

## **WYOMING COUNTY IDA BOARD MEETING MINUTES**

The WCIDA Board of Directors met on March 12, 2026 at 2:30 p.m. at the Wyoming County Agriculture and Business Center, 36 Center Street, 2nd Floor Conference Room, Warsaw, NY 14569.

Vice Chairman D. Berwanger called the meeting to order at 2:32 p.m.

### **1. Roll call:**

In attendance were: A. D. Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer; Thomas McCormick, Secretary; Brianna Stone, Director; Daniel Burling, Director; Scott Gardner, Executive Director; Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager; and Kevin Zanner, Agency Counsel.

Absent: Mark Dadd, Chairman and E. Joseph Gozelski, Director

Guest: Christopher Johnston, EFPR Group CPAs (left the meeting at 2:47 p.m.)

### **2. Administrative**

#### **A. Review/approve minutes from January 15, 2026**

Minutes of the January 15, 2026 Board meeting were reviewed. A motion was made to accept the minutes by T. McCormick and seconded by D. Burling. The motion was unanimously carried.

#### **B. Review/approve financial report from January and February 2026**

The financial report for January and February 2026 was reviewed. The financial report was accepted on a motion made by R. Ryan and seconded by T. McCormick. The motion was unanimously carried.

#### **C. Review / approve Annual Investment Report**

R. Marschilok reviewed the annual investment report as required for the PARIS report. After review of the report, R. Ryan made a motion to approve the investment report as presented. The motion was seconded by T. McCormick and unanimously approved.

#### **D. Review and approve the WCIDA audit as presented by Christopher Johnston from EFPR**

Christopher Johnston from EFPR Group, the Agency's audit firm, presented a detailed review of the draft Audit, Report on Internal Controls and Financial Statements for the WCIDA and the WCBAC. Mr. Johnston stated that the Audit was completed according to the auditing standards generally accepted in the United States and the standards applicable to financial audits contained in

Government Auditing Standards issued by the Comptroller General of the United States. A clean opinion (unmodified) opinion is being issued. In his report Johnston stated that there were 4 corrected misstatements found for the WCIDA or the WCBAC. Johnston reviewed the adjusting entries needed and stated they were standard adjustments. He stated that his firm encountered no conflict when completing the Audit for the entities, and that he and his colleague, Elizabeth Bianchi, were pleased with the cooperation from the staff providing the information requested. After the review, the Board approved the WCIDA 2025 Audit Report on a motion made by T. McCormick. The motion was seconded by D. Burling and unanimously carried. C. Johnston left the meeting at 2:47 p.m.

### **3. Action Item**

#### **A. Consider request and approve the JC Equipment Rental, LLC inducement package**

S. Gardner reviewed the project summary for JC Equipment Rental, LLC's application for IDA incentives. The incentives proposed for the project are more than \$100,000, therefore, a public hearing was required. Gardner stated that there were no guests in attendance at the public hearing held on February 9<sup>th</sup> in the Perry Village Hall. The project consists of construction of two 72'x 160' pole type buildings and reconstruction of the existing building on the property to be used for roll forming metal, selling building packages, renting heavy equipment and material storage. Gardner reviewed the cost benefit analysis prepared for the project. The total cost of the project is estimated to be \$1,549,780. The applicant submitted a short form EAF for the project and the IDA will issue a negative declaration pursuant to SEQRA. Gardner then presented the following resolution:

**RESOLUTION OF THE WYOMING COUNTY INDUSTRIAL DEVELOPMENT AGENCY AUTHORIZING THE CONSTRUCTION AND EQUIPPING OF A METAL ROLL FORMING FACILITY BY JC EQUIPMENT RENTAL, LLC AND/OR RELATED AFFILIATES TO BE LOCATED IN THE VILLAGE OF PERRY, NEW YORK, FOR LEASE TO THE WYOMING COUNTY INDUSTRIAL DEVELOPMENT AGENCY AND SUBSEQUENT LEASE OR RECONVEYANCE TO JC EQUIPMENT RENTAL, LLC, THE EXECUTION OF LEASE AGREEMENTS, MORTGAGE AGREEMENTS, A PILOT AGREEMENT AND THE TAKING OF OTHER ACTIONS.**

R. Ryan made a motion to approve the resolution as presented. The motion was seconded by T. McCormick and unanimously carried.

#### **B. Consider Sales Tax Extension request for Letchworth Base Camp**

Mike Bellamy, owner of Letchworth Base Camp, requested an extension of sales tax exemption for one year for the Letchworth Base Camp Project on Main Street in Perry to complete interior work, decorations, and fixtures. The Board agreed to extend the sales tax exemption until April 30, 2027, on a motion made by D. Burling, seconded by T. McCormick and unanimously carried.

**C. Consider Sales Tax Extension request for Silverlaken**

Mike Bellamy, owner of Silverlaken Estate, requested an extension of the sales tax exemption for his project to complete the pavilion and the interior decorations, appliances and fixtures pavilion and cabin units on his property at Silver Lake. The Board agreed to extend the sales tax exemption until December 31, 2026, on a motion made by D. Burling, seconded by T. McCormick and unanimously carried

**D. Consider Sales Tax Extension request for Letchworth Valley Campground and Resort**

Gardner reviewed with the Board a request from William Proietti, owner of the Letchworth Valley Campground, to extend the sales tax exemption for the project for an additional year. He has some work left on outbuildings and the main lodge which will take more time to complete. After discussion, the Board approved the request to extend the sales tax exemption until March 31, 2027, on a motion made by T. McCormick. The motion was seconded by R. Ryan and unanimously carried.

**E. Review the term sheet for the Steele Avenue property development (Arcade)**

Gardner informed the Board of the updated non-binding term sheet for the property development proposal for Steele Avenue in Arcade. The developer is ready to move forward with the property terms. There was no action needed. Counsel stated that the next step will be to negotiate the purchase contract.

**4. Executive Director's Report**

**Wyoming County Economic Development Projects**

- Work continues with the developer of the proposed hotel project for Arcade. Counsel drafted and the Agency sent a term sheet to the developer for review based on the proposal Jim Pierce presented to the Board in October 2025. The document has circulated between Agency and developer attorneys; a final draft is now ready for signature. The developer, Indus Hospitality – Jett Mehta, has indicated that his plan is to fast track the Arcade Hotel Project with hopes of a ground breaking by late summer 2026. Jim Pierce will work with the Arcade Planning Board to expedite the approvals as necessary. The developer is also directing their attorney to begin drafting a property contract of sale. This is a planned \$10 million investment, four-story hotel with 70+ rooms.
- The LaBella consultant provided an update on progress at the Emkay site in Arcade and the Brownfield Cleanup Program application status. The application package was finalized and submitted by 58 Church Street, LLC to NYSDEC on

March 2, 2026. The NYSDEC will now perform a 30-day completeness review on the application.

- The AES wind projects (Bliss and Wethersfield Wind Repowers) have sent the draft Community Host Agreements to the attorneys for the towns of Wethersfield and Eagle and are still awaiting approvals. We are also waiting to schedule the public hearings. The Agency also received notice that AES has agreed to be acquired and will begin the process of becoming a privately held company. The transaction is expected to close in late 2026 or early 2027, subject to approval by AES stockholders and regulators. They have assured us that they will remain an independent, public company and will be operating as usual.
- We have not heard anything further from our meeting with Peter Krog on December 17, to discuss the properties in Arcade and potential development/expansion project at the GenTech site.
- Information from the state has started moving on the \$3.3 Million awarded to the WCIDA for the Wyoming Transfer Station. We met briefly with the site operator regarding next steps, and have been working with recently assigned NYSDOT staff on specific questions before contracts will be drafted.
- The WCBAC paid the contractor and has been reimbursed from Arcade and Attica R.R. for the \$450,000 (anticipation note).
- The WCBAC closed on the loan to Putman's Maple Service LLC.
- We connected with the property owner of the Attica Opera House (Alex King), who was awarded a NYS Main Street grant of \$500,000, to learn more and to see if the agencies may be of assistance. We sent him WCBAC loan application documents.
- We closed on the new/amended promissory note with Action Enterprises that WCBAC Board approved and payments have resumed.
- On Jan 22, S. Gardner attended a meeting at Five Star Bank in Warsaw to learn about the multi-million-dollar renovation of their headquarters in Warsaw, current bank performance, and future plans. Following that meeting we received a phone call from a potential new property owner who plans to use the second-

floor space. They are letting us know that there would be approximately 11,000 sq/ft of space on the first floor that would be available for lease. This space would probably be available by the end of the year.

- The Agency hosted a meeting with Mayor and Supervisor of Perry and Walgreens representatives regarding the future of the site and any potential assistance to keep the site viable in Perry. Conversations are ongoing as the village and town boards consider support and a simplified solution to the taxation issue that would be beneficial for the long-term financial health of the business.
- Confirmed that Steele & O'Brien are moving into the API facility in Arcade and will keep their current site in use.
- We reached out to the realty company, Howard Hanna Commercial, to learn more about the former Pioneer Credit Recovery building in Arcade that has been listed for \$1.7 million. It's a 37,000 sq/ft facility now for sale or lease.
- S. Gardner continues to meet quarterly with the WNY Industrial Real Estate Development Strategy Committee organized by Invest Buffalo Niagara. The Steele Avenue site in Arcade is 1 of 5 sites that continues to be included in this site readiness initiative and monitored by their Site Readiness Coordinator. They are now planning to re-market these properties as needed, plan site visits, and look for projects that might fit the 5 locations.
- Staff continues to participate in the Wyoming County comprehensive planning process, attending meetings and contributing information for the plan.
- S. Gardner serves as a member of the CEDS steering committee through GFL Planning Council. He has redeveloped the priority project list for Wyoming County to be submitted into the plan. These will be priority items for funding sources once the new 5-year plan is approved.
- Counsel drafted demand letters to Drasgow, Inc. and Bert Heinrich regarding past due balances. These were "immediate balance due" letters. We have not received a response to date.

## **Wyoming County Business Center Updates**

- WCBC staff also sent demand letters to WCBC delinquent accounts Max's Bakery and Madison Skincare.
  - The draft annual report has been put together for the annual meeting that will take place at the end of March/early April. The report will also be presented to the Board of Supervisors following its approval.
  - The Fast Track Spring class is starting on March 17<sup>th</sup> with a class of 10, and two new facilitators, Parker Bray, WNY Sign Co./Maker's Movement; and Tom Schiltz, Fit Stop Strykersville. We also have reservations for the fall class.
- 5. Discussion Items** - The Board moved in to executive session at 3:09 p.m. to discuss a proposed lease of real property; a proposed sale of real property; and to review the financial information of a particular organization, on a motion made by D. Burling, seconded by R. Ryan and unanimously carried.

There was no action taken in executive session. The Board moved out of executive session at 3:47 p.m. on a motion made by D. Burling, seconded by R. Ryan and unanimously carried.

**6. Next Meeting**

The next regularly scheduled meeting will April 9, 2026, at 2:30 p.m. at the Wyoming County Agriculture and Business Center, Warsaw, N.Y.

**7. Adjournment**

There being no further business to discuss the meeting was adjourned at 3:47 p.m. on a motion made by T. McCormick, seconded by D. Burling and unanimously approved.

Minutes prepared by R. Marschilok

<https://www.youtube.com/watch?v=VAkzV9WkWbA>