

TOWN OF CLARENCE, ERIE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

MEETING MINUTES

November 20, 2014

Chairman David Hartzell called the meeting to order at 8:04 a.m.

Present were Elaine Wolfe, David Schuster, Michael Buettner, Chris Kempton, Clayt Ertel and David Hartzell. Mary Powell was absent. Also, present were Larry Meckler, Steven Bengart, Pam CuvIELLO, Jim Rash and Cynthia Rosel. Nathan Neill and Paul Leone were not able to attend as they were snowed in due to the November storm.

Minutes of October 16, 2014.

Chairman Hartzell asked if everyone had a chance to review last month's minutes. There was a motion by Chris Kempton with a second by Elaine Wolfe to approve the minutes from October 16, 2014. There was nothing on the question.

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

Treasurer's Report.

Chris Kempton reported on the financial statement through November 20, 2014. Mr. Kempton went over the Balance Sheet and Profit and Loss Statement. Mr. Kempton added that we will need to transfer funds from the money market account to the checking account to meet expenses. There was a discussion regarding any anticipated closings before the end of the year. There is one project that may close.

There was a motion by Chris Kempton to transfer \$25,000 from the money market account to the checking account with a second by Clayt Ertel. There was nothing on the question.

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

Mr. Kempton reported that the fees received to date are \$23,921.00 and interest earned is \$836.22. Expenses to date are \$60,621.99. There is a negative net income of -35,864.77. The detail page and budget are also attached. The budgeted amount for expenses for 2014 is \$114,178. Year to date expenses are at \$60,621. Revenues are obviously much lower due to fewer projects this year. We are at 53.09% of the amount budgeted for expenses. Mr. Kempton added that in the end, we are dipping into the capital account to fund expenses. There are still expenses that will be incurred before the end of the year. We need to be conscientious of spending and the expenses. Hopefully, we will have more projects and that does not happened next year.

There was a motion by Elaine Wolfe with a second by David Schuster to accept the treasurer's Report. There was nothing on the question.

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

EDO Report.

Mr. Rash said that he sent around an electronic copy of the 360 PSG asking for any other questions there might be regarding the website. He did receive some. Those can be discussed when Tyler Kossow from 360 PSG arrives.

Mr. Rash's report included discussion on the ECIDA "unpaid taxes" draft policy; the meeting Paul Leone arranged with Barry Swartz of Sheridan Services to discuss a potential project involving the former BAC building and met with Paul Leone weekly to discuss ongoing discussions on potential projects, SBA programs, etc. Mr. Rash plans on moving forward with the website development and future ads for the Bee/Buffalo News.

360 PSG Discussion.

Tyler Kossow from 360 PSG was invited to the meeting to discuss the website development. 360 PSG was the company that was selected at the last meeting to develop the new website for the CIDA. The contract was reviewed by legal.

Mr. Kossow explained that they will host and maintain the website for a monthly fee. Updates will be made by the CIDA. The discussion included pre-populating the present information, updating information and items that may want to be added that are not included in the contract.

There was a motion by David Hartzell to enter into a contract with 360 PSG to design the CIDA website with a second by Clayt Ertel. There was nothing on the question.

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

There was a brief discussion regarding the future industrial park on Werhle Drive. The project is still hung up on the design. There was also discussion regarding the Cimato Industrial Park. That project will begin in the spring of next year.

There are still open CIDA pending projects. There is Ledge Creek, Seal and Design, the Savant project and Buffalo Fork Lift.

There was discussion regarding the pattern of the projects over the last couple of years. The income has been around the \$25,000-35,000 mark over the last 2 years. Expenses have increased the last 2 years.

Mr. Hartzell and Mr. Buettner asked about investing. Mr. Kempton said that the CIDA is limited as to investing the funds by law and the monies can be invested for only a one year period.

There was also discussion regarding the Auction Direct project and pulling the Pilot. Mr. Bengart is working on it. There is nothing we can do until March of 2015 to put it back on the tax rolls.

There was also discussion regarding DKS. What Mr. Bengart would like to see happen is that if a business with a pilot is sold, the pilot is pulled and it goes back on the tax rolls.

Mr. Ertel said that he is working on the percentage of commercial property vs. residential in the Town of Clarence. He should have it ready by the next meeting.

There was a motion to adjourn the meeting at 9:21 p.m. by David Schuster with a second by Clayt Ertel.

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

Respectfully Submitted: Cynthia M. Rosel