

# WYOMING COUNTY IDA BOARD MEETING MINUTES

The WCIDA Board of Directors met on October 25, 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; Amanda Parker, Vice Chair; Bruce Camp, Treasurer; Mark Merrill, Assistant Secretary; Michael Heftka, Executive Director; Robin Marschilok, Program Manager.

Absent: J. Morey, Secretary

Also in attendance:

Jerry Davis, Jim Fleischmann, Wyoming County Board of Supervisors

Jim Pierce, Wyoming County Business Center, LDC

Art Buckley, Wyoming County Planning

Karl Drasgow, Drasgow, Inc.

2. **Administrative**

Minutes of the September 27, 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.

The financial reports from September 2012 were reviewed and accepted on a motion made by A. Parker, seconded by B. Camp. The motion was unanimously approved.

Heftka reviewed the draft proposed 2013 budgets for the WCIDA and the WCBAC for Board approval. The Board approved the budgets on a motion made by B. Camp, seconded by M. Merrill. The motion was unanimously approved.

3. **Project Presentations**

Heftka introduced Karl Drasgow of Drasgow, Inc. Drasgow presented his expansion project and loan request. The project includes a 4,000 sq. ft. addition to the North end of his facility for steel receiving and a truck bay, and an addition to the South end of the building for CNC Machining, Tool & Die and finish work. The total project will cost \$516,000. The Company requests the WCIDA to participate with the Bank of Castile and has asked for a \$150,000 loan from the IDA. After discussion the Board approved Drasgow's request up to \$150,000 at a 5.25% interest rate over 20 years with a balloon payment at the end of 10 years. The WCIDA will hold a second position on the mortgage and requests a personal guarantee from Karl Drasgow. The loan as described was approved on a motion made by B. Camp and seconded by A. Parker. The motion was unanimously approved. M. Merrill abstained due to his banking relationship with Drasgow.

The Board then revisited the approval for tax incentives for Drasgow Inc. In Feb. 2012 the Board passed a resolution granting the incentives for Drasgow's expansion project. The project was then put on hold. The Board reaffirmed the incentives for the project by resolution. The resolution was passed on a motion made by A. Parker, seconded by B. Camp. The motion was unanimously approved. M. Merrill abstained.

The Byrnclyff Conference Center, which was approved for IDA incentives earlier this year, has changed the scope of its project. Heftka met with Meidenbauer in September to review the revised project which includes improvements to the motel, kitchen, camping spaces and replacement of some golf carts. The Company is requesting a \$110,000 loan with the participation of the Bank of Castile on the now 1.015 million dollar project. After discussion the Board approved the loan request at a 5.25% interest rate over 7 years, security on the equipment acquired, a seconded position on the mortgage and a personal

guarantee from Meidenbauer. The loan was approved on a motion made by A. Parker and seconded by B. Camp. The motion was unanimously approved. M. Merrill abstained due to his banking relationship with the owner.

Heftka then updated the Board on the issues concerning the WYCO Rail Initiative. At the last meeting the Board was brought up to date on the issues at the Hillcrest plant affecting the continuance of the project. Since then Heftka has been searching for alternative sites for the project. 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 concurred that it would be beneficial to continue to look at this option.

#### **4. Strategic Plan**

After discussion the Board set a date for its annual dinner and strategic plan review. The meeting will be held at the Valley Inn in Warsaw on Thursday Nov. 8<sup>th</sup> at 5:30 p.m.

Heftka updated the Board on the website design progress for the WCIDA. Heftka announced he has given the management responsibilities of the project to R. Marschilok for completion.

#### **5. Other Business and Correspondence**

Heftka asked the Board for permission to schedule a trip to an IEDC Economic Development Certification Exam to be held in Orlando in January. The Board approved the request.

#### **6. Guest Report**

Jim Pierce discussed activity at the WyCo Business Center including follow up with Attica Millworks and prospective Company from Estonia looking for a distribution location in the Northeast. Devin Manufacturing is working on the financing for a business deal to sell the company. Markin Tubing is under new leadership and looking to expand with possible help from National Grid. West Management has made a corporate decision to leave the Warsaw location, losing 40 jobs for Wyoming County. Maple company looking for space in Warsaw, an independent drug store owner looking for a location in Attica or Perry, and the transformers have been removed from the A&A Metals site.

There being no further business the meeting was adjourned at 4:25 p.m. by unanimous consent.

The next regular scheduled WCIDA Board meeting will be November 29, 2012 at 2:30 p.m. at the Wyoming County Business Services Center.

Minutes prepared by R. Marschilok