

Allegany County Industrial Development Agency
MONTHLY MEETING

April 11, 2019

Crossroads Conference Center, Belmont, New York

OPENING REMARKS

- Chairman Ewell called the board meeting to order at 9:01 AM.
- Present: Rich Ewell, Judith Hopkins, Mike Johnsen, Doug Frank and Randy Shayler
- Excused: Skip Wilday
- Guests: David DiTanna and Jeremy Smith, BWB Auditors
- Other's Present: Craig Clark, IDA Executive Director; Angela McKay, Assistant Director of Economic Development & Planning; Cathleen Whitfield, IDA-CFO; Kier Dirlam, Planning Director

2018 ANNUAL REPORT

- David DiTanna and Jeremy Smith reported on the Preliminary 2018 Annual Report where they issued a "clean, unmodified" opinion which is considered the best the IDA can get. The Capital Resource Corporation had no activity during 2018; therefore, the report is based mainly on the IDA. Upon discussion and review, a motion was made by Chairman Ewell, seconded by Judy Hopkins and carried to accept the 2018 Annual Report with a change to Page 20 under "Forecasting – Agency Response" that the year 2018 be corrected to 2019.

BOARD MINUTES / SECRETARY'S REPORT

- A motion was made by R. Shayler, seconded by M. Johnsen and carried, to approve the March 14, 2019 Board Meeting minutes.
- A motion was made by M. Johnsen, seconded by J. Hopkins and carried, to approve the April 3, 2019 Conference Call minutes.

TREASURER'S REPORT

- **Abstract** – A motion was made by M. Johnsen, seconded by D. Frank and carried to accept and approve the Abstract Report for the April 2019 expenses as presented for payment.
- **Financial Summaries** – A motion was made by M. Johnsen, seconded by R. Shayler and carried to accept and approve the Financial Summaries as presented.
- **Bond Invoices** – A motion was made by J. Hopkins, seconded by M. Johnsen and carried to approve the bond invoices presented for payment.

MAINTENANCE REPORT

- Building Maintenance has repaired the broken "Allegany County" sign at driveway entrance and repaired and re-hung the "Crossroads" sign on the hill that was blown down during a wind storm. Suite 140 is having electrical issues with outlets not working and Maintenance is trouble shooting electric source and repairing with wire mold to outlets.

NEW BUSINESS

- K-Mart Plaza – L.C. Whitford is looking to do some renovations on the building to attract a new business. They anticipate expending \$1.4 million on the project and may submit an application to the IDA for PILOT benefits. C. Clark wanted the board to be able to discuss so the Board is prepared, as they are not quite ready to act. M. Johnsen questioned how we would support a PILOT application with no jobs and the landlord is doing the renovations with no tenant. C. Clark commented that Whitford said they would transfer the PILOT benefits to the tenant through reduced lease and the lease would be a triple net lease. There was discussion regarding the taxes and cost per square footage and possible reduction in square footage price charged to tenant, enticing a business to commit. The owner is also pursuing a reduced assessment. All parcels at the Riverwalk Plaza are assessed separately with different dollars per square foot charged to tenants. There was discussion regarding the owner receiving the IDA benefit without the IDA receiving the benefit of new jobs. M. Johnsen stated putting something in the PILOT agreement stating it is for retail generating sales tax, and no warehouse tenants. They anticipate approximately \$1 million in sales tax received annually for retail operations. It was requested by Board members to have Dan Spitzer, legal counsel, put wording to that effect in the agreement when reviewed and passed.

OLD BUSINESS

- PILOT Application Checklist – Angela McKay, Assistant Director of Planning & Economic Development, presented the form she created to be used as a PILOT checklist prior to application received and board vote. As C. Clark interacts with companies, he will fill out the form and present to the Board for review and discussion. K. Dirlam suggested making the form a “fillable” form. There was discussion regarding sales tax revenue on Internet sales and how that would be tracked as sales tax estimates were less than payments going to towns and villages. Currently the State is proposing that the County would have to make up the difference. J. Hopkins saw at the NYSAC Conference where there are many townships that their address is in a different county than their physical location, which is in Allegany County and the difficulty this creates in tracking sales tax revenue. It was noted that it may end up being tracked by zip code.

UPDATES – CRAIG CLARK, EXECUTIVE DIRECTOR

- IDA Meetings – C. Clark reported there is a new potential open meetings law where all IDA’s will be required to film their meetings, post on-line, and keep a file for five years. Prevailing rate is still under discussion for any IDA projects, which would essentially eliminate any ESD and IDA benefits by increasing cost of projects.
- Park-n-Ride – Kier Dirlam, Planning Director, reported he met with the NYSDOT and if the IDA can update the lease agreement regarding maintenance of the Park-n-Ride, the State agreed to reimburse for additional maintenance, snowplowing, sealing the lot and striping. The County will be reimbursed by the grant and knowing that, it will be easier to get the work done. County Attorney Carissa Knapp stated the contract should be ready before the next IDA meeting. The Park-n-Ride signage is up on Route 19 and I86. Still waiting for directional signs which will cost approximately \$1,000 to reimburse the IDA.

Striping should be considered for this summer as there was only one coat originally put down. The approximate cost would be \$2,000 - \$3,000 but that will wait until after contract reworked. The bus shelter is still a possibility but that cost would be also covered by a grant through Ardent Solutions. Electric car stations could also be installed for free with grant funding.

- Truck Stop / Hotel - C. Clark hoping for a Letter Of Intent (LOI) for the fueling station within the next week or so. There are two different businesses interested in the location. Pepsy is still working on acquiring a new second partner so the project can continue. C. Clark meeting with another developer next week and connecting with other potential hotel investors.

GOOD OF THE ORDER

- Ted Hopkins Memorial Tree – J. Hopkins reported a Red Oak tree was purchased from Schictel's in Springville with a ball root between 4-5,000 pounds. Her son, Peter Hopkins, is coordinating transporting and planting the tree at Crossroads within the week. R. S. Maher will transport the tree and Snow Hill Landscaping will plant it. The Hopkins family will do a dedication ceremony with a memorial bench and plaque at a time when all the family can be present. J. Hopkins thanked her fellow board members and Craig Clark for the IDA's involvement in agreeing to plant the tree at Crossroads.

CALENDAR

- **Next Meeting:** Due to a conflict with the STW Conference on Thursday, May 9th the next meeting will be Tuesday, May 14, 2019 @ 9:00 AM
Crossroads Commerce Center, Belmont, NY

ADJOURNMENT

With no further business, a motion to adjourn at 10:30 a.m. was made by D. Frank, seconded by R. Shayler and carried.

Respectfully submitted,

Cathleen Whitfield
Recording Secretary