

## REGULAR NCIDA/NCDC/NADC BOARD MEETING MINUTES

Wednesday, June 13, 2018 – 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 Chairperson Brady at 9 a.m.

#### Roll Call

Stephen F. Brady, Chairperson	Present
Mark A. Onesi, Vice Chairperson	Present
Joan G. Aul, First Vice Chairperson	Present
Kevin McCabe, Secretary	Present
Jerald I. Wolfgang, Assistant Secretary	Present
Willie C. Dunn, Member	Excused
William L. Ross, Member	Present
Arthur G. Pappas, Member	Present
Daryl Bodewes, Member	Present

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

### 4.0 Introductions

#### Guests Present:

Tom Prohaska, Buffalo News  
Kevin McAuliffe, Barclay Damon  
Edward M. Riley, Brine Wells Development, LLC

#### Staff Present:

Susan C. Langdon, Interim Executive Director  
Andrea Klyczek, Director of Regional & International Marketing  
Michael S. Dudley, Finance Manager  
Caroline Caruso, Accounting Associate  
Mark J. Gabriele, Agency Counsel  
Barbara A. Gill, Administrative Coordinator/Recording Secretary

**5.0 Approval of NCIDA Meeting Minutes**

**5.1 Meeting Minutes of May 9, 2018**

Chairman Brady stated that he had reviewed the meeting minutes and found them to be in order.

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

**6.0 Finance & Audit Committee Reports**

**6.1 Agency Payables**

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

*Mr. Onesi made a motion to approve the payables; Mr. Ross seconded the motion. The motion passed.*

**6.2 Budget Variance Report**

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

*Mr. Onesi made a motion to approve the report; Mr. Ross seconded the motion. The motion passed.*

**6.3 Vantage Center**

**6.3.1 Request for Proposals for Striping/Sealing Parking Lot**

Ms. Morgan stated that staff mailed ten (10) Requests for Proposals and the Agency received only one (1) response from MTK Solutions, who performed the work last time. She also stated that the parking lot generally needs to be sealed and striped approximately every three (3) years.

The Audit Committee voted to recommend approval of hiring MTK Solutions, Inc. to the Board at the Regular Meeting.

*Mr. Wolfgang motioned to approve MTK for the sealing and striping of the parking lot; Ms. Aul seconded the motion. The motion passed.*

**7.0 Unfinished Business**

**7.1 National Vacuum Environmental Services Corp.**

The company was originally to be located on 56<sup>th</sup> Street in Niagara Falls, however that location did not work out. National Vacuum is now in negotiations to purchase 8.5 acres in the southern portion of Vantage International Point that was previously owned by National Fuel. The new facility will be designed to better accommodate the company's logistical, operational and back-office needs.

The Public Hearing was held on June 5, 2018 with two (2) attendees and no speakers.

**7.1.1 Final Resolution**

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

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF NATIONAL VACUUM ENVIRONMENTAL SERVICES CORP. WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF NATIONAL VACUUM ENVIRONMENTAL SERVICES CORP. 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>
Stephen F. Brady	[ X ]	[ ]	[ ]	[ ]
Mark Onesi	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ ]	[ ]	[ ]	[ X ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]
Daryl Bodewes	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

8.0 New Business

8.1 Somerset Operating Co. PILOT Extension

Ms. Langdon stated that company is requesting a two (2) year PILOT extension. The Agency and the Company had previously entered into a PILOT agreement which was amended and restated in 2016. The PILOT Agreement was necessary for the Company to operate the facility in an economical manner and retain employment within Niagara County.

The PILOT agreement expires on December 31, 2018 and if the Company is forced to pay unknown, excessive taxes, it may be forced to reduce current employment levels or cease operations. The Company reached an agreement with the three taxing jurisdictions wherein the Company would pay a total payment of \$3,000,000 each year for 2019 and 2020 to be divided among the three jurisdictions. This amount will include special district taxes.

No additional benefits are being sought as part of this request. Seventy-eight (78) jobs will be retained.

8.1.1 Preliminary Resolution

*Mr. Bodewes made a motion to approve the Preliminary Resolution; Mr. Ross seconded the motion. The motion passed.*

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF SOMERSET OPERATING COMPANY, LLC WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF SOMERSET OPERATING COMPANY, LLC OR AN ENTITY FORMED OR TO BE FORMED; (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY; AND (iv) AUTHORIZING THE CIRCULATION OF A PILOT DEVIATION LETTER TO THE AFFECTED TAXING JURISDICTIONS.

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>
Stephen F. Brady	[ X ]	[ ]	[ ]	[ ]
Mark Onesi	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ ]	[ ]	[ ]	[ X ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]
Daryl Bodewes	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted.

8.0 New Business Continued

8.1.2 Authorize Public Hearing and Mailing of Deviation Letter

Mr. Onesi made a motion to authorize the Public Hearing; Mayor Pappas seconded the motion. The motion passed.

Mr. Onesi made a motion to approve the mailing of a deviation letter; Mr. Ross seconded the motion. The motion passed.

The question of the approval of mailing a deviation letter 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>
Stephen F. Brady	[ X ]	[ ]	[ ]	[ ]
Mark Onesi	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ ]	[ ]	[ ]	[ X ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]
Daryl Bodewes	[ X ]	[ ]	[ ]	[ ]

The Resolution was thereupon duly adopted

8.2 Hotel Niagara Development LLC

Ms. Langdon stated that the building is on Rainbow Boulevard in Niagara Falls. Empire State Development selected the proposal by the Hotel Niagara Development, LLC to redevelop the Hotel into an upscale, full-service hotel, while maintaining its historic characteristics. They are requesting a fifteen (15) year PILOT on building and improvements and sales and mortgage recording tax abatements. Sixty-seven (67) new full time jobs with be created.

Kevin McAuliffe of Barclay Damon and Edward M. Riley, Brine Wells Development, LLC summarized the renovation project with comparisons to the Hotel Syracuse that was rejuvenated and restored to its original beauty. Mr. Riley stated that he will use local labor and locally made materials on the project.

**8.0 New Business Continued**

**8.2 Hotel Niagara Continued**

**8.2.1 Preliminary Resolution**

*Mr. Wolfgang made a motion to approve the Preliminary Resolution; Mr. Ross seconded the motion. Ms. Aul abstained. 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>
Stephen F. Brady	[ X ]	[   ]	[   ]	[   ]
Mark Onesi	[ X ]	[   ]	[   ]	[   ]
Joan G. Aul	[   ]	[   ]	[ X ]	[   ]
Kevin McCabe	[ X ]	[   ]	[   ]	[   ]
Jerald I. Wolfgang	[ X ]	[   ]	[   ]	[   ]
Willie C. Dunn	[   ]	[   ]	[   ]	[ X ]
William L. Ross	[ X ]	[   ]	[   ]	[   ]
Arthur G. Pappas	[ X ]	[   ]	[   ]	[   ]
Daryl Bodewes	[ X ]	[   ]	[   ]	[   ]

The Resolution was thereupon duly adopted.

**8.2.2 Authorize Public Hearing**

*Mr. Onesi motioned to authorize the Public Hearing; Mayor Pappas seconded the motion. Ms. Aul abstained. The motion passed.*

**8.0 New Business Continued**

**8.3 Niagara County Development Corporation Loan Requests**

**8.3.1 GAM Trucking**

Ms. Langdon stated that the sole owner, Gasper Madonia, started GAM Trucking which is a dump truck and hauling company that serves the construction industry in Western New York. The business hauls materials such as dirt, stone, gravel and blacktop for customers. The company contracts and sub-contracts with building contractors and larger trucking companies and assists in completing their projects. Mr. Madonia began his business with only two dump trucks, and he currently owns three trucks, which are stronger, more powerful, and can haul more weight than the trucks did in 1989.

The loan request is for \$25,000 to be used for equipment, and one (1) new employee will be hired. The Microenterprise Committee met on June 7, 2018 and recommends approval of the loan as presented.

**8.0 New Business Continued**

**8.3 NCDC Loan Requests Continued**

**8.3.1 GAM Trucking Continued**

*Mr. Bodewes made a motion to approve the loan request as presented; Mr. McCabe seconded the motion. The motion passed.*

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>
Stephen F. Brady	[ X ]	[ ]	[ ]	[ ]
Mark Onesi	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ ]	[ ]	[ ]	[ X ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]
Daryl Bodewes	[ X ]	[ ]	[ ]	[ ]

The loan request was thereupon duly approved.

**8.3.2 Niagara Shores Campground/Conference Center**

The location is a 35-acre campground located on Lake Ontario shores. It is owned equally by Ernest Ramstetter and David Muscoreil who plan to offer a variety of accommodations with B&B rooms, bunk houses, “glamping” cabins, and tent and RV sites and other amenities. They are requesting a \$150,000 term loan and have plans to hire approximately twenty (20) people.

The premises include a 150-person banquet hall and 400-person historic church. The Center is equipped to become a destination for conferences, retreats, weddings and reunions. The grounds will also provide resort-style activities including hiking trails, landscaped gardens, and a gym. Historical attractions, boating, sport fishing and wineries offer a variety of activities located in close proximity to the campgrounds.

The Revolving Loan Fund Committee met on May 24, 2018 and recommends approval of this loan.

*Mr. Onesi made a motion to approve the loan request as requested; Mayor Pappas seconded the motion. The motion passed.*

**8.0 New Business Continued**

**8.3 NCDC Loan Requests**

**8.3.2 Niagara Shores 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>
Stephen F. Brady	[ X ]	[ ]	[ ]	[ ]
Mark Onesi	[ X ]	[ ]	[ ]	[ ]
Joan G. Aul	[ X ]	[ ]	[ ]	[ ]
Kevin McCabe	[ X ]	[ ]	[ ]	[ ]
Jerald I. Wolfgang	[ X ]	[ ]	[ ]	[ ]
Willie C. Dunn	[ ]	[ ]	[ ]	[ X ]
William L. Ross	[ X ]	[ ]	[ ]	[ ]
Arthur G. Pappas	[ X ]	[ ]	[ ]	[ ]
Daryl Bodewes	[ X ]	[ ]	[ ]	[ ]

The Loan Request was thereupon duly approved.

**9.0 Information Items**

There were no items at this time.

**10.0 Agency Counsel**

There were no items at this time.

**11.0 Any Other Matters the Board Wishes to Discuss**

At this time, Chairman Brady stated that the Board Members would go into executive session to discuss a personnel matter, and that action would be taken during the executive session.

*Mayor Pappas motioned to enter into Executive Session, seconded by Ms. Aul at 9:40 a.m.*

*Ms. Aul motioned to come out of Executive Session at 9:57a.m.; Mr. Onesi seconded the motion.*

*The Regular Board Meeting resumed at 9:58 a.m.*



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**11.0 Any Other Matters Continued**

*Mr. Wolfgang made a motion to add personnel changes to the agenda; Ms. Aul seconded. The motion passed.*

*Mayor Pappas motioned to appoint Susan Langdon as the permanent Executive Director and Andrea Klyczek, who will play a dual role under Michael Casale and Susan Langdon. Ms. Aul seconded the motion. The motion passed. Ms. Klyczek's title is not known at this time.*

**12.0 Next NCIDA/NCDC/NADC Meeting:**

**DATE:** Next Regular Meeting July 11, 2018

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

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

**14.0 Adjournment**

*Mr. Onesi motioned to adjourn; Mr. Bodewes seconded the motion. The meeting adjourned at 10 a.m.*

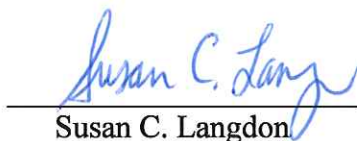
Respectfully submitted:

Reviewed by:

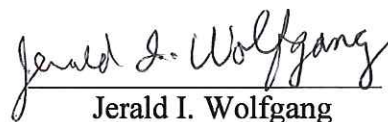
Approved by:



Barbara A. Gill  
Recording Secretary



Susan C. Langdon  
Interim Executive Director



Jerald I. Wolfgang  
Assistant Secretary