



ANNUAL **WYOMING COUNTY IDA BOARD MEETING**

Thursday, September 11, 2025 @ 11:00 a.m. (Immediately following the Governance and Finance and Audit Committee Meetings) at Farmcraft Brewery, 567 Rt. 20A, Strykersville, NY

AGENDA

1. **Roll call** to establish quorum.
2. **Administrative**
 - A. Review/approve minutes from August 21, 2025
 - B. Review/approve financial reports for August 2025
 - C. Executive Session-Decide on the recommendation by the Selection Committee to fill the Executive Director position
3. **Act on Governance Committee recommendations**
 - A. Approve Governance Committee Member Appointments
 - B. Approve Finance and Audit Committee Member Appointments
 - C. Approve Appointments of Agency Officers
 - D. Approve and Re-adopt Policies and Charter as recommended
4. **Act on Finance/Audit Committee recommendations**
 - A. Approve, Adopt and Re-adopt Policies and Charter as Recommended
 - B. Approve/Adopt Preliminary Budget for 2026
5. **Review and Approve 2025 Annual Report**
6. **Other Business**
7. **Next Meeting**: October 9, 2025 at 2:30 p.m. at the Wyoming County Ag & Business Center
8. **Adjournment**



WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on August 21, 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 and welcome Brianna Stone to the Board

The Vice Chairman called the meeting to order at 2:30 p.m., in attendance were: A. Douglas Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer; Thomas McCormick, Secretary; 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: Mark Dadd, Chairman; Brianna Stone, Director

Guest: Brett Hastings, AES Clean Energy (left at 3:07p.m); Mark George, Underwriter (joined the meeting at 3:08 p.m.).

2. Administrative

A. Review/approve minutes from July 10, 2025 Board Meeting

The minutes from the July 10, 2025 Board Meeting were reviewed. A motion was made to accept the minutes by T. McCormick. The motion was seconded by R. Ryan and unanimously carried.

B. Review and approve Financial Statements from July 2025

R. Marschilok presented the financial reports from July 2025. After review the Board approved the financial reports on a motion made by R. Ryan. The motion was seconded by J. Gozelski and unanimously carried.

C. Update on the Executive Director Search

J. Pierce reported that an ad for the Executive Director's position has been placed in the Pennysaver, on Linked-In and NYS Economic Development Council website. There have been six resumes submitted and shared with the Selection Committee. Brianna Stone has offered to coordinate the committee and to set up interviews with the applicants.

3. Action Items

- A. Request by Valcour Bliss NewCo, LLC and Valcour Wethersfield NewCo, LLC for IDA assistance. These are the wind re-power projects that will replace the Bliss and Wethersfield wind farms that have reached their end of life. A representative from AES, the parent company of the newly formed LLCs, will provide an overview of the projects to the Board. Consideration by the Board**

for authorization of public hearings for both projects is being requested. Pierce introduced Brett Hastings from AES to provide the Board with an overview of the two repower projects. Hastings informed the Board that AES has 6 projects currently in NYS and they are all moving forward with the hopes of all being completed in 2029. Hastings explained that the environmental requirements have been met, applications have been submitted to ORES and it's expected that there will be a notice to proceed within 90 days. A decision will be made on the manufacturer and the size of the wind turbines by the end of this year. AES is working with the Towns of Eagle and Wethersfield to secure the Host Community Agreements for the projects which will then solidify what the PILOT payment will be, based on the IDA's 80/20% split of the Company annual payment. The number of turbines to be reinstalled for each project is expected to be about one third of the number of existing turbines. Hastings explained that there will be enough turbines installed to keep the megawatt production close to the highest rate allowed for each project and turbines will be placed where there are the highest wind rates. After his project review Hastings left the meeting at 3:07 p.m. The Board then moved to authorize the IDA to hold public hearings as required for the AES repower projects, once all the information needed has been provided, on a motion made by J. Gozelski. The motion was seconded by T. McCormick and unanimously carried.

B. Request by Hillcrest Industries of Attica to extend the sales tax exemption until September 30th of 2026 which will allow more time to complete the warehouse and crane installation project. After review the Board agreed to authorize an additional year of sales tax exemption for the Hillcrest Crane Project on a motion made by R. Ryan. The motion was seconded by T. McCormick and unanimously carried.

C. Request by TPI of Arcade to extend the sales tax exemption for their office expansion for 6 months until March 31, 2026, this will allow the time needed to complete the project. After review the Board agreed to authorize an additional 6 month of sales tax exemption for this project on a motion made by T. McCormick, seconded by J. Gozelski and unanimously carried.

4. Executive Director's Report

J. Pierce presented his Executive Director's Report:

- The Finger Lakes Regional Economic Development Council has selected Wyoming County and more specifically the Village of Perry for the site of their September meeting. The FLREDC Board will have a catered lunch at the Arts Council followed by the full meeting taking place at East Hill Creamery. Rick Hauser will present on the DRI project and Jim P. has been asked to provide a brief presentation of the economic landscape and outlook of Wyoming County. This will be great opportunity to show case Wyoming County to the 9 County Region.
- Continue to work with Peter Krog from Krog Corp. regarding an expansion project that they are planning for their facility located on Tanner Parkway in the Town of Arcade. Their tenant, Base Tech, is in need of more room since acquiring another electronic manufacturing company from out of state.

- Jim P. continued to work with Rick Hauser about his DRI project in the Village of Perry which will include the conversion of the second floor of his Main Street building for housing. The project seems to fit the criteria for the IDA's Adaptive Reuse Policy. An IDA and loan application has been provided to Rick Hauser.
- Jim P. continues to talk with McClurg Auto Group about a proposed redevelopment and expansion of the Dodge facility in Perry. An application for IDA assistance has been forwarded and is being worked on.
- It was recently learned that a CFA grant application for \$1 million that was submitted by Indus Hospitality Group for the proposed Arcade hotel project was declined. Upon learning about that Jim P. worked on revamping the proposed IDA incentives that were originally offered and presented that to the developer. The new proposed incentives would come in at 24.4% of public benefit for the \$9.5 million project keeping it under the 30% threshold that would trigger prevailing wages for construction that would be a deal killer. Based on the new proposal, the developer remains interested and is coming out for a site visit in August 27th.
- Jim P. presented the Wyoming County Business Center Annual Report to the Board of Supervisors Planning Committee on June 25th.

Wyoming County Business Center Update

- The WCBC North LLC as part of its Designated Development Agreement with 58 Church Street LLC (an affiliate of Frontier Global) for the Emkay Brownfield Site included a Reverter Agreement that would allow the WCBC to take back the property if the developer failed to get the project into the NYS Brownfield Program within a 9-month window that started on January 16th 2025. It appears that not much progress has been made. At the last WCBC Board meeting the Board authorized Jim P. to begin the process of retaking the property if no action was evident by the Developer. If that happens the plan would be to RFP for a new brownfield developer. Jim P. has already discussed with two developers the opportunity that might be available.

5. **Other Business**

6. **Next Meeting:** The Next Meeting will be the Annual Meeting on September 11, 2025, at the Farmcraft Brewery at 11:00 a.m.

7. **Adjournment**

The meeting was adjourned at 3:21 p.m. on a motion made by T. McCormick. The motion was seconded by R. Ryan and unanimously carried.

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

<https://www.youtube.com/watch?v=MQQGCafCE2s>

Minutes prepared by: Robin Marschilok

**WYOMING COUNTY
INDUSTRIAL DEVELOPMENT AGENCY
August 31 2025**

BEGINNING FUND BALANCE

Cash Balance on Hand 08/01/25	\$ 174,130.14	+
Invested Fund Balance 08/01/25	\$ 2,280,830.78	

Income 08/01/25-08/31/25

Fees Earned	0.00	
Bank Interest Earned	4.35	
Interest earned on CD	10,742.21	
PILOT Leases	0.00	
Collected Acct Rec.	0.00	
Management Fee Income	0.00	
Total Income	10,746.56	\$ 10,746.56
		+

Other Receipts 08/01/25-08/31/25

Management Fee	0.00	
Total Other Income	0.00	\$ -

Expenses 08/01/25-08/31/25

Lease/ Rent	2,100.40	
Conference and Training	125.00	
Membership & Publications	15.99	
Legal Expense	851.00	
Meeting Expense	14.60	
Mileage	159.10	
Office Supplies	14.99	
Cellular Phone	138.12	
Telephone	228.83	
Postage	29.47	
Marketing	18.90	
Wages	25,530.42	
CPP - Processing Fees	159.65	
CPP - Tax Liabilities	2,189.90	
Fringe Benefits	5,180.61	
Total Expenses	\$ 36,756.98	\$ 36,756.98

Other Disbursements 08/01/25-08/31/25

Arcade Property Mowing	185.00	
Total Other Disbursements	185.00	\$ 185.00

Cash on Hand - 08/31/25

BOC Consolidated Checking Acct	237,192.51	
Available Cash on Hand	237,192.51	

Invested Funds- 08/31/25

Five Star 90 Day CD	263,531.78	
Five Star 90 Day CD	350,000.00	
Tompkins Bank CD	250,443.63	
Tompkins Bank CD	236,128.87	
Tompkins Bank CD	386,716.84	
Tompkins Bank CD	391,000.59	
Tompkins Bank CD	313,751.28	
Total Invested Funds	2,191,572.99	

Total Funds Accounted For	2,428,765.50	\$ 2,428,765.50
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Wyoming County Industrial Development Agency

Operating Budget Report

As of August 31, 2025

	2025 Budget	YTD Revenue	Budget Balance	% Earned
4010 · Fees earned	250,000.00	230,116.58	19,883.42	92.0%
4020 · Bank interest earned	2,000.00	412.71	1,587.29	20.6%
4025 - Interest on CD's	50,000.00	53,251.58	-3,251.58	106.5%
4040 · PILOT leases	1,500.00	0.00	1,500.00	0.0%
4045- Management Fee Income	120,000.00	60,000.00	60,000.00	50.0%
4060 · Miscellaneous income	150.00	0.00	150.00	0.0%
4080 · Government grants	0.00		0.00	0.0%
Total Revenues	423,650.00	343,780.87	79,869.13	81.1%
Expenses	2025 Budget	YTD Expenses	Budget Balance	% Spent
5110 · Auditing	12,700.00	12,700.00	0.00	100.0%
5130 · Insurance	7,000.00	3,101.00	3,899.00	44.3%
5135 - Building Lease	27,768.00	16,803.20	10,964.80	60.5%
5160 · Conference/training	10,000.00	5,461.94	4,538.06	54.6%
5165 · Memberships/publications	3,000.00	2,131.43	868.57	71.0%
5170 · Legal fees	10,000.00	5,184.17	4,815.83	51.8%
5181 · General meeting expenses	500.00	139.93	360.07	28.0%
5182 · Annual meeting expenses	500.00	0.00	500.00	0.0%
5191 · WCIDA Staff Mileage	2,000.00	878.05	1,121.95	43.9%
5192 · Board of Directors mileage	1,000.00	37.40	962.60	3.7%
5200 · Miscellaneous	750.00	0.00	750.00	0.0%
5202- Strategic Plan Implementation	5,000.00	0.00	5,000.00	0.0%
5211 · Office supplies	3,000.00	1,759.87	1,240.13	58.7%
5212 · Office equipment	2,000.00	0.00	2,000.00	0.0%
5213 · Cell phone	1,500.00	685.81	814.19	45.7%
5214- Telephone	3,600.00	1,960.35	1,639.65	54.5%
5215- Postage expense	500.00	361.45	138.55	72.3%
5221 · IDA marketing	15,000.00	340.00	14,660.00	2.3%
5223- Web Site Expense	2,000.00	215.90	1,784.10	10.8%
5230 · Professional services	10,000.00	1,000.00	9,000.00	10.0%
	117,818.00	52,760.50	65,057.50	44.8%
Personel/ Salary Expenses	2025 Budget	YTD Expenses	Budget	% Spent
6120 · Salaries	370,000.00	215,599.15	154,400.85	58.3%
6125 · Payroll processing fees	3,500.00	1,385.15	2,114.85	39.6%
6130 · Employer taxes	30,000.00	17,903.49	12,096.51	59.7%
6135 · Fringe benefits	45,000.00	21,984.59	23,015.41	48.9%
6136 - NYSLRS Employer Contribution	45,000.00	0.00	45,000.00	0.0%
	493,500.00	256,872.38	236,627.62	52.1%
Total Expenses	611,318.00	309,632.88	301,685.12	50.7%
NET OPERATING INCOME	-187,668.00	34,147.99	-221,815.99	-18.2%
Special Projects	2025 Budget	YTD Expenses	Budget	% Spent
8200 Special Project Fund	0.00	0.00	0.00	0.0%
8000- Special Project Fund	50,000.00	0.00	50,000.00	0.0%
8500 - Land for Investment	25,000.00	19.32	24,980.68	0.1%
Total Special Projects Funds	75,000.00	19.32	74,980.68	0.0%