

BOARD OF DIRECTORS MEETING

County of Chautauqua Industrial Development Agency

**Center for Innovation & Economic Development
214 Central Avenue, Dunkirk NY
1st Floor Conference Room**

**&
Electronically via Live Stream on YouTube**

October 28, 2025
10:35 a.m.

PRESENT:

Gary Henry	Chairman
Daniel Heitzenrater	Vice Chairman
Amy Harding	Secretary
Daniel DeMarte	Member
Tom Harmon	Member
John Healy	Member
Kevin Muldowney	Member
Ted Wightman	Member

Also in attendance:

Mark Geise	Administrative Director/CEO
Shelby Bilskie	Chief Financial Officer
Milan K. Tyler, Esq.	Counsel
Lisa Cole	Counsel
Elizabeth Hughes	Counsel
Kristine Morabito	IDA Staff
Rosie Strandburg	IDA Staff
Kayla Strandburg	IDA Staff
Nate Aldrich	IDA Staff
Josiah Lamp	CCPEG Staff
Jeanette Lo Bello	IDA Staff
Jason Sample	IDA Staff
Crystal Erhard	IDA Staff
Rebecca Wurster	Chautauqua County Planning
Paul Wendel	County Executive
Matt Effler	Catalyze
Greg Bacon	Post Journal/Observer

Absent Board Member(s):

Sagan Sheffield-Smith	Treasurer
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Meeting was called to order by Dan Heitzenrater, Vice-Chairman, at 10:35 a.m.

Gary Henry

Good Morning. I would like to welcome everybody to the County of Chautauqua Industrial Development Agency Board Meeting. We're at BWB Building, 201 West 3rd Street, Jamestown, New York. We're also streaming live on YouTube. It's October the 28, 2025 at 10:35 a.m. We'll go ahead with Roll Call.

Board

Aye – Unanimous. (8 Members in Attendance)

Gary Henry

I've taken a few minutes and read through the minutes from the September 23rd meeting and I see it completely went off the rails, talking about mountain lions, MMA, and that's when I realized I wasn't at the meeting, but I am mentioned a few times as passing, going into Executive Session. So, I will make an approval to approve the September 23rd minutes, but due to the mountain lion stuff, make sure my name is switched, and it's Dan Heitzenrater who actually was making those motions. Do we have a second?

Ted Wightman

I would second that.

Gary Henry

Thank you. All those in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? Ok, with those adjustments the minutes have been approved. Next, we'll move right into New Business A - Public Meeting Video Conferencing Policy presented by Harris Beach and Mark.

Mark Geise

Elizabeth, do you want to talk about it first and then I do the Public Hearing or do you want to do the Public Hearing?

Elizabeth Hughes

I could talk about it. I could talk about it first, then we can open up the public hearing, just so we have some context for it. So, good morning, Mr. Chairman, Members of the Board, Agency staff. We are here today to present the Video Conferencing Policy for the agency's adoption. So, this policy, permitted by the Public Officers Law, permits board members to participate via video conferencing in board meetings in the event of an extraordinary circumstance, such as a disability, illness, or if the member has a caregiving responsibility for one or more dependents, or a family member. Or a permanent disability.

One caveat with this policy I will note is although the Board Member may participate via video conference, they cannot be counted for quorum purposes unless they have what is considered a permanent disability under the Executive Law. That being said, if there is a quorum in the room physically present, board members participating remotely may still vote as they wish.

Procedurally, board members, if you have one of these extraordinary circumstances come up, we will just ask that there is a form attached as Exhibit A to the policy that is completed as soon as you know you will be unable to attend a meeting. Submit it to Mark and... yeah - that about covers it. Is there any questions? We do have to have a Public Hearing. I will note, as Mark flagged, that is one of the requirements of the law, so immediately after this brief overview, we will open up a public hearing. If there are any members of the public in the room that wish to give comments, we will hear them, and then the board may consider adoption of the policy. This policy is being proposed for not just the IDA, but also the CRC and the CREDC, so there will be a motion in each meeting to adopt a joint resolution adopting the policy, so it would be applicable to all three entities and the subcommittees of each entity.

So, I'll now open it up to the board if there are any questions or comments or concerns.

Gary Henry

No questions.

Elizabeth Hughes

Perfect.

Mark Geise

All right, so, this Public Hearing is in reference to Section 103-A of the public officer's law regarding video conferences, conferencing. This is a joint public hearing being held on October 28, 2025 at the offices of the County of Chautauqua Industrial Development Agency, the Chautauqua Region Economic Development Corporation, and the Chautauqua County Capital Resources Corporation, located at the BWB Building, second floor boardroom, 201 West 3rd Street, Jamestown, New York, 14701. And as Elizabeth stated, this policy, or this public hearing, is for all three entities, and again, we will approve a resolution at all three meetings.

So, welcome. This Public Hearing is now open. It is 10:38 a.m. My name is Mark Geise. I'm the CEO of the County of Chautauqua Industrial Development Agency, the Chautauqua Region Economic Development Corporation, and the Chautauqua County Capital Resources Corporation, collectively... the CRC, collectively with the CCIDA and CREDC referred to as the agency. I've been designated by the agency, the hearing officer, to conduct this public hearing. This public hearing is being livestreamed and made accessible on the agency website.

We are here to hold the Public Hearing on Section 103A of the Public Officer's Law regarding adoption of a video conferencing policy by the agency. The transcript of this hearing will be reviewed and considered by the agency in determination of this policy. Notice of this hearing appeared in both the Jamestown Post Journal and the Dunkirk Observer on October 16th, 2025, and was posted to the agency's website along with the proposed video conferencing policy. The agency shall review and consider proposed written procedures, governing member and public attendance consistent with Section 103-A of the Public Officer's Law, which, in relevant part, permits public bodies such as the agency to authorize their members to attend meetings by videoconference from locations that are not open to the public, private locations when necessitated by extraordinary circumstances or a disability.

All those in attendance outside of the agency, staff, and board members, are required to register by signing the sign-in sheet at the front of the room. You will not be permitted to speak unless you have registered. One who is registered, given an opportunity to make statements and or comments on the proposal. The agency will broadcast the public hearing live on the agency's website. The agency accepted written comments responsive to the proposed video conferencing policy up until yesterday, October 27, 2025, and the agency received no comments.

If anyone is interested in making a statement or comment, please raise your hand, state your name and address. If you are representing a company, please identify the company. I request that speakers keep statements and or comments to, if possible, 3 minutes. Any statement? No statements.

I'm making a note that there is no one in attendance that wishes to make a comment. As there are no further statements and or comments, the hearing officer - oh, I am now closing the public hearing at 10:41 a.m.

Good Enough?

Elizabeth Hughes

Perfect.

Mark Geise

I mean it wasn't perfect. It wasn't written perfect.

Elizabeth Hughes

So, now that the Public Hearing has closed, the Board, may move to approve the Resolution adopting the policy for the IDA.

Gary Henry

Thank you. Dan Heitzenrater can you move New Business A2 for us?

Dan Heitzenrater

Yes, I'll move Resolution 10-28-25-01 of the County of Chautauqua Industrial Development Agency, Chautauqua Region Economic Development Corporation and Chautauqua County Capital Resource Corporation Approving the Use of Video Conferencing Under Extraordinary Circumstances Pursuant to Section 103-A of the New York Public Officers Law and Adopting a Policy in Connection Therewith

Gary Henry

Thank you. Do we have a second?

Tom Harmon

I can second it, Gary.

Gary Henry

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

Board

Aye – Unanimous.

Gary Henry

The Resolution is unanimously passed.

Mark Geise

Elizabeth, you can, you can probably drop off, I'm thinking. I don't think there's going to be any questions in the other two meetings.

Elizabeth Hughes

Yeah, yeah, of course. Alright, well, it's good to see everyone.

Mark Geise

Thank you so much for your work on that.

Gary Henry

Before we move into New Business B, the County Executive, PJ Wendel, is here with us. Is there anything you'd like to say this morning?

County Executive Wendel

Just really quick, I know, recently we had a meeting with, Buffalo Business First, had a great conversation with them, and really, they're excited about what we're doing here in Chautauqua County. They gave us our book of lists. In many of our industries businesses, services, foundations, rank in their top 20, 25, or actually, I think the lowest they found was in the top 30, so when you look at - in the comments they kept making is, you're doing something right here. So, I really was excited about that. You know, they're all-over western New York, and they don't mince words. There, you know, a very solid publication, very well respected. So, the fact that, you know, they're excited about what they see you know, contrary to naysayers, things are happening, at least in their eyes and in their vision, so we're excited about that, and it was a great conversation. So again, it's a tribute to everybody here in this board that, you know, the work we're doing is well, it's well received, and it was exciting. Thank you.

Gary Henry

Yeah, thank you. Next, we'll move into New Business B - Tri-County Holding Corporation presented by Rosie.

Rosie Strandburg

Thank you, Mr. Chairman. Back in April the Loan Review Committee and the Board was presented with a loan request from Tri-County Holdings Corporation. In April, the Loan Review Committee recommended for approval, and the board approved that request. The reason it's coming back today is there's been an amendment to their change, but before I go over the changes from the original request, new request I would just like to do a background again on Tri-County Holdings.

So, Tri-County Holdings Corporation was founded in 1924. This recreation facility features 18 holes with multiple T-links to accommodate visitors of all ages and skill levels. In addition, there is a pro shop and a clubhouse with a restaurant on site. 46% of Tri-County's business comes from area residents, while the other 54% comes from out of the county or state. In addition to daily operations, Tri-County holds numerous charity events throughout the year, and the clubhouse can be rented out for special occasions and events.

In the fall of 2023, Tri-County, the clubhouse was destroyed by a fire, and due to the loss, membership totals declined, resulting in loss of revenue. Tri-County was able to maintain 200-plus members in the 2024 season, but the clubhouse is a critical component to the business operations of Tri-County.

Tri-County is in the process of securing, or has secured funding approval from other private lenders, of course contingent upon the IDA's participation, to complete the necessary renovations so that the clubhouse can reopen, events can be held, and food and beverage services can restart.

Tri-County is still requesting \$250,000 from the IDA in order to pay down their private lenders. At a future date, when loan funds become available. So again, back in April, Tri-County requested the amount of \$250,000, which would be used for real estate financing to pay down a commercial lender. They would be retaining 35 jobs, creating 10. The loan request itself was at 4% over 20 years, with principal and interest payments made monthly. At the time, a commercial lender was going to come in at \$565,000, the IDA would participate at \$250, and then we have owner equity at \$60,000 for a total project cost of \$875,000.

The original and continuing request on collateral is a subordinate lien position on the mortgage up to \$675,000, a subordinate lien position on all accounts receivable, fixtures, furnishings, machinery, equipment, inventory, and assets of

the company while still requesting to waive key man life insurance and any personal guarantees. So again, the original request was to pay down a commercial lender, the new request is to pay down a private lender, and I will say that the original request had us in second position, and this new request puts us in third position.

Milan Tyler

I would only add to that, apart from the loan, the Board has previously approved a PILOT and Sales Tax, which we are in the process of closing. So, there's two sort of sides to this. This amendment doesn't affect the PILOT, etc., because that was not dependent on what the priority was.

Rosie Strandburg

Thank you, Milan.

Gary Henry

Any questions from the Board? Ok. Amy, can you move New Business B1 for us?

Amy Harding

Amending Resolution 10-28-25-02 of the Members of the County of Chautauqua Industrial Development Agency to Approve Amendments to an AL Tech Loan, EDA Cares Act Funds, or CRLF Loan to Tri-County Holding Corporation

Gary Henry

Thank you. Do we have a second?

John Healy

Second.

Gary Henry

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

Board

Aye – Unanimous.

Gary Henry

The Resolution is unanimously approved. Next, we'll move into New Business C - SL Portland Community LLC and SL Portland Community 2 LLC, presented by Rosie and Milan.

Rosie Strandburg

Thank you, Mr. Chairman. So back in May of 2002, the Board did Final Approval Resolutions on these projects. The reason it's coming back is there's been a slight change in the parcels that are included in the project. We wanted to inform the public. We had a Public Hearing yesterday. There were comments. The transcripts are included in your binders, if you'd like to review those.

As usual, I was not able to answer those questions during the public hearing, but they were addressed post-public hearing. So again, I will provide a quick overview of the project, before I have Milan go over the Resolutions that are being presented.

No change in the incentives that are being offered, but this is a total 7.25-megawatt AC solar farm - 3.5 for one, 3.75 for the other, a total acreage of 29.35, located in the town of Portland, off Route 20 in Portland, New York. There are numerous parcels included in this project, which are in the application. Total project cost amongst the two is \$12,429,038.

It is a 25-year PILOT, which is, of course, a deviation from our standard UTEP. They are only requesting mortgage recording tax abatement. I'm sorry, no mortgage recording tax abatement. They're requesting sales tax abatement and property tax.

The PILOT will produce payments to the affected taxing jurisdiction over the life of the project in the amount of \$843.38. Tax exemption totals, just over \$660,000 with sales tax abatement, just over 500... I'm sorry, at \$575. And again, this was originally approved back, in 2022. Public Hearing was done yesterday. So, I will go ahead and pass it on to Milan to review the Resolution. Unless there's any questions, I do have Matt Effler from Catalyze on Zoom, who can provide any updates to the project. Oh, and I do want to just reconfirm, the town is still very much in support of this project.

Milan Tyler

I would only add that this is fairly common for solar projects, for the actual contours of where the actual panel's going to sit often shifts by a few feet here and there. In this case, there was one added lot and one added address, and we thought that that was material enough that in the - Mark decided that, in the interest of full disclosure, we would redo the Public Hearing and the Approvals, and everything else.

Even though the project is exactly the same, same place, same everything, it just, has added one parcel that's a hair closer to a residence, so we wanted to go through process again.

So, with that, we are going to do the, the Deviation Hearing, because again, this is the same Deviation Hearing that we held before. Notice, this is going to be sent on October 14th to each of the affected tax jurisdictions, none of whom have, responded in writing.

So, I will open up the, the Public Hearing to any members of any affected any representatives of any affected tax jurisdictions who would like to speak for or against the project. Hearing none, we'll close the Public Hearing, and we can move on to the, onto the Resolution. And again, there's two projects, Portland, 1 in Portland 2, and in each one, there is a Deviation Resolution. Again, it's still the same \$3,500 per megawatt - is now sort of coming to be almost a standard for our PILOTs for solar, and then the Final Approving Resolution. And again, they are the same that you previously approved, but with a slightly different description as to where it's going to sit.

Gary Henry

Any questions from the Board? Rosie, were you able to, answer the questions that came up during the –

Rosie Strandburg

Yes.

Gary Henry

Ok

Rosie Strandburg

I was able to address those post-public hearing, yes.

Milan Tyler

And I think if you look at the questions, it they seem to be not against the project. In fact, one person said, I'm for the project. They more wanted to understand how the process works. Like, you know, how the billing is going to work, and all that kind of thing. So, it wasn't negative to the project, it was just asking about PILOTs in general.

Rosie Strandburg

Correct, yes.

Gary Henry

Thank you. John, would you move New Business C2 for us?

John Healy

Yes. Resolution 10-28-25-03 Portland Deviation Approval, Resolution 10-28-25-04 Portland Approving Resolution, Resolution 10-28-25-05 SL Portland 2 Deviation Approval, and Resolution 10-28-25-06 SL Portland 2 Approving

Gary Henry

Thank you. Do we have a second?

Kevin Muldowney

I'll second.

Gary Henry

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

Board

Aye – Unanimous.

Gary Henry

The Resolution is unanimously approved. Next, we'll move into the Executive Director's update.

Mark Geise

Yeah, so, I wanted to give you a brief update on the Shovel-Ready Sites, both Ripley, 150 acres, and Mason, about 40 acres of developable land. You know, they're all basically on schedule you know, with Ripley, you know, it's been complicated by a couple of things. Number one is a multitude of funding sources, which makes it really difficult, because they're all, you know, different reporting requirements for each. We did have the EDA grant that we submitted twice, That's - actually, our contact for the EDA was furloughed so, we're sort of, like, not holding our breath on that, but we're still crossing our fingers. That's over \$3 million so, what we're doing is we're actually going to bid out the project in two different forms - sort of A and B, right, options. One is if we get, assume that we get all that you know we're assuming, in A, that we're getting all of the funding, and then we're also bidding it out in a form that we're not getting that extra \$3 million, so that we, you know, cover our bases. The, marketing is, kicking off. We're starting to - we're going to start marketing the site, you know, coming soon kind of thing. We're working with Hanna Realty who's been very good to us, over the years, and with Jason and others, Invest Buffalo Niagara to really get that marketing, campaign kicked off, on both sites - you know, that Ripley just to refresh your memory, that's, we're extending the electric a mile and a half - 34.5 kV and National Grid has got that underway. They're in the process of doing all the engineering. They know the route at this point. They have to get easements from something like 20 different property owners, so it's, it's, it's in-depth, but again, that's well underway and we're on schedule. What else?

Oh, we had to do a NEPA Review for that site, and Nate, you jump in whenever I'm incorrect here. We had to do a NEPA review for that. NEPA is the federal level SEQRA, right - because we're getting ARC money, which is federal money, so we had to do a whole NEPA review, and that was pretty complicated, but that's, approved, or close to approval?

Nate Aldrich

We're in the middle of a - we have to provide legal notice, and we're in a 15 public comment period right now. Should be wrapped up in the coming weeks.

Mark Geise

So that, that was a big lift. I talked about the grants, and you know, the budget's still looking good - and that's Ripley Mason.

You know, We're in parallel, sort of a parallel path with Mason. It's, you know, the electric, we're not extending the electric, there's a connection over at Bush which is not far away at all, and there's about 2 megawatts of power there. So, you know, and BPU assures us that they can get that extended, quickly, in a few weeks, when the time comes that somebody's interested in the site. We did have the Town of Ellery site plan reviewed by the Planning Board a couple of weeks ago, and they approved the site plan - and again, Mason is just stubbing in a road, water, sewer, and, you know, all the environmental review on the site. So, that's in a nutshell. There's a lot of other details, but with the limited amount of time we have, that's where I'll leave it. Shelby, did you want to talk a little bit about Blackbaud and CivicServe? Real quick, Blackbaud is really, it's a grants management platform, and CivicServe is really a project management platform.

Shelby Bilskie

Right. And so, when we were looking at you know, all the possibilities for a CivicServe, you know, a customer relations management, project management we really wanted to make sure that there was - that whatever we decided on could communicate with a new financial management system, because we knew that, you know, the customer relations, the project management, there really isn't anything out there that covers the whole kind of, scope, right? So, we knew that there were going to be two separate platforms, so when we chose CivicServe, we liked it because there's an open API.

So, when we began to look at financial, kind of management system that could also manage the grants, right? So, we wanted it to be kind of where we could track all of the financials in real time against the grants, along with also kind of managing all of our financials, right? We wanted it to kind of be in the same, solution. We have landed on Blackbaud, and we'll put that in front of the board next month for approval, but because of their approval flows that sit in Blackbaud, so when it comes to Mark, Mark can quickly see, you know, this is an expense for Ripley, it's going to be utilized on this grant, this grant is reimbursable once we hit \$500,000, or whatever it may be, and we're at \$480,000. It'll kind of outline all of that information in his approval, so that he has all of that information at his fingertips. It'll also help us, you know, manage cash, right? So, you know, if we're looking at, you know we have salary coming up next week, and we also have this expense for, you know a contractor at Ripley for \$100,000. You know, we can kind of manage that and also look at, like, when we can apply for reimbursement, because we're going to see where we are within contracts and within grants. Did I miss anything?

Mark Geise

Yeah, you know, I probably should have said something to set the context - just that we've been doing it old school forever, right? It's spreadsheets, its emails, its folders, you know, and we need to really clean that up, right? So that we're - it's just going to be, you know, the lift is going to be, you know, up front will be heavy, but in the long run, it's going to help us out tremendously.

Shelby Bilskie

Right now, we have so many hands in the pot, right? So we have me, Mark, we have Nate, we have Crystal, we have Kayla, and we don't really have one source of the truth, so this will give us the one source of the truth, where it's all in there, it's all - and again, it can communicate back and forth to CivicServe, where we're using CivicServe to, you know, work back and forth with our clients, we can potentially have, like, you know, live loan balances in CivicServe, so if Mark

goes to meet with a client and they're looking for, you know, another loan, but he can look up at CivicServe really quickly and see that, you know, they've been on interest only, or whatever it may be, on an existing loan.

Mark Geise

Not to mention, you know, you go to visit somebody, and you can look back at the history of when we met with them, and who we met with, and what they talked about, and then you update that, so -and, you know, so one place that houses all of this information. So anyway, and they're not overly expensive.

Shelby Bilskie

No.

Mark Geise

\$10,000, \$12,000, I want to say, each.

Milan Tyler

Eighteen

Shelby Bilskie

\$18,000.00 for implementation and then year one, so we get through implementation, and then year one, it'll be, I think... is it 15, or - we'll put all that together in November.

Mark Geise

We just wanted to give you a heads up that that's where we're headed.

Shelby Bilskie

Yeah.

Kayla Strandburg

In today's day and age, paper checks just aren't a thing.

Shelby Bilskie

Yeah, that's another thing. It can communicate with our bank, so, you know, it could go to Gary for

Kayla Strandburg

It's automatic, except for us.

Mark Geise

I'm getting carpal tunnel. So anyway, any other questions on that? The other thing I wanted to do real quick is have, Jason give a little, you know, 10,000-foot kind of review of our Live CHQ, Work CHQ campaign, because you know, and obviously the reason why we developed that campaign and why we've been pushing it out is you know, Chautauqua County, and they're not alone, has experienced population declines since 1970, and at the same time, we have a lot of open jobs in this county, and how do we attract people to want to come here, and live here, and work here, and invest here, and so we're really, I think doing a bang-off job on that. I think maybe it doesn't get enough press out there, but, you know, Jason, do you want to talk about that, and then talk about also the viewpoint, Dennis Quaid?

Jason Sample

Sure, that ties in with Live CHQ, certainly. I think the majority of the board, or most of the board members, if not all of you, are familiar with Live CHQ at this point. We've been talking about it even before we came up with the name Live CHQ. This is something that's been in the works since 2022 into 2023 of course, launched in 2024.

We developed a website, we rebranded our relocation guides to match the Live CHQ branding, and it seems like we're full speed ahead in terms of getting a lot of attraction on our website. I just looked at the numbers this morning. We have 105,000 unique visitors to the website since it launched in April 2024, and less than 10% are from Chautauqua County. So, you know, that informs us that a lot of people are coming to the site, staying there for 30 seconds to a minute, which doesn't seem like a long time, but in internet page visit time, it means that people are at least reviewing the initial content on a landing page, visiting other pages, and seem to want to learn a little bit more about Chautauqua County, those that see the advertising. Of course, you know, the advertising we do is by and large, digital, but we also do a lot of print. We have a billboard out on I-90, right where it intersects with I-79, so that's a key prime spot, and a major, heavily traveled area where we get the Live CHQ branding out that way. But when it comes to our advertising, I've counted, I think, over 6.5 million impressions we've done digitally, and that's not counting the number of vehicles that have driven by a billboard, for example, and have seen that, or seen an ad in the local newspaper or the regional newspapers.

So, we're really trying to build the brand and make people aware of Chautauqua County through the Live CHQ campaign. It seems to be working. 155,000 views on Live CHQ alone, 105,000 unique visitors, again, 90% of which are coming from outside of Chautauqua County, so that's very exciting. I think the one thing we're focusing on as we continue through the middle stages of the campaign, obviously we launched it in 2024, so it's now over a year old. We're trying to still get buy-in from stakeholders within Chautauqua County, largely employers. If you're an employer in Chautauqua County, and you try to recruit from somebody who doesn't live in Chautauqua County, maybe you're the hospital, and you're trying to recruit a top physician to fill a need at the hospital, something along those lines. It's one thing to inform a job prospect about your workplace, but as we all know, people want to know, well, okay, it sounds like a great job, but why would I want to live in your community? Live CHQ is really the selling point to convince people that Chautauqua County is a great place for them to move to and live in, besides applying for your job. So, we're really doing the outreach with employers, large and small, professional employers, even manufacturers, and trying to get them to leverage Live CHQ when it comes to their recruitment efforts.

We actually have two luncheons planned in the next two weeks. We have one tomorrow at Cornell Cooperative Extension, where we'll have employers, both non-profit and for-profit employers coming to the table with us and joining us, and Monica Simpson and I will be giving details about Live CHQ, and really sharing with them the resources that they can use when it comes to marketing Chautauqua County, when it comes to posting their jobs that are available. And then we have another one next week at the Southern Chautauqua Federal Credit Union in Lakewood on Mall Boulevard. They're both at noon, they're both luncheons, and there's still room, so if anybody here has somebody on your team, or if you want to attend yourself on the board, you're welcome to attend. Just reach out to myself or Monica we'd be happy to have you there. But again, it's really a walkthrough about how you can utilize Live CHQ. I attended a Realtor Forum at the start of this month at the Harbor Hotel, and the realtors are really excited about this, too, because oftentimes somebody will move to Chautauqua County and say, well, I just got a job up in Dunkirk, but I know nothing about living here. They can give them a relocation guide, they can give them a card that has the Live CHQ QR code on it, and then the new resident can go and learn about living in Chautauqua County themselves. So, it's really a great effort, it's really informative, and the people I've talked to who are not from Chautauqua County love Live CHQ because it kind of tells the story about why they moved here, and they seem to be really excited. I go out to the conference that I went to for the realtors, or if we're just doing a simple public presentation that we did at the Pet Expo that the Humane Society held. I couldn't believe the number of people who came up to me, who weren't from Chautauqua County, and said, we love living here. We're so happy that you have Live CHQ, because we want to tell our friends about what a great place it is to live, and we're really trying to get people who are stakeholders in the community to leverage Live CHQ as well. So that's really the focus. Next year, looking at the budget, we'll continue to do the digital advertising. We will continue to try to market Chautauqua County, obviously outside of the area, but for what we're focused on is really trying to make sure that our employers know about LIVEC HQ and use it when they're trying to attract the top candidate and convince them to live here.

Viewpoints is a great example of marketing Chautauqua County on a national level for the next year. We signed a contract with Viewpoint at the end of 2023, Viewpoint with Dennis Quaid - It's a public television series that they distribute to 170

different television stations around the country. It's about 7 or 8 minutes long, which doesn't seem like a long time, but for that short period of time, it really informs the viewer on a particular topic, in this case, Chautauqua County, and not only does it promote Chautauqua County as a great place to live, but also a great place to do business.

So, we tie in the Choose CHQ campaign along with the Live CHQ campaign, and the Viewpoints video is now on our homepage for both Live CHQ and Choose CHQ. You can find it on our YouTube channel. It's been distributed to 170 public television stations and they even did an email campaign for us, where they sent out to a million different email subscribers a newsletter that we created, where we can inform people about Chautauqua County, whether they want to set up a business or live here, and that seemed to attract a lot of hits. I think I saw a spike. Typically, we might get about 400 visits a day to Live CHQ, 400 to 500, but there was close to 3,000 on the day that newsletter went out, which tells us that people did see the newsletter, they did click on it. Obviously, it'd be great to have a million people, but as we all know, not everybody, when they get an email in, they're going to automatically click on it and read it but it was exciting to see, a drive-up in traffic on the website due to that, and that was earlier this month. So, we'll continue to reach out to people outside of the county with our marketing, and also people within the county with our meetings and our sessions, because we really want to get everyone to see the value in this, and utilize it for their own needs, especially for employers. So, it's moving right along, and we'll continue to do so.

Mark Geise

Just want to thank the Legislature, the County Executive, for the funding that we get from the County that supports that, and I'm very grateful, and we'll continue to put all that money into it.

Jason Sample

Yeah, you know, I mean, just when the campaign launched and we brought in Block Club to help us develop it, obviously a lot of the funding came from ARPA, which was public money, but we also had foundation money, and a lot of our funding comes from foundations for marketing it from the launch but we are using some of that public money as well from what the county provides for us, and that's essential to continue to tell the story of Chautauqua County, whether it be through CHOOSE or LIVE. So, it's been really helpful getting this campaign off the ground and keeping it moving.

Mark Geise

Doing a great job Jason and others. I think that's it for me.

Gary Henry

We'll move into the Treasurer's Report.

Shelby Bilskie

Shelby reviewed and discussed the Treasurer's Report and the CCIDA Budget 2026.

Gary Henry

Thank you very much. There's a lot of information. I think it kind of highlights all the work that the team at the IDA is doing, and the importance of having, you know, additional software to keep track of all this. It's impressive, but it's also a daunting task. So, we appreciate the hard work.

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

Mark Geise

And the Budget

Shelby Bilskie

I think we have to.

Gary Henry

We have to approve the Budget. Ok. So, we'll start with the Budget. Do we have a motion to accept the Budget?

Dan Heitzenrater

Motion

Gary Henry

Thank you, Dan., Do we have a second?

Tom Harmon

Second.

Gary Henry

Thank you. We'll go ahead and do a Roll Call Vote. This is on Approval of the Budget for 2026.

Board

Aye – Unanimous.

Gary Henry

So, the Budget is approved. We'll also look at the Treasurer's Report. Do we have a motion to accept that?

Ted Wightman

Motion.

Gary Henry

Thank you. Do we have a second?

Amy Harding

Second.

Gary Henry

Amy. Ok, again we'll do a Roll Call Vote.

Board

Aye – Unanimous.

Gary Henry

So, both the Budget and the Treasurer's Report have 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?

Ted Wightman

I'll make that motion.

Gary Henry

Ted. Do we have a second?

Kevin Muldowney

Second.

Gary Henry

Thank you, Kevin. All in favor say Aye.

Board

Aye – Unanimous.

Gary Henry

Opposed? Ok. We'll go into Executive Session.

Executive Session

Start Time: 11:27 a.m.

Executive Session

End Time: 12:12 p.m.

Gary Henry

We are back in open session. I would like to report that there were no actions or votes taken during Executive Session and therefore no minutes of the meeting were taken.

Under - this is partly Old Business, partly New Business as well. I would like to bring up the pay schedule, for Mark, the CEO. We started this a couple years ago, where, you know, as I took on the role of Chairman, I started looking around with other IDAs, I realized that the pay scale for the Chautauqua County IDA is considerably less than other comparable-sized IDAs. And so, came up with a plan to get the pay scale up to be similar to others. It'll still be on the low end, actually, but it'll at least be comparable to some of the other ones. And so, we did an increase last year. I want to do a second increase this year, or suggest it, and then I also put more standard size increases for the next 3 years after that, so that we don't have to review Mark's or whoever happens to be the CEO each year. And so, I would like to -I've got this pay scale that I've passed around, you had a chance to look at it. It'll have an increase for 2026 that would raise his salary to \$100,000, and then there'll be a 3.5% increase each year after that for the next 3 years. This is assuming renewal of contract. This really has to do with whoever has the role, which right now it's Mark and you're doing a great job, but this could be for whoever else happens to have that role, depending on, you know, the situation.

So, I'll make that motion that we increase the pay schedule to match what I just discussed. Do we have a second?

Ted Wightman

I'll second that.

Gary Henry

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

Board

Aye – Unanimous.

Gary Henry

So, the Resolution is unanimously approved. I'd just like to point out that Mark, as the head of the IDA, is doing a phenomenal job.

I mean, it's impressive and so many of the things we've discussed here, just the complexity of keeping everything organized, and you have a great staff, so I don't want to - you know, it's not just Mark, but certainly as the CEO, you're doing a great job. Certainly, want to make sure you're compensated appropriately, and moving forward, not just for yourself, but for others, we have to be competitive with other IDAs, because we want Chautauqua County to continue to be leading the pack, and not be trailing behind, and so we thought that this was the right thing to do. Thank you.

Mark Geise

Thank you so much. I mean, real quick, I mean, we've got a rock star staff. I'm not just saying that. I mean, incredible, and you know, a representation from our Counsel is amazing you know, working with PJ. He's tuned in to all this stuff, he gives good direction. Our Chairman, I mean, I'm really, really - I feel blessed. I really do. So, thank you, thank you so much.

Gary Henry

Well deserved.

County Executive Wendel

If I could, real quick, I think it needs to be pointed out. You're seeing a lot of a personal issue on the floor of the legislature. Tom has seen it. The IDA is working great. We have somebody that just has an axe to grind with the IDAs, and I'm not sure exactly why, but our IDA, Mark, is top-notch. It just seems to be it's a witch hunt every month as to, you know, as if we're not doing something, but when you sit here and, you know, you talk to Ted from Buffalo Business First, and, you know, they want to, you know, do a story on what's happening down here, I guess it puts all the naysayers at rest. Mark and his team here, you guys are killing it. When you get you know, a publication that deals with the likes of Buffalo and eight other counties, and we're leading the pack, I think that says something for it. So, congratulations to all of you. This is well-deserved, Mark, but I just want the rest of you -It's unfortunate. You'll see this in the legislature. It's unfortunate, but you know, we are doing the right job, and we're doing the right thing, I wouldn't change anything.

Gary Henry

Thank you. Do we have a motion to adjourn the meeting?

Daniel Heitzenrater

So moved.

Gary Henry

Thank you, Dan. Second?

Daniel DeMarte

Motion.

Thank you, Dan., All those in favor say Aye.

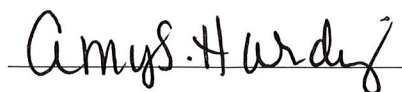
Board

Aye – Unanimous.

Gary Henry

Opposed? The meeting is adjourned.

The meeting is adjourned at 12:17 p.m.



(Assistant) Secretary



(Vice) Chairman