

Minutes

Planning & Economic Development Committee

November 13, 2019, 6:00 pm, Room 331

Gerace Office Building, Mayville, NY

Members Present: Odell, Chagnon, Starks, Proctor

Member Absent: O'Connell

Others: Tampio, Ames, McCoy, Dennison, Dixon, Muldowney, Keller, Hemmer, Boria, Burns, Geise

Chairman Odell called the meeting to order at 6:00 p.m.

Approval of Minutes (10/16/19)

MOVED by Legislator Starks, SECONDED by Legislator Chagnon.

Unanimously Carried

Privilege of the Floor

No one chose to speak at this time.

Proposed Resolution – Authorize Continued Participation in the Lake Erie Watershed Protection Alliance

Mr. McCoy: I wasn't planning to do this but I'm glad to fill in. The (*inaudible*) a great organization for a lot of reasons. There is an inter-municipal agreement between three counties, Chautauqua, Cattaraugus, and the other one, can't pull that name up, but they actually have a funding from New York State and they are working to produce lake management plans for Lake Erie. There is also project monies that are available and distributed to each of the three counties. So it's a very worthwhile organization.

Chairman Odell: Perfect, any questions?

Unanimously Carried

Proposed Resolution – Authorize County Executive to Enter into Amended Municipal Agreement with the Energy Improvement Corporation ("EIC") for Sustainable Energy Loan Program of Chautauqua County

Chairman Odell: I'll just speak to this one. This will be a follow-up to execute the agreement with the Energy Improvement Corporation pursuant to the local law that we made two months ago that we adopted unanimously. So this allows the County Executive to enter into the program so companies like Titenex(?) who are eagerly waiting to get the projects going can move forward. Any questions?

Unanimously Carried

Proposed Resolution – Amend 2019 Budget for Additional Capital Project – Chadwick Bay Industrial Park Expansion

Mr. Geise: This resolution proposes to amend the 2019 budget to purchase land up in the north county. As I'm sure you are probably aware, we're running out of land throughout the County in our business parks, especially in the north county. There just isn't any other land in our business parks. The Planning Board recommended that the County allocated \$200,000 to purchase land adjacent to the Chadwick Bay Industrial Park. Right now there is a sense of urgency for us to do it now. We have been negotiating with these landowners for probably 8 months and back and forth, back and forth, and they've been a bit fickle so we really want to move now to lock that down to get an option on the land, to do our due diligence, get it locked up while it's still available. It's actually a perfect piece of land for what we're trying to do. That's what this is all about.

Chairman Odell: Very good. Any questions?

Legislator Proctor: Are there prospective tenants now for the additional land?

Mr. Geise: Right now it's being farmed and it would continue to be farmed until which time we actually have a development for it.

Mr. Dixon: We get requests all the time from Invest Buffalo Niagara with someone looking for 50 acres, near the rails, near this, near water, near that, so, this parcel puts is in a real good position for us to even answer more of those request. So, it's zoned for it so we're excited about the possibilities with this.

Legislator Chagnon: I did speak with the County Executive about this resolution because this kind of came out of the blue to me. I actually wanted to understand why this was not included in the 2019 capital plan and is not included in the 2020 capital plan. I was aware that the Planning Board had expressed a sincere interest in us adding to our parks. So, that wasn't a surprise to me but I was just surprised that it wasn't in the capital plan. The County Executive explained to me that this opportunity came up well before we started the 2020 budget but he was hopefully that this could have been consummated in 2019. That's why he didn't put it in the 2020 capital plan but in looking at the 2020 capital plan, I was a bit relieved that there is no allocation from the reserve for capital in the 2020 budget. So, if there had been a significant allocation from the capital reserve, and this on top of it, I would have been very concerned. But, after looking at the 2020 budget and talking with the County Executive, I am now much more comfortable with this.

Chairman Odell: Any other questions? It's well explained. Pierre thank you very much for that. All in favor?

Unanimously Carried

Proposed Resolution – Authorize Extension of Lease Agreement for Department of Planning & Development – Division of Economic Development at the BWB Center

Mr. Geise: This resolution and it's the same resolution we've had for many years where the County compensates the IDA for a certain number of square feet within the facilities. It was at Harrison Street before and now it's at BWB so this really basically pays for space that the Economic Development Division uses, myself, we also provide space for the Watershed Coordinator and the Alliance folks are also in our building. So, this gives us some compensation for the use of that space and this is the same rate that I think we've had for three years.

Chairman Odell: I backed checked that, same rate rate, so that is good. IDA is paying direct on their portion at least so we see the square footage being brought back down so much because the Department of Planning has moved to the Welch building. We'll probably see that separately probably in the upcoming months. Any questions?

Unanimously Carried

Proposed Resolution – Authorize Agreement with Small Business Development Center at Jamestown Community College

Mr. Geise: Courtney Curatolo is out of town.

Chairman Odell: (*Inaudible*) Rochester shaking the tambourine for us.

Mr. Geise: That's right and she's been everywhere to be honest with you. They do an incredible job over there at the Permit Center. We work with them jointly. In fact, I'll talk about it later in one of our other resolutions that we also provide funding to them through the IDA that we get from the County and we refer a lot of people to them. Folks that come to us and say, I want to start up a business. We say, "well, you really need to go over and talk to JCC " and they help them to develop a plan or see who's for real or not, really. I meet with Courtney every quarter and her reports are just amazing in these quarterly reports she does on how many clients they saw, what sectors are they broken down by, how many dollars were actually invested by the clients are part of their work and on and on. She sent me over this, just in the last quarter, all the people that she's met with and just that quarter, two pages of people. So I would fully support and hope you would continue to fund the great work that takes place over at the SBDC.

Chairman Odell: Agreed. We've utilized them. I've had customers utilize them in the past and it's a great program. Courtney is doing a great job. This is in the budget. Any questions?

Legislator Starks: I know several people who have met with her and (*inaudible*) be very supportive and beneficial. Please share my compliments for her.

Mr. Geise: I will. Same level as last year.

Chairman Odell: All in favor?

Unanimously Carried

Proposed Resolution – Authorize Agreement with the County of Chautauqua Industrial Development Agency for Industrial Development and Promotion

Mr. Geise: What I was thinking is, I would start out with kind of a little discussion about the IDA and what we do and talk a little bit about our staff in our offices and all of that. I won't spend a lot of time on that but, the mission of the IDA is to –

Mr. Odell: I just realized we skipped a resolution but they are going to blend together but we'll go to number six.

Mr. Geise: It's funny because that's the one that I have facing here but, so anyways, the IDA, our mission in a nutshell is to help attract businesses here, whether they be tourism or manufacturers, to help companies to expand and grow. Whether that's purchasing equipment or doing additions and retaining or creating jobs. It's all about creating or retaining jobs and the tools that we have to do that is, we have a couple of - we have property tax exemption tools for sales tax, mortgage tax, property tax exemption and then we also have an AI Tech loan fund that how much money is out there world right now?

Mr. Dixon: (*Cross talk*).. eleven million.

Mr. Geise : So we have about \$11 million right now that is loaned out and we're kind of a high risk lender. We come in where they have to – they need us. The banks, and they need somebody else to come in. We typically take a second position on things so we try and collateralize those as best we can but we do a lot of those loans. So, we've been – the IDA has been in existence for over 40 years. We have three offices. We have our offices in BWB, in Jamestown, right in front of the National Comedy Center and we have I think it's 7 or 8 people from the IDA that are there and like I said, the Alliance is there and the Watershed Coordinator is there and up in the north county. Then we have a small office in the incubator in Fredonia, on Central Avenue there and then we have an office also in Westfield. So, we're all over. Our staff, we have three Business Development Managers, we have one in the north county, and that's Kristine Morabito. We have Carol Rasmussen in the south county, and we have Linda Burns who joined us recently, not so recently now, and she goes back and forth. She helps out in the north county and helps all over the county. We also have, obviously, Rich Dixon, is our CFO. He's been with the IDA for 13 years. Does an incredible job. We also got a comptroller, her name is Kayla Strandburg and we have an office Manager, Rose Strandburg and then we have an office assistant or secretary and her name is Jeannette LoBello(?), and then myself. So that is kind of our staff and we have a great staff, there is no question about it. Do you guys want to

add anything so far? The other thing I wanted to- I was thinking I would give you a sampling of the projects that we've done just this year. By the way, we've got a great board too. Our IDA board and they are all business people, they are all people from the community. A lot of them are long serving, we have several different committees that with all great people. Mark Odell is on our IDA board.

Chairman Odell: You have a great Chairman in Mike Metzger.

Mr. Giese: Yes, he's awesome so we have a great team and I think we're doing very good work. I was thinking about talking about some of the projects that we're doing but what I thought I would do is, we could talk about each of the resolutions and then within each one of those resolutions, I would give an example of some of the projects that we did that are related to that kind of sector.

So, if you want to start out with this first resolution?

Chairman Odell: Yes.

Mr. Giese: So this first resolution is for industrial development and promotion. It's for originating programs and activities that improve the economy. Like I talked about, by stimulating job creation, job retention and growth, capital improvements, and also leveraging funds, where we're able to tap into other grant sources through Empire State Development and others. Some of the examples of the projects just this year that maybe some were even approved earlier than this but, a lot of times it takes longer for a project to – it gets approved by the board and then it could take a year or two before it's actually built but just an example and I'll ask Rich and Linda if they want to add to this but, some of the bigger projects, just a sampling are like Athenex. Right we had a big part in Athenex. We had a huge part in Fieldbrook. By the way, Athenex is over \$200 million, Fieldbrook, which is now Wells, we just approved - they are doing an \$87 million upgrade to that plant. Stanard(?), who is building a new building in the Mason Industrial Park, Steve St. George up in the north county is doing a large expansion there, we've been working with Chris Lacarata(?), he came and presented to this group for the Empire State brands, the hops, and barley initiative. That's been a lot of work. Stoneman Industrial Park, a fiber project we did, we've been working on the Ripley Gateway Center. We just had an unveiling. AgraAmerica, we've helped them up in the north county reopen that old plant. That was an Al Tech loan. Nestle Purina, we did a big project there and I will talk about some of these other projects when I get down further in the other resolutions. So those are some of the projects that really have to do with this resolution.

Chairman Odell: That was a great synopsis but sometimes there are better stories. The best one was an initial to me, to the IDA by Chris Lacarata(?), who we all met through the time of the hops initiative and became Empire State brands, but tell them how that started.

Mr. Geise: Well, he called Kristine Morabito and he left a message saying, hey look, I'm interested in doing something in Chautauqua County. I'm originally from there and left a fairly detailed message and he said that she called him back in a minute and a half. He said that she never let go of it from that moment on and everything that he asked for, we delivered and we continue to. You know, we're able to come to the County and get half the matching funds and he

was pitching in the other half. Well actually, it was between the County and the foundation so we were able to bring together about \$55,000 between the foundations and the County and he pitched in sixty five of his own money to do a feasibility study and now he's out there drumming up with the funds. That's been over a year that we've been working on that project.

Chairman Odell: That's how they start, just for the benefit, I get to sit in on these and they are great stories but everyone often does it's a lot of success stories that we see come to fruition, when it comes to the resolution. That's the back story on how they all originate and it's (*inaudible*). All the business, all managers are very tenacious, especially this one here.

Mr. Dixon: I just want to say one thing about the Stanard(?) group locating in Mason Park. It was the first building we built in any of our industrial parks in a long time. It was not easy and without the help of the County, with the money to purchase the land and do some improvements there, we would not have been able to do that. The appraisal as is, comes back, built much less than it cost, banks are leery to lend a lot of money so we were able to participate with our AI Tech fund money but because of some of the money the County gave us, that project is up, it's incased now, and they are going to bring in there next spring. But, we wouldn't of been able to do that without the County's participation, so thank you.

Chairman Odell: And the story on that, just to add, not that I'm sitting on the other side of the table, but just for everyone's benefit, they had a choice, right?

Mr. Geise: Right.

Chairman Odell: Expound on that.

Ms. Burns: Pittsburg.

Chairman Odell: Yes, Pittsburg.

Mr. Geise: Yea, his son lives in Pittsburg and we were very afraid that it was going to get moved out of this area and down to Pittsburg and we were able to keep him here.

Ms. Burns: Having available land like that at Mason Park has helped getting him in there.

Mr. Dixon: And because of that money you gave us two years ago, we were able to leverage a grant from ESD for \$200,000 of their money which we will be drawing down because I spent most of it so I have to get it back.

Mr. Geise: To do improvements there.

Mr. Dixon: Yea, so it really is a win/win for everybody.

Chairman Odell: That's just two examples of many (*inaudible*), so we thank you for that. Any additional questions?

Unanimously Carried

Proposed Resolution – Authorize Agreement with County of Chautauqua Industrial Development Agency for Attraction and Development of Tourism Related Businesses

Mr. Geise: Again, we're working on creating primary and secondary tourism attractions, trying to attract tourism related businesses. We've got a beautiful place here in Chautauqua County. We have five lakes, we have endless trails, just a beautiful area and certainly we all know that tourism is one of the sectors that is actually increasing, is growing. It's very important for us to really be out there chasing businesses that can take advantage of those rural assets. So to give you an example of some of the projects that we've done that are tourism related, just to give you an example, the Harbor Hotel, Double Tree in Jamestown, the National Comedy Center, we had a piece of the Webb's new build in Mayville, Jamestown Brewery, Chadwick Bay Marina, the Laussen(?) Marina which is, if you haven't been down Fluvanna Avenue lately, check out what is going on there, along with the demo of the old dilapidated building that we worked with the Land Bank on to get that down and that is right near the trail. We worked on the brochure. We spent about a year, I can't even tell you how many hours of labor, I took that thing home with me, and edited it on the weekends but, the brochure that we did and the County helped pay for or did pay for the actual printing of that and we've got that out now distributed to over 3,500 that are out right now. We have a spread sheet of well over 100 businesses and other places that we have dropped those off. So, I think it (*inaudible*) flavor for some of the tourism related business development that we're doing. I don't know if you have any more to add to that.

Chairman Odell: Appreciate that Mark, very good. I had asked Mark to just expound on some of these because we don't get to hear that. I mean, I get to hear that all the time but for the benefit of the committee members, it's a great explanation so thank you very, very much. Any questions?

Mr. Geise: The other things is, we need to amend this. I just wanted to make sure I brought that up.

Chairman Odell: On the resolution itself, any further discussion with Mark? O.k., and as our (*inaudible*) determined that the number in the resolution does not match the number in the budget. So it's actually \$80,000, we're not going back, versus \$70,000.

Legislator Chagnon: Please don't tell the Audit & Control Committee that I'm adding more money to a resolution. I will never live that one down.

Legislator Starks: I will make a motion to amend the resolution to ready from \$75,000 to \$80,000.

Legislator Proctor: I will second it and save Pierre.

Chairman Odell: All in favor of the amendment?

Unanimously Carried

Chairman Odell: Now on the resolution as amended reflecting the \$80,000. All in favor?

Unanimously Carried

Proposed Resolution – Authorize Agreement with the County of Chautauqua Industrial Development Agency for the Business Assistance Program

Mr. Geise: This funding is for among other things, to develop business sites and properties, catalog them, advertise them, and get them out to the world so that they know that we have these sites. So, part of this funding, \$22,000 of this \$59,000 goes directly to the SBDC as I was talking about earlier to help them. So we're talking about \$37,000 that goes to the IDA and we have couple of things that we do. One is that we subscribe to something called Statebook International and we pay a monthly fee to have all these sites listed so when people are searching, they pop up. It provides not just about the site information but also the demographics of the area. Orbitis is a tool that a lot of counties use, or, I'm sorry, Statebook, is a tool that most counties use. We've also worked with Orbitis. You probably have heard about them. They helped Westfield develop a website and we've worked with them. We've also worked very closely with Gretchen Lindell who is kind of our website manager, if you will. I'm sure you don't go to the IDA's website routinely but if you did you would see that we keep that pretty updated. After we pass a project, it's typically on there the next day. We're trying to keep it vibrant and alive and updated. We actually did an overhaul of that. Then of course, our brownfields development strategy that we're working on with Prospect Hill. There is a of sites out there that we know we're not advertising so that's why we're doing this brownfields development strategy and Prospect Hill, we'll talk about that this evening. Do you guys want to add anything to that?

Legislator Starks: (*Inaudible*) of maybe a year or so ago, was it, Don that would have demonstrated where there was some website that some of you guys had and they were putting something and then all this other magical information appeared.

Mr. Geise: That probably was Statebook, yes.

Mr. Dixon: You can drill down for example under the education tab and look up how many aerospace engineers live in Chautauqua County. It's very detailed information. Some of it is a little dated but it gives people a good flavor. It basically was used by site selectors. So if Wal-Mart wants to come in this 100 mile circle, they need so many acres, they would get on Statebook and look and see what properties were there and what the demographics were of the labor force and things that would match up with what they wanted. So that is how we initially got involved.

Legislator Starks: That was very cool, if that is the same thing I was thinking of. Still very cool. A lot of information.

Mr. Dixon: A lot of data from a lot of sites, a lot of different sites. Census and all kind of places.

Chairman Odell: Critical (*inaudible*) they need to make decisions, corporately.

Ms. Burns: Right now we're advertising sites on there. Invest Buffalo/Niagara reaches out for me or have a company that's looking to move their manufacturing to our area, they can check and see what sites we have available.

Mr. Geise: So Invest Buffalo/Niagara is like the regional marketing branch for the 8 counties in western New York. So developers that are looking to do something like Wal-Mart will typically go through them. They'll say, we're looking for a site in western New York, it has to be at least 10 acres, I need this kind of infrastructure, this, this, and this. Then Invest Buffalo/Niagara pushes that out to all of us and we respond and typically Linda has been responding where she pulls that information off of Statebook and other places and then sends them quickly, these are the sites that meet those criteria's and then we'll either – we typically don't hear back, right, because you know, you are competing with everyone else but Athenex came out of that one.

Mr. Dixon: New Flyer(?) out of Jamestown.

Mr. Geise: Right.

Chairman Odell: (*Inaudible*) in the water, right?

Mr. Geise: Yes.

Ms. Burns: It's very important.

Mr. Geise: It's very important and we respond quickly to that and we provide good information.

Mr. Dixon: The other thing Mark, I just wanted to mention. Well, it's not specific to this but as you know Mark, we have taken over the Fixed Base Operator and the RFP's are out for a new Fixed Base Operator. Glad to get out of the business, we don't know a lot about planes but, we will be able to turn over all of the equipment that we bought and also give the County a check when we're done. We've been able to make some money there and we have charged none of our staff time, just direct employees that work at the airport, but we've charged nothing to that program. But that's very important particularly in Dunkirk now as we see Wells coming in here from Iowa with their planes a lot more frequently. The airport is a little busier than it was and Ron has done a good job.

Chairman Odell: Like Ron says, it's running in the black because of Wells constantly loading up on the fuel and that was one of the deciding factors when we were doing the expansion in Dunkirk. They too had a choice. New Jersey was looking pretty good. Any

questions from the committee on this? Thank you for the deep dive on these and the detail. It's important for the committee to hear and it's greatly appreciated. All in favor?

Unanimously Carried

Discussion – Identifying sewer line gaps along Lake Erie shoreline & possible County Wide Sewer District – Dave McCoy, Bill Boria

Discussion – Brownfield Strategy Project progress – Linda Burns – IDA

Other

Chairman Odell: Is there anything else?

MOVED by Legislator Starks, SECONDED by Legislator Proctor to adjourn.

Unanimously Carried (7:06 p.m.)

Respectfully submitted and transcribed,
Olivia Ames, Deputy Clerk/Lori J. Foster, Sr. Stenographer