

TOWN OF CLARENCE, ERIE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

MINUTES

February 19, 2015

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

Present were Clayt Ertel and Chairperson David Hartzell. Elaine Wolfe, Michael Buettner and Chris Kempton were absent. David Schuster arrived just after roll call was taken but there was not a quorum present. Mary Powell arrived at 8:15, completing a quorum present. Also present were Paul Leone, Nathan Neill, Steven Bengart, Larry Meckler, Pamela Cuviello, Cynthia Rosel and James Rash. Guests were George Emerling, Paul Barone, Dominic Cortese, Theresa Carpenter, ECIDA Controller and Councilman Robert Geiger.

Public Hearing 9092 Main Street Project.

A public hearing was held to consider the proposed 9092 Main Street Project. The applicants are B & E Properties of Clarence LLC and Emerling Agency, LLC. Mr. Leone introduced George Emerling and Paul Barone the principals of the project. The applicant is asking for assistance from the Agency that will include mortgage tax abatement, sales tax exemption on any materials and/or equipment purchased for incorporation into the Project and a Pilot. The project consists of the acquisition of approximately 2.40 +/- acres of land and the construction of a 7,808+/- sq. ft. bldg. for a back-office professional facility. The project amount is \$1,666,647.00. The project will also include the acquisition of machinery, equipment, furnishings and fixtures. This would be for a 5 year pilot.

There was discussion regarding the type of 5 year Pilot and at what percentages that the Board would consider for the project. This issue was to be discussed later in the meeting.

Mr. Neill added that the SEQR-Neg Dec was not issued at the time of this meeting. The inducement resolution will have to wait until the Town Board issued the Neg Dec. Mr. Hartzell said that they will let the applicant know when that happens.

Chairman Hartzell closed the public hearing.

Minutes of January meeting.

Mr. Hartzell asked the members present if they had read the minutes of the last meeting. (There was not a quorum present in order to approve the minutes at this time).

Treasurer's Report.

Mr. Hartzell went over the financials through February 19, 2015 in the absence of the Treasurer, Chris Kempton. Mr. Hartzell went over the balance sheet reporting on the balances in the checking and money market accounts. Pam Cuviello asked if she would need to transfer funds to checking. It was decided not to make a transfer at this time. Mr. Hartzell said that total expenses to date are \$17,687.92. The only revenue was from the earned interest of \$73.21. The Net income is negative -17,614.71. Mr. Neill added that the Seal and Design Project will be closing shortly so that will bring in revenues in the amount of \$19,000.00. Mr. Hartzell also went over the Budget. (There was not a quorum present in order to approve the minutes at this time).

Correspondence.

There was a Notice of Public Hearing from the Town of Hamburg. The ABO also e-mailed a copy of the Board Meeting Best Practices Guide for Public Authorities that was distributed to the member.

New Business.

The inducement motion for the 9092 Main Street will be considered when the Town Board issued the Neg Dec in March or April.

Old Business.

David DeMarie Studio-Castilone Group LLC Project. Mr. Bengart said the Pilot payment for the School District has still not been paid. He understands that the last check issued to them was returned for non-sufficient funds. He understands that the Town County Taxes have also not been paid. The pilot will be expiring in a couple of years. This has been happening for some time. With the Board's permission, Mr. Bengart will reach out to him again. If he does not make the payments by next month's meeting, then we should proceed with what the agreement allows the CIDA to do as far as pulling the Pilot. Mr. Bengart will report back at the March meeting.

EDO

Jim Rash reported that he attended the State of the Town Luncheon. He attended the kickoff meeting for the new website at the 360 PSG offices on January 23, 2015 to discuss the website development. The first mock-up will be today at 11 am to review what they have come up with. Mr. Rash also discussed the Main St. Corridor Revitalization RFP.

Jim Rash will continue to work on the website content and design review. He will follow-up on RFP design and the Business plan for economic development in Clarence as integrated in Master Plan 2025.

There was discussion on how the CIDA could fund the RFP to assist the Hollow Association in this effort. Jim Callahan and Jonathan Bleuer have developed that actual RFP and will get quotes from at least three companies. Once all the data is in, Mr. Rash said the CIDA Board can make a decision on what they want to fund.

Mr. Meckler added if the CIDA is going to fund any part of the RFP, it would have to be a CIDA project per the ABO. The CIDA would have to contract with whoever would do the study.

There was also discussion regarding grants for the project and how Williamsville was able to get grants for its Main Street revitalization project. The study would have to be done in order to be eligible for these types of Grants.

Mr. Schuster wanted to discuss the EDO's progress. He would like to see Mr. Rash expand his reports to include what feedback he has been getting from the businesses he has been contacting. This will be the third year of the EDO position. Mr. Schuster would like to know what in-roads are being made such as what are the mindsets/viewpoints of the people he is meeting with on locating their businesses to the Town...a little more detail...what the results of those meetings are...what are the issues...we lost this business because of no sewers, no adequate space available, available space is unaffordable...expand the report. Is this position working to bring business into Clarence...is the outreach working.

Mr. Ertel went on to talk about Clarence being perceived as not being business friendly. There was a period of anti-growth in the Town. That has changed.

Mary Powell agreed with Mr. Schuster that there has to be a balance. You cannot sell tickets if there is not show.

Mr. Hartzell added that they have been trying to get micro-breweries to locate in Clarence. The one promising one, decided to locate just north in Niagara County. Mr. Ertel added he spoke with that person and there are issues, sewers being one of them with that particular type of business. The properties on Transit Road that were available were too expensive. He believes we are on the right track.

Mr. Rash go back over his notes and files and will provide more information on what types of companies he is contacting and report on why a company chooses to locate or not locate in Clarence...the results of his efforts and what the conclusions are.

Mr. Ertel said he thinks that once the plan is formulated after the study is completed on Main Street, the CIDA or the Town should send a letter to all the commercial brokers saying this is what we have here in Clarence, here's what the image was, here is what we are doing today, here is what's coming down the street...show the positive aspect...we want business in Clarence. Then we should do an advertising program. Once this is completed, Jim Rash can reach

Mr. Hartzell introduced Dominic Cortese who is the Chairman of the Main Street Corridor Redevelopment Committee, a citizens group and an off shoot of the Hollow Association. Mr. Cortese talked about some of the issues that exist in the Hollow that they are trying to improve. They are looking at the speed limit and also focusing on the properties located there. They have contacted the NYSDOT and received its analysis on what the problem is. The group feels that Main Street is too much of a highway, a thoroughfare, as opposed to a comparable street in Hamburg or East Aurora. The group is looking to highlight the Hollow as being more of a village, small town, and walkable community environment. Concurrently, with the analysis of Main Street they are starting a marketing campaign called Discover Main Street that is privately funded. Mr. Cortese continued to explain the focus of this marketing campaign. The premise is to pick out and highlight vacant, available properties on Main Street in need of development, take pictures of them and to focus on the amenities in the area to attract entities to the Hollow.

Mr. Schuster asked if they did a study on signs...to draw people to the area or site. Mr. Cortese said that he was not aware of that. What they did do, tied in with Discover Main Street initiative was the "Small Business Saturday" event. This brought a lot of people to the area. Mr. Cortese thanked the Board for giving him the opportunity to speak about the initiatives of the Committee. Mr. Hartzell also thanked Mr. Cortese for coming n.

Since there was a quorum present, Mr. Hartzell moved to accept the minutes of the January meeting. There was a second by Mr. Schuster and nothing on the question.

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

The next motion was to approve the Treasurer's report. A motion was made by Mr. Schuster with a second by Chairman Hartzell. There was nothing the question.

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

Discussion turned to the new 5 year proposed CIDA pilot. The Board discussed the percentages they are considering offering to applicants during the 5 year term. Mr. Neill did a memo and schedule and passed it out at the last meeting. The percentages discussed were 100%; 95% and 90%. Mr. Neill added that the law says that you must have an adopted pilot policy...you can deviate from it...but there has to be an adopted policy. The discussion also included that Paul needs to know what he can offer to applicants. The discussion continued and the Board decided not to adopt the new pilot today. Mr. Meckler said that the Board should not decide today. Mr. Bengart said they could do it at the next meeting. Mr. Meckler said they should vote at the beginning of the next meeting to adopt a general policy.

Mr. Leone wanted to know if the Board would like to discuss changing the fee policy. Mr. Bengart added that the numbers should be looked at to see what the 1% vs. ½% would mean. Mr.

Meckler added that right now we budget at a deficit...we would be budgeting at more of a deficit. Mr. Hartzell said he thinks our fees are fair and reasonable. The discussion continued and this will be looked at further at a future meeting.

Mary Powell would like to see the IMPLAN have the current taxes on it. Paul will see if that can be added to the form. If not it will have to be typed in at the end.

Mr. Ertel said that the Governor just came out with his plan as to how IDA's will conform to the Governor's new regulations. Mr. Leone said that he believes that this off the agenda.

There being nothing further there was a friendly motion to adjourn the meeting at 9:27 a.m.

Respectfully submitted

Cynthia M. Rosel

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