

WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on August 14, 2014 at 2:30 p.m. at the Wyoming County Business Services Center, 6470 Route 20A Perry, New York 14530.

1. Roll Call

The meeting was called to order at 2:35 p.m. In attendance were: Jim Morey, Vice Chair; Mark Merrill, Treasurer; Rob Fontaine, Assistant Secretary; Sandra King; E. Joseph Gozelski; Norbert Fuest; James Pierce, Executive Director; Robin Marschilok, Director of Operations; and Jennifer Tyczka, Program Manager.

Absent: Bruce Camp, Secretary

Also in attendance:

Diane Church, Agency Counsel

William Daly and Art Buckley, Wyoming County Planning and Development

2. J. Morey welcomed William Daly, Executive Director of Wyoming County Planning and Development. Morey also announced the decision by the Board of Supervisors (BOS) earlier in the week to approve the IDA's recent request to add 2 members to the IDA Board of Directors making it a 7 member board. Morey then reminded the Board that E. Joseph Gozelski is a new member serving a 3 year term. Robert Fontaine has been reappointed for a 3 year term. Norbert Fuest has been appointed to fill the new 3 year term position and Sandra King has been appointed to fill a 1 year term and be the representing supervisor of choice to serve on the IDA Board.

After introductions the first order of business was to appoint a Chairman to the IDA Board as this office has been vacant since the termination of Norbert Fuest's original term in July. Morey asked for nominations for the Chairman position. J. Gozelski made a motion to nominate Norb Fuest as the Board Chair. M. Merrill seconded the nomination. Being no further nominations the motion was approved unanimously.

Fuest accepted the nomination and thanked the Board. He stated he was please to now have a 7 member Board and welcomes the idea of moving forward with the new board structure.

3. Administrative

Minutes of the July 10, 2014 Board meeting were reviewed. A motion was made by M. Merrill and seconded by J. Morey to accept the minutes. The motion was unanimously approved.

R. Marschilok reviewed the financial reports from July 2014. The financial reports were accepted on a motion made by J. Morey, seconded by R. Fontaine. The motion was unanimously approved.

4. Executive Director's Report – Economic Development Updates

- Owners of a Warsaw dairy farm, continue to work on their plans to build a cheese making operation. They have selected a final site located on Rt. 19 in Warsaw however the site comes with some challenges in terms of zoning and funding for extension of water, wastewater and an access road. All of these items are being looked into. Pierce and Daly recently met with the Supervisor Ryan and others at the site to discuss how to move this project forward.
- The president of BaseTech, an Arcade manufacturer of electronic inductors that are used in medical, military and communication applications has recently acquired a California company and is considering bringing that company to Wyoming County or Virginia. The owner of the Arcade Business Park

building put an asking price out to the company to see if they wanted to buy the building they are in and move into the other half of the building. For BaseTech the price seems to be out of reach so Jim P. recently put together a package of information and proposed incentives for the IDA property on Steele Ave. in Arcade.

- Steel & O'Brien of Arcade who manufacture stainless steel fixtures and valves for the food and pharmaceutical industry has closed on the purchase of a 200,000 sq. ft. building in Arcade. Jim P. worked with the company to apply for assistance from Empire State Development and the company was successful in getting a \$300,000 award for tax credits. This retention project will retain 75 jobs here and create 10 more over the next 3 years.
- Jim P. is working with agriculture services company from the eastern part of NYS about establishing a location in Wyoming County near rail service, 2 more proposed sites were submitted for their consideration. The company would employ 15 full time people that would peak to 35 during the growing season.
- The IDA closed on the Ag and Business Center of Excellence project in July 16th, so all of the pieces are in place including the financing for the project to begin.
- Three business retention visits were conducted in the Arcade and included Taylor Pohlman, Bliss Machine and Steel & O'Brien.

Other Activities

- Attended a meeting of the Investment Manufacturing Community Partnership regarding the new federal designation of the region and how the program will work.
- Attended the Wyoming County Planning Committee, Water Resource Agency meeting and Wyoming County Board of Supervisors meeting.
- Attended a meeting with the owner of the Charcoal Corral in hopes of advancing a proposed Wyoming County Water Agency project for that area. The idea of a hotel near the Charcoal Corral became a topic of conversation and Rick Stefanon was going to approach the neighboring farm about its availability.
- Jim P. and Robin were guest speakers along with Mark Merrill and Paul Webster from Farm Credit East on the BEC's annual Agriculture tours for high school teachers, businesses visited included Reisdorf Brothers, McCormick Farms Dairy Operation, Jeffres and Sons and Noblehurst Dairy.
- Jim P. and Lee Maher of LVM Materials signed a lease agreement with the WCBC for the use of one of the buildings at the former A & A Metal site in Perry.

5. Action Item

J. Pierce presented the Board with a request for IDA assistance from Maple Pro, Inc, DBA CDL USA for its new project in the Town of Castile. Pierce reviewed the project summary stating that the owners are looking to expand their maple equipment and supply distribution business to Western New York and believe Castile is an ideal location. They have acquired a parcel of land off Route 19A in Castile and have plans to construct a 7,200 sq. ft. building to house the distribution warehouse and store and plan create 3 jobs over the next 3 years. Because the maple equipment and supplies being sold at the location will be tax exempt due to the Ag status with this type of merchandise the IDA has no issue with providing the project incentives. The total of the incentives proposed for the project are not expected to exceed \$100,000, therefore no public hearing is required. After review, a motion was made to approve the incentives for the project on a motion made by R. Fontaine. The motion was seconded by J. Gozelski and unanimously approved. M. Merrill abstained due to a business relationship with the company.

6. Discussion Items

- A. Pierce then updated the Board on the status of the Wyoming County Dairy Initiative project proposed for the Town of Java. The WCBC Board just recently approved of and executed an agreement along with Wyoming County for the retention of McDonald Financial Corporation to facilitate the financing of the project. The WCBC's involvement at present has been to pay the retention fee of \$100,000.
- B. The Board also discussed briefly the anticipated water project in the Town of Castile. Pierce stated that the possible project owner has asked for his help in inquiring into the acquisition of land needed to move the project forward. The board agreed Pierce should do what he can to help with this issue.
- C. Pierce then informed the Board of 2 possible loan requests which may come to the IDA in the future.

7. Other Business-

- A. Pierce reminded the Board that the traditional IDA Annual Meetings are held in September. After discussion the Board agreed to forgo the regular IDA Board meeting scheduled for September 11th and schedule the 2014 Annual Meeting that day starting at 12:30 p.m. The suggested venue is the Silver Lake Country Club. Staff will solidify plans and send out reminders ahead of time.
- B. The Board also discussed and agreed to hold a strategic planning meeting on September 25th from 11 a.m. – 2 p.m. at the Business Center for Board Members and Staff.

8. Guest Reports – There were no guest reports.

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

Minutes prepared by R. Marschilok