

**ALLEGANY COUNTY INDUSTRIAL DEVELOPMENT AGENCY
MONTHLY MEETING**

October 12, 2017

Crossroads Conference Center, Belmont, New York

OPENING REMARKS

- Chairman Johnsen called the board meeting to order at 9:08 AM.
- Present: Mike Johnsen, Rich Ewell, Randy Shayler
- Absent: Judith Hopkins (tele-conferenced in @ 9:30am)
- Others Present: Dr. Craig Clark, IDA Executive Director; Cathleen Whitfield, IDA-CFO; Kathy Kellogg, Olean Times Herald

BOARD MINUTES / SECRETARY'S REPORT

- A motion was made by Rich Ewell, seconded by Randy Shayler and carried to approve the September 14, 2017 Board Meeting minutes with the comment to remove the word "cell" when referencing the tower installed at Crossroads. It is an Internet tower, not a cell tower.

TREASURER'S REPORT

- **Abstract** – A motion was made by Rich Ewell, seconded by Randy Shayler and carried to accept the Abstract Report for the October expenses as presented for payment.
- **Treasurer's Report** – A motion was made by Rich Ewell, seconded by Randy Shayler and carried to accept the Banking Summary and Budget Reports for September.
- **IDA Bond** – A motion was made by Rich Ewell, seconded by Randy Shayler and carried to approve the invoices presented for payment from the Bond account.

MAINTENANCE REPORT

- Cathleen Whitfield, IDA-CFO reported that the building maintenance contractor has made numerous repairs to exterior and interior lighting fixtures and continues to clean gutters on the Crossroads building. He will be working this weekend on the damaged accent façade on the south side exterior of the Crossroads building.

OLD BUSINESS

- **GE-Lufkin Building** – Executive Director Clark just emailed the final GE contract to board members after review by the attorneys. It is a standard boiler plate contract with GE's main concern that there are no future liability issues with building usage. Contract should be finalized this month and Dr. Clark is asking that board members review the contract within the next 10 days, authorizing him to sign when the board is in full agreement. There is a projected deadline of late October or early November with the first payment due at closing. The goal is for the transaction to take place the same day with transference of the Lufkin building to the ACIDA, who then will transfer to the new

owner. There was discussion regarding insurance and the need for purchase. It was agreed there would be no purchase of insurance unless the IDA would be retaining ownership for weeks to months. R. Ewell will do an estimate of cost, if needed. Dr. Clark will be working with IDA counsel, Dan Spitzer, Hodgson Russ, to be sure there is no overlap. Randy Shayler questioned if the insurance is the responsibility of the IDA if the IDA retains ownership for 20 years. It was noted the IDA is only responsible if the tenant does not have enough insurance. R. Ewell gave an update on the NYS Labor Law and liability insurance requirements.

- Park-n-Ride Project – The project is progressing and about one week behind due to weather and setbacks getting materials. Paving will begin next week. There has been some realignment with parking spaces due to discovery of current placement of leach field lines not noted on original plans.
- Belvidere Project – The developers are looking at a date in November to have a public forum to showcase their master plan and design. They have only given one date at this time which is November 18th. It was discussed that Saturday is the opening day of deer season and many individuals who would like to attend will be unable. Dr. Clark to double check with developers to see if there is another possible Saturday date.
- Waterline Project - Dr. Clark reported this is moving forward and the Engineer is working with Health Department and is still on target to start next summer. The Engineers will work with the County on bid specs.
- Solar Projects – Dr. Clark stated there is no new information to report at this time.
- ACIDA Board Member – Chairman Johnsen asked if there was any new information on appointing the board member vacancy. Dr. Clark said he will reach out to the individual discussed.
- Clawback Agreement - Dr. Clark reported on recent information where IDA's are being put to task for not following through on projects and the hiring of new employees. A Clawback Agreement is now in place and will be included in all new PILOT projects. PILOT Agreements cannot be automatically transferred to a new building owner when a building has been sold that currently has a PILOT Agreement in place. The new owner needs to file an IDA Application for transfer consideration. Chairman Johnsen also reported on the new State Comptrollers requirements for IDA's to be in compliance.

NEW BUSINESS

- Trout Run – Dr. Clark reported the Trout Run Campground will be doing a fairly extensive rebuild to their lodge. The owner will be presenting a proposal for a PILOT consideration before the next board meeting. The renovations will be a quarter million dollar project. Dr. Clark reported there are no PILOT benefits for a remodel only unless there are new jobs created and benefit to the community.
- Wellsville PILOT Request – Dr. Clark reported the IDA cannot provide PILOT Agreements for retail businesses unless an area is considered distressed. Wellsville has been deemed a distressed area and retail projects can now be considered if new jobs are

created and there is benefit to the community. Wellsville currently has a vacant building lot for a new restaurant with potential of 15 jobs. There was discussion regarding new businesses coming into area and possibly detracting from existing restaurant businesses. Dr. Clark noted it is the IDA's job to attract businesses and we need to review companies that might compete but it is not the job of the IDA to protect businesses, although this may be discussed at the open hearing. If a project is deemed eligible for a PILOT, the ACIDA should consider a pilot.

UPDATES – IDA EXECUTIVE DIRECTOR DR. CRAIG CLARK

- Angel Investors – The ARC will be supporting a representative to help the three Southern Tier Counties get investors for new companies. It has been a long term goal of Southern Tier West and the meeting should take place in late fall/early winter.
- Tracewell Building – Dr. Clark is connecting with a potential company to move into the building. The company will create 60 new jobs and possibly be a Start-Up New York project. There will be no ACIDA involvement because the building sits on sovereign land owned by the Seneca Nation Indians.
- Alstom– Hornell - Dr. Clark met with two potential companies from China yesterday who want to be suppliers to Alstom in Hornell and looking to locate in Western New York. R. Ewell mentioned an article regarding Alstom and Siemens working together and Dr. Clark responded that yes they do work together in the transportation industry
- Arvos/Ljungstrom – The Arvos Main Street facility will apparently be closing and the employees jobs will be preserved and absorbed into the Andover Road facility, where investments are taking place for new product lines. Dr. Clark has reached out to Arvos and offered assistance with the new changes.
- Site Selectors – Site Selectors will be visiting Allegany County to review our land and buildings and this is a better way of getting on their site list verses magazine advertisements. Dr. Clark has met with them three times at annual spring and fall seminars and finds it very beneficial attending these seminars where he is learning that we are doing all the right things. Dr. Clark is working with two individuals from New Jersey and one of them is originally from Buffalo. R. Ewell questioned who pays their expenses here and the County Development budget pays.
- Wireless Project – Chairman Johnsen gave an update on the wireless initiatives. There are currently 6-8 customers on board in the northern part of the county now and they report good speed and access. The 911 system is not yet complete so service is not on all the towers, but the towers that are active are successfully working.

EXECUTIVE SESSION

- A motion to enter into Executive Session at 9:52 a.m. was made by R. Ewell, seconded by R. Shayler and carried.
- A motion to return to Regular Session at 10:09 a.m. was made by R. Shayler, seconded by R. Ewell and carried.

GOOD OF THE ORDER

- No report.

CALENDAR

- **Next Meeting:** November 9, 2017 @ 9AM
Crossroads Commerce Center, Belmont, NY

ADJOURNMENT

With there being no further business, a motion to adjourn at 10:09 a.m. was made by R. Ewell, seconded by R. Shayler and carried.

Respectfully submitted,

Cathleen L. Whitfield
Recording Secretary