

## REGULAR NCIDA/NCDC/NADC BOARD MEETING MINUTES

Wednesday, September 14, 2016 – 9:00 a.m.

Meeting Place: Niagara County Industrial Development Agency  
6311 Inducon Corporate Drive, Suite One  
Sanborn, New York 14132

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### 1.0 Meeting Called to Order

The regular meeting of the Niagara County Industrial Development Agency was called to order by Chairman Brady at 9:00 a.m.

### 2.0 Roll Call

Stephen F. Brady, Acting Chairman	Present
Mark A. Onesi, Second Vice Chairman	Present
Kevin McCabe, Secretary	Present
Jerald I. Wolfgang, Assistant Secretary	Present
Michael W. McNally, Member	Present
Joan G. Aul, Member	Present
Willie C. Dunn	Present
William L. Ross	Present
Arthur G. Pappas	Present

### 3.0 Chairman Brady led the Pledge of Allegiance.

### 4.0 Introduction of Guests

#### Guests Present:

Alan L. Zak, Controller, Mayer Bros.  
Ricki Cason, Union Sun and Journal  
Dr. Franco Vigna, Spine Surgery of Buffalo Niagara PLLC  
Tom Prohaska, Buffalo News

#### Staff Present:

Samuel M. Ferraro, Executive Director  
Susan C. Langdon, Director of Projects & Finance  
Andrea Klyczek, Director of Regional & International Marketing  
Michael S. Dudley, Finance Manager  
Mark J. Gabriele, Agency Counsel  
Barbara A. Gill, Administrative Coordinator/Recording Secretary

**5.0 Approval of NCIDA Meeting Minutes**

**5.1 Meeting Minutes of August 10, 2016**

Chairman Brady asked for a motion to approve the meeting minutes.

*Mr. McCabe made a motion to approve the meeting minutes; Mr. Onesi seconded the motion. The motion passed.*

**6.0 NCIDA/NCDC/NADC Committee Reports**

**6.1 Finance & Audit Committee**

**6.1.1 Agency Payables**

Mr. Onesi stated that the Committee Members had reviewed the monthly payables and found them to be in order.

*Mr. Onesi motioned to approve the payables; Mr. McNally seconded the motion. The motion passed unanimously.*

**6.1.2 Budget Variance Report**

Mr. Onesi stated that the Committee Members had reviewed the Budget Variance Report and found the report to be in order.

*Mr. Onesi made a motion to approve the Budget Variance Report; Mr. McNally seconded the motion. The motion passed.*

**6.1.3 Western New York Emergency Response Center**

**6.1.3.1 Open Bank Account/Signature Cards**

Michael Dudley, Agency Finance Manager, stated the Agency is in receipt of a check in the amount of \$50,000 from the City of Niagara Falls to be used toward the Emergency Response and Preparedness Center. Funds will come in on an annual basis.

The Board Members are being requested to approve the opening of a new M & T Bank account to house those funds until they are needed by the Center.

A copy of the memorandum and attachments are attached to, and made a part of, these minutes.

*Mr. Onesi motioned to recommend approval at the Regular Board Meeting of the opening of a new bank account and the execution of signature cards. Mr. McCabe seconded the motion; Ms. Aul abstained. The motion passed.*

**6.0 Committee Reports Continued**

**6.2 Governance Committee**

**6.2.1 Green Energy Policy**

Governance Chairman Wolfgang stated that the Governance Committee met prior to the Regular Board Meeting and approved recommending the acceptance of the Green Energy Policy as presented at the Governance Meeting. A copy of the Green Energy Policy is attached to, and made part of, these minutes.

*Mr. Wolfgang made a motion to approve the Green Energy Policy; Mr. Ross seconded the motion. The motion passed.*

The question of the adoption of the Green Energy Policy was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[ ]	[ ]	[ ]
Mark A. Onesi	[ X ]	[ ]	[ ]	[ ]
Michael W. McNally	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ X ]	[ ]	[ ]	[ ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]

The Policy was thereupon duly approved.

**6.2.2 IDA Application Update**

Mr. Gabriele stated that he and Agency staff, has streamlined the application, made it more user friendly, unnecessary sections and duplications were deleted, and the application was kept aligned with New York State Statutes.

*Mr. Wolfgang motioned to recommend the approval of the updated application; Mr. Ross seconded the motion. The motion passed unanimously.*

**7.0 Unfinished Business**

**7.1 Spine Surgery of Buffalo Niagara PLLC**

In a letter to the Agency dated August 27, 2016, Dr. Vigna gave a brief overview of his project and the expansion of services that will be offered by his practice and well as the uniqueness of the expanded practice and offerings such as x-ray capabilities which will require the hiring of licensed x-ray technician.

**7.0 Unfinished Business Continued**

**7.1 Spine Surgery Continued**

Dr. Vigna plans to offer spinal decompression, pain management psychology and cognitive behavioral therapy which will include the hiring of a licensed psychologist to provide these services. The project will create 3 full time jobs and retain 10 full time employees.

Ms. Langdon stated that the Public Hearing was held on September 6, 2016 with no speakers.

Mr. Gabriele explained that there are three (3) exceptions under IDA guideline as far as retail projects, i.e. tourist destinations, distressed area projects, and unique service projects. At this time, discussion ensued regarding the project and whether or not it falls into the “unique Services category.” Mr. Gabriele stated that first the Board Members would have to determine whether or not it falls under the unique services category. If the Board Members agree that the project offers unique services, the County Manager is provided with all related documentation, and the final approval or denial rests with him. If the County Manager approves the project then the project moves forward, and if denied, the project is declined.

*After further discussion, Mr. Wolfgang motioned to approve that the project falls under the Unique Category; Mr. Ross seconded the motion.*

The question of the approval of the project to be determined as a “Unique Category” was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[ ]	[ ]	[ ]
Mark A. Onesi	[ X ]	[ ]	[ ]	[ ]
Michael W. McNally	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ X ]	[ ]	[ ]	[ ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

**7.1.1 Final Resolution**

*Mr. McNally made a motion to approve the Final Resolution; Mr. Onesi seconded the motion. The motion passed.*

7.0 Unfinished Business Continued

7.1 Spine Surgery Continued

7.1.1 Final Resolution

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) UNDERTAKE A CERTAIN PROJECT FOR THE BENEFIT OF SPINE SURGERY OF BUFFALO NIAGARA, PLLC AND/OR AN INDIVIDUAL(S) OR AFFILIATE, SUBSIDIARY, OR ENTITY FORMED OR TO BE FORMED ON ITS BEHALF (AS MORE FULLY DEFINED BELOW); (ii) DETERMINE THAT THE PROJECT WILL NOT HAVE A SIGNIFICANT EFFECT ON THE ENVIRONMENT; (iii) DETERMINATE THAT THE PROJECT IS TO MAKE GOODS AND SERVICES REASONABLY ACCESSIBLE TO THE RESIDENTS OF THE TOWN OF WHEATFIELD, NEW YORK; (iv) NEGOTIATE AND EXECUTE A LEASE AGREEMENT, LEASEBACK AGREEMENT, PAYMENT-IN-LIEU OF-TAX AGREEMENT, PILOT MORTGAGE AND RELATED DOCUMENTS; AND (v) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION FOR THE FINANCING RELATED TO THE PROJECT; AND (C) A MORTGAGE RECORDING TAX EXEMPTION FOR THE MORTGAGE RELATED TO THE PILOT AGREEMENT.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[ ]	[ ]	[ ]
Mark A. Onesi	[ X ]	[ ]	[ ]	[ ]
Michael W. McNally	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ X ]	[ ]	[ ]	[ ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

**Staff will provide the County Manager with the appropriate documentation.**

**8.0 New Business**

**8.1 Mayer Bros. Apple Products, Inc.**

Mayer Bros. is a manufacturer of bottled beverages including apple cider, fruit juices, water and other related beverage products. The proposed building expansion planned in Somerset will provide additional juice bottling production and distribution space. The expansion will almost double existing production area and will allow Mayer Bros. to add a second bottling line to keep up with new customer demands. The expansion will also enable the Company to increase its efficiencies and enhance its quality assurance standards. Three (3) additional loading docks will facilitate efficient pickup and delivery of finished products. Eighty-one (81) jobs will be retained and twenty-six (26) will be created.

The company is requesting a fifteen (15) year real property tax abatement and sales tax abatements.

**8.1.1 Preliminary Resolution**

*Mayor Pappas made a motion to approve the Preliminary Resolution; Mr. Wolfgang seconded the motion. The motion passed.*

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF MAYER BROS. APPLE PRODUCTS, INC. WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF MAYER BROS. APPLE PRODUCTS, INC. OR AN ENTITY FORMED OR TO BE FORMED; (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; (iii) AUTHORIZING THE EXECUTIVE DIRECTOR OF THE AGENCY TO TAKE CERTAIN ACTIONS UNDER ARTICLE 8 OF THE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH THE PROJECT; (iv) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[ ]	[ ]	[ ]
Mark A. Onesi	[ X ]	[ ]	[ ]	[ ]
Michael W. McNally	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ ]	[ ]	[ X ]	[ ]
Willie C. Dunn	[ X ]	[ ]	[ ]	[ ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

8.0 New Business Continued

8.1 Mayer Bros. Apple Products, Inc.

8.1.2 Authorize Public Hearing

Mr. Onesi motioned to authorize the Public Hearing; Mr. McCabe seconded the motion. The motion passed.

8.2 Rupal Corporation

In a letter to the Agency, the company requested an extension to the PILOT and Sales Tax Abated as they are currently wrapping up their Courtyard by Marriott Hotel on Rainbow Boulevard. Mr. Patel cited scheduling matters have pushed back their construction date.

8.2.1 Inducement Resolution Extension

Mayor Pappas made a motion to approve the Inducement Resolution Extension; Ms. Aul seconded the motion. The motion passed.

RESOLUTION AUTHORIZING THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY TO EXTEND THE INDUCEMENT TERM FOR RUPAL CORPORATION FOR A SIX-MONTH PERIOD WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF 6115 NIAGARA FALLS BOULEVARD, LLC OR AN ENTITY FORMED OR TO BE FORMED.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[ ]	[ ]	[ ]
Mark A. Onesi	[ X ]	[ ]	[ ]	[ ]
Michael W. McNally	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ X ]	[ ]	[ ]	[ ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

**8.0 New Business Continued**

**8.3 Neelkanth Hotel, LLC**

In a letter dated August 25, 2016, the company requested to modify its existing mortgage with S&T Bank by increasing its loan amount to \$462,500.00.

**8.3.1 Consent to Mortgage**

*Mr. Onesi made a motion to approve the Consent to Mortgage; Mr. McCabe seconded the motion. The motion passed.*

RESOLUTION AUTHORIZING THE EXECUTION AND DELIVERY OF A MORTGAGE TO NEELKANTH HOTEL, LLC AND RELATED DOCUMENTS.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[ ]	[ ]	[ ]
Mark A. Onesi	[ X ]	[ ]	[ ]	[ ]
Michael W. McNally	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ X ]	[ ]	[ ]	[ ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

**8.4 Barden & Robeson Corporation**

In a letter to the Agency dated 08/30/16, the company requested the Board Member's approval to restructure its financing.

**8.4.1 Consent to Mortgage**

*Mr. McNally made a motion to approve the Consent to Mortgage; Mr. Wolfgang seconded the motion. The motion passed.*

RESOLUTION AUTHORIZING THE EXECUTION AND DELIVERY OF A MORTGAGE TO BARDEN AND ROBERSON AND RELATED DOCUMENTS.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:



**8.0 New Business Continued**

**8.4 Barden & Robeson Corporation**

**8.4.1 Consent to Mortgage Continued**

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[ ]	[ ]	[ ]
Mark A. Onesi	[ X ]	[ ]	[ ]	[ ]
Michael W. McNally	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ X ]	[ ]	[ ]	[ ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

**8.5 210 Walnut St.**

In a letter to the Agency dated 09/06/16, Brian Smith requested that the Board Member's approve the company's Consent to Mortgage and refinance as per the requirements of the leaseback agreement.

**8.5.1 Consent to Mortgage**

*Mayor Pappas made a motion to approve the Consent to Mortgage; Mr. Onesi seconded the motion. The motion passed.*

RESOLUTION AUTHORIZING THE EXECUTION AND DELIVERY OF A MORTGAGE TO 210 WALNUT STREET, LLC AND RELATED DOCUMENTS.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[ ]	[ ]	[ ]
Mark A. Onesi	[ X ]	[ ]	[ ]	[ ]
Michael W. McNally	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ X ]	[ ]	[ ]	[ ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

**8.0 New Business Continued**

**8.6 6115 Niagara Falls Boulevard (Econolodge)**

In a letter dated 09/06/16, the company stated that it has suffered delays and is requesting a one (1) year extension of their sales tax abatement. Construction just began the end of August and will take eleven (11) months.

**8.6.1 Sales Tax Extension Request**

*Mayor Pappas made a motion to approve the Sales Tax Extension Request; Ms. Aul seconded the motion. The motion passed.*

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[   ]	[   ]	[   ]
Mark A. Onesi	[ X ]	[   ]	[   ]	[   ]
Michael W. McNally	[ X ]	[   ]	[   ]	[   ]
Kevin McCabe	[ X ]	[   ]	[   ]	[   ]
Jerald I. Wolfgang	[ X ]	[   ]	[   ]	[   ]
Joan G. Aul	[ X ]	[   ]	[   ]	[   ]
Willie C. Dunn	[ X ]	[   ]	[   ]	[   ]
William L. Ross	[ X ]	[   ]	[   ]	[   ]
Arthur G. Pappas	[ X ]	[   ]	[   ]	[   ]

The Resolution was thereupon duly adopted.

**8.7 AMA Enterprises - RLF/MAP #397**

Ms. Langdon stated that the principal, Anita Alvord was in the 2012 Microenterprise Assistance Program. Ms. Alvord runs a franchised Jani-King cleaning business and is requesting a \$25,000 loan to be used for equipment. AMA Enterprises services include floor stripping and waxing, carpet cleaning, window washing, dusting vacuuming, mopping, garbage removal and other general cleaning of bathrooms and kitchens.

The Microenterprise Loan Review Committee met on August 26, 2016 and unanimously approved recommendation of the loan request to the Board Members at the next meeting.

**8.7.1 Loan Request**

*Mr. Wolfgang made a motion to approve the loan request as presented; Ms. Aul seconded the motion. The motion passed.*

**8.0 New Business Continued**

**8.7 AMA Enterprises Continued**

**8.7.1 Loan Request Continued**

The question of the approval of the loan request was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[   ]	[   ]	[   ]
Mark A. Onesi	[ X ]	[   ]	[   ]	[   ]
Michael W. McNally	[ X ]	[   ]	[   ]	[   ]
Kevin McCabe	[ X ]	[   ]	[   ]	[   ]
Jerald I. Wolfgang	[ X ]	[   ]	[   ]	[   ]
Joan G. Aul	[ X ]	[   ]	[   ]	[   ]
Willie C. Dunn	[ X ]	[   ]	[   ]	[   ]
William L. Ross	[ X ]	[   ]	[   ]	[   ]
Arthur G. Pappas	[ X ]	[   ]	[   ]	[   ]

The loan request was thereupon duly approved.

**8.8 Uncorked Café – RLF/MAP #394**

**8.8.1 Loan Request Revision**

Uncorked Café had previously received a commitment letter from the Agency in March 2016, but had not yet closed on a term loan. One of the partners left the business subsequent to a mutual agreement to separate and Michelle Szykowski will be the sole operator of the business. The Board Members are now being asked to approve that Ms. Szykowski be the sole owner going forward, and a new commitment letter will be issued to her from the NCDC.

*Mr. McCabe motioned to approve the change in ownership; Mr. Onesi seconded the motion. The motion passed.*

**8.0 New Business Continued**

**8.8 Uncorked Café – RLF/MAP #394**

**8.8.1 Loan Request Revision**

The question of the approval of the change in ownership was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[   ]	[   ]	[   ]
Mark A. Onesi	[ X ]	[   ]	[   ]	[   ]
Michael W. McNally	[ X ]	[   ]	[   ]	[   ]
Kevin McCabe	[ X ]	[   ]	[   ]	[   ]
Jerald I. Wolfgang	[ X ]	[   ]	[   ]	[   ]
Joan G. Aul	[ X ]	[   ]	[   ]	[   ]
Willie C. Dunn	[ X ]	[   ]	[   ]	[   ]
William L. Ross	[ X ]	[   ]	[   ]	[   ]
Arthur G. Pappas	[ X ]	[   ]	[   ]	[   ]

**8.0 New Business Continued**

**8.9 Precious Plate, Inc.**

Mark Gabriele, Agency Counsel, stated that he had been contacted by Precious Plate prior to the Board Meeting regarding refinancing of their mortgage and continuation of the PILOT. The company is working with Ridgestone Bank in Illinois on an SBA backed mortgage.

Chairman Brady asked for a motion to add this item onto the agenda.

*Mr. McCabe made a motion to add the Consent to Mortgage to the agenda; Ms. Aul seconded the motion. The motion passed.*

**8.9.1 Consent to Mortgage**

*Mr. Wolfgang made a motion to approve the Consent to Mortgage; Mr. Onesi seconded the motion. The motion passed.*

RESOLUTION AUTHORIZING THE EXECUTION AND DELIVERY OF A MORTGAGE TO PRECIOUS PLATE, INC. AND RELATED DOCUMENTS.

**8.0 New Business Continued**

**8.9 Precious Plate Continued**

**8.9.1 Consent to Mortgage Continued**

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Chairman Brady	[ X ]	[   ]	[   ]	[   ]
Mark A. Onesi	[ X ]	[   ]	[   ]	[   ]
Michael W. McNally	[ X ]	[   ]	[   ]	[   ]
Kevin McCabe	[ X ]	[   ]	[   ]	[   ]
Jerald I. Wolfgang	[ X ]	[   ]	[   ]	[   ]
Joan G. Aul	[ X ]	[   ]	[   ]	[   ]
Willie C. Dunn	[ X ]	[   ]	[   ]	[   ]
William L. Ross	[ X ]	[   ]	[   ]	[   ]
Arthur G. Pappas	[ X ]	[   ]	[   ]	[   ]

The Resolution was thereupon duly adopted.

**9.0 Information Items**

Andrea Klyczek briefly described a new approach to marketing strategies to promote our regional strengths such as proximity, low cost power, workforce, and fresh water. She stated that this year:

- The Agency will move away from “snail mail” and implement digital marketing along with regular mail.
- E-Brains, a DC marketing firm, has been reviewing our website and has offered a complete and comprehensive review of the content and will come up with recommendations and adjustments.
- The Agency will create an advertisement in Business First announcing the reactivation of Foreign Trade Zone #34 which has sat dormant for almost twenty (20) years.

**10.0 Agency Counsel**

There were no items at this time.

**11.0 Report from Executive Director**

- Sam Ferraro stated that he was going to attend the grand opening/ribbon cutting for Bridgestone following the Board Meeting at 10:30 a.m. in Vantage International Pointe.
- Sam also stated that Dean Wood of Borderworx will act as the designated administrator of the Foreign Trade Zone. The Agency will not have any liabilities or costs regarding this designation. Mr. Wood will author a report to the Foreign Trade Zone on an annual basis. The FTZ Operator Agreements will be discussed at the October Board Meeting.

**12.0 Any Other NCIDA Matters the Board Wishes to Discuss**

There were no other matters at this time.

**13.0 Next Board Meeting:**

**DATE: October 12, 2016**

**TIME: 9:00 a.m.**

**PLACE: Niagara County Center for Economic Development**


**14.0 Adjournment**

*Mr. Onesi made a motion, seconded by Mr. McNally to adjourn the meeting. The meeting adjourned at 9:50 a.m.*

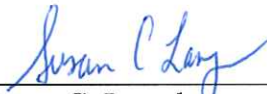
Respectfully submitted:

Reviewed by:

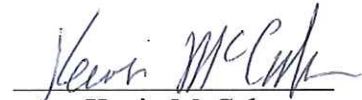
Approved by:



Barbara A. Gill  
Recording Secretary



Susan C. Langdon  
Director of Projects & Finance



Kevin McCabe  
Secretary