

TOWN OF CLARENCE, ERIE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

MINUTES
September 19, 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 absent. Also present were Paul Leone, Nathan Neill, Lawrence Meckler, Steven B. Bengart, Pamela CuvIELLO, Cynthia Rosel and Jim Rash. Guests were Edward Fickess, Esq., Laura Benedetti, CFO and Tracy Marien, Paralegal from Adreozzi, Bluestein, Fickess, Muhlbauer, Weber, Brown LLP and Savant Properties LLC.

Public Hearing: 9141-9145 Main Street Project.

The public hearing was called to order at 8:03 a.m. on the 9141-9145 Main Street Project. In attendance were Edward Fickess, Esq., Laura Benedetti, CFO and Tracy Marien, Paralegal representing the applicant, Savant Properties LLC. The applicant is asking for assistance from the Agency for the renovation of an existing 2,450+/- sq. ft. bldg. located at 9141 Main Street, the construction of a 4,800-6,000 sq. ft. bldg. and the acquisition and installation of machinery, equipment furnishings and fixtures for a back office professional facility for law offices and retail. The project amount is \$1,320,000.00. Mr. Leone said that the new construction has been downsized to approximately 4,500+/- sq. ft. Mr. Leone added that the Impact Analysis was given to the Board at the last meeting. Mr. Kempton asked if the project met all the CIDA policy requirements. Mr. Leone said that it did. It is an Enhancement Zone. Construction should begin early next year and completed by July/August of next year. They will be combining another office from the office in Amherst. Mr. Hartzell received a letter from the Amherst Town Supervisor stating that there was no objection to the project. Mr. Hartzell complimented the applicant on the improvements saying it would be a great project for Main Street.

The public hearing was closed at 8:10 a.m. by the Chairman.

Mr. Leone asked for the Board's approval on the project.

Mr. Hartzell moved to agenda item 8-b to consider approval of this project.

Mr. Leone added that the applicant is asking for approval from the CIDA Board for a 7 year property tax abatement, sales tax exemption and mortgage recording tax. Mr. Neill added that it is for front building only.

There were two resolutions for the Board's consideration. Mr. Neill read the SEQR Neg Dec Resolution for the members. Mr. Hartzell moved to approve the SEQR Resolution as prepared by Mr. Neill with a second by Clayt Ertel. There was nothing on the question.

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

Mr. Neill read the inducement resolution for the Board for approval of the project. There was a motion by Chairman Hartzell to approve the project with a second by Chris Kempton. There was nothing on the question.

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

Mr. Leone will be sending the applicant the Administrative and Fee Agreement.

Mr. Leone introduced Mr. Sciortino, who is the District Director of the Small Business Administration headquartered in Buffalo, NY. The Buffalo District Office covers the 14 Upstate Counties with a branch office in Rochester. He explained that the SBA specifically aids, assists and counsels small business and has been doing so for 60 plus years. The SBA also offers financial assistance, management assistance, counseling, government contracting and disaster funding the for US Government for small businesses. The SBA houses the Small Business Disaster Center. They can accommodate up to 250 people. All the disaster calls go through Buffalo, NY. During Agnes they handled over 16,000 calls every 24 hours.

The SBA also offers several seminars/programs for small business owners on marketing, management and more recently on the American Affordable Care Act as well as other topics. Two of the biggest programs held each year are “Straight Talk” that started with about 50 attendees eighteen years ago and now has over 500 participants. This seminar offers 60 minute seminars on a variety of topics for up-coming and current business owners about starting or growing their businesses. The other program is the “Business Matchmaker Expo and Award Luncheon” held in May. There are about 1000 attendees and participants can set up appointments with national businesses and government agencies for a one-on-one 10-minute session to network with them, visit with other local vendors at their booths and attend other workshops. He also added that Mr. Leone has been part of the committee for these programs since the very beginning.

The SBA does about quarter of billion dollars a year in loans to small businesses in the 14 counties that the Buffalo SBA serves that would not be available without the SBA. Mr. Sciortino added that the SBA is self sufficient and funds the programs and seminars by the fees they charge. Mr. Sciortino thanked the Board for having him and the Board thanked him for his very informative and interesting presentation.

Minutes of August 15, 2013.

A motion was made by Clayt Ertel with a second by Elaine Wolfe to approve the minutes of the August 15, 2013. On the question Mr. Bengart added that he was at the meeting but was not listed. A correction will be made. There was nothing further.

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

Treasurer's Report.

Mr. Kempton went over the financial reports through September 19, 2013. A payment of \$11,500.00 was received for the 8321 Main St. Project that is ¼ of 1% of the Agency fee. There is now a Net income of \$55,554.37 for the year to date. Mr. Ertel asked if there would be anymore fees expected for the rest of the year. Mr. Leone said if the McGuire project closes before the end of the year, we can anticipate another \$25,000 to \$30,000. Mr. Neill said we could close if they get their commitment.

The Board went over the proposed budget for 2014 as prepared by Mr. Kempton. The Billing Administrator will be put on a separate budget line and taken out of the Consultant Budget Line. Mr. Schuster had a question about differences on the sheets in the Advertising budget line. Mr. Kempton added that the budget needed to be approved today.

A motion was made by Chairman Hartzell to approve the budget as submitted by Mr. Kempton with a second by David Schuster. There was nothing further on the question.

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

Correspondence.

Cindi Rosel reported that there was a letter from Amherst Supervisor Barry Weinstein stating that the Town of Amherst did not have an objection to Savant Property LLC moving to Clarence.

The Board also set a date for Part 2 of the Strategic Planning Meeting to October 15, 2013 at 6:00 p.m. in the Hallock Conference Room.

EDO Report

Mr. Rash reported that he received formal proposals from the computer developers. It was decided that since the County is improving the Town's site, we would hold off on hiring a company to develop the site. He also met with Nickel City Brewing Co. regarding possible expansion in the Hollow or elsewhere in Town. He will follow up on this with Michael Strauss, owner. He corresponded with Northeast Organic Farming Assn. – NY; completed and submitted listing of \$1M+ Commercial construction projects in the Town of Clarence for Business First; reported that the Chamber will have a Business Roundtable at the Protocol Restaurant on October 2, 2013 where he and Chairman Hartzell will give a presentation on the CIDA and he plans on meeting with Town stakeholders about working with professional planers for the revitalization of the Main St. corridor (particular the Hollow) to entice new business.

New Business.

None.

Non-Agenda Items:

There was discussion regarding the possible change in the pilot format by offering a 3 year pilot in addition to the 7 and 10 year pilots that are offered by the CIDA. There will be further discussion regarding this at the meeting in October when there is a schedule prepared for the Board to look at in order to make a decision on the proposed new Pilot.

Also, Paul Leone said that he will be contact with Mr. Cappellino at the ECIDA regarding re-establishing the Leadership Council and report back to the Board next month.

There was a friendly motion to adjourn at 9:25 a.m.

Respectfully submitted: Cynthia M. Rosel