

Allegany County Industrial Development Agency
MONTHLY MEETING
December 8, 2016
Crossroads Conference Center, Belmont, New York

OPENING REMARKS

- Chairman Johnsen called the board meeting to order at 9:05 AM.
- Present: Mike Johnsen, Judith Hopkins, Jack Ormond, Randy Shayler
- Excused: R. Ewell
- Others Present: Dr. Craig Clark, IDA Executive Director; Cathleen Whitfield, IDA-CFO; Kier Dirlam, Director of Planning

BOARD MINUTES / SECRETARY'S REPORT

- A motion was made by J. Hopkins, seconded by J. Ormond and carried to approve the 11/10/16 Board Meeting minutes.

TREASURER'S REPORT

- **Abstract** – A motion was made by R. Shayler, seconded by J. Hopkins and carried to accept the Abstract Report for the December expenses as presented for payment.
- **Treasurer's Report** – Motion by R. Shayler, seconded by J. Hopkins and carried to accept the Banking Summary and Budget Report as presented.

MAINTENANCE REPORT

- Executive Director Craig Clark stated the front doors of Crossroads building need replacing and it will be addressed after the water tank replacement is finished. Discussed a “self-locking” system for doors and pricing will be checked.

OLD BUSINESS / UPDATES

- No Report.

NEW BUSINESS

- **Crossroads Energy** – Application was received but remains incomplete. Chairman Johnsen shared some concerns with application information received. There have been no discussions, to date, regarding a leaseback/sale leaseback agreement. J. Hopkins inquired if there was a formula we base assistance to a company on regarding tax abatement verses number of employees. Discussion followed concerning the ratio of large tax abatements verses small number of employees with a project. J. Ormond asked if IDA legal could survey stats on this issue with other counties and IDA agencies. Executive Director Clark stated there is not enough information provided with the application at this time for the Board to act on. J. Hopkins suggested no further activity with this application until after 12/31/16 when Jack Wood's contract expires with

Allegany County. K. Dirlam, County Planner, noted their report was based on jet fuel and they announced yesterday they have switched to ethanol, so that makes their application report inaccurate.

- Development Travel – Executive Director Craig Clark will be going to Mississippi regarding a “60 Minute” segment that discussed investment within a small rural area similar to Allegany County. Dr. Clark’s visit will be dual phased – Workforce Development for Alfred State College and site review for the IDA.
- IDA Directors & Officers Insurance Policy – R. Ewell was excused for another meeting. The D&O Insurance policy is up for renewal and we are currently getting the least expensive policy. R. Ewell has received three quotes. A motion was made by J. Hopkins, seconded by J. Ormond and carried to table this discussion until the next meeting when Richardson & Stout representative, R. Ewell, can give an update on the policy for renewal.
- Board Resignation/Jack Ormond – J. Ormond announced his upcoming retirement from Cuba Memorial Hospital in February 2017 and with his IDA Board membership term expiring on 12/31/16, he feels this is the best time to step down and resign from the IDA Board as well. He mentioned he is the oldest member with the longest term served with the WNY Finance Committee. Chairman Johnsen thanked him for his years of service and his assistance with getting the ACIDA on good financial footing. J. Ormond commented he didn’t change as much as made the Board aware of the financial status. He will work with CFO, C. Whitfield, on the year-end financial package for the auditors after the first of the year. J. Hopkins remarked what a privilege it has been for her to work with him and she has learned so much as a board member and during Ted’s tenure with the IDA Board attending meetings with him. She appreciates how open the board has always been and wished him well in his retirement. A motion was made by J. Hopkins, seconded by R. Shayler and carried to accept John (Jack) Ormond’s resignation from the Allegany County IDA Board effective 12/31/16.
- Client Job Status - There was a recent news release criticizing IDA’s for not following up with clients on job retention and creation with IDA projects. Executive Director Clark spoke with IDA legal, Seth Pullen, who stated that NYS has changed the requirements and more information is needed with regards to retaining and obtaining jobs for projects. All projects will need reports on file regarding job retention. S. Pullen will send the new information to Dr. Clark. The IDA will also need an option for claw backs in future contracts and agreements.

UPDATES

- Crossroads Park-N-Ride – K. Dirlam, County Planner, announced good news that the Park-N-Ride project, started in 2010 has officially been approved at the Federal level. There will be a meeting next week with Kheops engineers and NYSDOT. The next step will be for engineers to finalize and then it will go to bid for construction and management. Kheops will be the engineering firm sent forward for county approval and will handle the bid process and oversee the project from this point forward. The project will be a county project since the grant was awarded to the county. Chairman Johnsen updated the new IDA Board Members on the history of the project.

- I-86 Development – Executive Director Clark has spoken with Tom Dolan and he commented that both Developers are still interested and will be submitting Letters of Intent in near future. Packages need to include hotel and restaurant. Chairman Johnsen stated we don't need to decide which developer until more detailed information is made available to the IDA, i.e. plans, hotel layout. Executive Director Clark commented that there is a new potential prospect for the Truck Stop that includes a national food brand.
- I-86 Waterline – The valve was to be replaced Wednesday and we should get a report soon regarding the leakage. The new valve will now allow monitoring of the tank.
- Lufkin/GE – Executive Director Clark reported that the Lufkin plant is now in the final stages of acquiring. Lufkin will be leaving all furniture and operational items for the facility but no manufacturing equipment. They will be taking the larger equipment but the plant will remain turn-key functional. The IDA will have the option to sell the building and equipment that is left but owned by GE Lufkin. Some Lufkin employees will be in place until April 2017. The German company remains interested in the property and produces a similar product line as GE/Lufkin did. There are also two local companies interested in the site. Ownership will not transfer until after April 30th.
- Site Selectors – The Site Selectors were here and reviewed Allegany County sites. They validated what we need to do to market our area. They noted it's not that we are a "bad place" but rather a "small place." We have to pursue and we do have a developed workforce through Alfred State College and ceramics. The mile radius broadens our workforce within an hour drive.
- Crossroads/OFA-Veteran's Buildings - Chairman Johnsen met and discussed the IDA with Legislative Chairman Crandall as the new IDA Chair and took the opportunity to address the county's interest in the buildings once again, the 911 Program. He will provide the County with operating expenses for both buildings.

GOOD OF THE ORDER

- Chairman Johnsen thanked Executive Director Clark for all he does for the IDA and the County Development Office.

CALENDAR

- **Next Meeting:** Thursday, January 12, 2017 @ 9:00 AM
Crossroads Commerce Center, Belmont, NY

ADJOURNMENT

With there being no further business, a motion to adjourn at 10:30 a.m. was made by J. Hopkins, seconded by R. Shayler and carried.

Respectfully submitted,
Cathleen L. Whitfield
Recording Secretary