

# WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on July 25, 2013 at 2:30 p.m. at the Wyoming County Business Services Center, 6470 Route 20A Perry, New York 14530.

1. Roll call was taken. In attendance were: Norb Fuest, Chairman; Bruce Camp, Treasurer; James Morey, Secretary; Mark Merrill, Assistant Secretary; Jim Pierce, Executive Director; Robin Marschilok, Operations Director  
Absent: Amanda Parker, Vice Chair  
Also in attendance:  
Jerry Davis; Jim Fleischman, Wyoming County BOS  
Arthur Buckley, Wyoming County Planning

## 2. **Administrative**

- A. Minutes of the June 27, 2013 Board meeting were reviewed. A motion was made by B. Camp and seconded by M. Merrill to accept the minutes. The motion was unanimously approved.
- B. The financial reports from June 2013 were reviewed and accepted on a motion made by B. Camp, seconded by A. Parker. The motion was unanimously approved.

Marschilok then presented the Board with rate quotes and discussed options for opening CD's. After discussion the Board agreed to invest \$150,000 into a 1 yr. CD; \$150,000 into a 3 month CD and \$200,000 into a 6 month CD on a motion made by M. Merrill. The motion was seconded by B. Camp and unanimously approved.

## 3. **Executive Director's Report**

### A. **Economic Development Activities**

- Met with the manager of an agribusiness in Wyoming County that is planning a building expansion project of 7,500 sq. ft., an estimated capital investment of \$750,000 and the creation of 3 new jobs. Jim P. identified IDA assistance that could be available to help move the project forward.
- Paddock Breeding Service and Dairy Supplies from Warsaw is moving forward rapidly on their plans to build a new 11,600 sq. ft. facility on 3 acres of land in the Warsaw Industrial Park.
- In a recent communication with the folks at Liebe, it was learned that Gamewear (headquartered in Heboken, NJ) is negotiating with Liebe about becoming an investor in ACO, Liebe and their Nicaragua operation. If the deal goes through there would be an injection of capital, bring more work to the Perry facility and would help streamline production and administrative functions and allow the company to resume payments on the loan.
- Working with Maple Grove Enterprises of Arcade on an expansion project. They are planning to put up a 7,000 sq. ft building at an estimated cost of \$450,000 and 2 new jobs will be added. They have asked for IDA assistance.
- The maple equipment dealer has resumed their search for a site to establish an operation in Wyoming County with a high preference for a Warsaw location. Without much luck finding a suitable building, the company is leaning toward building something new in the Warsaw Industrial Park as their preference. Based on the company's interest, the Village/Town of Warsaw has now set an asking price of \$8,000 per acre for the remaining parcels.
- A manufacturer in Perry is developing plans to expand their facility to meet the growing demand for one of their customers. A CFA is anticipated as well as a request for IDA assistance.
- Jim P. made a business visit to Caring Harts to look over the roof and building that has become part of their loan request. The building is without question in desperate need of new roof including areas

where new plywood is needed.

- Jim P. met with the officials of Steel & O'Brien Manufacturing of Arcade, who is planning another building expansion project but they are about a year away.
- Met with Base Tech of Arcade who is under a new ownership group and are well capitalized to begin considering another acquisition which they are doing. Because space is becoming a little tight another acquisition would force the company into taking the remaining 8,000 sq. ft. of the Krog Corp. building in the Arcade Business Park

#### **Other Activities**

- On July 12, 2013 Jim P. served as a panelist on a Northeast Agribusiness Seminar in Geneva to highlight to the members of the New York Bankers Association some priority regional agriculture projects that are being advanced through the Regional Council's Agriculture and Food Processing Workgroup that Jim and John Noble co-chair.
- Jim P. along with Nathan Rudgers from Farm Credit East presented agriculture initiatives that are being advanced through the Ag & Food Processing Workgroup of the Regional Council. At the meeting were growers, food processors, food equipment manufactures and representatives from Cornell's Food Experiment Station. Jim P. said it was great opportunity to show case Wyoming County's strength and potential in agriculture and take advantage of networking with potential new partners moving forward.
- Jim P. met with Rob Alysworth, Village of Attica trustee about the rail project. After hearing all of the aspects of proposed project, Rob sounded very supportive and he reported back to the Board but his message was not received well by some Board members.
- Three representatives from the Buffalo Niagara Enterprise (a regional business attraction marketing organization) visited Wyoming County and Jim P. toured them around to give them a better feel of available sites and buildings that should be considered for business prospects that they identify.

**B. New IDA Counsel discussion-** Due to the unfortunate passing of Eric T. Dadd, Esq. the WCIDA is in need of an attorney for representation. Pierce informed the Board of attorney's currently representing other IDA's and of the counsel for the Wyoming County Business Center. The Board agreed that the replacement counsel shall need to be knowledgeable of the IDA activities, compliance issues, loan closing and collection issues.

**C. Troubled Accounts-** Pierce presented a letter from Rick Fish regarding the Silver Lake County Club and the defaulted loan with the previous owners of the Fore Golf Group. Fish has offered to pay a portion of the outstanding \$194,869 debt against the club, stating that he has taken over all obligations of the original guarantors of the note. He has also incurred many costs to make additional needed improvements to the facility and is currently employing 35 people. Before a decision can be made on the offer the Board would like to see documentation that shows the previous guarantor, is no longer legally responsible for the debt.

#### **4. Sale Leaseback Applications**

**A.** R. Marschilok presented the Board with an assistance application for tax abatements from Maple Grove Enterprises, LLC in Arcade. Maple Grove is expanding its facility by building a 70' x 100' steel structured building to bridge the two existing buildings currently on the property. Maple Grove is asking for a PILOT on the increased assessment as well as sales tax exemption on the building materials and non-production equipment. After review, the Board approved the request for assistance on a motion made by J. Morey. The motion was seconded by M. Merrill and unanimously approved.

**B.** At the last meeting the IDA Board approved an incentive package for Paddock Breeding Services and Dairy Supplies, Inc. Since then the owners have developed a new entity is named Paddock Properties,

LLC to own and manage the property and construction project. The Board approved transferring the incentive package to the new entity on a motion made by M. Merrill, seconded by B. Camp. The motion was unanimously approved. It was recommended by M. Merrill that in resolutions for future incentive proposals that we include language that would make the resolutions applicable to the applicant and any future entity that may be created to carry the forward the project.

**5. Wyoming County Rail Initiative**

Pierce and B. Camp have been trying to set up a meeting with members of the Attica Village Board, Dan Kirsch, and the Mayor but have not been able to get all party's to agree on a meeting. Pierce and B. Camp agreed to keep pushing to move the issue forward and work out a reasonable meeting arrangement to discuss the continuance of the rail project at the Hillcrest site.

**6. Marketing Items**

**A.** The Board reviewed a proposed new IDA logo- no decision has yet been made to adopt a new logo.

**B.** Pierce and Marschilok presented the IDA's new website to the Board. The website is now in operation; the web address is [wycoida.org](http://wycoida.org).

**7. Guest Reports – There were none**

There being no other business the meeting was adjourned at 4:15 p.m. by unanimous consent

The next regular scheduled WCIDA Board meeting will be August 22, 2013 at 2:30 p.m. at the Wyoming County Business Services Center.

Minutes prepared by R. Marschilok