

WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on May 23, 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; James Morey, Secretary; Mark Merrill, Assistant Secretary; Jim Pierce, Executive Director; Robin Marschilok, Program Manager.

Also in attendance:

Jim Fleischman, Jerry Davis, Wyoming County BOS
Art Buckley, Wyoming County Planning
Norm Gardner, Clark Patterson Lee

2. **Administrative**

Minutes of the April 25, 2013 Board meeting were reviewed. A motion was made by A. Parker and seconded by B. Camp to accept the minutes. The motion was unanimously approved.

The financial reports from April 2013 were reviewed and accepted on a motion made by J. Morey, seconded by M. Merrill. The motion was unanimously approved.

3. **Executive Director's Report**

A. Economic Development Updates

- Discussions with representatives from Liebe. It appears the merger they are working on now includes ACO, Liebe and a Nicaragua operation. They have assured Jim P. the note will not go unresolved, Liebe anticipates having a term sheet by the end of the week and if all goes as expected they will revealing their new plans within the next month.
- Jim P. is in discussions with two business partners from the Pittsburgh area who are interested in potential location for a small ethnic cheese manufacturing operation near a supply of milk. Two potential sites have been identified and they are being encouraged to visit. The project would be phased in with 15 jobs initially and \$500,000 of capital investment to be expanded to 75 jobs and \$2.5 million over three years.
- American Heritage Homes has decided to set up their modular home manufacturing operation in the Town of Bennington in the former KML buildings. They have severed their potential ties with a partner that was going to bring some equity to the project. I anticipate they will be requesting a loan from the IDA or WCBC micro loan program in the near future.
- Working with the owner of Aerie Home from Attica who is a patent holding designer of off the floor furniture (dressers, cabinets, desks, entertainment centers) with a target market of senior and assisted living centers. The company, who is receiving consulting from Brian Bieger, is working with a furniture manufacturer from Jamestown called Artone who is a contract manufacturing. Aerie Home may be asking for IDA assistance in the near future. Jim P. is trying to make some local connections with Wyoming County's wood industry for making some of the component parts most notable draw boxes and doors for the units.
- GenTech Scientific of Arcade who refurbishes and resells used mass spectrometers who will be importing components from Italy for a new line of gas chromatographers that will be assembled in recently acquired former Hilec building in Arcade. A representative from High Tech Rochester and Jim P. met with the business owner regarding this new operation and see what kind of assistance could be provided to begin manufacturing of this new line.
- Also took the High Tech consultant to meet with the managers of Dry Creek product, an Arcade located

manufacturer of wood pellets who are interested in assistance with automating part of their production process.

- Continue to working with an existing agribusiness from Warsaw is making plans to build a new facility in the Warsaw Industrial Park. The business that currently employs 12 people will increase employment by 6 after the construction of a 10,000 sq. ft. building. The Town and Village of Warsaw have approved a free three acre site, a standing offer for the first new business into the park. They will be looking to the IDA for assistance.
- Waiting to hear back from the owner of Maple Grove Enterprises from Arcade who is working on plans to construct a 7,000 sq. ft. building. The project will create 10 new jobs. A breakdown of potential IDA incentives was identified and the owner is discussing this with his partners.
- Met with John Bookmiller from North Java Farm Supply and the economic development person for the City of Batavia, regarding the feasibility of applying for a CFA that would provide development assistance for their new Batavia location and a proposed expansion in North Java.
- Identified a potential vacant parcel in North Java for a Vermont based company known as CDL that is interested in establishing a store for the sale of maple equipment and supplies.
- No word back yet from the Buffalo Niagara Enterprise regarding two sites we submitted for two separate business leads; both leads were for yogurt manufacturing operations.

B. Update on Arcade real estate acquisition

Pierce asked the Board for permission to sign the contracts regarding the purchase of the property in Arcade for \$55,000. A motion was made granting the authorization to sign the contracts by B. Camp. The motion was seconded by J. Morey and unanimously approved.

Other Activities

- Jim P. asked the Board about the legal direction they wish to head in regarding two delinquent loans. Following the discussion a recommendation was made to send one to collection and sue the second one.
- A & A Metal Site Update- The DEC has completed the remediation of the petroleum contaminated soil at the former A & A Metal site. The next step is to get some documentation from DEC that the work has been completed and site is ready for reuse. The WCBC Washington LLC can then foreclose and/or transfer ownership rights to a business prospect. Two businesses have expressed an interest in acquiring the site.

Wyoming County Rail Initiative

Pierce introduced Norm Gardner from Clark Patterson Lee to discuss alternative Rail Initiative locations. Gardner reviewed with the Board 2 possible locations to consider while moving forward with our proposed rail spur and trans-loading facility project. One site that would accommodate the size and footprint of our plan as well as rail access is in Attica at the Village transfer station site. The second site is in Castile near the Upstate Door facility. Discussion ensued regarding both locations and the possible businesses which would be benefited by a rail spur and loading site at either location. The Board made no decision and will continue to review the rail initiative's viability if the project is not completed in Attica as had been originally proposed.

4. Loan Request

R. Marschilok then updated the Board on a loan request from Caring Harts Transport. Caring Harts is looking for a \$45,000 loan for roof repairs, an overhead door installation and window replacement at their facility in Strykersville. The IDA holds 2 notes collateralized by property owned by the business and both are current and in good standing. At its last meeting the Board discussed the company's profitability and continued improvement to its bottom line. The Board had tabled its decision requesting Marschilok refer back to the company for additional information and clarification concerning their need for the funding.

Caring Harts submitted credit report information and a more updated declination letter from Five Star Bank. After discussion, Mark Merrill moved that an offer to Caring Harts be made as follows: consolidate the new funds with the two existing notes outstanding to make one larger note at 5.13% amortized over 7 years. The loan would be contingent on a new appraisal of the property to be paid for by the borrower with value shown before the roof repair as well as after, the total mortgaged on the property can not to be more than 80% loan to value. If possible a mortgage on the Harts home is desired for added security as well as the disbursements of the new funds being paid directly from the IDA to the contractors for the work performed. The motion was seconded by Jim Morey and was approved unanimously.

5. Marketing Items

Website- Pierce updated the Board on the progress of the website. Much of the content work has been completed and the web team is putting together pictures and final touches.

6. Other Business / Correspondence – The Wyoming County IDA has reached a decision on the hiring of a new part time Administrative Assistant. Jennifer Tyczka has been offered the position and will start on May 30th.

7. Guest Reports

Jerry Davis informed the Board of an issue which has developed regarding the Orangeville Wind Project, construction of which has recently began. It has been determined that the communication between cell towers for Wethersfield and Attica will be affected by a few of the towers if placed at the proposed locations. There has been discussion of a remedy to the issue. No official word has been sent to the IDA.

There being no other business the meeting was adjourned at 4:20 p.m. on a motion by M. Merrill, seconded by B. Camp. The motion was unanimously approved.

The next regular scheduled WCIDA Board meeting will be June 27, 2013 at 2:30 p.m. at the Wyoming County Business Services Center.

Minutes prepared by R. Marschilok