

BOARD OF DIRECTORS MEETING

County of Chautauqua Industrial Development Agency

BWB Building
201 West Third Street, Jamestown, NY
2nd Floor Board Room
&
Electronically via Live Stream on YouTube & Zoom

February 25, 2025
10:30 a.m.

PRESENT:

Gary Henry	Chairman	
Daniel Heitzenrater	Vice Chairman	
Sagan Sheffield-Smith	Treasurer	(arrived at 10:37 a.m.)
Amy Harding	Secretary	
Tom Harmon	Member	
Daniel DeMarte	Member	
John Healy	Member	

Also in attendance:

Mark Geise	Administrative Director/CEO
Richard E. Dixon	Chief Financial Officer
Shelby Bilskie	Successor CFO
Milan K. Tyler, Esq.	Counsel
Gregory L. Peterson, Esq.	Counsel
Lisa Cole	Counsel
Matt Fitzgerald	Counsel
Brandon Cottrell	Hodgson Russ
Kristine Morabito	IDA Staff
Rosie Strandburg	IDA Staff
Kayla Strandburg	IDA Staff
Nate Aldrich	IDA Staff
Jeanette Lo Bello	IDA Staff
Jason Sample	IDA Staff
Crystal Erhard	IDA Staff
James Feldmann	County Executive Staff
Janet Ward	Catalyze
Betsy Mason	Catalyze
Ellen Ditonto	BPU
Jonathan Epstein	Buffalo News
Greg Bacon	Observer/Jamestown Post Journal
Julia Ciesla-Hanley	WRFA 107.9

Absent Board Member(s):

Meeting was called to order by Gary Henry, Chairman, at 10:30 a.m.

Gary Henry

Good Morning. I would like to welcome everybody to the County of Chautauqua Industrial Development Agency for Directors Meeting. We're at BWB Building, 201 West 3rd Street, Jamestown, New York. We're also streaming. Live via Youtube and Zoom. It's February the 25, 2025 at 1030 a.m. We'll go ahead and start with Roll Call.

Board

Aye – Unanimous. (6 Members Present)

Gary Henry

Sagan is going to be joining us a little late so once she gets here we will welcome her as well. You should have all received the January 28, 2025 minutes and had a chance to review those. Do we have a motion to accept the minutes?

Tom Harmon

So moved.

Amy Harding

I'll second.

Gary Henry

Thank you. All those in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? The minutes have been approved. Please make sure you take note of your packets. The judiciary information that you have to fill out for being on the board - Is that - so ideally, if you could just fill it out today before you leave and make sure you leave that with Jeanette. That'd be great. If you can't, or you need to get more information, you can always get it filled out and get it turned back in but we have to do that every year, so just make sure you get those filled out. We'd also like to welcome John Healy to the board, and I think Mark would like to introduce him.

Mark Geise

Yeah. So, John Healy replaces Brad Walters. I talked about it at last month's meeting - that Brad was retiring from the Building Exchange of the Southern Tier and resigned his position. For years John has mentored under Brad, and I've known John for a number of years. He's an outstanding person. I'm going to read his bio, if you don't mind, and then give him an opportunity to say a few words.

So, John lives in Bemis Point. John's the Executive Director of the Builders Exchange of the Southern Tier and has 20 years' experience in the construction industry, including architecture, engineering, construction, administration, estimating and project management with educational healthcare, commercial utility and infrastructure projects. Healy's educational background includes an MBA from the Franciscan University of Steubenville, a B.A. from the University Of Mount Union, and is a Certified Project Management Professional.

He serves on numerous local organizations, including the Workforce Investment Board, Jamestown, Y.M.C.A. and is past President of the Jamestown Noon Rotary Club. He also has a family of four boys. He's very active in their lives has a lovely wife as well, so I'm really excited to have you join us. Say a few words and we'll all clap for you.

John Healy

Thanks for letting me be a part of it, Mark, and all the Board - everything you guys do - the CCIDA you guys do a lot of great work in the community, and I'm happy to be a part of it. So, looking forward to it all. Thank you.

Mark Geise

Thank you.

Gary Henry

Welcome.

Greg Peterson

Mark. May I add something here?

Mark Geise

Yes, please.

Greg Peterson

This is this is real critical stuff. He's playing football at Mount Union – John Healy helped the Raiders to a 55 and one record and 3 NCAA Division III National Champions.

Milan Tyler

How do you play baseball?

Greg Peterson

Got his baseball card done earlier today?

John Healy

I did through the door.

Gary Henry

We'll go ahead and move into New Business A - SL Jamestown and SL Jamestown II LLC presented by Rosie and Milan.

Rosie Strandburg

Thank you Mr. Chairman. Before we get started Janet Ward and Brandon Cottrell are on the line. They are from Catalyze. They will be available to answer any questions or provide any updates, if necessary, to the Board. Back in November of 2024, the Board was presented with applications for Sl. Jamestown and Sl. Jamestown II Solar Projects located in the Town of Busti at 1192 Orr Street. Total megawatt for both projects together is 7.75 and total project cost is \$19.6 million.

I do want to note, before I get into the savings and have them present the Resolutions, as a reminder that these projects are supported by the Town or we would not be bringing them to the Board for consideration. So again, Town support has been provided for both these solar projects.

As usual, this is a deviation from our standard UTEP, as all solar projects have been. So, the term on this is going to be a 25 year PILOT. Total exemptions for sales tax are going to be at \$1.2 million, total property tax abatement at \$2.1 million and the payments to the affected taxing jurisdiction over the life of the project are about \$868,822.00. In February, February 12th - Actually, I'm sorry -February. Yep, February 12th, there was a Public Hearing for both projects. There were comments during both Public Hearings. Those are noted in the transcripts that you've received prior to this meeting and unless there's any other questions or questions for Catalyze, I can pass it on to Milan to do the Deviation Hearings.

Milan Tyler

Okay? First order of business is the Deviation Hearing. Notices were sent to each of the affected tax jurisdictions on January 30th advising them of what the proposed PILOT would be, and that we would be holding the hearing this morning. There's been no correspondence from any of the affected tax jurisdictions, so I'd like to open up the Deviation Hearing and ask if there's any representatives from any of the affected tax jurisdictions, who would like to speak in favor or against the project? Hearing none, we close the Deviation Hearing. There's a total of four Resolutions. Two for each project, and the two Resolutions are the Deviation Resolution to deviate from your UTEP. Again, as Rosie described the 25 year PILOT, with the (difficult hearing audio) numbers set forth in your packages and the Approving Resolutions, each of the of the two projects. As Rosie said - Public Hearing. The Town has been supportive of these projects and I think we're ready to move forward, assuming that there's no issues or questions.

Mr. Chairman, unless there's something that Catalyze would like to add we can take the Resolutions together, or in any combination, as you like.

Gary Henry

Okay, thank you. One question, Rosie, when we had the open meeting, I see the school district spoke.

Rosie Strandburg

Yes, correct.

Gary Henry

Do you feel comfortable saying what they were for, or against the project? I had trouble understanding what they were trying to say.

Rosie Strandburg

I apologize. The microphone did not pick up the audio, so my comments during the transcript were just based on notes that the Superintendent had shared with me. They were not against the project. Their concerns were just how PILOTS affect the school over the long run.

Gary Henry

Okay.

Rosie Strandburg

They were not against the project.

Gary Henry

Okay, thank you.

Rich Dixon

And heir attorney had called us in advance, Gary, to let us know they were there. And again, they were just there gathering information and I would say, if anything, they're supportive. Certainly not against it.

Gary Henry

Okay, thank you.

Milan Tyler

One more comment on that, which is that we, as with all of these projects, we don't take the underlying land off the tax rolls, so it's only the arrays that are a separate tax lot. So, it's additive to all the affected tax jurisdictions. Taxes never go down. They only go up by the amount of the PILOT payments.

Gary Henry

I did notice in that they acknowledged that they're going to see increased revenue. So, I took that as they were for it, but I just wasn't clear. Thank you. Any other questions? I'd like to mention that Sagan has joined us and she was here for the presentation, so certainly Sagan your welcome to vote on this if you would like.

Milan Tyler

I'm sorry. The Resolution before you doesn't have John's name on it because I apologize, John, I drafted them too early. So, when they're finally put together Jeanette and I will make sure that John's name is added right.

Jeanette Lo Bello

Yes.

Gary Henry

Tom, can you move New Business A1 for us?

Tom Harmon

Absolutely. Resolution 02-25-25-01 SL Jamestown LLC Deviation Approval Resolution, Resolution 02-25-25-02 SL Jamestown LLC Final Approving Resolution, Resolution 02-25-25-03 SL Jamestown II LLC Deviation Approval Resolution, and Resolution 02-25-25-04 SL Jamestown II LLC Final Approving Resolution

Gary Henry

Thank you. Do we have a second?

Daniel Heitzenrater

Second.

Gary Henry

Thank you Dan. We'll go ahead and do a Roll Call Vote.

Board

Aye – Unanimous.

Gary Henry

The Resolutions have been unanimously approved. Next, we'll move into New Business B – Mason Industrial Site presented by Mark and Milan.

Mark Geise

So I'm going to add a little context and then I'm going to kick it over to Matt Fitzgerald. Matt Fitzgerald - we're joined by royalty – not that you're not Milan. He's the SEQRA king. Okay, so we thought, hey, why don't we have him talk about it but I'm going to add some context (difficulty hearing audio) talks about the actual resolution. As you recall the IDA and the County agreed to split the cost of doing the environmental Due Diligence on the 60 acre site that the that the IDA owns in Mason (difficulty hearing audio) and that's the Phase One Environmental Due Diligence on the site. So, the IDA contracted with Clark (difficulty hearing audio) and they had some subcontractors, and they undertook, all of the environmental assessment that needs (difficulty hearing audio) to be done. They completed the full environmental assessment, Forms parts 1, 2, and 3, and the backup did all the backup review to complete the SEQRA.

So, I'll talk a little bit about SEQRA but this is really two phases. The first phase of making a shovel ready site. Shovel ready or making a site shovel ready is the Environmental Due Diligence and then, of course, the infrastructure you know, getting the infrastructure in place. So, we also the County through the ARPA funds is also paying for the work to get it shovel ready in terms of the infrastructure. So, we're contracting with Clark Patterson Lee again. That's just under \$500,000, and they'll do all the pre-engineer, the engineering and the construction oversight work. So, they'll develop those environmental drawings or those engineering drawings. We'll contract with contractors to do the work, and that'll be done - the timeline on that is, is probably by the May of 2026 to get that project completely done. Now, back to Part One, which is the SEQRA just real quick, and then I'm going to kick it over to Matt.

So, Article 8 of the New York State Environmental Conservation Law states that agencies must satisfy the requirements contained in SEQRA prior to making a final determination whether to undertake a project - in this case the Environmental Due Diligence to make this site shovel ready and right now this is it. We're going to be completing the SEQRA review of the project and what else - project in connection with the agency's intention to undertake and fund the development of this project. So, with that I'm going to kick it over to Matt to talk about the actual SEQRA and why we're here today with this Resolution.

Matt Fitzgerald

Thank you. Mark, thanks for the kind intro your checks in the mail for that as discussed. So, Mark summed it up. Before you can move forward with funding any of the great infrastructure improvements in the future to make this park really shovel ready for future development, you need to do an environmental review of, Okay, what's the build out of the site going to look like? Clark Patterson Lee prepared a number of studies that are referenced in this Resolution, covering everything from wetlands to threatened endangered species to traffic and everything in between and looking at all of those Resolutions, the proposal for the build out of the site. Clark Patterson Lee prepared the final report which says that it doesn't look like any impacts from the development are going to be significantly adverse.

So with that, we prepared this Resolution that walks through a description of all the reports that were done, all of the relevant areas of environmental concern in accordance with SEQRA. We sent out notices to all of the other interested and involved agencies, including the municipality, including the DEC, The Army Corps of Engineers, and anyone else who might have an interest in the project to confirm that the IDA is going to undertake a coordinated review. We didn't receive any comments or objections to that by any of the agencies. So, at this point the IDA is in a position where it can now issue a negative declaration of finding that there are no significant adverse environmental impacts associated with the project and that's it in a nutshell. The only other thing I'll say, is the agency when the property was first purchased, did a what's called a segmented review, where the agency looked at, okay, we're going to segment the review, the environmental review, and only look at acquiring it and then in the future we'll do more Environmental review. This is the future. This is that more environmental review that you said you were going to do many years ago, when you actually acquired the property.

Gary Henry

Ok. Anything else? Sagan would you move New Business B1 for us?

Sagan Sheffield-Smith

Sure. Resolution 02-25-25-05 SEQRA Resolution - Mason Industrial Site

Gary Henry

Do we have a second?

Dan Heitzenrater

I'll second.

Gary Henry

Thank you Dan. We'll do a Roll Call Vote.

Board

Aye – Unanimous.

Gary Henry

The Resolution has been unanimously approved.

Mark Geise

Thank you Matt.

Milan Tyler

Thanks Matt.

Matt Fitzgerald

Thanks everybody.

Gary Henry

Next, we'll move into the Executive Directors Report.

Mark Geise

Yeah. So I guess it was four or five years ago we decided it was a good idea to do an Annual Report - talk about sort of what we accomplished and what our goals are moving forward and I think we've refined that report every year. You all have it in front of you. I'm not going to spend more than ten minutes - we'll see ten or fifteen minutes. Somebody, hey? Rich! Where are you? Oh, okay, sort of talking about these things because you're all here, and you already. You already know it so - but so I'll go through this, try to hit the highlights, and you know, see if there's any questions at the end.

So, you know the infographic on the first page talks about sort of our accomplishments in a nutshell and you know, we - our assistance leveraged over \$311 million dollars in investment. Which is pretty significant. That's a good year for us in terms of investment. Part of that investment - the companies that we assisted are stating that they will create 166 new jobs. As part of that there's also the construction jobs to build these, you know, projects of 561 construction jobs - 771 jobs retained. I always say that a job retained is as good as a job created. We don't want to lose what we have. So, that's really good that we're able to do projects that keep the jobs here. We secured over \$4 million dollars in grants. The total number of projects we did between loans and PILOTS was eighteen.

We did twelve loans. They total about \$4.75 million dollars in low interest loans, high risk loans and the \$4.9 million dollars of PILOT payments will be going to the taxing jurisdictions as a result of the projects and the PILOTS that we that we approved in 2024.

So, that's sort of high level and I'm just going if you turn the page you know, remind you of some of those projects sort of did a top ten here –Wells - you know. Wells Ice Cream was purchased by Ferrero. They had three Phases to their expansion projects. We approved a Phase 3 this year. In total, the investments are over \$500 million dollars. I think it was \$175 million dollars for Phase 3 and you know, that's an incredible project. If you if you go by the site and see all the cranes in the air and the building, you know, three stories high - there's going to be a chocolate plant on this on the second floor, basically rebuilding the entire plant. So, that's a great project

You all know about the shovel ready sites, Mason – we just talked about it. That's going to be about 40, some acres of actually developable land in that 60, some acre 62 I think it is because some of its wetlands. So, we're making that shovel ready.

We're also working on Ripley, which is a \$16 million dollars project and there's a lot to that project with extending the electric and road and water and sewer and acquiring the land for 4 different property owners. So, we're working on that again that's 150 acres in Ripley, right off the Shortman Road right off the Shortman road exit.

You know, we did secure a big another big tranche of funding from the Ralph Wilson Foundation for CCPEG. I'm going to let Nate talk about that later.

We provided business development loans. I talked about the 12 loans \$4.7 5 million dollars - some of those loans were like Dahlstrom Roll Form by local ownership, which is really important, because that's the type of company that could go anywhere and who knows what, you know, you end up with, and the jobs leave, etc., potentially, but also acquisition of Universal Tool in Gerry. Dunkirk Metal Products, Artone was equipment, Tim and Edmond, Excelco Newbrook. So we've done a lot of good loans that are scattered throughout the county.

We did a housing kind of needs, study how housing market and assessment study. A number of recommendations have come out of that that we're working on. We do have, I think, six or seven projects right now in the queue that will ultimately create housing for over 400 people. So, that's a good one.

Support Service and Hospitality Businesses -Wicked Warrens next door here - Rich really put a lot of time and effort into that and we got that, you know, acquired by Wicked Warrens, and they're going strong.

There was a ribbon cutting at Hideaway Bay. A lot of you were there. That's a really great project that was approved a couple of years ago, but last year I can't remember but, or in 2023. But anyway, they had the ribbon cutting and they're doing really well.

The White Inn - If you haven't been there, you should go. Incredible. You know that was a huge investment. We really assisted them a lot with not only incentives, but also a number of grants to support that, and then we did through the county we received over \$400,000 for what we call the ARPA Business Assistance Program and we leverage that money to with the Ralph Wilson Foundation, and they contributed - I think it was \$350,000 as well to that program, and we were able to help 84 businesses with straight up grants through really through the Partnership, but those averaged over \$7,700 each, and it was to help them sort of tune up and improve their marketing presence, and there was a real need for that -but we also did - we worked with invest Buffalo, Niagara we did as part of their Economic Gardening Program which helps stage two companies, that sort of are poised to go to the next level to you know, to really figure out what they needed to do to do that. We worked very closely with the Chamber - Dan and his team, and also this Small Business Development Center at JCC - was a partnership, and we really knocked it out of the park. That was a good one.

Then, you know, aggressively marketing the County for Business Development Relocation and Tourism. We launched the LIVE and CHOOSE CHQ campaign, which was a big lift and really just sort of has multiple purposes - but one is to attract people here, because, you know, as we all know, there is population decline that's continuing since 1970 and how do we tell our story better about who we are and get more people to come here, but also on the CHOOSE CHQ side it's really about attracting businesses and you know, letting them know of what we have to offer here in terms of Business

Development. We also did that Relocation Guide. We updated it because we had done it way back seven years ago and then we updated - we're on version 3 now and we've distributed to companies to help them attract people.

We also did a Chautauqua Grape and Grain Trail Initiative to highlight our adult beverage sort of industries and really tell the story about what we have here in those terms.

We also did an interactive trails map, which was a big lift as well that really communicates all the trails that we have -all the opportunities there are for sort of outdoor recreation and being able to do that, you know, online with an App or print versions but all that is to sort of again tell the story and let the outside world know what we have here, and for people that come here, how they can access those things and then we did it.

You know, I already talked about Housing Market Assessment Strategy - but we also, as part of that, we did Code Enforcement - looked at sort of the Code Enforcement throughout the community, and what things could we do to help with that? That's not an easy one, tough not to crack, but we're still working towards improving that.

I'll go quickly here. In the news really, you know, Nate got the Rising Star Award at the New York State Economic Development Council recognized by all the State IDA's and Economic Development Agencies as the Rising Star was really exciting. We ranked Number 1 - 1st by Buffalo Business First as the number one Economic Development Agency in the region. We hired Shelby to succeed Rich several months ago and then we also received an award from the American Planning Association for work that we're doing on the Chadakoin River down here -all the planning and how do we activate the waterfront here in Jamestown and we also received a couple of grants from Department of State- over \$2 million. So we're working on that as well.

Now, in terms of goals -you know, we got to continue to be aggressive and intentional. You know, reaching out to our businesses to always constantly let them know who we are and what we have to offer. We need to complete those shovel, ready sites, but also it's not one and done, because somebody could come along and buy that land and now we have nothing. So, we always have to be thinking forward and looking for new opportunities which we're doing and you know, we got some really exciting prospects. Let's put it that way, you know, we got to fill some of these buildings that have been vacant for some time. Silver Creek School - you all know about that - a big housing project with STEL and Park Grove that we're a part of - Lakeshore Hospital - we're in active conversations about that - Truck-Lite building as well. We're constantly talking to potential developers about that building and of course, the Furniture Mart Building right here. We're really working closely with the Gebbie Foundation and trying to get that back and activated.

You know, we have a couple of a business's - ImmunityBio and Electrovaya. Electrovaya has been slow to start, maybe I could put it, but they are moving forward and I'm really excited about that. We continuously talk to them. Immunity bio. They're saying they're 2 years out from any real job growth but they do have a plan. So we're working with them trying to get that going you know, we got to continue to push forward with the Partnership for Economic Growth, which is a separate entity from the IDA but we support them, and they support us, and we got to keep that going.

I already talked about acquiring new shovel. Ready sites. We got to continue to do that. We got to continue to invest in the LIVE CHQ and CHOOSE CHQ campaigns. You know, it's one thing if you come up with a plan, and you sort of launch it, and then it fizzles away. You know we got to continue to invest in that. Keep pushing that message out. Keep trying to get traction on that and we always help our municipalities, you know, especially Jamestown and Dunkirk. We're doing a lot of projects with them. We're here. We meet with them all the time. We've got a lot of exciting things. So we got to continue to do that, and all the municipalities as well.

Agriculture enhancement. We can't forget about our farms. We're going to have a meeting here to talk potentially about creating a loan fund for farmers. We'll see how that goes, but we're also doing some other things in conjunction with a bunch of other like Cornell Cooperate Extension and others,

Then. NRG Reuse, you know that's a project we received a couple of grants. The last one was a NYSERDA Grant - or I think it was \$160,000 wrapping up that work - we're having a meeting of the stakeholders - weeks, and we'll be discussing next steps. What do we want to do with the updated information? That's in a nutshell.

Now, before I stop here, I wanted to call out our staff. Obviously you know, they work so hard every day. I mean all this information that we have in front of us is a result of all of their hard work and our and our consultants - You know.

Phillips Lytle, Harris Beach, our stakeholders, our Planning Department - we work closely with them, with CCPEG with the County Executive, the Legislature and others. So, great work and then one last thing, I'd also - Jason really was the one that did a lot of work on putting this together. So, I want to call out Jason on the great work he did. So, that's in a nutshell. How long did I take? Was that ten minutes?

Milan Tyler

Ten - ish.

Greg Peterson

The battery stopped on the clock

Mark Geise

Nine minutes.

Jason Sample

Thirteen.

Mark Geise

Any questions, Thirteen was it? Oh, that's not too bad. Yeah. Good I did well?

Rich Dixon

Well done.

Mark Geise

Any questions? Comments?

Dan Heitzenrater

Good work. Great Job.

Mark Geise

Thank you.

Gary Henry

Next we'll move into the Treasurer's Report.

Shelby Bilskie

Shelby reviewed and discussed the Treasurer's Report. Questions? That's all I have.

Gary Henry

Thank you.

Mark Geise

Nice work.

Gary Henry

Do we have a motion to accept the Treasurer's Report?

Sagan Sheffield-Smith

So moved.

Gary Henry

Sagan. Do we have a second?

Tom Harmon

I can second.

Gary Henry

Thank you. All those in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? The Report has been approved. At this point I would entertain a Motion to go into Executive Session, for the purposes of discussing the financial or credit history of a particular person or corporation. In particular I would like to discuss the status of our loan portfolio and the financial and credit status of some of our borrowers. Do I hear such a motion?

Tom Harmon

I'll make that motion.

Gary Henry

Thank you Tom. Do I have a second?

Sagan Sheffield-Smith

I'll second.

Gary Henry

Thank you Sagan. All those in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? Ok, we'll go into Executive Session.

Executive Session
Start Time: 11:08 a.m.

Executive Session
End Time: 11:14 a.m.

Gary Henry

We are back in open session. I would like to report that there were no actions or votes were taken during Executive Session and therefore no minutes of the meeting were taken. Do we have any Old Business to come before the Board?

Hearing none we will consider the meeting adjourned the next CCIDA Board Meeting will be March 25, 2025 at 10:30 a.m. Make note that we are going to be meeting in Dunkirk NY at the Center for Innovation & Economic Development. So, if you come here you will be in the wrong location but we'll also be streaming YouTube and zoom.

The meeting is adjourned at 11:15 a.m.

Amy S. Hardin
(Assistant) Secretary

Gary Henry
(Vice) Chairman