

WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on June 27, 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; Amanda Parker, Vice Chair; Bruce Camp, Treasurer; Mark Merrill, Assistant Secretary; Jim Pierce, Executive Director; Robin Marschilok, Program Manager; Jennifer Tyczka, Administrative Assistance
Absent: James Morey, Secretary
Also in attendance:
Jerry Davis, Wyoming County BOS

2. Administrative

- A. N. Fuest introduced Jennifer Tyczka as the new Administrative Assistant for the WCIDA. Welcome Jennifer!!!
- B. Minutes of the May 23, 2013 Board meeting were reviewed. A motion was made by M. Merrill and seconded by B. Camp to accept the minutes. The motion was unanimously approved.
- C. The financial reports from April 2013 were reviewed and accepted on a motion made by B. Camp, seconded by A. Parker. The motion was unanimously approved.

The Board discussed putting an additional \$50,000 of funds into a CD for a reserve fund.

3. Executive Director's Report

A. Economic Development Updates

- 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.
- Continue to work with Paddock Breeding Service and Dairy Supplies from Warsaw who has developed plans to build a new 11,600 sq. ft. facility in the Warsaw Industrial Park. The Town and Village of Warsaw have gifted to the business a 3 acre parcel, a policy that has long been in place for the first private sector business to locate there. The project will consolidate three different locations currently being used into one efficient location. Job growth is expected to climb from 12 to 21 over the next 3 years. IDA assistance has been requested.
- Continue discussions with representatives from Liebe. It appears that the merger of Gamewear, ACO, Liebe and their Nicaragua operation is moving very slowly. The latest is that Gamewear is willing to become an investor into ACO, Liebe and their Nicaragua operation, a move they claim will help streamline production and administrative functions.
- American Heritage Homes is building a modular home in the former KML buildings in the Town of Bennington as the owners of the building work through building and codes regulations and a zoning issue. Owners of the company claim to have orders for five homes.
- Working with the owner of Aerie Home from Attica. The company, who is receiving consulting from Brian Bieger, is working with a furniture manufacturer from Jamestown called Artone who is contract manufacturing patented designed off the floor furniture (dressers, cabinets, desks, entertainment centers) with a target market of senior and assisted living centers. They may be asking for IDA assistance in the near future. Jim P. made some local connections with Wyoming County's wood industry two of which, David's Woodworking and Attica Millwork, have expressed an interest in discussing with the business owner making some of the component parts more specifically the draw

boxes and doors for the units.

- GenTech Scientific of Arcade who will be importing components from Italy for a new line of gas chromatographers that will be assembled in Arcade. A representative from High Tech Rochester (HTR) and Jim P. met with the business owner regarding this new operation. HTR is helping to identify domestic components for the units so that once a percentage of parts is reached, GenTech can brand the units as their own with a “Made in the USA” label.
- Met with another potential buyer of Devin Manufacturing in hopes of providing IDA assistance that will retain the company in Arcade.
- 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.

A & A Metal Site Update

- Reached out to the DEC once again for some documentation that would confirm the completion of the remediation of the petroleum product found on the site. That along with a letter of insignificant threat for the remainder of the site that we already have in-hand will allow the WCBC the opportunity to move forward on ownership/selling of the property.

Other Activities

On July 12, 2013 Jim P. will be serving 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.

A. Update on Arcade real estate acquisition

Pierce stated that the contracts have been signed and closing is waiting on the Village of Arcade (seller) to secure title insurance as we requested.

B. Collection Updates- The defaulted account of Mest Packing Co, Inc has been sent to a collection agency for recovery along with the account of The New York Stork Exchange held by the Business Center. Also, one of the personal guarantors on the Fore Golf Group, LLC defaulted loan has been served by IDA counsel.

4. Sale Leaseback Applications

- A.** R. Marschilok presented the Board with an assistance application for tax abatements from Paddock’s Breeding Service & Dairy Supplies, Inc. Paddock’s have acquired a 3.2 acre property from the Village of Warsaw in the industrial park on Commerce Way. The business has plans to build an 11,600 sq. ft. building on the site for warehouse and office space. Paddock Breeding Service 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 M. Merrill. The motion was seconded by A. Parker and unanimously approved.
- B.** Marschilok then reviewed with the Board a request from Center Street Business Center, LLC for financial assistance through tax abatements. Center Street Business Center has acquired a 28,000 sq. ft. vacant building on Center Street in Warsaw and has plans to renovate the building and lease to the County to be used as the Agriculture and Business Center of Excellence. The owner has asked for a deviation of the WCIDA PILOT to allow for a 15 year partial tax abatement on the property. The Board discussed options for a 15 year PILOT and agreed to propose a 15 year PILOT with the 100% exemption on the increase assessment for years 1-5 and then a 10% increase to the PILOT each year for years 6-15 to be at 0% exemption at year 15. The proposed deviated PILOT along with sales and

mortgage tax abatement would put the WCIDA incentives over the \$100,000 threshold, requiring a public hearing for this project. Marschilok asked for the authorization to schedule and hold a public hearing for the project. M. Merrill moved to approve holding a public hearing on behalf of the project. The motion was seconded by B. Camp and unanimously approved.

- C. R. Marschilok then updated the Board on a loan request from Caring Harts Transport. The Board approved the loan request at its last meeting agreeing the loan would be contingent on a new appraisal of the property with value shown before and after the roof repair; the total mortgaged on the property could not be more than 80% loan to value. An appraisal has been completed and after review the Board approved the loan up to \$43,000 consolidating with only the current note secured by the business property. Security will be a mortgage on the business property second to the senior lender and personal guarantees of Tricia and Thomas Hart with the same terms as had been previously approved.
- D. The Board then reviewed an inquiry from Domes, Inc. for possible consideration of IDA incentives for its business expansion. Domes, Inc. is a retail business and not considered destination tourism; after discussion the Board agreed it would not meet the criteria to be considered for IDA incentives.

5. Wyoming County Rail Initiative

Pierce informed the Board there has been some talk of continuing the project in Attica as planned. Pierce has been approached by parties involved and has been given the indication that a meeting between some Village Board, IDA Attorney, representatives from the WCIDA and Hillcrest for the discussion of moving forward at the originally proposed site may be positive. The Board agreed it is a step in the right direction and encouraged Pierce to proceed with organizing the meeting.

6. The Wyoming County Board of Supervisor's Inquiry about Orangeville IDA Fee

N. Fuest updated the Board on a recent discussion he had with Chairman Berwanger. In 2011 the Chairman has asked for funds to apply toward costs of the renovations of the County Hospital. When last discussed, the Board had asked the County to make a formal written request with a completed IDA application which was never submitted. The Board agreed they would have to review any request for funding to a county project in the same manner as WCIDA projects are always considered to alleviate any repercussion from the Authorities Budget Office and State Comptroller's Office.

- 7. **Other Business / Correspondence** – The Wyoming County Hospital Foundation is taking applications for naming rights for donors to its One Capital Campaign. The Board, who donated \$50,000, agreed that a naming right from the IDA in a memorial for Mike Heftka would be appropriate.

8. Guest Reports

Jerry Davis informed the Board that the court has recently ruled in favor of the taxing jurisdictions in the case involving Synergy Biogas. This will mean the company is responsible for taxes levied at the assessed rate. There will most likely be an appeal according to Mr. Davis.

There being no other business the meeting was adjourned at 4:20 p.m. by unanimous consent

The next regular scheduled WCIDA Board meeting will be July 25, 2013 at 2:30 p.m. at the Wyoming County Business Services Center.

Minutes prepared by R. Marschilok