

TOWN OF CLARENCE, ERIE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

MINUTES

May 16, 2013

Mr. Hartzell called the meeting to order at 8:00 a.m.

Present were Elaine Wolfe, David Schuster, Chris Kempton, Clayt Ertel and Chairman Hartzell. Michael Buettner and Mary Powell were not present as they were out of Town. Also present were Paul Leone, Nathan Neill, Lawrence Meckler, Pamela CuvIELLO, Cynthia Rosel and Jim Rash. Steven Bengart was not able to attend the meeting. Robert Geiger, Town Councilman was also present.

Minutes of April 18, 2013.

There was a motion by Chris Kempton with a second by Clayt Ertel to approve the minutes of the April 18, 2003 meeting. There was nothing on the question.

Vote: Ayes: Wolfe, Schuster, Kempton, Ertel, Hartzell. Noes: None
Absent: Buettner, Powell. Recuse: None. Motion carried.

Treasurer's Report.

Mr. Kempton went over the profit and loss statement through May 16, 2013 reporting on the balances in both the checking and savings accounts. There was a transfer from the capital account to the operating account to meet expenses. Year to date, the amount of \$13,000.00 in fees were received, expenses were in the amount of \$33,126.77 and interest earned was \$422.15. There is a net negative income of \$19,704.62. Mr. Kempton added that the details were listed on the next page and gave the members a chance to review same. The budget was on the last page. Revisions were made to the budget by adding in the EDO anticipated expenses. Mr. Kempton also informed the members that if the CIDA spends to the budget for the year, which is about \$117,500 and revenues for the year would be in the \$30,000 to \$35,000 range, (revenues for 2012 were \$28,000) there will be a deficit of approximately \$80,000 for the year. The funds to cover that would have to come from our capital. Mr. Kempton added that there is about \$45,000 in expenses that could be avoided that would cut the deficit in half. In order to do that the funds would have to come out of the Advertising line, the Marketing and Promotion line and there is also \$5,000 in legal services plus a contingency line. The CIDA will have to be conscientious of spending for the remainder of the year. If they decide to do the advertising, we should be smart about it and make sure that it is a good investment. Mr. Leone added that there are fees expected and that the Niagara Produce project is well under way. He expects that there may be approximately \$30,000 or more in fees expected. Again, Mr. Kempton added that we have a healthy balance sheet and we should be aware and conscientious of spending. Mr. Kempton said that we are making investments and it will take time to work itself through.

Mr. Hartzell mentioned that Paul will speak about a proposed bill in the State Legislature that will allow local IDA's to team with other IDA's. Mr. Leone will speak about it later in the meeting.

Mr. Leone mentioned the James Dentinger Project of McGuire Development which is about a \$4M project. Mr. Meckler added that they gave a presentation to the Town Board meeting a couple of weeks ago. Mr. Schuster asked who is going to own the building. Mr. Leone said that it will be joint ownership with the two entities, McGuire and Tronconi.

Clay Ertel also said that there may be a project at Susan Drive and Main Street for a small office building by one of his clients. He added that the McGuire project motivated him.

Mr. Leone also added that the Mini Cooper project is coming along also.

Mr. Hartzell asked for a motion to approve the Treasurer's Report. Mr. Schuster so moved and Eliane Wolfe was the second.

Vote: Ayes: Wolfe, Schuster, Kempton, Ertel, Hartzell. Noes: None
Absent: Buettner, Powell. Recuse: None. Motion carried.

Correspondence.

There was an e-mail sent out with letters that came to all the Board members regarding the MSG project. There was a total of three letters regarding this project. These letters were sent to the CIDA members offices or home address.

New Business.

Mr. Leone had several conversations with Mr. David Gallagher of Gallagher printing. It is a small project. Mr. Hartzell was approached by someone regarding the project last evening about loaning money to Gallagher and he told that person that if there was money for a loan for a road for an industrial park, the CIDA would probably look at it but generally the CIDA does not loan money to businesses.

Mr. Leone also received an application regarding a dog kennel on County Road. The project is in the amount of approximately \$750,000. He will get a copy to Nathan Neill for a public hearing and a copy will be e-mailed to the members. The project is located at 9785 County Road. It would be for Boarding, Doggie Day Care, Grooming, a retail outlet for pet supplies, and will offer Dog training.

Chris Jacobs, Erie County Clerk

County Clerk Christopher Jacobs was present to speak to the Board about the Veteran's Program through the Erie County Clerk's Office. The EC Clerk's office keeps records of Veteran's Discharge Papers. It is very important that a copy is on file in the EC Clerk's office in the event a Veteran or a family member needs a copy and cannot find the original. An ID card is issued to

the Veteran that can be used at participating local businesses for discounts on goods and services as part of the "Thank A Vet" Discount Program. Mr. Jacobs has a packet for all of the members. Mr. Jacobs also spoke about the record keeping function of the Erie County Clerk's Office. D/B/A's and partnerships are filed at the Clerk's Office. Corporation papers are filed with the State. Mr. Jacobs also spoke about start-up businesses and how the Clerk's office can be more helpful with economic development, job creation and to small businesses. Mr. Hartzell mentioned that he attended the Center for Entrepreneurial Leadership Program at UB and at that time the focus was on assisting people with established businesses. The program changed its concentration to educating women and minorities in business and maybe the third leg of that triangle would be assisting veterans. Mr. Jacobs thought that would be a great idea and was a great suggestion. He will reach out to them. Mr. Ertel thought that a handout could be included with the names of all the local IDA's when the paperwork for D/B/A's are filed. Mr. Jacobs added that he saw no reason why the EC Clerk's office could not provide a list of all the DBA's that have been filed in Clarence every quarter. Mr. Leone will get the list. Mr. Leone thanked Mr. Jacobs for coming to speak to the Board. Mr. Jacobs thanked the Board for having him.

Mr. Leone spoke about legislation that is being presented by Senator Gallivan and Assemblyman Gabryszak regarding IDA's. The bill would allow towns that do not have IDA's to go to a local IDA with a project. He will keep the Board updated as to the progress of the bill.

Strategic Plan Meeting.

Mr. Rash has some dates for the Strategic Plan meetings. Mr. Meckler reminded the Board that last year the meeting was scheduled at a restaurant but was moved to the Town Hall as it is a public meeting. It was decided that the meeting will take place at the Town Hall at 5 p.m. on Thursday, June 13, 2013 in the Hallock Conference Room.

Mr. Rash gave a copy of his report to all the members for review. He attended the trade show on 4/18/13. He is following up with the owners of one of the Canadian companies. Mr. Leone suggested that Mr. Rash contact the BNE whenever he is contacting a Canadian company. They have a major outreach program. Mr. Ertel asked if it is alright for us to contact a Canadian company and if there would be an issue with the BNE. Mr. Leone will invite Carolyn Powell from the BNE to one of the IDA's meetings.

Mr. Rash has been meeting with advertising agencies to discuss marketing ideas for the CIDA. Mr. Hartzell was also at the meetings.

Jim Rash, Mr. Leone and Mr. Hartzell also met with the Laczkowski's regarding a start up compost business. They are in the early stages and at this time it would not be a project that would be eligible for benefits.

Mr. Rash also met with Mary Powell regarding the website and commercial listings, met with Councilman Geiger and members of CHA and attended the ECIDA meeting on 5/17 and the Supervisors meeting.

Mr. Ertel said that he will not be at the next regular meeting as he will be out of Town.

There was friendly motion to adjourn at 9:17 a.m.

Respectfully submitted by:
Cynthia M. Rosel