

WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on January 16, 2025 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 2:31 p.m., in attendance were: Mark Dadd, Chairman; A. Douglas Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer; 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

Guest: Joseph Kehm, EFPR Group, CPAs, PLLC

2. Administrative

A. Review/approve minutes from November 14, 2024 Board Meeting

The minutes from the November 14, 2024 Board Meeting were reviewed. A motion was made to accept the minutes by D. Berwanger. The motion was seconded by T. McCormick and unanimously carried.

B. Review and approve Financial Statements from November and December 2024

R. Marschilok presented the financial reports from November and December 2024. After reviewing the Board approved the financial reports on a motion made by R. Ryan. The motion was seconded by T. McCormick and unanimously carried.

C. 2024 Audit overview with Joe Kehm from EFPR (the IDA's auditing firm)

Pierce then introduced Joe Kehm from EFPR Group, to present his proposed audit plan overview to the Board. Kehm reviewed his presentation of audit services to the IDA Board stating that this will be the third year of completing the audit for the agency. After his review the Board thanked Mr. Kehm for his review. Mr. Kehm then left the meeting at 2:50 p.m.

D. Approve the execution of the annual MOU with the WCBC for administrative services by the IDA in the amount of \$30,000

J. Pierce presented the request for the Board to authorize the signing of the MOU for Services with WCBC. The Board approved and authorized Pierce to sign the MOU for Services, reflecting the fee of \$30,000, on a motion made by T. Mc Cormick. The motion was seconded by N. Hastings and unanimously carried.

E. Set IDA Board Meeting Dates for 2025

The Board agreed to keep the meeting scheduled for the second Thursday of the month at 2:30 p.m. for 2025.

3. Action Items

A. Request from Elitsac, Inc of Castile for IDA assistance for a new building project that is located in a highly distressed Census tract. The total capital cost is estimated to be \$1,671,800. Board consideration of the inducements is needed.

Peirce updated the Board on a request for IDA incentives from Elitsac, Inc in Castile. The family-owned business is also run by their son Brad Bliss and this project is expected to provide sustainability for the business moving forward as Brad takes over the business. The incentives for the project are estimated to be over \$100,000, therefore a public hearing was held in the village of Castile. The minutes from the hearing are included in the meeting packet. Pierce reported that there were no guest attendees from the public at the hearing. The company has plans to build a 12,000 sq. ft. building to replace its 100 year old building used for retail activity and create a more efficiencies with in the store. The new building project will be a \$1.7M capital investment and will also help to create 8 new jobs. Although the business is primarily retail in nature, due to the essential goods and services clause of IDA Stature and Castile being identified as a highly distressed area, the IDA can provide a deviation from its UTEP and a allow IDA incentives for the project. Pierce continued that with the Cost Benefit Analysis completed for the project, there is available, sales tax exemption of \$89,840, mortgage tax exemption of \$16,250 and real property abatement of \$146,323. Although this is a small project it is a big project for Castile. Pierce pointed out that there was a short EAF completed for the project and the IDA acting as lead agent found no environmental issues regarding the project. After Pierce's review the Board passed a resolution adopting a negative declaration in regard to the project and authorized financial assistance in the form of tax incentives for the project on a motion made by J. Gozelski. The motion was seconded by T. McCormick and unanimously carried.

B. Request from Alle-Catt Wind project to pay the balance of the IDA fee over a period of time. They paid 20% of the total IDA fee of \$1,627,361.71 previously.

Peirce explained that the project owner has requested the ability to pay the remaining IDA fee for the project in thirds. A third at the time of closing and then 2 equal payments annually for each of the 2 years after. However, Pierce stated that he did not receive anything in writing and the issue should be tabled until an official request is received. The Board agreed to table this item.

On another issue, Pierce reported to the Board that prior to the meeting, counsel was made aware of discrepancies in the project property list and descriptions. Zanner added that the list provided by the project's counsel does not match the list of parcels presented to the IDA prior to the public hearing. After reviewing the updated list of

parcels, it has been determined that there are parcels included in the project that are located in town that were not made aware by the IDA deviation letters and public hearing. Therefore, the IDA must hold public hearings in and submit deviation notices to the additional jurisdictions in order to be in compliance with IDA law. The Board authorized holding additional public hearings to revisit parcels included in the project from the Town of Arcade and the Town of Eagle, both in the Letchworth School District 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

- We are working with the developer of the Microtel Hotel in Warsaw who is very interested in the idea of another facility in Arcade on the 4.25 acres site that is owned by the IDA. Potential IDA incentives have been identified and a meeting was held the developer and Empire State Development (ESD) to see what state resources can be brought to the table. The developer will be submitting a CFA grant application, due in March, to see if a capital grant can be secured. We have also reached out to National Fuel Gas to see if a grant can be secured to run natural gas 1,200' from Rt. 39 to the site.
- Jim P. is still working with a representative from the Greater Rochester Enterprise (GRE) who has a prospect that might be interested in the API buildings in Arcade. More detailed information about utilities to the site was shared with the GRE.
- Jim P. has met with a representative from Broad Ocean Motors, the parent company of Prestolite Electric on available resources from the IDA and ESD for some expansion projects that are in the initial planning stages. A connection to a Wyoming County based consultant who specializes in assessing facility needs for a case like this where some new production lines will be coming in and obsolete buildings are going to be replaced.
- Jim P. did a site visit to the Dell Collective AirBnB project that was financed in part by the WCBAC. The project came out great and has generated a considerable amount of revenue since it opened in August of 2024. We are in discussion with the same business and a lead lender for a re-development project located on Main Street in Perry which is one of the projects awarded a Downtown Revitalization Initiative grant.
- Additional discussions have been taking place with Marquarts about available resources for small bag potato operation. ESD is also involved with these discussions.
- Jim P. attended an AES project meeting in Bliss to discuss the Eagle wind turbine replacement project as part of their Re-charge NYSEERDA. The company has started the NYS Siting process under 94-C and will be demolishing over time the original 67 turbines and replacing them with 25 larger turbines. AES is planning on applying to the WCIDA for assistance.

WCBC Updates

- The WCBC closed on a \$50,000 Microloan to Easy Start Boarding, LLC. A new startup horse boarding facility located on Mote Road in Gainesville.
- Just today the WCBC closed on a \$50,000 loan Parker Bray, Maker Movement in Strykersville.
- The WCBC also closed on Rapid Start Loans of \$10,000 for Laura's Cakes & More in Arcade and for Build Quality, LLC in Perry. We also have Rapid Start Loan pending for Stunniez, LLC which is for the new owner of the restaurant located on Water Street in Pike.
- The EPA Brownfield Clean project for the former Emkay site is now complete and we are working on a few closeout items. The property has been transferred from the WCBC North, LLC to the 58 Church Street, LLC which is a new corporation formed by Frontier Global Companies, the designated developer for the project. Our agreement calls for the developer to make application within 6-9 months to the NYS Brownfield Program for additional remediation of the site and gaining access to some attractive tax credits for offsetting remediation and redevelopment cost for a proposed market rate senior housing project.

5. Other Business – Staff Compensation Discussion

The Board moved into executive session at 3:29 p.m. to discuss staff compensation on a motion made by D. Berwanger. The motion was seconded by J. Gozelski and unanimously carried.

After discussion the Board moved out of executive session at 3:58 on a motion made by D. Berwanger. The motion was seconded by R. Ryan and unanimously carried.

Once back in regular session The Board moved to approve the recommendation from the Executive Committee to increase compensation of all staff by 4%, effective January 1st, 2025 on a motion made by D. Berwanger. The motion was seconded by R. Ryan and unanimously approved.

6. **Next Meeting**: February 13, 2025 at 2:30 p.m. at the Wyoming County Ag & Business Center

7. Adjournment

The meeting was adjourned at 4:00 p.m. on a motion made by N. Hastings. The motion was seconded by D. Berwanger and unanimously carried.

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

<https://www.youtube.com/watch?v=xK6faa5KjrE>

Minutes prepared by: Robin Marschilok