

Minutes

Planning & Economic Development Committee

**July 15, 2020, 6:00 pm, Virtual Meeting via Zoom
And Live Streamed for Public Viewing**

Gerace Office Building, Mayville, NY

Members Present: Odell, Starks, Muldowney, Ward

Member Absent: Harmon

Others: Tampio, Ames, Dennison, Aldrich, McCord, Geise, McCoy, Chagnon, Curatolo

Chairman Odell called the meeting to order at 6:05 p.m.

Approval of Minutes (6/17/20)

MOVED by Legislator Muldowney, SECONDED by Legislator Ward.

Unanimously Carried

Privilege of the Floor

Chairman Odell: Madam Clerk, do we have anything under privilege of the floor, any written comments for the PED committee this evening.

Clerk Tampio: No, no written comments were submitted.

Chairman Odell: O.k., thank you so much. Under privilege of the floor then, I'm very pleased to introduce Dr. Courtney Curatolo, Small Business Development Center. She's the Director and is here to enlighten us on what is going on with the Small Business Development Center.

Dr. Curatolo: I just want to give you an update on the Small Business Development Center. We have been extremely busy this past year. Our fiscal year starts on (*inaudible*) through September 30th and in the current fiscal year that we are in, we have already worked with over 100 clients more than we did last, which is always a good thing. Our goal was to help support at least 2,000 jobs in Chautauqua County and we are at over 3,700 jobs in Chautauqua County since October 1st. We've had a total of 490 clients since October 1st and our goal was 391 which was our numbers last year. Our goal is (*inaudible*) 28 new businesses and we've already helped to start 47 new businesses. So, we really feel that we've met all of our goals along that route. We have helped impact funding at \$7.5 million dollars since October 1st. A lot of that has been since March 15th when the COVID crisis started. Since March 15th, we have helped 396 businesses in Chautauqua County, we've helped save over 900 jobs, and we've had an impact specifically

from economic (*inaudible*) month program through the Small Business administration protection program of approximately \$6.3 million dollars. We have not heard back from all of our clients so I have no doubt that that is going to go up, but for Chautauqua County, we have helped bring in that amount of money since March 15th through today. So, we're helping a lot of people, we have helped more people, we received some federal dollars to hire more staff so I'm in the process of interviewing right now and I'm hoping to bring at least one full time and one part time business advisors in the next 6 to 8 weeks to help with what we are calling our disaster clients, which are all of the small businesses in Chautauqua County who are suffering because of the COVID disaster. So, we're working hard and we're excited to be doing a lot of good things on behalf of the business community.

Chairman Odell: Courtney, thank you so much for that debrief. I look forward to the quarterly reports as they come out and you are absolutely right. The numbers are trending in the right direction and under your leadership, we expect to see quite a bit more. I receive the quarterly reports as distributed from our Clerk of the Legislature but, Madam Clerk, I would please encourage you to distribute, if we don't do that already, to all the PED members for their awareness of what is going on there. Courtney, what are your challenges going forward into the rest of this year and into 2021? Or opportunities?

Dr. Curatolo: I would say there are a lot of opportunities. I would say in the past three or four weeks, we have had a lot of clients coming in who do want to start new businesses so that is a very positive sign and I'm excited about that. However, we do have some stable businesses from the community that are considering the possibility of shutting down for 4 to 6 months because they just cannot survive during this crisis that we're going through. I'm in the process of doing a lot of research for different grants for some of these businesses because a lot of them just cannot take on any more loans at this point. So, we're working with all of those businesses to try and make sure that they stay in the community. I'm hoping for an easy process with the paycheck protection program forgiveness process. A lot of banks are going to be opening their (*inaudible*) starting next week to accept the forgiveness application. We're working with a lot of clients to ensure that all of the funding that they receive from the PPP program, remains forgivable so they do not have to pay that back even though, if it does become a loan, it's a very low interest rate and Congress has extended the terms of the loan. So even if that is the case, it won't be the end of the world for a lot of businesses but that is going to be our main focus. I would say from now through the end of the year, is helping people apply for that forgiveness for those PPP funds. Also, as many as you probably know, Congress extends the application period for the PPP program so people with small businesses can apply through August 8th and it (*inaudible*) be what Congress does in the future, in the fall, and hopefully there might be a second opportunity for funding or other programs that come about even at the State level to help small businesses.

Chairman Odell: Great Courtney, thank you much for that. Kevin, Bill, do you have any questions for Courtney while we have her?

Legislator Muldowney: Wondering, are you working with dairy farms, we see them struggling, is that part of your businesses that you have met with?

Dr. Curatolo: Actually one of our Senior Business advisory, her family is part of the dairy farming community in this area. So we have some expertise on our staff which has been really helpful. Her name is Beth Reed. She's been working with a lot of farmers because initially there weren't programs for farmers. So we're really happy to see that that has changed as the crisis has unfortunately moved forward so Beth on our team has been working with a lot of the farmers in our area and helping them ensure that they can get through this crisis. I know that they have been struggling even more than some other businesses so we're working with them and putting together different programs that we can help with.

Legislator Muldowney: O.k., because I know that they were struggling quite a bit before the COVID so I was hoping that the ones that were struggling before are still with us. We hear every day that farms are going out and just (*inaudible*) with the dairy farms in Chautauqua County are hanging on or are you seeing them go by the wayside.

Dr. Curatolo: Right now, it seems that they are hanging on but unfortunately right now, it's day to day, week to week. We have been reaching out to them more so because Beth is on our team and she does do dairy farming so she has that real experience that can help them. So, I'm hopeful that we are able to (*inaudible*) more of them and keep them in this area.

Legislator Muldowney: O.k. thank you very much.

Chairman Odell: Thank you very much Kevin, very good questions and we're seeing that too and this is actually going to Segway into a bit of the one resolution we have tonight. Bill, anything for Courtney?

Legislator Ward: I just want to thank you for that very comprehensive overview. I appreciate that very much.

Chairman Odell: Yeah, we appreciate the reach.

Dr. Curatolo: Thank you and please keep telling everybody about us. We're happy to help as many people as we can.

Chairman Odell: We'll definitely help cheer lead the cause. Courtney, thank you so much and looking forward to catching up in probably a few months. If not, before, thank you. Please feel free to stay and join. We have one resolution and we're going to go through a few assignments and one is going to pertain to you Courtney, so hang tight. The suspense is coming at the end. Moving onto the resolution.

Proposed Resolution – Reallocation of 2018 2% Occupancy Tax Funding

Mr. McCoy: We've been carrying several Ag projects that were awarded for the 2018 round of the 2% for a number of years in hopes they could be implemented. One of those had formally advised us that they can't implement, so we've decided to move that money to implement the highest ranking 2020 project from the 2%. Pretty simple, they are both Ag

projects (*inaudible*) beneficial but we're very happy to be able to implement and with any luck at all, be able to build it this year.

Chairman Odell: Just before you logged on, Legislator Muldowney had a good question regarding ag's, especially in the dairy sector and this is a case and point here. Kevin, the Starr Point Dairy, they just had to throw in the towel on this project. They were awarded back in 2018 and just (*inaudible*) moment to get it going to it's been reallocated to Knights(?) Farm on Townline Road heading towards the landfill. That farm is growing and seems to be a good repurpose of this \$39,000.

Legislator Muldowney: Good, thank you.

Chairman Odell: Bill, any questions on this one? O.k., good enough. All in favor?

Unanimously Carried

Other

Chairman Odell: I thought I'd take this time to continue our discussion and dialogue that we had last month as we're looking into, as a Legislature, to develop and stay on top of the budgeting process.

Chairman Odell read letter for the record.

RE: 2021 Chautauqua County Agency Allocations

Dear Name,


As you are well aware, COVID-19 has resulted in unprecedented fiscal challenges across the nation, and Chautauqua County government is not immune to these impacts. Regrettably, faced with significant revenue shortfalls and reductions in state aid, the resulting impact to your organization from the County's contribution was a 17.5% reduction in 2020.

We begin the 2021 budget process with similar financial uncertainty. We have been asked to produce a budget based on a 15% overall reduction in local share as compared to the 2020 adopted budget. In preparing for this outcome, decisions regarding 2021 funding allocations to organizations who receive County allocations passed through the Department of Planning and Development need to be made. That being said, we are asking all recipient organizations to answer the following questions to help inform our decision-making process:

1. What programs and/or services were curtailed because of the contract reduction in 2020, and what programs or services do you anticipate would be curtailed should you be subject to a similar reduction in funding in 2021?
2. To what extent is county funding leveraged by your organization to secure other financial sources to run your organization? Please explain in detail.
3. Would a reduction in County funding impact your ability to leverage other funding you typically secure (i.e. matching share requirements), and if so, to what extent?

Please return your responses via email to geisem@co.chautauqua.ny.us by Friday, July 31st. If you have any questions, please feel free to email or call me at the CCIDA office at 661-8900 to discuss.

Respectfully,



Mark Geise
Deputy County Executive for Economic Development

MOVED by Legislator Ward, SECONDED by Legislator Muldowney to adjourn.

Unanimously Carried (6:32 p.m.)

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