

**Allegany County Industrial Development Agency**  
**MONTHLY MEETING**  
October 11, 2018  
Crossroads Conference Center, Belmont, New York

**OPENING REMARKS**

- Chairman Johnsen called the board meeting to order at 9:02 AM.
- Present: Mike Johnsen, Judith Hopkins, Skip Wilday, Doug Frank, Rich Ewell
- Excused/Teleconferenced In: Randy Shayler
- Other's Present: Dr. Craig Clark, IDA Executive Director; Angela McKay, Assistant Director of Economic Development & Planning; Cathleen Whitfield, IDA-CFO

**BOARD MINUTES / SECRETARY'S REPORT**

- A motion was made by R. Ewell, seconded by S. Wilday and carried, with no comment or changes, to approve the September 13, 2018 Board Meeting minutes and the Stilly Enterprises Public Hearing Minutes of October 2, 2018.

**TREASURER'S REPORT**

- **Abstract** – A motion was made by D. Frank, seconded by J. Hopkins and carried to accept the Abstract Report for the October expenses as presented for payment.
- **Financial Summaries** – The financial summary year to date was reviewed. A motion was made by R. Ewell, seconded by S. Wilday and carried to approve the financial summary presented with no comments.
- **Bond Invoices** – Payments from the bond to LaBella Associates and Pullen & Pullen were discussed. A motion was made by J. Hopkins, seconded by D. Frank and carried to approve the bond payments as presented.

**MAINTENANCE REPORT**

- C. Whitfield reported that the building maintenance contractor has been working on roof leaks over the large conference room area. C. Clark stated he will inquire with Alfred State College to see if students can do a partial replacement of shingles on roof.
- J. Hopkins inquired about power washing both buildings. C. Clark reported we have contacted the previous contractor who did it four years ago and it will be scheduled.

**OLD BUSINESS**

- **Stilly Enterprises PILOT** – The public hearing for Stilly's PILOT agreement was October 2, 2018 at 10AM at the Wellsville David A. Howe Public Library Auditorium. There was no general public in attendance; only IDA Board members and the Wellsville Chamber Director.
- Chairman Johnsen questioned the performance guarantee of employees, wages and where does it state in the document we can remove the business from the PILOT Agreement if they do not comply. Attorney Dan Spitzer is currently working on the lease agreement and the verbiage regarding compliance will be stated in the lease agreement under

Section 8-75. Chairman Johnsen commented that he just wants to see clarification in a document.

- Chairman Johnsen reiterated the NYS Comptrollers requirements for new PILOTS and there was discussion with current PILOT's and their compliance. It was suggested a check-list be reviewed on all current PILOT's regarding their employee/wage requirements. C. Whitfield to provide PILOT Agreement summary by next meeting. R. Ewell commented on how impressed he is with the Stilly Restaurant and R. Shayler commented Stilly owners made arrangements with Walgreens Pharmacy for restaurant parking in Walgreens lot, which helps to create community collaboration.
- **A motion was made by Skip Wilday, seconded by Judith Hopkins to approve the SEQRA and Approving Resolution on the Stilly Enterprises, LLC Project as a "Type II Action" with no further action required under SEQRA and authorizing execution of documents for a Lease/Leaseback transaction. Roll call was taken as follows:**

▪ Michael Johnson	VOTING	<u>AYE</u>
▪ Judith Hopkins	VOTING	<u>AYE</u>
▪ Richard Ewell	VOTING	<u>ABSTAIN</u>
▪ Randy Shayler	VOTING	<u>AYE</u> (Teleconference)
▪ Douglas Frank	VOTING	<u>AYE</u>
▪ Ward "Skip" Wilday	VOTING	<u>AYE</u>

**Motion was carried 5-0 with 1 Abstaining.**

- Hotel at Crossroads – C. Clark, Legislator Deb Root and IDA Chairman Mike Johnsen met with the hotel developers in Geneseo and the meeting was positive with both parties. Not having the ESD \$2 million incentive has caused a slowing of the project and we wanted to meet to discuss options to move the project forward. The developers are ready to move forward with additional site work conducted by the IDA on the site before they build the hotel. The IDA is developing a plan to do infrastructure work by removing the tanks at the Truck Stop and other site work in the range of a \$1.2 million investment to the project. The IDA will not disburse funds to developers but plans to conduct site improvements.
  - We discussed a service agreement for the IDA to conduct additional economic development services for the county. D. Frank asked for an explanation of a service agreement. It has been discussed with IDA legal and Allegany County can contract with the IDA through a service agreement to do Economic Development work. Dan Spitzer wants confirmation from the IDA Board they are agreeable to such service agreement before moving forward. S. Wilday questioned if this was normal practice with other IDA's and we discussed an example that was handed out.
  - There was discussion regarding the cost of the conference center area with the hotel and possibly removing the conference center. C. Clark confirmed that the developers are currently working on other projects and he has submitted a CFA application to NYS for possible funding as well. Once approval is received from Hilton Tru Hotel, the project is a definite "go." The developers now believe the fueling station will be built when they build the hotel.
- Belvidere/Friendship Waterline – C. Clark presented a set of plans that shows the connection of waterline between the new and old road. The waterline is off by 500 feet

and needs to be moved so there is a delay involved. Through recent site exploration it was discovered the waterline is not located where it was shown on the plans. R. Ewell asked who will own the waterline in the end. C. Clark stated the Transportation Corporation will own it during construction and after construction. We need to continue to discuss long term options including the Town of Friendship. R. Ewell expressed concern with ownership if something goes wrong. The contractor will be required to be insured for \$3 million during construction and R. Ewell suggested the owner be insured an additional \$2 million and he will get some costs for the next meeting.

#### **NEW BUSINESS**

- No business to discuss.

#### **UPDATES**

- No further updates to report.

#### **GOOD OF THE ORDER**

- Chairman Johnsen reported on attending the first Young Professionals “Meet and Greet” at the Wellsville Country Club. He was very impressed with the attendance of our youth and commented on what “sharp” young adults we have in the county. There were many Alfred State graduates in attendance. Andy Glanzman was a spokesman and Chairman Johnsen commented on what a true entrepreneur he is for our area. The next gathering will be at Swain for a beer fest and the Chairman plans on attending that as well, stating “our goal is to keep young professionals here; for them to stay, grow and come back.”

#### **CALENDAR**

- **Next Meeting:** Thursday, November 8, 2018 @ 9:00 AM  
Crossroads Commerce Center, Belmont, NY

#### **ADJOURNMENT**

With no further business, a motion to adjourn at 9:55 a.m. was made by R. Ewell, seconded by S. Wilday and carried.

Respectfully submitted,

Cathleen Whitfield  
Recording Secretary