

BOARD OF DIRECTORS MEETING

County of Chautauqua Industrial Development Agency

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

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

August 26, 2025  
10:30 a.m.

**PRESENT:**

Gary Henry	Chairman
Dan Heitzenrater	Vice Chairman
Sagan Sheffield-Smith	Treasurer
Amy Harding	Secretary
Tom Harmon	Member
John Healy	Member
Daniel DeMarte	Member
Kevin Muldowney	Member

**Also in attendance:**

Mark Geise	Administrative Director/CEO
Shelby Bilskie	Chief Financial Officer
Milan K. Tyler, Esq.	Counsel
Gregory L. Peterson, Esq.	Counsel
Lisa Cole	Counsel
Kristine Morabito	IDA Staff
Rosie Strandburg	IDA Staff
Jeanette Lo Bello	IDA Staff
Jason Sample	IDA Staff
Crystal Erhard	IDA Staff
Josiah Lamp	CCPEG Staff
Paul Wendel	County Executive
Ray Manning	Main Rd Med Group LLC
Mateo Rengifo	Main Rd Med Group LLC
Nick DiTommaso	Main Rd Med Group LLC
Ty Baccile	New Equity Energy
Henry Zommerfield	Hodgson Russ
Greg Bacon	Post Journal/Observer
Julia Ciesla-Hanley	WRFA 107.9

**Absent Board Member(s):**

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

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Gary Henry

Good Morning. I would like to welcome everybody to the Board of Directors Meeting for the Chautauqua County Industrial Development Agency. We're at the BWB Building, 201 West 3rd Street, Jamestown, New York. We're also streaming, live via YouTube. It's August 26, 2025 at 10:30 a.m. We'll go ahead and start with Roll Call.

Board

Aye – Unanimous. (8 Members in Attendance)

Gary Henry

You should have already received minutes from the July 22, 2025 meeting and had a chance to review those. Do we have a motion to accept those minutes?

Kevin Muldowney

Motion.

Gary Henry

Thank you Kevin. Do we have a second?

Sagan Sheffield-Smith

I'll second Gary.

Gary Henry

Thank you. All those in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? The minutes have been approved. We'd like to start off by welcoming Josiah Lamp who is the CCPEG Program Manager and he's new with the team. I think Mark has a few words he'd like to share.

Mark Geise

Yeah, so Josiah, wave to everyone. Okay, well Josiah, you know, we've been looking for a program manager for the Partnership for Economic Growth for quite some time, and, you know, sort of Nate has been carrying that load, if you will, and you know, been so involved in so many other things. He was spread very thin. So, through a, you know, a fairly long, process of, you know, interviewing folks, we, you know, Josiah came to us sort of in the eleventh hour, and we were thrilled, because we've known Josiah for quite some time, and he's been on the Housing Work Group Committee for - been participating for a while. So, real quick on Josiah. First of all, he has a Master's Degree in Urban Planning from UB, so he must be good. So, he has fifteen years of experience in managing economic development and housing programs, most recently as the Director of Housing and Community Development at Chautauqua Opportunities, Inc, COI, a position that he's held since 2016.

Previously, he served as Deputy Director of Housing and Community Development at COI, and prior to that, as Economic Development Consultant for the Community Development Training Institute, based in Worcester, Mass. Throughout his professional career, Josiah has developed strong strategic leadership and program management skills, specifically focused on strategic planning, building public-private partnerships, grant writing, and public relations. Since 2020, he's also served on the Partnership, like I said, Partnerships Housing Development Work Group bringing a level of familiarity and knowledge about CCPEG to his new role.

As the Program Manager for CCPEG, Josiah will oversee and coordinate CCPEG activities, including initiation, development, implementation, and monitoring of CCPEG projects and programs that encourage economic development in Chautauqua County. He will also oversee grant development activities to help sustain CCPEG programming, and will also coordinate a variety of economic development activities relating to business development, workforce development, placemaking, housing, and infrastructure. So, welcome aboard Josiah. Do you want to say anything?

Josiah Lamp

Thank you, Mark, for the introduction, and I look forward to working with everybody in the Partnership. If I haven't met you, I mean, I do see some friendly faces here, but if I hadn't met you, I'd be happy to have a conversation, and continue to work together with all the board and for everyone.

Gary Henry

I'd also like to welcome the County Executive, P.J. Wendell, here with us this morning. Did you have anything you'd like to share with us?

County Executive Wendel

No, always excited to be here, and always looking forward to hearing what we have to do. Thank you.

Gary Henry

We'll move into New Business A – Chautauqua CSG1 LLC presented by Rosie and Milan.

Rosie Strandburg

Thank you, Mr. Chairman. So, this project will look a little familiar. We just did a Due Diligence for this in July. As a refresher, this is a 2.25 MW AC solar farm on approximately fourteen acres located in the town of Poland at 1437 West 394, and West 394 Rear in Falconer, New York.

I will just let everyone know that the Town is in support of this project. We wouldn't be bringing this to you if they weren't. This is a total project cost of just over \$3.6 million. They're requesting a 25-year PILOT on the increased assessment, as well as sales tax abatement. Let's see here, the PILOT will produce payments to the affected taxing jurisdiction over the life of the project in the amount of approximately \$306,290.00 with property tax abatement totaling, 20, I'm sorry, negative \$23,904.00 and sales tax exemption of \$148,453.00.

The Town was a Lead Agent on this project, with a negative declaration on SEQRA. There was a public hearing on August 5th. Questions were asked during the public hearing. Those were answered post-public hearing, so they're not in the recording, but I'd be happy to go over those if anybody has questions.

I do have Henry from Hodgson Russ on the line, as well as, Ty from Chautauqua CSG. They can answer any questions if there are any, but I will pass it on to Milan to present the resolutions.

Milan Tyler

Any questions before I start? And first, we will do the, the Deviation Hearing. Notice of today's meeting was sent to each of the affected tax jurisdictions by letter that's in your package, dated July 24<sup>th</sup>, setting forth exactly what the proposed PILOT would be. Works out to be \$4,250.00 roughly per megawatt AC, and that's sort of within the range of what we've

done for the prior, X number of solar matters. So, with the public hearing, we've not received any written communication from any affected tax jurisdictions, and if there's any representative of any affected tax jurisdictions here or on zoom who would like to make a comment, please do so. Hearing none, we'll close the hearing. The two Resolutions before you are a Deviation Resolution, approving the deviation that we just held the Public Hearing for, and the Final Approving Resolution. You'll notice that there is no separate SEQRA Resolution, because the Town by letter dated December 17th, the Town of Poland decided to act as Lead Agency. So, they passed their own SEQRA Resolution, concluding and issuing a negative declaration that there was no significant adverse effect on the environment, and since they were Lead Agency, their determination is binding on all of you. As you know, sometimes we act as Lead Agency, sometimes the Town does, just depending on which town and which project.

So, those are the two Resolutions, a Deviation Resolution, and a Final Approving Resolution. For the Final Approving Resolution, we've now done a financial analysis, we held a Public Hearing, we've looked at SEQRA, and think that there aren't any legal barriers to closing the transaction.

Gary Henry

Thank you. Do we have any questions? Tom, can you move New Business A2 for us?

Tom Harmon

Sure will. Resolution 08-26-25-01 Chautauqua CSG 1 LLC Deviation Approval Resolution & 08-26-25-02 Chautauqua CSG 1 LLC Approving Resolution

Gary Henry

Thank you. Do we have a second?

Dan Heitzenrater

I'll second.

Gary Henry

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

Board

Aye – Unanimous.

Gary Henry

The Resolution is unanimously approved.

Mark Geise

Thank you.

Rosie Strandburg

Thank you Henry. Thank you Ty.

Ty Baccile

Thank you all.

Gary Henry

Next, we'll move into New Business B – Main Rd Med Group LLC presented by Kristine and Milan.

Kristine Morabito

Thank you Mr. Chairman. Today we are presenting a Tax Lease/PILOT Due Diligence Resolution and Preliminary Agreement for the Main Rd Med Group LLC project, which is the redevelopment of the former Lake Shore Hospital site in Irving. Joining us today from the project team are Mateo Rengifo – oh we lost Mateo.

Mark Geise

No. He's right there.

Kristine Morabito

Oh. Ok. I'm sorry. He's on video and also Nick DiTommaso who is also on video with us and Ray Manning is to my right here.

Main Rd Med Group has recently acquired the property from Brooks-TLC and has decided to lease the facility as a medical office building to New York Med Center. So, Mateo Rengifo is with Main Rd Med Group – Nick Di Tommaso and Ray Manning are with NY Med Center.

The project includes the redevelopment and adaptive reuse of the 173,000 SF facility on 32.9 acres into health care service space including behavioral health and addiction recovery services as well as other medical offices and commercial/retail space. The Total Project Cost is \$42,199,744.

The application requests real property, sales tax, and mortgage recording tax abatements. CCIDA has met with and has had conversations with the Town of Hanover throughout the application process. The Town supports this redevelopment and CCIDA's assistance with this project and we are anticipating that this would be an adaptive reuse project not a deviation.

A Market Analysis provided by the client and was included in your meeting materials along with the application describing the need for the services and the trends.

I would like to pass it on to Ray Manning now, of New York Med Center, and also of course Main Rd Med Group, from the Project Team to speak about the lack of these services available, the scope of the project, and I'll also ask you to comment regarding any future tenants and job projections.

Ray Manning

Sure. Good Morning everyone. Thank you for having us today. My name is Ray Manning. I'm the CEO for New York Medical Center. I was brought on board by Nick DiTommaso who's our Principal Manager for New York Medical Center, the operating company.

We are looking to bring up to 180 beds of behavioral health and substance use disorder treatment to Chautauqua County. Obviously, there's a huge need in the Northern part of the County. It's a 45 to hour drive, depending on weather, to get down to the South side to get, you know, inpatient care and then another 45 minutes to, you know, Erie County for inpatient care. So, we're dead in the center of the hub of Western New York, really. So, we're looking at developing our 173,000 square foot space on our 32 acres into a behavioral health destination center for Western New York.

Kristine Morabito

Can I interrupt you for a second?

Ray Manning

Sure.

Kristine Morabito

Jeanette, would you be able to pull up the PowerPoint presentation? Okay, Rosie, can I share the screen?

Rosie Strandburg

Yep.

Jeanette Lo Bello

It's not giving me that option.

Rosie Strandburg

Share is to your left, it's highlighted in green.

Jeanette Lo Bello

Ok. I'm sorry I went to the wrong share. Thank you Rosie.

Kristine Morabito

Actually, if you can go ahead and go to the next slide and we'll show the rendering.

Ray Manning

(Reviewed and discussed PowerPoint Presentation)

Slides included:

- New York Medical Center Overview
- Rendering
- Project Overview
- Market Need for Behavioral Health Services
- Services Offered
- Project Team
- Facility Layout
- Facility Layout – Overall First Floor
- 40 Bed Adult Psych Unit
- 40 Bed Geriatric Psych Unit
- (Up To) 30 Bed Adolescent Psych Unit
- (Up To) 20 bed Pediatric Psych Unit
- 20 Bed SUD 28-Day Program with 5 Bed MSW
- 20 Bed SUD Women & Child Residential Program with 5 Bed MSW
- Financials – Total Projected Project Cost: \$42 Million & Estimated 400+ Jobs Created (121 Construction, 300+ Operations)

Kristine Morabito

Any other questions for Ray before I proceed? I'm going to pass around some Letters of Support and we'll provide copies of these to you, but I just wanted to mention, very quickly, I have just 2 more minutes, we received Letters of Support from Chautauqua County that were co-signed by County Executive P.J. Wendel, Chief Medical Officer Michael Faulk

Director of the Department of Mental Health and Social Services, Carmelo Hernandez Deputy Director of the Department of Mental Hygiene, Patricia McLennan also from Chautauqua County Sheriff James Quattrone, Chautauqua County Chamber President Daniel Heitzenrater, Former Chautauqua County Executive and current New York State Senator George Borrello, New York State Assemblyman Andrew Molitor, Seneca Nation of Indians via the Erie County Department of Mental Health, Town of Hanover, and the Village of Silver Creek.

Described in one letter as the most pressing public health challenge of our time. Some of the issues and needs referenced include growing inpatient behavioral health needs with demand far exceeding capacity, limited access to critical services within a reasonable traveling distance, significant barriers to care, lack of inpatient beds, especially in northern Chautauqua County, and restoring mental health services that were lost when Lakeshore Hospital closed.

Ray, could you mention your construction timelines?

Ray Manning

Yes. So, we're looking at finalizing our architectural plans, hopefully within this next couple months, and bidding that out. So, our goal is to really start our construction probably by - our main construction, I should say, for the inpatient units by January, and that's probably being a little aggressive, but there are projects that need to be done for even that, as far as replacement of roof, water treatment disinfection, all kinds of other things for the building in itself that will be going forward here in the next couple of months.

Kristine Morabito

Like, fourth quarter.

Ray Manning

Yep.

Kristine Morabito

Okay I'd like to ask, Mark?

Mark Geise

Just real quick, when are you planning on coming back for an Approving Resolution? When? In the next couple of months?

Kristine Morabito

Do you want me to answer that?

Ray Manning

Yeah.

Kristine Morabito

As soon as possible right?

Ray Manning

As soon as possible.

Kristine Morabito

So that you can close with us and begin kind of the immediate – like the roof and some of those other things before the main construction can begin. So, as soon as possible, we need to conclude our process, which I'm sure Milan can describe.

Mark Geise

Okay.

Kristine Morabito

And I was about to ask Millen if you could please review the Resolution and the Preliminary Agreement?

Milan Tyler

This is a Due Diligence Resolution. If the Board is interested in pursuing this project, staff and council would start the typical Due Diligence.

This project is a little bit different. It is a Medical Office Building, as opposed to a Medical Facility. So, our contractual partner will be Main Rd Med Group. Ray represents the principal, tenant, if you will. So, the benefits that we would be giving would be given to Main Rd Med Group who has a long-term lease with New York Medical, and presumably they would pass through some, most, or probably all, of the benefits that we do. So, part of the Due Diligence is going to be, besides SEQRA and holding a Public Hearing, it would be coordinating, if you will, those two parts to make sure that our benefits get to, the operator, New York Med Center. And obviously, this is still sort of evolving in terms of the finances, and it's very difficult to pull all these sources together. So again, this is just a Due Diligence Resolution authorizing us to look further into it. I think, as Kristine mentioned, we do not anticipate a deviation, so, this would be an Adaptive Reuse PILOT, but again, we'll work on that during the due diligence period, if you approve and authorize us to go forward.

Gary Henry

Thank you. Any questions from the Board?

Dan Heitzenrater

Just a comment. A couple months ago, I think, when Nick, who's on the call, was in town, had reached out to the Chamber to get together and kind of talk - talk about the project and there, you know, goal to be involved in the community, bring these services back and things, which I really appreciated, so - appreciate the communication, and happy to just do this Due Diligence Resolution.

Gary Henry

Thank you. John Healy can you move New Business B1 for us?

John Healy

Yes. Resolution 08-26-25-03 Main Rd Med Group LLC Due Diligence Resolution and Preliminary Agreement

Gary Henry

Thank you. Do we have a second?

Tom Harmon

I can second.

Gary Henry

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



Board

Aye – Unanimous.

Gary Henry

The Preliminary Agreement has been unanimously approved. So, certainly excited to be a part of this project. We all realize the need in our area. Thank you for being here and giving us such a detailed report today. Thank you. Thank you, guys.

Mark Geise

Thank you.

Nick DiTommaso

Thank you very much.

Gary Henry

Next, we'll move into the Executive Director's Report.

Mark Geise

I'm going to do my best, Chris Berman, okay? All right, here we go. First of all, welcome back, Jeanette. Jeanette hadn't... what, you hadn't had a vacation in six, seven years?

Jeanette Lo Bello

Yeah, a little bit, a little more than that.

Mark Geise

She went to Italy for three weeks, and got to see family and everything, and we all missed her a lot, and glad you're back.

Jeanette Lo Bello

Thank you, glad to be back. Appreciate everything you do, so welcome back.

Mark Geise

Just a quick - Ripley Industrial Park, Mason Industrial Park update - They're basically on schedule. We did have a number of challenges, including we had to do a NEPA review for Mason. A NEPA is basically the SEQRA, but at the federal level, because we got the ARC... two ARC grants, which precipitated us having to do a NEPA. So, that was a... that was a big lift, but we're basically at the end of that, feeling pretty good about that. You know, right now, Clark Patterson Lee is doing all the engineering for the road, the water, the sewer, the drainage, communications, electric, etc., What they're going to do with that is then create a Request for Proposals that would be released by the fourth quarter of this year, and we would hire the consultants to actually do the work and begin the work in the spring. Just to remind you, this is a \$17.5 million project. We have most of the financing, most of the funding. We did resubmit, an EDA Economic Development Administration Grant last week for \$3.25 million. We're keeping our fingers crossed. We don't get that money we can scale back the project in terms of the length of the road, water, sewer, electric. So, and in fact, Clark Patterson Lee will likely, if we don't get that money, they're going to create two separate RFPs, if you will, or one with an addendum. One with a long road water, sewer, electric, and one with a shorter one, you know, based on how much money we have. So, you know, that's moving along well. National Grid, is doing the engineering, for the extension of, 32.5 KV up to the site. It's a mile and a half. They can't really go any further at this point until the final design for the road is laid

out. So, they got it all the way up to sort of the site, and then when they get those final drawings, etc, then they'll lay out where the electric's going to run along that roadway and where it's going to terminate. So that's moving along. Yeah, so that's sort of for Ripley.

Mason, the engineering is progressing well. I mean, there's really been no hiccups. I likely see that, us being able to do the RFPs sooner than we are for Ripley. It's a much less complicated project. Just to remind you, that was a \$680,000 project, I believe, off the top of my head. But that's going well, so nothing to worry about there.

We visited SKF and TitanX, the County Executive, Congressman Langworthy and his staff. SKF and Titan X are Swedish owned companies. The Swedish Ambassador was in town. You might have saw some things about that. It was great and they're both going gangbusters, wouldn't you say, PJ? You know, SKF makes bearings. They have a new line of ceramic bearings that are doing this, which is good. TitanX, makes radiators for commercial over-the-road trucks and I can't remember what it was, they said something like 80% of all the trucks that are manufactured domestically have TitanX radiators. It's a really an impressive operation.

So, it's always great to go and see what's going on around, and, you know, reestablishing those relationships, and asking them about you know, what's going on? you know, how they doing?, and they're both doing really well,

County Executive Wendel

If I could.

Mark Geise

Yeah, please.

County Executive Wendel

So, you know, one of the interesting things is, obviously, both are expanding their operations, etc., but on a more positive note, speaking with TitanX there was a lot of stamping and different things that they had outsourced to Mexico, they are now bringing back to the Jamestown plant. So, they are expanding and bringing more of those - the jobs that they outsource, they're bringing back to the U.S. plant, especially here in Jamestown. So, really exciting to see, you know, the turn that it's not just you know, we're increasing technology, thus efficiency, more robotics, etc, but they're actually bringing more skilled labor back. Again, a partnership, you know, we've talked before with JCC and how we prepare ourselves for those positions in the future, which we have established, and we're going to continue.

Speaking with SKF, they have, and I talked to President DeMarte after - they have designs for a curriculum that would suit SKF employees. So, again, they said we'll make those connections with SKF and JCC to, you know, make sure that you know, the needs are met for a workforce. So, the workforce piece has been big, but also, you know, jobs are coming back to the area, so it's really exciting news to hear that, you know, as we're walking through.

Mark Geise

And I know they also visited JCC, right, and met with your workforce development folks, and that went well?

Daniel DeMarte

Yes it did. It was a good conversation. Trying to reestablish our exchange program with Sweden.

Mark Geise

Excellent, and, you know, in both cases, SKF and TitanX, they have -they're sort of like Cummins, where they're not putting a big expansion onto their buildings. They're doing it all internally, but it's big investments in equipment, it's big investment in labor, etc. So, more good things to come there. So that was great.

...

We are requesting funding through the County to assist us with more Capital Projects funding for Ripley, and I'm crossing my fingers on that.

We presented at the Western New York Regional Economic Development Council meeting that was held last week at the National Comedy Center and with the City of Jamestown, us, and others, it went really well. Journey talked about the National Comedy Center, and I think they left being very impressed with what's going on, not only in Jamestown, but in the County in general. So, that was a great opportunity.

I just wanted to give you a heads up that it's very likely, or it's likely, or it could happen, that we might need to have a Special Meeting with Maplevale and we're sort of planning on, September 11th at 10:00 a.m, I think Jeanette put a hold on everyone's calendars.

Jeanette Lo Bello

Yes. There is a hold on everyone's calendar.

Mark Geise

That's when the SEQRA review will be completed, and we'll be taking action, we hope.

Milan Tyler

So, the 30-day period for any involved agencies to object to the IDA being Lead Agency expires on that date. So, assuming no one objects, then the IDA can assert Lead Agency status and pass SEQRA, and that's necessary for Maplevale then to go on and get Planning Board approval literally later that day.

Mark Geise

Yep.

Mark Geise

So, it's sort of, we wouldn't do this to you unless we had to, but, you know, we hope that we can get a quorum here, and that we can get that done, if we need to but we'll keep you informed.

I wanted to, let you know I had a meeting with a developer, and I'm not going to say who it is, but on Friday, up in the North County, and, it made my week. I mean, honestly, they were talking about how they're - they've got locations, throughout the region, and Chautauqua County outperforms those - every other location, by far and they said, there's a couple things - One is the workforce. They said, you guys here have an, you know, an incredible workforce. You know, we had... they said something like they have 3% turnover in their workforce in Chautauqua County, which is unheard of, and they're looking to make major investments here. More to come, okay? and the other thing is, sort of success breeds success. You know, when they see all these investments going on at Wells, and at Cummins, and they see the White Inn, they see, you know, ElectroVaya and all these things, they see cranes in the air, they see piles of dirt. That's signifying to everyone outside of this region, there's stuff going on in this County, so I felt really, really good about that. It's one thing for me to say, it's another to hear somebody else from outside coming in and telling us that. So, more to come on that.

Two more things, real quick, Jason, can you just give us a quick update on LIVE and CHOOSE CHQ?

Jason Sample

Sure, as the Board knows, we did our rebranding in the spring of 2024 for CHOOSE CHQ and LIVE CHQ. LIVE CHQ is our talent attraction and retention campaign. Choose CHQ, obviously promoting what the County is doing when it comes to economic development, through all of our agencies.

We've had over 185,000 views on our CHOOSE CHQ platform since we launched that website in the spring of 2024 from over 100,000 unique visitors - 114,000 to be exact, for just across the board, including LIVE CHQ but when you drill down to LIVE CHQ, we've had about 75,000 unique visits to the LIVE CHQ website, from probably 90% of that, or just about 90% of that is from outside of Chautauqua County. So that means the vast majority of the 75,000 unique visitors that come to our website for LIVE CHQ are coming to learn about living in Chautauqua County, or at least have seen the advertisements and marketing we've done, and have shown some kind of an interest in clicking on that link and going to the website and sticking around for approximately 35 seconds on average. Some people stick around longer, some people bounce out earlier, but it's about a 35-second average visit rate for that. So that's exciting to see. All-time over 110,000 views on LIVE CHQ. A lot of those are just people bouncing from one page to the other, but I think that kind of indicates that our marketing efforts are moving in the right direction in terms of getting out in front of new eyeballs. I just pulled up my computer screensaver came on, but from what I saw looking at the stats I was looking at, we've had 80 different communities outside of Chautauqua County, visit LIVE CHQ with 100 unique people or more. A lot of those are large metropolitan areas, like Chicago, Philadelphia, New York City, Cleveland, Pittsburgh, Buffalo. So, we're doing this regional approach for LIVE CHQ and encouraging people to get interested in living in and working in Chautauqua County. Obviously, the proof will be in the pudding if we see a large interest in relocation here, new people moving in, but I think it is doing enough to at least put Chautauqua County on the radar more than what we've done in the past before this campaign was initiated.

For CHOOSE CHQ, we did start marketing our Shovel-Ready sites. We're making Chautauqua County Shovel-Ready in 2025. By the, summer of 2026, we will have Chautauqua County is Shovel-Ready, for the most part, right, Mark? So, we've already started doing a little bit of teaser, campaigns in regional publications, a newsletter for Buffalo Business First and Pittsburgh Business First for a week, yielded a lot of visits to our properties page, which is where you can learn about the Shovel-Ready sites on the CHOOSE CHQ platform and then we also just launched an editorial that'll be in Buffalo Business First for the month of September, and we are doing some digital marketing in Cleveland Business First throughout the month of August, and I'll get some statistics for that to determine how successful that's been at the end of this month.

And then finally, just going back to LIVE CHQ, we've been marketing that all over the place - social media, on billboards along the interstate, local advertising, regional advertising, you name it - but we also now have partnered with a PBS Vehicle called Viewpoint with Dennis Quaid. You may have seen the City of Jamestown talking about this. They actually approached us last fall, and we signed a contract to work with them but we really wanted to wait until the weather broke. So, they didn't come and film anything in Chautauqua County until June of this year, but they have finished the production of the video. It looks great. It's about a 5-minute long mini-documentary about all the reasons why people want to work in Chautauqua County, or do business in Chautauqua County, or live in Chautauqua County, and we hope to see that launched and put out there in September or October. They're going to give me a final distribution schedule but basically, this vehicle will be distributed to PBS stations across the United States, and we can also leverage it for our own internal marketing if we want on our websites and our platforms. So, exciting stuff there, and we'll probably do a major announcement in the media with a press release once we know that distribution schedule, but the production end is now complete. It looks great. Anybody that wants to see it I'll share a link with you. Send me an email, and you can check it out yourself.

Mark Geise

Great work.

Jason Sample

Thank you.

Mark Geise

Appreciate it. Wanted, Shelby to give a quick sort of update on our CRM Grants Management, efforts.

Shelby Bilskie

So, as you know, we did move forward with CivicServe, for a CRM solution, and we are nearing the end of, kind of, the implementation phase, where they're getting all of our historical information, everything loaded into the system, where we can start, kind of working on the public portal side, so we can have our clients go in, create accounts, and get set up so that they're comfortable with the platform before the end of the year.

We're hoping that most of our clients can utilize the system to provide annual compliance reporting stuff through the system, rather than just using email like we had previously. So hopefully that'll go live probably within the next few weeks. We are also, now that we kind of have done the legwork for the CRM solution, we're also kind of looking at financial solutions that can help us better manage our grants. So that's kind of where we are now. We're getting some demos scheduled with a couple different, platforms. We had one last week that was phenomenal, so hopefully that'll kind of come into play financially, that it's not a million dollars for us to move forward with that one, because it was pretty. So, we'll see how that goes. I would expect that to probably come in front of the Board, I would say probably October, I don't know if September would be enough time to put that in front of you for September.

What else? I think that's really it from a CRM, perspective, so good things.

Mark Geise

Yeah, I mean, you know, obviously, we're just trying to get more efficient.

Shelby Bilskie

Yes.

Mark Geise

And just, you know, sharing, you know, emails and spreadsheets and all that - Really, we need a better way of sort of coordinating all that, being able to share information, keep it in the right place, you know, that tie-in with the clients and all that. So, yeah, we're excited about that.

Shelby Bilskie

Yes, and one thing that we really liked about CivicServe was the open API, so that is one thing that we're kind of keeping in our back pockets when we're getting all of these demos from a financial solution, is something that can also speak back and forth to CivicServe. So, we can always look at, you know Mark can be on the road, he can look at a loan balance, because it'll feed directly to the financial solution as well.

Mark Geise

Good job. Any questions?

Gary Henry

Thank you. A lot going on as always. We appreciate the update. Next, we'll move into the Treasurer's Report.

Shelby Bilskie

(Shelby reviewed and discussed the Treasurer's Report).

Gary Henry

Any questions on the Treasurer's Report? Do I have a motion to accept the Treasurer's Report?

Tom Harmon

Motion.

Sagan Sheffield-Smith

Second.

Gary Henry

All those in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? The Treasurer's Report has been accepted.

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?

Sagan Sheffield-Smith

So moved.

Gary Henry

Thank you, Kevin. Do we have a second?

Tom Harmon

Second.

Gary Henry

Ok Opposites. All those in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? Ok. We will now go into Executive Session.

Executive Session

Start Time: 11:20 a.m.

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Executive Session

End Time: 11:56 a.m.

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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 September 23, 2025 at 10:30 a.m. and we'll be meeting at the Center for Innovation & Economic Development, Central Avenue, Dunkirk NY. So, just to remind everybody it will be in Dunkirk next month. Thank you.

The meeting is adjourned at 11:57a.m.

Handwritten signature of Amy S. Hardy in blue ink, written over a horizontal line.

(Assistant) Secretary

Handwritten signature in blue ink, appearing to be 'J. L. P. A.', written over a horizontal line.

(Vice) Chairman