

Chautauqua Region Economic Development Corporation (CREDC)

**BWB Building  
201 West Third Street, Jamestown, NY  
2<sup>nd</sup> Floor Board Room**

**&  
Electronically via Live Stream on YouTube & Zoom**

June 27, 2023

11:00 a.m.

|                        |               |
|------------------------|---------------|
| Gary Henry             | Chairman      |
| Brad Walters           | Vice Chairman |
| Sagan Sheffield- Smith | Treasurer     |
| Dan Heitzenrater       | Secretary     |
| Kevin Muldowney        | Member        |
| Steven Thorpe          | Member        |
| Rhonda Johnson         | Member        |
| Daniel DeMarte         | Member        |

Also in attendance:

|                      |                             |
|----------------------|-----------------------------|
| Mark Geise           | Administrative Director/CEO |
| Richard E. Dixon     | Chief Financial Officer     |
| Milan K. Tyler, Esq. | Counsel                     |
| Greg Peterson        | Counsel                     |
| Paul Wendel          | County Executive            |
| Carol Rasmussen      | CCIDA Staff                 |
| Kristine Morabito    | CCIDA Staff                 |
| Crystal Erhard       | CCIDA Staff                 |
| Jeanette Lo Bello    | CCIDA Staff                 |
| Nate Aldrich         | CCIDA Staff                 |
| Rebecca Wurster      | CCIDA Staff                 |

Absent Board Member(s):

---

Meeting was called to order by Gary Henry, Chairman, at 11:00 a.m.

---

Gary Henry

I would like to welcome you all to the Board of Directors of the Chautauqua Region Economic Development Corporation meeting at the BWB Building, 201 West Third Street, Jamestown NY, also electronically on YouTube and Zoom. It's currently 11:00 a.m. We will call the meeting to order. Roll call vote.

Board

Aye – Unanimous.

Gary Henry

You should have already received the minutes from the March 28, 2023 meeting and had a chance to review those. Did we have any questions or comments on the minutes? Hearing none, do we have a motion to accept the minutes?

Daniel Heitzenrater

So moved.

Gary Henry

Thank you Dan.

Brad Walters

Second.

Gary Henry

Thank you. All in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? The minutes have been approved. We will move in with New Business A. Who would like to explain that Resolution?

Carol Rasmussen

I can. Thank you Mr. Chairman. This Resolution A has to do with Community Development Block Grants. On April 25, 2023 an RFP was posted in the Post Journal and the Observer. It was also sent by email to women owned businesses under the guidelines of the Community Development Block Grant /The Office of Small Cities. You all know we do grants for them under the economic development umbrella. This particular RFP again was to request administrative services. We got two responses. One from Ostrander Consulting and the other one from Harrison Studio who we currently do contract with. There was a scoring system and we reviewed the scoring system and decided that we would award Harrison Studio to contract the services to assist in the administration, the management and implementation of economic development grants as well as future grants. Once we do sign the agreement this will be a three year contract with them. Again, following the Office of Small Cities guidelines-this will also be in particular D&S White Inn LLC which was awarded a grant was mentioned. It will help with the White Inn grant and any future grants for the next three years. Any questions on that?

Mark Geise

In the past didn't we sort of contract for services and do an RFP on a per project basis for OCR and this is actually going to be a three year period?

Carol Rasmussen

It's going to be a three year period. It will be a little easier because every time we have a new grant we do a separate agreement and we will continue to do the separate agreement.

Mark Geise

More efficient.

Gary Henry

Any questions? Kevin would you move New Business A for us?

Kevin Muldowney

Resolution 06-27-23-08 Community Development Block Grant Administration Services

Gary Henry

Do we have a second?

Sagan Sheffield-Smith

I'll second.

Gary Henry

Thank you Sagan. Roll call vote.

Board

Aye – Unanimous.

Gary Henry

Thank you. We will move into New Business B.

Mark Geise

I will just really quick at a high level-and then I will turn it over to Nate. Gary was talking about our trails and our other natural assets, and one of the things that we identified quite some time ago, but we are finally in a position now is to create an online mapping tool where people can really seek out in the county different trails and parks, parking areas and what other assets are located nearby. That is something that changes a lot and we have really never had one place where people can go. We were able to secure funding from the Sheldon Foundation, the Chautauqua Region Community Foundation, the Northern Chautauqua Community Foundation, the Partnership put money in and we are going to consult with Barton & Loguidice, which we did an RFP process whereby they are going to create this online mapping tool to address this need in our community.

Nate Aldrich

Again, we wanted to thank the Sheldon Foundation, Northern Chautauqua Community Foundation, and Chautauqua Region Community Foundation for their commitments totaling upwards of \$70,000.00. As Mark

said, we are going to fill the gap with funding that the Partnership has obtained through our Wilson Grant and our County ARPA Award. A shout out to our team, Rebecca Wurster and Jacob Bodeway for not only this but just other initiatives, projects in the pipeline. In the last year or two we have made significant strides in promoting this outdoor recreation from maintenance and trail development and promoting those collective assets for quality of life, tourism, etc. A lot of momentum there. This will be a huge win in terms of a one stop shop where residents and tourists can get all the information they need to know about what trails exists but intuitively, where do you go to park, what amenities are nearby, can you grab a beer on the way home from a hike, where are scenic shots and historical significance sites. That is all entailed in this process. We are also thinking about a website for our Friends of the Greenways group that will likely tie into this-partnership with the Visitors Bureau and others once it is developed. Happy to answer any questions. Rebecca, did you want to add anything?

Rebecca Wurster

No, I think you have said it all. We have so many beautiful trails throughout the County and promoting it not only outside of our County, to our visitors, but letting our residents know what is in our backyard is going to be huge. I am really excited to see all the trails laid out in a map, in one place – and ultimately a greenways goal I to ultimately create connections throughout those trail systems. Once we are able to see it better we will be able to say hey that’s only a half a mile away let’s create a trail connection here and really build this trail system throughout the County. It’s exciting.

Gary Henry

Thank you. Steve would you move New Business B for us?

Steven Thorpe

Resolution 06-27-23-09 Accepting Various Foundation Grant Awards and Authorizing Entry into Agreement with Barton & Loguidice to Develop a Countywide Outdoor Recreation and Trails Map

Gary Henry

Do we have a second?

Dan Heitzenrater

I will emphatically second.

Gary Henry

Thank you. Roll call vote.

Board

Aye – Unanimous.

Gary Henry

Thank you. It has been approved. I'm excited about it personally. I've got all these little maps for different trails and you try to put them altogether but having one thing would be great. Do we have an Executive Director's Report?

Mark Geise

I thought it would be a good idea and sort of talk about the Partnership for Economic Growth, just because there is so much going on there. As we all know the Partnership for Economic Growth-CREDC is the managing entity of the Partnership for Economic Growth. The CREDC is its own public authority and the Partnership for Economic Growth is a program within that. Mark read the mission of the Partnership. We took a lot of time and effort in creating this-Nate and our entire team. Leadership has really grown this thing. We are currently funded through the Gebbie Foundation, the Northern Chautauqua Community Foundation, 3% Occupancy Tax Program, the Ralph Wilson Foundation, the Community Foundation for Greater Buffalo, the Sheldon Foundation, and in 2023 the Chautauqua Region Community Foundation for the recreation map we just talked about. All said and done in 2023 we have about \$560,000.00 of grant funding coming in. I say that because this has not put any further stress on the County's resources. This is outside money- money from local sources and also through the foundations that we are putting to use here to do this work. I also wanted to talk about the funds that we leveraged. If you think about the work that we did with the City of Dunkirk-we worked for two years to put together that DRI application- Downtown Revitalization Initiative application and we weren't successful last year and so we went back to the drawing board and we refined it and refined it and we worked together and low and behold they were awarded \$10 million dollars- talk about a good return on investment. Also, we worked with the County on the NYS Environmental Facilities Infrastructure Law Bill and actually paid for the consultant I believe to help them put together an application that was awarded \$12 million dollars. Many other examples but those are two where we were able to leverage our resources to bring in just those two \$22 million dollars' worth of resources to the County. We are working on a housing market assessment and development plan with MRB group. Rebecca is taking the lead on that and that is really looking at our housing market-really trying to set the table for developers to come in and really provide the type of housing that is needed today and in the future vs. - we have a very old housing stock-so it's really looking at what do we need and how do we use that information to set the table for developers to come in. Site Development-last week-we've been working on this for a long time-we submitted a \$5.1 million dollar request to the FAST New York Program for the Ripley site-Nate and Emma Cook worked on that really hard and it's a bear. We are hoping to be awarded that money. We also applied for an \$850,000.00 ARC Power Grant for the site. We are trying to pull together these various sources so we can do this thirteen plus million dollar project there in Ripley-150 acre shovel ready site. We consulted with Block Club and Clevermethod. Block Club is putting together and we are working with them very closely a talent attraction and retention campaign. We had them here a couple of weeks ago and we took them on a tour of the County and the new trollies that the County has. We took them all around Chautauqua Institution and the lakefronts and they were just blown away by what we have here. We will keep you updated on that. Clevermethod is working on creating a new website. That's important also as a tie in to the ABO stuff because clearly we have an old website that needs to be redone. So, we are working with Clevermethod to do that. We received two proposals for the work-we helped Mayville develop a conceptual plan for their waterfront and took several of the projects from that conceptual plan, submitted a grant application and we were awarded \$585,000.00 somewhere around there.

Nate Aldrich

\$900,000.00 total project cost-75% covered by the Village and 75% grant funds.

Mark Geise

Ok. I was off a little bit. We worked really hard on that. So, they put out an RFP for contractors and they got two proposals and they expect to select one of them by the end of the month. We also have a Craft Beverage and Eco Tourism Campaign. Do you want to talk about that one Nate?

Nate Aldrich

In our discussions in the Partnership workgroup relative to tourism, place making and quality of life we have talked a lot about trail development in the natural assets of the county-we've talked a lot about the wine trail, Lake Erie Wine Country but also the growth of breweries and distilleries in this county-celebrating the fact that we have the likes of Sothern Tier Brewing in our county-one of the top ten largest craft breweries in the country and melding both those two-craft beverage industry & eco-tourism and doing a marketing campaign that lines indirectly to our talent attraction and retention campaign but also hits on again quality of life and tourism marketing piece and just telling our story, our assets and align really well to the I Love NY campaign and what ESD is looking for-that market NY grant program. Happy to get \$75,000.00 in grant funding leveraged by other funding we obtained through the County and Partnership.

Mark Geise

Thank you. Finally, Project Support and Grant Programs-sort of have three different programs that we are pushing resources out into the community. One is Economic Development Project Grant Fund-we almost did like mini CFA here in the County where we put out requests for projects-municipalities, non-for-profits, community organizations, academic institutions-economic development organizations could apply for ten to twenty thousand dollars and technical assistance-we funded eleven projects totaling \$204,000.00 and the Wilson Foundation Grant leverage ratio on that is one to sixty-two. We went to the Wilson Foundation and asked them for money and we said we will turn your one dollar into four dollars. We are turning their one dollar into sixty dollars by leveraging the way we are leveraging. We can circle back Nate and you can fill in the blanks here-complete street technical assistance for project conceptualization-we put out requests for municipalities to apply up to \$20,000.00-we had \$40,000.00 in total to help municipalities to work with a consultant to plan, conceptualize or implement complete street interventions on local roads-traffic, walkability, streetscape stuff-stuff that make our downtowns more attractive and more usable. This year we selected Jamestown, Clymer, Westfield, Sherman and Silver Creek. We are going to help them with complete street plans. Downtown Revitalization Planning-it takes a lot of work to prepare for DRI or even any of the project funding-NY Forward that is coming out through the State-can't just go in and ask for money-I want to do some stuff in my community. So, we allocated up to \$30,000.00 for two communities to help them help them get ready for that funding and we awarded Westfield and Falconer \$30,000.00 each. They will be working with a consultant to do this kind of downtown master plan to get ready for those CFA resources. Do you want to add to those two things?

Nate Aldrich

You covered a lot Mark but really this report just skims the surface. On a monthly basis from now on, Mark and I have discussed, we are going to include three to five slides in the Board packet to keep the Board up to date on what we are working on and we will cover highlights. Always welcome to answer questions if you're looking for more detail on any particular projects. In addition to the three slides that Mark just covered we are sort of, I wouldn't say managing, but we are involved in upwards of forty projects that are falling in our five working groups-Business Development, Placemaking, Housing, Infrastructure and Workforce. A lot of great collaboration among our partners. A huge thanks to our Co-Chairs working to convene the partners, identify projects that align to our economic development strategy and where we need to be moving the needle-working collaboratively-our team, consultants, and our partners to not only conceptualize what those projects look like but further develop and ultimately fund and implement. This is really a planning to implement process not planning to plan. As Mark said, a lot of great momentum happening. Happy to answer any questions but that is

an over view of what we are doing. Dan is our Co-Chair of our Advisory Board-I don't know if you want to add anything.

Dan Heitzenrater

Obviously you have outlined the incredible work going on and we always have good discussions at the Advisory group. Stakeholders from each of the workgroups and beyond- looking at that work very interested but I think the leverage statistic is probably my favorite. It definitely speak for itself. You said it was really proposed and applied for-the IDA getting a one to four match leverage and its up over sixty-1-60.

Mark Geise

The only other thing I thought is, I wouldn't say a lot, but is well over one hundred economic development stakeholders are involved in this. When you think about it before this everyone was operating in their own silos and not really collaborating. Really, especially a lot of these rural areas don't have the resources. They feel left out of the game because they really don't have the resources to go after the money or how do we even do that. They don't have planning people-they don't have an economic development department-it might be a par-time mayor and a clerk. So, now they are in the game because we are helping them with the technical assistance between what we know and the consultants that we have in the wings to help. That is what I'm really excited about-it's all that collaboration that we have going on.

Nate Aldrich

Any questions?

Gary Henry

Excellent work. Did you want to do a Treasurer's Report?

Rich Dixon

Now, we try to keep track of this. Reviewed and discussed the Treasurer's Report. That's all I have Mr. Chairman unless there are questions.

Gary Henry

Did we have any questions? Is there any Old Business to come before the Board? Hearing none, we will adjourn the meeting for the Chautauqua Region Economic Development Corporation. I thank everybody for their support and the work they put in-both the staff and the volunteers. We will see you next month. Thank you.


Meeting adjourned at 11:30 a.m.

---



(Assistant) Secretary

---



(Vice) Chairman