELOPMENT AGENCY AUTHORIZING THE RENOVATION AND EQUIPPING OF A COMMERCIAL MIXED-USE PROJECT BY 55 MAIN STREET (PERRY), LLC TO BE LOCATED IN THE VILLAGE OF PERRY, NEW YORK, FOR LEASE TO THE WYOMING COUNTY INDUSTRIAL DEVELOPMENT AGENCY AND SUBSEQUENT LEASE OR RECONVEYANCE TO 55 MAIN STREET (PERRY), LLC, THE EXECUTION OF LEASE AGREEMENTS, MORTGAGE AGREEMENTS, A PILOT AGREEMENT AND THE TAKING OF OTHER ACTIONS.

After Gardner's review of the Project, the Board moved to pass the resolution authorizing IDA incentives for the project as described above on a motion made by D. Berwanger. The motion was seconded by J. Gozelski and unanimously carried.

D) Following a meeting on August 20, Gardner informed the Board that the owners of the proposed hotel project in Arcade have submitted an application for the project at 9 Steele Ave. in Arcade. The Company plans to construct a 4 story, 67 room Microtel Inns & Suites hotel and has asked for IDA inducements including sales tax exemption, mortgage recording tax exemption and abatement of real property taxes

using a deviated15-year PILOT schedule. Gardner stated that the project will be an estimated $10 million investment; the estimated incentives for the project will be more than $100,000, therefore a public hearing is required. Gardner asked the Board for authorization to hold a public hearing for the project once we have received all of the required documents for the project. The Board authorized the public hearing on a motion made by D. Burling. The motion was seconded by D. Berwanger and unanimously approved.

E) Gardner then gave brief updates on the following items: He discussed the status of the $3.3 million awarded to the WCIDA for the Wyoming Rail Transfer Station in Silver Springs. Staff clarified a series of questions with the site operator (Marquarts) regarding the sub-recipient agreement; it is now with their counsel for further review. The IDA will not sign the contract with NYSDOT, until we have a signed contract with the site operators.

   On Aug 10, the staff set up the organization's booth at the Wyoming County Fair making some updates and refreshing it for this year. On August 13, the Planning Dept Final held the final housing study steering committee meeting. It now gets finalized and presented to the Board of Supervisors for review and adoption.

   On August 29, the IDA cohosted with Invest Buffalo Niagara and GCEDC, a Tech Hub Manufacturing seminar in Batavia. Topics covered were to prepare local companies to meet the needs of the Micron project and it subsidiary supply companies. Attendees heard about new opportunities within New York's semiconductor supply chain; Technical assistance and business support programs; Workforce recruitment and training resources; Commercialization and innovation support; Supplier and partnership opportunities through the NY SMART I-Corridor.

   On September 1, IDA staff met with the Allegany County IDA staff to meet new personnel and discuss opportunities and best practices. We are hosting the Ralph C. Wilson Jr. Foundation Rural Leadership meeting on October 7 at the Ag and Business Center.

   The Wyoming County Business Center's Fast Track Fall class started in August and will conclude next month. Staff submitted a $250k grant application for downtown economic development for Wyoming County downtowns as community hubs (8 villages) to the RCWJR Foundation. We expect to hear if this was awarded in early October.

7) Next Meeting

The next regularly scheduled meeting will be October 08, 2026 at 2:30 PM at the Wyoming County Agriculture and Business Center, Warsaw, N.Y.

8) Adjournment

There being no further business to discuss the meeting was adjourned at 1:00 PM on a motion made by B. Stone, seconded by D. Berwanger and unanimously carried.

Minutes prepared by R. Marschilok

https://www.youtube.com/watch?v=WMlm6dR-TUY

11.4.2026

Dear Board Members,

I write in hopes you may consider a request to raise the cap on the Sales Tax Exemption granted to Silverlaken to more accurately reflect current costs of doing business.

We remain extremely grateful for the original sales tax exemption amount of $600,000 (8% = 48K), the PILOT and the low interest loan organized by IDA/WCBAC. Without those incentives, our business would not have been sustainable and we would not have had the opportunity to help bring thousands of visitors (and their spending!) into the county each year. It was also an honor to be recognized as the 2024 Tourism Attraction of the Year!

How much tourism $ does Silverlaken bring into Wyoming county?

Y2026 numbers will be calculated in December, but here is the 2025 tourism spending data for your reference:

- ✓ Based on the results of Silverlaken's Guest Survey (attached) & Complementary Gift Certificate Program (attached), **Silverlaken guests spent $314,920.32 in the local community** (in addition to the amounts paid to Silverlaken for overnight accommodations.)
- ✓ I am very proud to estimate a **direct local economic impact of at least $1.45 million in 2025** (before a tourism multiplier is applied), when factoring in the following:
    - Silverlaken guests' spending in the community
    - Guests' payments to Silverlaken for accommodations & housekeeping
    - 3% bed tax on overnight accommodation

- 8% sales tax split by State and County on non-tax-exempt purchases made by Silverlaken
- Silverlaken's spending with local contractors & suppliers.

The numbers make it clear: **every dollar of incentive granted to Silverlaken returns a multiple** back into the local economy.

Why has it taken the better part of a decade to develop the project?

1. Covid uncertainty: Development pace slowed down for 2+ years while we rode out the pandemic.
2. Self-financed: As explained during initial discussions back in 2017, our plan has always been to grow the business over multiple phases, financed via savings / cash-flow (& the occasional WCBAC low interest loan!) rather than take out a large traditional bank loan at market rate. While the speed of development is slowed when self-financed, the dollars not spent paying interest can be re-invested into the business.

Why is a Sales Tax Exemption extension needed now?

When the $600K sales tax exemption was originally granted in December of 2017, Silverlaken presented the board with a 3-phase plan to develop the property. We have kept all promises, including but not limited to, creation of significant inbound tourism spending, environmental stewardship and attractive infrastructure (property/rental units). We are now in the 3rd and final phase.

However, in that time, the costs of doing business have substantially increased and the post-Covid market has shifted- bringing both challenges and opportunities for Silverlaken.

Today's Letchworth State Park visitation is almost 30% higher than when Silverlaken first started. There is an even greater opportunity today to provide "rustic luxury glamping" to this growing base of customers. However, their expectations are also on the rise. Silverlaken meets and exceeds these new customer expectations in the following ways:

1. Adding man-power to ensure highest levels of cleanliness and customer service
2. Replacing canvas structures with fixed-walled rental units per the designs originally agreed back in 2017.
3. Adding AC to all units in order to stay open during heat waves.
4. Upgrading water run off systems (berms, underground tile, French drains, gutters…) to ensure the camp can remain active during the heavy rain periods of Spring.
5. The changing weather patterns have extended the rental season, but that requires us to insulate units, improve heating and install water pipes below frost line.

Unfortunately, the costs involved to complete the project are substantially higher than when the original tax exemption was granted in December of 2017. For Reference:

	Pre-Covid	Present Day
Typical Hour Rate for a professional housekeeper or decent handyman	$19	Close to $30
Costs to build a typical rental cabin shell	$25,000	$48,000
Annual Utility Bill	$4,800	$18,000 (we have more units to heat & cool + rates way up)
Insurance	Currently under negotiation, but likely to have tripped over the decade.	
Cost to trench a French drain or water line	At least 2X increase	
Equipment, Materials, Labor	All substantially more than in 2017.	

Increasing the Sales Tax Exemption from the original $600K to $1.2 million would be a godsend, allowing us to complete phase 3 and continue to grow the business to the benefit of county tourism.

We thank you for your consideration and welcome any questions you may have.

Warmest Regards,

Mike Bellamy & Family



AMENDATORY RESOLUTION OF THE WYOMING COUNTY INDUSTRIAL DEVELOPMENT AGENCY RELATING TO THE SILVERLAKEN PROJECT.

WHEREAS, the Wyoming County Industrial Development Agency (the "Agency") is authorized under the laws of the State of New York, and in particular the New York State Industrial Development Agency Act, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended, and Section 901-b of the General Municipal Law, as amended (collectively, the "Act"), to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial and research facilities and thereby advance the job opportunities, general prosperity and economic welfare of the people of the State of New York and to improve their prosperity and standard of living; and

WHEREAS, on December 14, 2017, the Agency adopted an inducement resolution (the "Inducement Resolution") with respect to a project (the "Project") by Michael Bellamy d/b/a Silverlaken (the "Company") consisting (i) the acquisition of a leasehold interest in certain property located at 4101 Traber Road North, Silver Springs, New York (the "Premises"); (ii) the renovation and equipping, construction and installation of a boat house, lodge and high end camping (also referred as "glamping") accommodations located at and related site improvements (collectively, the "Improvements"); and (iii) the acquisition and installation therein, thereon or thereabout of certain machinery, equipment and related personal property (the "Equipment"); and

WHEREAS, the Agency previously authorized: (i) an exemption from New York State and local sales and use taxes for purchases of sales-taxable personal property and services in connection with the Project which do not exceed a total cost of Six Hundred Thousand and No/100 Dollars ($600,000.00); and (ii) a partial abatement of real property taxes and a payment in lieu of tax agreement ("PILOT Agreement") on the Premises; and

WHEREAS, by letter dated November 4, 2026, the Company informed the Agency of the increased costs to complete Phase 3 of the Project and has requested that the Agency increase the value of the sales tax exemption; and

WHEREAS, the Agency desires to adopt this amendatory resolution to facilitate the Project modification as requested by the Company.

NOW, THEREFORE, THE WYOMING COUNTY INDUSTRIAL DEVELOPMENT AGENCY HEREBY RESOLVES AS FOLLOWS:

1. The Project is described in the recitals to this Resolution and is hereby revised to reflect the financial assistance to be provided in connection therewith includes: (i) an exemption from sales and use taxes for building materials and machinery, equipment, fixtures and furnishings purchased for incorporation into or use at the Project location having a total cost not to exceed One Million Two Hundred Thousand and No/100 Dollars ($1,200,000.00); and (ii) a fifteen

(15) year partial abatement from real property taxes in accordance with the standard payment in lieu of tax schedule (the "Financial Assistance").

2. Except as amended by this Amendatory Resolution, the terms of the Inducement Resolution are unchanged and remain in full force and effect.

3. This Amendatory Resolution shall take effect immediately.

DATED: November 12, 2026

Wyoming County Business Assistance Corporation
Assisting Your Business Growth

WYOMING COUNTY BAC BOARD MEETING

Thursday, November 12, 2026 at 2:30 PM
Wyoming County Agriculture and Business Center,
36 Center Street, 2nd Floor Conference Room, Warsaw, NY 14569

AGENDA

1. **ROLL CALL** to establish quorum.

2. **ADMINISTRATIVE**
   a. Review/approve Board Minutes from September 2026
   b. Review/approve Financial Reports for September/October 2026

3. **ACTION ITEM**
   a. Review and approve a loan commitment modification for Perry NY, LLC. [Executive Session]

4. **DISCUSSION**
   a. Building Development Loan Fund status
   b. GAIN Loan Fund

5. **NEXT MEETING** December 10, 2026

6. **ADJOURNMENT**

WYOMING COUNTY BAC
ANNUAL BOARD MEETING

The WCBAC Board of Directors met on September 7, 2026 at 12:00 PM
(immediately following the Governance and Finance/Audit Committees)
at River Spring Lodge 1961A Church Road Darien Center NY 14040

MINUTES

Chairman Dadd called the meeting to order at 1:08 PM

1) Roll call to establish quorum

In attendance were: Mark Dadd, Chairman; A. D. Berwanger, Vice-Chairman; R. Ryan, Treasurer; E. Joseph Gozelski, Director; Brianna Stone, Director; Daniel Burling, Director; Scott Gardner, Executive Director; Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager; James Pierce, Economic Development Specialist; and Kevin Zanner, Agency Counsel.

Absent: Thomas McCormick, Secretary

2) Administrative

A) Minutes of the July 9, 2026 Board meeting were reviewed. A motion was made to accept the minutes by B. Stone and seconded by D. Berwanger. The motion was unanimously carried.

B) The financial reports for July and August 2026 were reviewed and accepted on a motion made by R. Ryan and seconded by D. Berwanger. The motion was unanimously carried.

3) Act on Governance Committee Recommendations

A) Chairman Dadd asked for a motion to approve the Governance Committee's recommendation of appointment of WCBAC Board Officers. D. Burling made a motion to accept the Governance Committee's recommended slate of officers as follows: Mark Dadd, Chairman; A. D. Berwanger, Vice-Chair; T. McCormick, Secretary; and Rebecca Ryan, Treasurer. The motion was seconded by R. Ryan and unanimously carried.

B) Chairman Dadd asked for a motion to approve the Governance Committee's recommendation to appoint all members of the WCBAC Board to the Governance Committee. D. Burling made a motion to accept the Governance Committee recommendations. The motion was seconded by R. Ryan and unanimously carried.

C) Chairman Dadd asked for a motion to approve the Governance Committee's recommendation to appoint all members of the WCBAC Board to the Finance and

Audit Committee. D. Burling made a motion to accept the Governance Committee recommendations. The motion was seconded by R. Ryan and unanimously carried.

D) The Chairman then asked the Board for a motion to accept the Governance Committee's recommendation to approve and readopt policies and charter. D. Burling made a motion to re-adopt the Procurement Policy, the Acquisition and Disposition of Real Property Policy; the Policy for Receipts of Accounting, Internal Controls and Auditing Complaints; the Conflict-of-Interest Policy and the Governance Committee Charter as recommended by the Governance Committee. The motion was seconded by R. Ryan and unanimously carried.

4) **Act on Finance/Audit Committee Recommendations**

A) Chairman Dadd asked for a motion to accept the Finance and Audit Committee's recommendation to adopt and readopt policies and charter. R. Ryan made a motion to accept the Finance and Audit Committee's recommendations to re-adopt the Investment Policy and the Finance and Audit Committee Charter. J. Gozelski seconded the motion and it was unanimously carried.

B) The Chairman asked for a motion to adopt the budget as recommended by the Finance and Audit Committee. R. Ryan made a motion to adopt the budget for 2027 as recommended by the Finance and Audit Committee. The motion was seconded by J. Gozelski and unanimously carried.

5) **Review 2026 Annual Report**

S. Gardner presented the 2026 Annual Report during the IDA Meeting including activities and accomplishments of the WCBAC. The Board approved the Annual Report as presented on a motion made by B. Stone. The motion was seconded by D. Burling and unanimously approved.

6) **Action Items**

A) Gardner asked the Board for Authorization to apply for a third NYS HCR/CDBG Micro-enterprise grant in the amount of $300,000. The County held a public hearing as required for the grant program on September 8, 2026. Gardner also informed the Board that the BAC will retain the Harrison Studio to apply for the grant, as they have in the past. The Board Authorized the request to apply for a NYS HCR/CDBG Microenterprise grant on a motion made by J. Gozelski. The motion was seconded by R. Ryan and unanimously approved.

7) **Next Meeting**

The next regularly scheduled meeting will be October 08, 2026 at 2:30 PM at the Wyoming County Agriculture and Business Center, Warsaw, N.Y.

8) **Adjournment**

There being no further business, the meeting was adjourned at 1:14 PM on a motion made by D. Berwanger, seconded by D. Burling and unanimously carried.

Minutes prepared by R. Marschilok