

WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on November 29, 2012 at 2:30 p.m. at the Wyoming County Business Services Center, 6470 Route 20A Perry, New York 14530.

1. Roll call was taken. In attendance were: Norb Fuest, Chairman; Bruce Camp, Treasurer; J. Morey, Secretary; Mark Merrill, Assistant Secretary; Robin Marschlok, Program Manager.

Absent: Amanda Parker, Vice Chair; Michael Heftka, Executive Director

Also in attendance:

Jerry Davis, Jim Fleischmann, Wyoming County Board of Supervisors

Jim Pierce, Wyoming County Business Center, LDC

Laura Lane, Wyoming County Chamber

William Madison, Cooperative Extension

Rick Fish, Silver Lake Country Club

2. **Administrative**

Minutes of the October 25, 2012 Board meeting were reviewed. A motion was made by M. Merrill and seconded by B. Camp to accept the minutes. The motion was unanimously approved. J. Morey Abstained due to his absence from October's meeting.

The financial reports from October 2012 were reviewed and accepted on a motion made by J. Morey, seconded by M. Merrill. The motion was unanimously approved.

3. **Project Presentations**

Chairman Fuest introduced Rick Fish, owner of Silver Lake Country Club. Mr. Fish updated the Board on the status of the club since the bankruptcy of the previous owners. Fish has bought the mortgage from Crawford and has filed foreclosure against all parties in connection to the mortgage. Fish stated that the golf course and club had been left in rough shape and many items have been or still need to be addressed. Fish has invested a substantial amount of money including an earlier \$250,000 loan, the \$1.2 m to purchase the mortgage as well as more since. The previous owners had borrowed \$200,000 from the WCBAC for equipment and inventory for a remodeling project before filing for bankruptcy. The WCBAC holds a security interest in the equipment and inventory purchased with the funds. The balance on that loan stands at more than \$194,000. Fish has offered to take responsibility for repayment to the WCBAC but has asked the Board for some forgiveness on the debt. After discussion the Board agreed to consult with the Agency's attorney for advice before addressing Fish's request.

The Board then reviewed a request form Attica Millworks for participation in the Business Stabilization Program. Attica Millworks has lost a large customer which has lead to a huge decrease in sales in the past year. The Company is working to improve the sales of a different product line and has shown some improvement over the more recent months. However, the lack of sales and the effect of losing the larger customer have caused problems with their cash flow. They feel that participation in the Business Stabilization plan, which would forgive their payment for a 12 month period, would help to improve the financial situation and enable them to recuperate faster. After review and discussion the Board asked to receive more financial information as a comparison and tabled their decision until that information is provided.

The Board then reviewed a request form Al Di Martino, owner of New York Pizzeria, for participation in the Business Stabilization Program. Di Martino has just provided financial information to the Board. M. Merrill, as the lead banker involved with this business, asked that the Board allow him time to review the

financials before making a decision. The Board agreed to table its decision until a thorough review can be made.

Marschilok presented the Board with a request from Jim Rutowski of Warsaw Development for sales and mortgage recording tax abatement on a new project in Warsaw. Rutowski stated that Oak Orchard Health Care and Warsaw Development have just recently reached an agreement for plans to build an 8,000 sq. ft. facility on South Main Street. The project has been approved for funding from a local lender, the total cost is \$1.2m and it is expected to create 21 new jobs in the next 3 years. After review, the Board approved the request on a motion made by J. Morey and seconded by B. Camp. The motion was unanimously approved.

R. Marschilok updated the Board on the issues concerning the WYCO Rail Initiative. Clark Patterson, Autumn Contracting and the WCIDA have agreed to put the project on hold until March of 2013. At that time the project will be re-evaluated to determine if it will move forward as it was awarded or if it will be opened for rebid. At the last meeting Heftka proposed an option to the Board that the WCIDA would look into purchasing a piece of the Hillcrest property to complete the rail trans-loading project and possibly develop the land for a future business park. The Board has agreed to continue looking at options in regards to completion of a trans-loading facility.

4. Strategic Plan

Marschilok updated the Board on the website design progress for the WCIDA. At the last meeting Heftka announced he has given the management responsibilities of the project to R. Marschilok for completion. Since that time there has been progress on the content information for the website.

5. Other Business and Correspondence

A correspondence from the Exec. Dir. of the EDC in regards to the recovery efforts in the areas hit by Hurricane Irene this fall. The information shows the quick response by Think Forward Financial and the good IDA's can do in creating programs to help businesses in need.

Community Action sent a letter informing the WCIDA that the Main Street Grant for Arcade has pushed the completion date for activity to November 30th from September 30th so the anticipated time of completion and receipt of the repayment of funds will be later than the December 31, 2012 date in our agreement.

The Board was invited to the Chambers Jingle Mingle, the annual holiday party, this year being held at the Breezy Hills Party House on December 19th.

6. Guest Report

L. Lane updated the Board on activities of the Wyoming County Chamber including the newly launched Buy Local campaign and the holiday contest.

Jim Pierce discussed activity at the WyCo Business Center including: prospective buyers of Devin Manufacturing are working on the due diligence for financing for the business. West Management's decision to leave the Warsaw location. A maple equipment company looking for space in Warsaw; an independent drug store owner looking for a location in Perry, a construction company wanting to open a gravel pit and looking for financing of equipment and a call center from Texas.

Supervisor J. Fleischman introduced Bill Madison to update the Board on the status of the Ag Center of Excellence. Madison stated that the plans are still preliminary and there has been rough drawings and hopes to have more definitive plans soon. Madison then presented the Board with information on a

training program through the Dairy Institute for the continued training of farm workers. He then asked the Board to consider a funding contribution to this program. He will prepare an official request and present it at a later date.

There being no further business, the meeting was adjourned at 4:45 p.m. by unanimous consent.

The next regular scheduled WCIDA Board meeting will be December 27, 2012 at 2:30 p.m. at the Wyoming County Business Services Center.

Minutes prepared by R. Marschilok

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