

Chautauqua Region Economic Development Corporation (CREDC)

BWB Building
201 West Third Street, Jamestown, NY
2nd Floor Board Room

&
Electronically via Live Stream on YouTube & Zoom

March 28, 2023

11:18 a.m.

Gary Henry	Chairman
Sagan Sheffield- Smith	Treasurer
Dan Heitzenrater	Secretary
Steven Thorpe	Member
Rhonda Johnson	Member

Also in attendance:

Mark Geise	Administrative Director/CEO
Richard E. Dixon	Chief Financial Officer
Milan K. Tyler, Esq.	Counsel
Greg Peterson	Counsel
Lisa Cole	Counsel
Paul Wendel	County Executive
James Feldman	County Executive Staff
Rosie Strandburg	CCIDA Staff
Kayla Strandburg	CCIDA Staff
Jason Toczydlowski	CCIDA Staff
Carol Rasmussen	CCIDA Staff
Kristine Morabito	CCIDA Staff
Crystal Erhard	CCIDA Staff
Jeanette Lo Bello	CCIDA Staff
Jason Toczydlowski	CCIDA Staff
Nate Aldrich	CCIDA Staff
Rebecca Wurster	CCIDA Staff
Monica Simpson	CCIDA Staff
David DiTanna	BWB Audit
Justin Isaman	BWB Audit
Bill Curry	Chautauqua Lake Hospitality
Jill Curry	Chautauqua Lake Hospitality
Nathan Rizzo	SL Sherman
Sergio Hernandez	Cummins
Ryan Derner	Cummins
Greg Bacon	Post Journal

Absent Board Member(s):

Jay Churchill	Member
Brad Walters	Member
Kevin Muldowney	Member

Meeting was called to order by Gary Henry, Chairman, at 11:18 a.m.

Gary Henry

The Board of Directors of the Chautauqua Region Economic Development Corporation meeting at the Fredonia Technology Incubator at 214 Central Avenue Building in Dunkirk NY and also via Live Stream on YouTube and Zoom. It is March 28, 2023 at approximately 11:18 a.m. We will have a call to order. Roll call vote.

Board

Aye – Unanimous.

Gary Henry

You should have already received the minutes from the February 28, 2023 meeting and had a chance to review those. Does anyone have any questions on the minutes? Hearing none I will take a motion to approve the minutes.

Steven Thorpe

I'll make that motion.

Gary Henry

Thank you. Do we have a second?

Sagan Sheffield-Smith

Second.

Gary Henry

Thank you. All in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? So moved. We will move into New Business A.

Mark Geise

I'll take the first half of this and then Nate will take the second half of this. The first Resolution is the acceptance of a grant from the Ralph Wilson Foundation for \$258,000. So, the County allocated funding to the

IDA back a year plus ago from ARPA -\$285,000 that was used to help businesses with grants. We worked with the Chamber, SBDC, we put out marketing information and took applications. It was to help companies upgrade their marketing. What we saw during Covid is that the businesses that were able to pivot and do a lot more social media and online were more successful coming out of Covid than the ones that weren't. We thought this would be a great use of this money to help these companies. We took that \$285,000 and we put it on these grants and we helped over thirty businesses – very grateful-we got a lot of letters, but what we had was a long waiting list. There were forty, fifty or more businesses that missed the cut. So, we said we are going to redouble our efforts put it back out there and see if we can find more money and coordinate with SBDC and myself, Nate, Crystal, Monica and others worked on this grant application to Ralph Wilson and we awarded \$258,000. So, that's going to get us down the list another 25 or so businesses. We have all their names and applications. The Chamber is reaching out to finding out where they are, if they did the upgrades they wanted to do and if not, what other types of marketing things can they do. We should be able to help 25 more businesses or so and we still have a waiting list. Unable to hear audio due to technology issues. So this is to accept that money. We already have the whole process all set. We already have all the applications and this is over two years. This money is over two years from the Ralph Wilson. We think we are going to be able to get it out quickly. That's the first one.

Nate Aldrich

Just to add on to that before I discuss the Marketing New York Grant, a great partnership with the Chamber and the SBDC. Also, thank you to the Ralph Wilson Foundation. I think we have a proven track record with them from our multi-year million dollar grant through the Partnership. Certainly very appreciative of this grant and hopefully more partnerships with that to come in the future. Tagging onto what Mark said, the \$75,000 in Empire State Development Market New York again – the whole idea of the Partnership we built our main driving force is resource development. How can we turn \$1 into \$5? We've shown that. This is just another example how we coddled together \$75,000 through Occupancy Tax and Partnership dollars to secure a \$75,000 grant focused on a two or three year campaign working with the Visitors Bureau, Lake Erie Wine Country and others just to emphasize craft beverage and ecotourism-assets in the County on both the Tourism and Quality of Life perspective-Mark talked about our talent attraction efforts. Again, excited to receive these funds and we will be putting them to use this year and over the course of the next year.

Gary Henry

Do we have just one Resolution or two Resolutions?

Nate Aldrich

Just one.

Gary Henry

Steven would you move New Business A?

Steven Thorpe

RESOLUTION 03-28-23-07 RESOLUTION OF THE MEMBERS OF THE CHAUTAUQUA REGION ECONOMIC DEVELOPMENT CORPORATION APPROVING ENTRY INTO AGREEMENT WITH THE RALPH C. WILSON, JR. FOUNDATION AND EMPIRE STATE DEVELOPMENT FOR GRANT FUNDING FOR THE CHAUTAUQUA COUNTY PARTNERSHIP FOR ECONOMIC GROWTH

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Gary Henry

Do we have a second?

Rhonda Johnson

Second.

Gary Henry

Thank you. Roll call vote.

Board

Aye – Not Unanimous. – Dan Heitzenrater abstained.

Dan Heitzenrater

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Gary Henry

Do we want to move onto the Executive Director's Report?

Milan Tyler

There are nine members for CREDC?

Rich Dixon

The same as the CCIDA.

Milan Tyler

Did you get five yes votes? Is Dan on CREDC as well?

Mark Geise

Yes.

Milan Tyler

Did he come back?

Mark Geise

No, he had to leave early.

Milan Tyler

Am I wrong? It sounds like we only have four votes.

Mark Geise

Should we have vote on it? We talked about that.

Dan Heitzenrater

Unable to hear audio due to technology issues.

Milan Tyler

That is not a legal conflict from my perspective. You don't get any personal benefit. You are not going to get anything from the Chamber etc... one way or another. No money goes into or out of your pocket as a result of whatever you do here. If you are not comfortable, we can put it off. I am giving you legal advice that it is not a legal conflict for you to vote.

Mark Geise

We had talked about that last week and you had said the same thing but we thought out of an abundance of caution, but now since we need him for quorum –

Dan Heitzenrater

Ok. That is certainly correct so if my colleagues are ok I will change my vote.

Milan Tyler

Now, it passed.

Gary Henry

Thank you. I certainly appreciate it. We should have our legal counsel here because there is a lot of technical things that we go over sometimes. It's hard to know all the legal details. It was something we had discussed. We will move into the Executive Director's Report.

Mark Geise

I don't have anything today to report on.

Nate Aldrich

Just a note to the Board Members – This is what we're going to start doing with CREDC – Slide Deck with general updates on the Partnership – in the interest of time we are not going to cover that every month but I am always happy to answer any questions.

Gary Henry

Any Old Business to come before the Board?

Rich Dixon

We need a motion to accept the Audit Report.

Gary Henry

Do we have a motion to accept the Audit?

Sagan Sheffield-Smith

Motion.

Gary Henry

Do we have a second?

Dan Heitzenrater

Second.

Gary Henry

All in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? So carried. If there is no other business to come before the Board the meeting is adjourned. Thank you.

Meeting adjourned at 11:28 a.m.

(Assistant) Secretary

(Vice) Chairman