

Allegany County Industrial Development Agency
MONTHLY MEETING
July 12, 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, Randy Shayler, Rich Ewell, and Skip Wilday
- Excused: Doug Frank
- Others Present: Craig Clark, IDA Executive Director; Cathleen Whitfield, IDA CFO; Angela McKay, Asst. Director of Economic Development and Planning

NEW EMPLOYEE

- Craig Clark introduced Angela McKay, the new Assistant Director of Economic Development & Planning. She was previously employed with Siemens and St. Bonaventure University with a Masters in Marketing. Her main directive right now is working reviewing our marketing, the website and working on Economic Development with Craig.

BOARD MINUTES / SECRETARY'S REPORT

- A motion was made by R. Shayler, seconded by J. Hopkins and carried to approve the June 14, 2018 Board Meeting minutes with no comment or changes.

TREASURER'S REPORT

- Abstract – A motion was made by R. Ewell, seconded by S. Wilday and carried to accept the Abstract Report for the July expenses as presented for payment.
- Banking Summary Reports – A motion was made by J. Hopkins, seconded by R. Shayler and carried to approve the June Banking summary.
- Community Bank Mortgage Call Note – C. Clark reported that he contacted Gretchen Copella at Community Bank which triggered the letter stating the call note is due 8/14/18. There was discussion regarding interest rate and looking at both buildings and possibly re-mortgaging with a new bank. The board suggested one more quote besides Steuben Trust being either Five-Star Bank in Cuba or First Citizen's in Wellsville. C. Clark will proceed with both.

BUILDING MAINTENANCE REPORT

- No current issues to report.

OLD BUSINESS

- PM Research, Inc. – C. Clark reported that PM is due to sign the PILOT Agreement this week. R. Ewell reviewed the insurance binder and noted his concerns and suggested more Fire/Legal insurance based on the manufacturing work being performed that was passed on.
- Stilly Enterprises, Wellsville – Still awaiting the Public Hearing Notice from attorneys. C. Whitfield to contact Dan Spitzer again. C. Clark confirmed the restaurant can open before the Public Hearing is held. R. Shayler reported other local Wellsville restaurants are questioning the new restaurant receiving PILOT (Payment In Lieu Of Taxes) benefits. C. Clark noted that if other restaurants want to do upgrades and renovations, they can apply for a PILOT as well if in the distressed zone. There was discussion regarding the “distressed area” and J. Hopkins questioned what the criteria was based on. C. Clark reported the criteria is based on the poverty level for census tracts within the county, not the county as a whole. With regards to PILOT’s, R. Ewell commented that when PILOT applications are received, the IDA Board’s first response is to contact our legal department and get their approval for any project, and if approved, the Board moves forward. C. Clark noted that the public has a misconception of a PILOT and it’s not “giving” money away but an incentive for investments. PILOT’s promote new business and growth and is a benefit to the County long-term. It was suggested putting an article in the paper explaining PILOT’s.
- Friendship / Belvidere Waterline – C. Clark spoke with Mike Schaffron noting the easements are all verbally approved to be signed and the County Health Department is currently reviewing all plans. Dan Spitzer has reviewed the contract documents and sent his comments to Mike Schaffron. Jeff Smith, Municipal Solutions, will be attending a Legislative Committee of the Whole Meeting on August 13, 2018 to talk to Legislators about the project. The IDA Board would like to meet with Mr. Smith prior to the Legislative meeting and it was suggested he attend the next IDA meeting on August 9th. C. Clark will contact Mr. Smith. IDA Board Members were invited to attend the Legislative meeting on August 13th, to be held after the 2pm Legislative Board Meeting. R. Shayler suggested lobbying legislators prior to the August 13th meeting. Chairman Johnsen asked if Jeff Smith put the bond agreement together and yes, he was part of the original bond issuance. R. Shayler asked for the tax revenue/cost for the Truck Stop. C. Clark will make sure Mr. Smith has all the data on bed tax, etc. and the original history of the project.
- Hotel Developers – Diego Sirianni is the contact at Empire State Development regarding the funding coming from ESD. C. Clark still trying to get an answer on when funding will be available and will meet with the head of WNY ESD in Buffalo next week and will contact Senator Young Friday. There has been no negative response and all seem to be responding “yes” to the funding, just a matter of when. Developers still on board pending funding. C. Clark will be submitting another CFA Application for the project. J. Hopkins questioned Howard Zemsky’s role as he is absent from discussions. C. Clark responded his office is in New York City and the developers need a commitment letter from NYS ESD and a letter will not be generated until officials have established where the funding will come from.

NEW BUSINESS

- IDA Friendship Parcel – C. Clark walked the property last Friday with K. Dirlam, Director of Planning, and again on Monday with the NYSDEC. He met with the landowner who owns the adjacent acreage. He reported there are three trenches that drain into the pond, which has been monitored in the past, and there is no evidence of ground contamination. Chairman Johnsen questioned who's responsible if there is contamination. The ACIDA should be responsible but the original company who placed the contamination or NYSDEC, along with federal funding, should be responsible.

UPDATES – CRAIG CLARK

- Maker City Project – C. Clark continues to work on implementing the Maker City report and presented the Board with a report on the four initiatives currently being worked on:
 1. PR / Brand Positioning and Targeted Marketing Campaign
 2. Grow the Young Professional Group
 3. Clean Up Blight
 4. Build an Entrepreneur Ecosystem

C. Clark reported that the project was definitely worth pursuing. J. Hopkins questioned the difference between Maker City Project and the Leadership Allegany Group. C. Clark responded that Maker City suggested developing a Young Professionals which is different than Leadership Allegany. Leadership Allegany is for any professional and a structured one year program to develop professionals. A young professional group is typically for the under 40 group for any career path, not necessarily a white collar job and is ongoing, typically more networking in nature but also with training and community service. The goal of Maker City is to keep young professionals in the area or bring them back to an area. There was discussion of a “mixer gathering” in the late summer or early fall of young professionals and their mentors, i.e., other professionals like IDA Board Members. There was discussion regarding “Branding” which is always an issue to make sure all are on the same page. Blight was discussed and the difficulty controlling it per township and trying to change the culture. It was suggested that blight be addressed in sections of the county verses county-wide.

- Southern Tier NY Angel Investor Leadership Group – C. Clark presented a draft review of the summary of Values, Visions and Key Characteristics of the fund. It will encompass Chautauqua, Cattaraugus and Allegany Counties with a goal to start in the fall and raise half a million dollars. They are currently looking for investors and it is not for charity, but a money maker. It is a venture capital fund and C. Clark will check with IDA legal as he would like the IDA to be an investor. The Appalachian Region Commission pays for the start-up funds and each investor will get a vote on who to fund. It is similar to a Shark Tank concept and C. Clark thinks it is good for all counties but especially Allegany County. All of the IDA Directors from the three counties have been involved in the process. They will meet again July 13, 2018.

GOOD OF THE ORDER

- R. Ewell suggested a sign at the Truck Stop announcing pending activity. C. Clark reported Tom Dolan has other potential developers should plans change with current developers. The Board suggested a deadline date for current developers.
- Chairman Johnsen questioned the status on the solar projects. C. Clark reported he is not hearing much on the projects which relied on RFP to get funded and the agreements to buy energy went to wind turbine projects like ALLE-CATT verses solar.
- C. Clark distributed an “Out of District Water Service Agreement” for the transportation committee, “Allegany Crossroads Utility Corporation.” The Corporation will need to meet and a new contract needs to be signed between the Corporation and Town of Friendship. The original contract is with the County. C. Clark asked the Board to review and send comments ASAP.

CALENDAR

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

ADJOURNMENT

With there being no further business, a motion to adjourn at 10:25 a.m. was made by R. Ewell, seconded by R. Shayler and carried.

Respectfully submitted,

Cathleen L. Whitfield
Recording Secretary