

Allegany County Industrial Development Agency
MONTHLY MEETING

December 10, 2020

Crossroads Conference Center, Belmont, New York 14813

OPENING REMARKS

- Chairman Ewell called the Board meeting to order, by teleconference, at 10:03 AM.
- The Chairman asked the Board members if anyone had any conflict of interest or conflicts regarding the agenda. There were no questions or discussion.
- Present: Rich Ewell, Judith Hopkins, Mike Johnsen, Randy Shayler and Doug Frank and Ward “Skip” Wilday, by phone.
- Others present, by phone: Dr. Craig Clark, IDA Executive Director, Pam Common, Secretary to the Director of Planning-recording secretary.
- Live streaming on YouTube at: <https://www.youtube.com/watch?v=IGDF0YN0KKc>

BOARD MINUTES

- A motion was made by R. Shayler, seconded by J. Hopkins and, carried by all members, to approve the November 12, 2020 Board meeting minutes, with no discussion.. All members were in favor, 6-0, with no one opposed.

TREASURER’S REPORT

- **Abstract** –A motion was made by D. Frank and, seconded by M. Johnsen, to approve the Abstract report. D. Frank stated P. Common has attached an account balances report, to the financial information. All members were in favor by a vote of 6-0, with no opposition or further comment, to approve the abstract report.
- **Banking & Financial Summary**- A motion was made by J. Hopkins and, seconded by M. Johnsen, to approve the banking & financial summary, by a vote of 6-0.
J. Hopkins would like a clarification on the PILOT fees. She asked if these fee were just initial fees and are there any follow up fees?
C. Clark states all they would pay, after the initial fees, would be a yearly maintenance fee. This was something new we put into place.
After the discussion, all Board members were in favor, by a vote of 6-0, with no one opposed, to approve the banking & financial summary.

MAINTENANCE REPORT – NONE

EXECUTIVE SESSION

- At 10:06 AM, M. Johnsen motioned and J. Hopkins seconded, to enter into Executive session, for possible litigation. The motion was carried by all members present, with a vote of 6-0, with no opposition.
- At 10:28 AM, the Executive session ended.

ACTION ITEMS

- **Microenterprise Grant Review of one proposed project** - C. Clark states this is our first proposal. As a reminder, the grant is for \$200,000.00, with \$170,000 to give out. Greg Merriam has been working with all the potential grant applicants. He put this all together. I concur with his recommendation. This is an ongoing business and the reason we have these Microenterprise grants, obviously, is to have smaller companies grow and add potential employees. And, the grant will help startups. This company has been ongoing and has the chance to grow. He would recommend the Board approve this.
- A motion was made by J. Hopkins, seconded by D. Frank, to approve this Microenterprise grant application.
- M. Johnsen looked on google earth for the address and, it came up as an empty storefront. There is a secondary benefit to development; they will have an additional store, in Belfast. M. Johnsen states the majority of the monies received will be for working capital. Are there limitations on how this money can be used? Typically, you wouldn't fund working capital.
- C. Clark states there are very little limitations. Greg has done CDBG grants before and he is only putting in requests that meet the state requirements.
- S. Wilday asked if this was the applicant's primary business.
- C. Clark answered, yes, this is his primary business and he doesn't have to hire any person because he is, basically, low income.
- J. Hopkins states she drives by this block and there are other stores. The occupancy seems to rotate around; one is empty and another is full. It is across the street from Ace's Country Cupboard restaurant, which would, certainly, encourage walk-in traffic. She felt the application was well done and commend the gentleman making things happen. She would like to see a blank application.
- C. Clark states there is no blank application. The applicant submits a business plan and Greg puts together the review of the business.
- D. Frank states he is impressed with the presentation, for the size of the grant. He was concerned about these types of businesses, as they come and go frequently. In Cuba, there have been two or three that have gone out of business, in a year or two. There is concern there. Although, he has operated out of his house and is looking for a new location. The other thing he was concerned about was the fact that he doesn't have enough money to come into this project and his net worth is very minimal.
- C. Clark states the applicant is putting in, basically, what is required, as far as the match of ten percent. He may put more funds in there to buy more products. Basically, he is putting in the minimum.
- S. Wilday stated it seems like a pretty slim operating margin and he, too, was concerned about the applicants capital.
- R. Ewell states, everyone has had a chance to weigh in and we will conduct a voice vote.

The results of the voice vote are, as follows:

D. Frank---Aye
S. Wilday---Aye
R. Shayler--Aye

M. Johnsen---Aye
J. Hopkins----Aye
R. Ewell-----Abstained, due to a conflict.

C. Clark states he will notify Greg Merriam the applicant has been approved and, he will move everything forward. It still has to go to the state.

R. Ewell asked if we should have a press release so, people in the county are aware.

C. Clark states this would be a good idea. He will ask Greg Merriam what we should put forward. He will copy the Board before it is sent.

OLD BUSINESS

ACIDA Roof Replacement- C. Clark states, he is awaiting the requirements, from R. Ewell, to put in the document and he will get it posted.

Waterline Closeout – Dr. Clark states, we will leave this on, as an agenda item, as we are working on a financial closeout, at this time. The operations, of the waterline, are fine.

Solar Project Updates- C. Clark sent the Board a spreadsheet, updating the solar project. C. Clark states, the three Oya and Oya Independence projects and, the two in Hume, will be closing in the first quarter of 2021. We have the paperwork, for the Burns project and, we are ready to close with that one. He has followed up with the GSPP 2496 Lewis Road, Wellsville project but, he has not heard back. He doesn't know that status, at this time.

Project Block update- C. Clark states the Project Block still continues. We are still working with a big manufacturer who wants to do a fairly large expansion, in the county. There are not yet ready to announce the site.

Alliance PILOT- C. Clark has talked to Dan Spitzer. There are things to get from him and agencies are ready to go to court, as early as next Monday. It has taken a while because the courts are just opening.

NEW BUSINESS-NONE

- **ACIDA-Rental agreement with Allegany County-** C. Clark states, we have two lease agreements, one for the OFA building, next-door and one for the Crossroads offices of Planning, Development and Tourism. He has been talking with Carissa Knapp and she will be getting us an extension of the contracts. We are proposing, at this stage, due to Covid 19 and the budget that extend the lease, at the current terms. We are doing fine with the current terms. One of the nice things, in the current term, she added, we are no longer responsible for the parking lot and the lawns. That is being taken up by the county and reimbursed from the state. Dr. Clark believes it will be another four year for the extension. When he receives the updated leases, they will be sent out to the Board.

CALENDAR

Next Meeting: January 14, 2020 @ 10:00 A.M, at
The Crossroads Commerce Center, Belmont, NY

GOOD TO THE ORDER-NONE

ADJOURNMENT

With no further business, a motion to adjourn, at 10:43 AM was made by R. Shayler, seconded by S. Wilday; with all in favor and no one opposed, by a voice vote of 6-0, the meeting was adjourned.

Respectfully submitted,

Pamela Common
Recording Secretary