

# Niagara County Industrial Development Agency

Niagara County Center for Economic Development • 6311 Inducon Corporate Drive, Ste. 1 • Sanborn, NY 14132

## **REGULAR NCIDA/NCDC/NADC BOARD MEETING**

**DATE:** December 8, 2021  
**MEETING TIME:** 9:00 a.m.  
**MEETING PLACE:** Niagara County Industrial Development Agency  
Vantage Center, Suite One  
6311 Inducon Corporate Drive  
Sanborn, NY 14132

### **Board of Directors:**

\_\_\_ **Mark A. Onesi**, Chairperson  
\_\_\_ **Jerald I. Wolfgang**, 1<sup>st</sup> Vice Chairperson  
\_\_\_ **Kevin McCabe**, 2<sup>nd</sup> Vice Chairperson  
\_\_\_ **William L. Ross**, Secretary  
\_\_\_ **Mary Lynn Candella**, Asst. Secretary  
\_\_\_ **Robert B. Cliffe**, Member  
\_\_\_ **Scott Brydges**, Member  
\_\_\_ **Clifford Scott**, Member  
\_\_\_ **Jason Krempa**, Member

### **Staff Members:**

\_\_\_ **Susan C. Langdon**, Executive Director  
\_\_\_ **Andrea Klyczek**, Assistant Director  
\_\_\_ **Michael S. Dudley**, Finance Manager  
\_\_\_ **Caroline Caruso**, Accounting Associate  
\_\_\_ **Susan Barone**, Project Manager  
\_\_\_ **Mark J. Gabriele**, Agency Counsel  
\_\_\_ **Julie Lamoreaux**, Administrative Assistant

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- 1.0 Meeting Called to Order – *M. Onesi*
  - 2.0 Roll Call – *J. Lamoreaux*
  - 3.0 Introduction of Guests – *M. Onesi*
  - 4.0 Pledge of Allegiance – *M. Onesi*
  - 5.0 Approval of Meeting Minutes
    - 5.1 Regular NCIDA/NCDC/NADC – November 10, 2021

- 6.0 Finance & Audit Committee Reports – *K. McCabe***
  - 6.1 Agency Payables – November 30, 2021**
  - 6.2 Budget Variance Report – November 30, 2021**

- 7.0 Unfinished Business**

- 8.0 New Business**

- 8.1 Iskalo 57 Canal LLC – *M. Gabriele***
    - 8.1.1 Mortgage Consent**

- 8.2 Consultant RFPs – *A. Klyczek***
    - 8.2.1 General IDA Consulting Services**
    - 8.2.2 Consultant Administrative Services for CDBG Funds**

- 9.0 Agency Counsel – *M. Gabriele***

- 10.0 Information Items**

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

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

- DATE: January 13, 2022**

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

- PLACE: Niagara County Center for Economic Development**

- 13.0 Adjournment - *M. Onesi***

**5.1**

**MEETING**

**MINUTES**

## **REGULAR NCIDA/NCDC/NADC BOARD MEETING**

**DATE:** November 10, 2021  
**MEETING TIME:** 9:00 a.m.  
**MEETING PLACE:** Niagara County Industrial Development Agency  
Vantage Center, Suite One  
6311 Inducon Corporate Drive  
Sanborn, NY 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 Onesi at 9:00 a.m.

### **2.0 Roll Call**

Mark A. Onesi, Chairperson	Present
Jerald I. Wolfgang, 1 <sup>st</sup> Vice Chairperson	Present
Kevin McCabe, Vice Chairperson	Excused
William L. Ross, Secretary	Present
Mary Lynn Candella, Assistant Secretary	Excused
Robert B. Cliffe, Member	Present
Clifford Scott, Member	Present
Scott Brydges, Member	Present
Jason Krempa, Member	Excused

### **3.0 Introductions**

#### **Guests Present**

Jim Fink, Business First

#### **Staff Present**

Susan C. Langdon, Executive Director  
Andrea Klyczek, Assistant Director  
Michael S. Dudley, Finance Manager  
Caroline Caruso, Accounting Associate  
Susan Barone, Project Manager  
Julie Lamoreaux, Administrative Assistant  
Mark J. Gabriele, Agency Counsel

### **4.0 Pledge of Allegiance**

Mr. Scott led the Pledge of Allegiance.

**5.0 Approval of Meeting Minutes**

**5.1 Regular NCIDA/NCDC/NADC – October 13, 2021**

*Mr. Wolfgang motioned to approve the meeting minutes; Mr. Scott seconded the motion. The motion passed.*

**6.0 Finance & Audit Committee Reports**

**6.1 Agency Payables – October 31, 2021**

Mr. Ross stated that the monthly payables have been reviewed and found to be in order.

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

**6.2 Budget Variance Report – October 31, 2021**

Mr. Ross stated that the reports have been reviewed and found to be in order.

*Mr. Brydges made a motion to approve the Budget Variance Report; Mr. Brydges seconded the motion. The motion Passed.*

**6.3 2022 Proposed Budgets**

Mr. Ross stated that the proposed budgets have been reviewed and found to be in order.

*Mr. Brydges made a motion to approve the 2022 Proposed Budgets; Mr. Cliffe seconded the motion. The motion passed.*

**7.0 Unfinished Business**

**7.1. Duncan’s Heating & Cooling Corporation**

Ms. Klyczek stated that a Public Hearing for Duncan’s Heating & Cooling Corporation was held on November 1, 2021 at 2:15 p.m. at the Town Hall in the Town of Niagara. There were no comments made at the Public Hearing.

**7.1.1 Final Resolution**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) UNDERTAKE A CERTAIN PROJECT FOR THE BENEFIT OF DUNCAN’S HEATING & COOLING CORP., 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) NEGOTIATE AND EXECUTE A LEASE AGREEMENT, LEASEBACK AGREEMENT, PAYMENT-IN-LIEU-OF-TAX AGREEMENT, PILOT MORTGAGE AND RELATED DOCUMENTS: AND (iv) 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.

***Mr. Wolfgang made a motion to approve the Final Resolution; Mr. Brydges seconded the motion.***

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

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
<b>Jerald I Wolfgang</b>	X			
<b>Kevin McCabe</b>				X
<b>William L. Ross</b>	X			
<b>Mary Lynn Candella</b>				X
<b>Robert B. Cliffe</b>	X			
<b>Scott Brydges</b>	X			
<b>Clifford Scott</b>	X			
<b>Jason Krempa</b>				X
<b>Mark A. Onesi</b>	X			

The Resolution was thereupon duly adopted.

**7.1. PEMM LLC**

Ms. Klyczek stated that a Public Hearing for Pemm LLC was held on November 1, 2021 at 2:00 p.m. at the Town Hall in the Town of Niagara. There were no comments made at the Public Hearing, however, the agency did receive a number of letters of support for this project. The letters of support came from Franks Vacuum Truck Service, Inc., Niagara Falls Center for Tourism. The Agency also received an e-mail from Andrea Czopp, from the Niagara Falls USA Tourism & Convention Corporation in support of the project. Since the Public Hearing, the Agency also received correspondence from the Bridge Commission supporting the project.

**7.1.1 Final Resolution**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) UNDERTAKE A CERTAIN PROJECT FOR THE BENEFIT OF PEMM LLC 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) NEGOTIATE AND EXECUTE A LEASE AGREEMENT, LEASEBACK AGREEMENT, PAYMENT-IN-LIEU-OF-TAX AGREEMENT, PILOT MORTGAGE AND RELATED DOCUMENTS; AND (iv) 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.

***Mr. Scott made a motion to approve the Final Resolution; Mr. Brydges seconded the motion.***

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

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
<b>Jerald I Wolfgang</b>	X			
<b>Kevin McCabe</b>				X
<b>William L. Ross</b>	X			
<b>Mary Lynn Candella</b>				X
<b>Robert B. Cliffe</b>	X			
<b>Scott Brydges</b>	X			
<b>Clifford Scott</b>	X			
<b>Jason Krempa</b>				X
<b>Mark A. Onesi</b>	X			

The Resolution was thereupon duly adopted.

**8.0 New Business**

There was no new business at this time.

**9.0 Agency Counsel**

There were no updates from Agency Counsel at this time.

**10.0 Information Items**

There were no information items at this time.

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

There were no matters that the board wished to discuss.

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

**DATE: November 10, 2021**

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

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

**13.0 Adjournment**

Mr. Onesi made a motion to adjourn; Mr. Cliffe seconded the motion. The meeting adjourned at 9:12 a.m.

Respectfully Submitted:

Reviewed by:

Approved by:

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Julie Lamoreaux  
Recording Secretary

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Susan C. Langdon  
Executive Director

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William L. Ross  
Secretary



# **6.1**

# **AGENCY**

# **PAYABLES**

**Niagara County Industrial Devel. Agency**  
**Check Register**  
For the Period From Nov 1, 2021 to Nov 30, 2021

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
29389	11/3/21	Caroline M. Caruso	10001.100	69.13
29390	11/3/21	First Choice Coffee Services	10001.100	93.13
29391	11/3/21	THE HARTFORD	10001.100	238.87
29392	11/3/21	National Grid	10001.100	535.42
29393	11/3/21	Niagara Gazette Lockport Union Sun	10001.100	87.05
29394	11/3/21	Pitney Bowes Global Financial Services	10001.100	189.42
11/4/21	11/4/21	PAYCHEX, INC.	10001.100	78.12
11/5/21	11/5/21	NYS DEFERRED COMPENSATION PLAN	10001.100	1,087.83
29395	11/9/21	360 PSG.com	10001.100	885.00
29396	11/9/21	County of Niagara	10001.100	514.96
29397	11/9/21	Gabriele & Berrigan, P.C.	10001.100	5,793.40
29398	11/9/21	Niagara Gazette Lockport Union Sun	10001.100	62.00
29399	11/9/21	Professional Janitorial Services, Inc.	10001.100	793.17
29400	11/9/21	Selective Insurance Company	10001.100	1,920.67
29401	11/9/21	STAPLES CONTRACT & COMMERCIAL	10001.100	75.11
29402	11/15/21	County of Niagara	10001.100	589.64
29403	11/15/21	Dawn M. Siters	10001.100	300.00
29404	11/15/21	Guardian	10001.100	227.46
29405	11/15/21	PURCHASE POWER	10001.100	150.00
29406	11/15/21	SAM'S CLUB/SYNCHRONY BANK	10001.100	54.34
29407	11/15/21	H. SICHERMAN & CO., INC.	10001.100	532.28
11/18/21	11/18/21	PAYCHEX, INC.	10001.100	64.40
11/19/21	11/19/21	NYS DEFERRED COMPENSATION PLAN	10001.100	1,009.83
11/23/21	11/23/21	NEW YORK STATE AND LOCAL	10001.100	348.28
29408	11/23/21	NIAGARA GAZETTE	10001.100	206.54
29409	11/23/21	Time Warner Cable	10001.100	119.99
29410	11/30/21	Cintas Corporation LOC. 067P	10001.100	124.83
29411	11/30/21	Independent Health	10001.100	1,929.60
29412	11/30/21	National Grid	10001.100	442.04
<b>Total</b>				<b>18,522.51</b>

**NCIDA VIP-MTF Operating**  
**Check Register**  
 For the Period From Nov 1, 2021 to Nov 30, 2021

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
4559	11/3/21	Blue Ox Roofing	10001.600	393.00
4560	11/3/21	Cooper Electric	10001.600	92.16
4561	11/3/21	DAVIS-ULMER Sprinkler Co.	10001.600	170.00
4562	11/3/21	Frontier	10001.600	182.86
4563	11/3/21	National Grid	10001.600	486.97
4564	11/9/21	County of Niagara	10001.600	414.91
4565	11/9/21	Niagara Gazette Lockport Union	10001.600	47.20
4566	11/9/21	Professional Janitorial Services, Inc.	10001.600	219.42
4567	11/9/21	Town of Wheatfield Water/	10001.600	40.00
4568	11/15/21	H.W.BRYK & SONS, INC.	10001.600	610.00
4569	11/15/21	Cooper Electric	10001.600	173.36
4570	11/15/21	Modern Disposal Services, Inc.	10001.600	164.10
4571	11/15/21	County of Niagara	10001.600	370.65
4572	11/15/21	Town of Wheatfield	10001.600	53.60
4573	11/30/21	National Grid	10001.600	334.86
<b>Total</b>				<b><u>3,753.09</u></b>

**NCIDA - MTF - Operating Fund**  
Check Register

For the Period From Nov 1, 2021 to Nov 30, 2021

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
3019	11/3/21	National Grid	10001.600	21.02
3020	11/3/21	Niagara Falls Water Board	10001.600	391.40
3021	11/9/21	Niagara Gazette Lockport Union	10001.600	49.00
3022	11/15/21	VERIZON	10001.600	120.74
3023	11/30/21	DAVIS-ULMER Sprinkler Co.	10001.600	160.00
<b>Total</b>				<b>742.16</b>

**NCDC - CDBG/HUD - RLF**  
Check Register

For the Period From Nov 1, 2021 to Nov 30, 2021

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
195	11/9/21	Niagara Gazette Lockport Union Sun	10200-300	60.20
196	11/15/21	H. Sicherman & Company, Inc.	10200-300	9,292.00
<b>Total</b>				<b>9,352.20</b>

### NIAG ECONOMIC DEV FUND

#### Check Register

For the Period From Nov 1, 2021 to Nov 30, 2021

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
1334	11/9/21	Selective	10000-200	3,270.33
<b>Total</b>				<b>3,270.33</b>

**Niagara Industrial Incubator Associates****Check Register**

For the Period From Nov 1, 2021 to Nov 30, 2021

Filter Criteria includes: Report order is by Date.

<b>Check #</b>	<b>Date</b>	<b>Payee</b>	<b>Cash Account</b>	<b>Amount</b>
1245	11/3/21	The Bike Shop.Com, LLC	10000.100	2,501.37
1246	11/3/21	Blue Ox Roofing	10000.100	663.00
1247	11/3/21	H.W. Bryk & Sons, Inc.	10000.100	118.75
1248	11/3/21	M&T Bank	10000.100	455.00
1249	11/3/21	National Fuel	10000.100	33.49
1250	11/3/21	National Grid	10000.100	559.05
1251	11/3/21	Niagara Falls Water Board	10000.100	1,515.80
1252	11/9/21	Gabriele & Berrigan, P.C.	10000.100	315.00
1253	11/9/21	JGM Installation Service Inc.	10000.100	200.00
1254	11/23/21	The Hartford	10000.100	15,297.64
1255	11/30/21	H.W. Bryk & Sons, Inc.	10000.100	280.00
1256	11/30/21	National Fuel	10000.100	101.08
1257	11/30/21	National Grid	10000.100	489.29
<b>Total</b>				<u><u>22,529.47</u></u>

# **6.2**

# **BUDGET**

# **VARIANCE**

# **REPORTS**



**NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**BUDGET VARIANCE REPORT AS OF November 30, 2021**  
**UN-AUDITED STATEMENT FOR INTERNAL MANAGEMENT USE ONLY**

	Current Month Actual	Current Month Budget	Year To Date Actual	Year To Date Budget	Year To Date Variance	Total Budget
<b><u>Operating Revenues</u></b>						
Project Administrative Fees	\$ 0.00	\$ 78,944.00	\$ 562,686.13	\$ 468,395.00	94,291.13	\$ 543,976.00
Project Application Fees	0.00	1,000.00	17,250.00	11,000.00	6,250.00	12,000.00
NEDF Origination Fees	0.00	0.00	3,000.00	0.00	3,000.00	0.00
NEDF RLF Administrative Fee	4,166.67	4,166.67	45,833.37	45,833.37	0.00	50,000.00
EDA RLF-Grant 2020 Admin Fees	0.00	0.00	31,039.03	0.00	31,039.03	0.00
Administratve Fees - Other	0.00	28,525.00	8,688.06	35,925.00	(27,236.94)	42,668.00
Interest Earnings	21.32	148.92	598.12	1,638.12	(1,040.00)	1,787.00
Training Room Income	0.00	11.67	0.00	128.37	(128.37)	140.00
Miscellaneous Income	0.00	0.00	55.70	0.00	55.70	0.00
Distrib From Niag. Ind. Suites	0.00	0.00	0.00	0.00	0.00	100,000.00
Distributions From Affiliates	0.00	0.00	0.00	0.00	0.00	80,000.00
Distribution from VIP MTF	0.00	0.00	0.00	0.00	0.00	150,000.00
<b>Total Operating Revenues</b>	<b>4,187.99</b>	<b>112,796.26</b>	<b>669,150.41</b>	<b>562,919.86</b>	<b>106,230.55</b>	<b>980,571.00</b>
<b><u>Operating Expenses</u></b>						
Salaries	25,847.86	25,453.92	297,611.41	305,447.04	(7,835.63)	330,901.00
Benefits	3,141.13	3,329.25	35,027.69	36,621.75	(1,594.06)	39,951.00
Retirement Benefits	5,331.42	5,331.42	58,645.62	58,645.62	0.00	63,977.00
Payroll Taxes	2,029.43	1,950.52	23,257.06	23,363.53	(106.47)	25,314.00
Unemployment Taxes	0.00	0.00	1,238.99	443.00	795.99	443.00
Consultants	2,500.00	2,500.00	28,032.28	27,500.00	532.28	30,000.00
Assisstant Director	5,412.00	5,412.00	59,532.00	59,532.00	0.00	64,944.00
Legal Services	5,000.00	5,000.00	77,411.20	55,000.00	22,411.20	60,000.00
Accounting Services	0.00	0.00	18,500.00	18,800.00	(300.00)	18,800.00
Accounting Services - NADC	0.00	0.00	2,100.00	2,100.00	0.00	2,100.00
Advertising & Promotion	0.00	0.00	62.00	0.00	62.00	0.00
Marketing	885.00	1,833.33	3,604.28	20,166.63	(16,562.35)	22,000.00
Printing	0.00	125.00	88.79	1,375.00	(1,286.21)	1,500.00
Office Supplies	57.97	208.33	1,196.07	2,291.63	(1,095.56)	2,500.00
Postage	150.00	188.00	2,531.26	3,199.00	(667.74)	3,344.00
Telephone & Fax	90.97	91.67	869.68	1,008.37	(138.69)	1,100.00
Internet Service	119.99	231.67	2,110.99	2,548.37	(437.38)	2,780.00
Common Area Charges	680.00	623.08	7,480.00	6,853.88	626.12	7,477.00
Energy	1,042.04	1,159.00	14,070.86	13,633.00	437.86	15,140.00
Conference & Travel	0.00	250.00	890.31	2,750.00	(1,859.69)	3,000.00
Employee Training	0.00	83.33	900.00	916.63	(16.63)	1,000.00
Depreciation Expense	0.00	0.00	0.24	0.00	0.24	0.00
Insurance Expense	1,479.97	1,580.25	16,279.97	17,382.75	(1,102.78)	18,963.00
Library & Membership	518.54	87.27	2,790.08	2,457.70	332.38	2,545.00
General Office	429.38	824.33	6,465.56	9,067.63	(2,602.07)	9,892.00
Repairs & Maintenance	884.53	1,188.67	10,014.50	13,075.37	(3,060.87)	14,264.00
Computer Support	0.00	666.67	0.00	7,333.37	(7,333.37)	8,000.00
Public Hearings	0.00	16.67	0.00	183.37	(183.37)	200.00
Furniture & Equipment Purchase	0.00	166.67	0.00	1,833.37	(1,833.37)	2,000.00
Other Expense	0.00	83.33	20.06	916.63	(896.57)	1,000.00
<b>Total Operating Expenses</b>	<b>55,600.23</b>	<b>58,384.38</b>	<b>670,730.90</b>	<b>694,445.64</b>	<b>(23,714.74)</b>	<b>753,135.00</b>
<b>Net Operating Income/&lt;Loss&gt;</b>	<b>(51,412.24)</b>	<b>54,411.88</b>	<b>(1,580.49)</b>	<b>(131,525.78)</b>	<b>129,945.29</b>	<b>227,436.00</b>
<b><u>Non-Operating Revenue &amp; Expense</u></b>						
Grants Rev.	0.00	0.00	9,200.00	0.00	9,200.00	0.00
Grant Rev- City NF Initiative	0.00	0.00	434,403.00	370,000.00	64,403.00	1,796,250.00
Grant to Subrecipient	0.00	0.00	9,200.00	0.00	9,200.00	0.00
Grant Sub-City NF Initiative	0.00	0.00	434,403.00	370,000.00	64,403.00	1,796,250.00
<b>Net Non-Operating Income/&lt;Loss&gt;</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total Net Income/&lt;Loss&gt;</b>	<b>(\$ 51,412.24)</b>	<b>\$ 54,411.88</b>	<b>(\$ 1,580.49)</b>	<b>(\$ 131,525.78)</b>	<b>129,945.29</b>	<b>\$ 227,436.00</b>

**NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

Balance Sheet  
November 30, 2021

**ASSETS**

Current Assets	
Cash - Checking	\$ 265,804.44
Petty Cash	300.00
Mmkt Acct. - M&T Bank	1,587,989.78
Cash - First Response	65,804.17
Cash - City of N.F.	827.18
Mmkt Acct. - Cataract Tourism	3,938,467.48
Accts Rec - Public Hearings	2,021.79
Accounts rec. - Fees/Var.	129,395.00
Accounts Rec. EDA - RLF	8,333.30
Due To/From Micro RLF	8,333.30
Accounts Rec - NEDF	45,833.37
Due To/From VIP - MTF	415,454.96
Due From NCDC CDBG/HUD	8,333.40
Due To/Due From NADC	406.56
Prepaid Insurance	<u>4,077.73</u>
 Total Current Assets	 6,481,382.46
Other Assets	
Deferred Outflows	207,452.00
Investment in NIIA	<u>342,500.00</u>
 Total Other Assets	 549,952.00
Fixed Assets	
Furniture & Equipment	199,360.75
Furn & Fixtures - Fed purchase	5,861.08
Accum Dep. - Furn & Equip	(199,360.75)
Accum Dep. - F&F Fed Purch	<u>(5,861.08)</u>
 Total Fixed Assets	 0.00
 Total Assets	 <u>\$ 7,031,334.46</u>

**LIABILITIES AND NET ASSETS**

Current Liabilities	
Accrued Retirement	\$ 58,645.62
Deferred Rev. - First Repsonse	65,804.17
Def. Rev. - City of N.F.	3,939,294.66
Accounts Payable	9,686.02
Acct. Payable - Niag. County	<u>29,474.26</u>
 Total Current Liabilities	 4,102,904.73
Long-Term Liabilities	
Pension Liability	204,072.00
Deferred Inflows of Resources	<u>24,839.00</u>
 Total Long-Term Liabilities	 <u>228,911.00</u>
 Total Liabilities	 4,331,815.73
Net Assets	
Fund Balance - Operating Fund	2,701,099.22
Net Income	<u>(1,580.49)</u>
 Total Net Assets	 <u>2,699,518.73</u>
 Total Liabilities & Net Assets	 <u>\$ 7,031,334.46</u>

**Niagara County Industrial  
Development Agency  
Aged Payables  
As of November 30, 2021**

Vendor ID Vendor	Invoice #	Amount Due
BUFNEW THE BUFFALO NEWS	12/15/21-6/14/22	312.00
M&TBUS M&T Bank	Oct 2021	-48.95
STAPLES	8064251296	37.28
STAPLES CONTRACT & COMME	8064251283	20.69
Report Total		<u>321.02</u>

**Adjusting Journal Entries**

Estimated Nov 2021 Legal Fees	5,000.00
Estimated Oct 2021 Copier usage	250.00
Estimated Nov 2021 Copier usage	250.00
Estimated Oct-Nov 2021 Telephone	60.00
Estimated Nov 2021 Niagara County Electric	250.00
Estimated Nov 2021 Niagara County Gas	350.00
Estimated Nov 2021 Cleaning service	705.00
Estimated Nov 2021 Consulting	<u>2,500.00</u>
	<u><u>9,686.02</u></u>

**NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

12/2/2021

**Project Income - 2021  
Lease/Lease Back and Bonds**

<b>Closed 2021</b>	<b>Project Type</b>	<b>Total Project Amount</b>	<b>IDA Project Amount</b>	<b>Fees</b>	<b>Application Fee</b>	<b>Amount Received to Date</b>	<b>Date Received</b>	<b>Balance Due</b>	<b>Date Closed</b>
Vincent Properties, Inc.	L/L Back	6,650,000	6,100,000	61,000	1,000	62,000	1/12/21	-	1/4/2021
DLC Diversified Holdings, LLC(Dominick Ciliz)	L/L Back	2,500,000	2,230,000	21,550	1,000	22,550	1/19/21	-	1/14/21
Hotel Niagara Development, LLC	No assistance provided.								
Stavatti Aerospace Ltd.	L/L Back	25,875,000	10,600,000	258,750	1,000	130,355	3/3/21	129,395	2/18/21
Iskalo 1 East Avenue LLC	L/L Back	6,057,760	4,100,000	41,000	1,000	42,000	4/19/21	-	4/5/21
AMP Real Estate Holdings of Erie County, LLC	L/L Back	522,913	509,913	5,099	1,000	6,099	6/1/21	-	5/20/21
8297 Packard Road, LLC	L/L Back	1,000,000	975,000	9,750	1,000	10,750	6/1/21	-	5/20/21
9745 Rochester Road LLC (Brent Industries)	L/L Back	12,625,000	11,050,000	82,000	1,000	83,000	6/28/21	-	6/18/21
7920 JMD LLC	L/L Back	795,500	725,000	7,250	1,000	8,250	7/6/21	-	6/25/21
Enterprise Lumber & Silo, LLC	L/L Back	3,082,826	2,069,156	20,700	1,000	21,700	7/21/21	-	7/9/21
DLV Properties, LLC	L/L Back	2,907,700	1,966,700	19,667	1,000	20,667	8/2/21	-	7/28/21
Diversified Manufacturing Acquisition, Inc.	Assumption of Costello Investors, LLC PILOT				1,000	1,000	7/9/21	-	7/29/21
The Niagara Club	L/L Back	3,036,700	2,172,000	21,720	1,000	22,720	8/30/21	-	8/27/21
Bogart-Sinatra Development, LLC	L/L Back	1,530,000	1,420,000	14,200	1,000	15,200	5/12/21	-	8/27/21
MassMutual Asset Finance LLC	Assumption of Riester Wheatfield USA, LLC PILOT				1,000	1,000	9/1/21	-	9/30/21
<b>TOTAL</b>				<u>562,686</u>	<u>15,000</u>	<u>448,291</u>		<u>-</u>	

Fees received in prior year -

**Total fees received to date in 2021** 562,686

**Total 2021 Budgeted Fees** 543,976

**Balance of Budgeted Fees** (18,710)

<b>Projected 2021</b>	<b>Project Type</b>	<b>Total Project Amount</b>	<b>IDA Project Amount</b>	<b>Anticipated Fees</b>	<b>Application Fee</b>	<b>Amount Received to Date</b>	<b>Date Received</b>	<b>Anticipated Balance Due</b>	<b>Inducement Expiration</b>
Merani Hotel Group	Sales Tax Only	22,500,000	20,286,000	75,000	1,000	1,000	3/13/19	75,000	11/30/21
Cerrone Estate Properties, LLC	L/L Back	1,780,000	1,750,000	17,500	1,000	1,000	2/3/21	17,500	3/31/22
Olcott Yacht Club Inc.	Sales Tax & Mig Tax Only	456,000	450,000	0	250	250	2/16/21	-	2/28/22
Trek Inc.	Sales Tax Only	8,235,000	6,500,000	30,000	1,000	1,000	2/16/21	30,000	3/31/22
Rubberform Recycled Products, LLC	L/L Back	2,955,000	2,860,000	28,600	1,000	1,000	4/5/21	28,600	5/31/22
Niacet Corporation	L/L Back	13,250,000	8,525,000	70,000	1,000	1,000		71,000	6/30/22
TM Montante Development LLC - 512 3rd St.	L/L Back	2,687,001	2,059,941	20,599	1,000	1,000	6/7/21	20,599	7/31/22
TM Montante Development LLC - 500 3rd St.	L/L Back	693,001	550,000	5,500	1,000	1,000	6/9/21	5,500	7/31/22
EW and KS Holdings LLC	L/L Back	955,000	905,000	9,050	1,000	1,000	8/11/21	9,050	9/30/22
Duncan's Heating and Cooling Corp.	L/L Back	580,000	580,000	5,800	1,000	1,000	10/18/21	5,800	10/31/22
PEMM LLC	L/L Back	8,500,000	6,350,000	63,500	1,000	1,000	10/13/21	63,500	10/31/22
<b>TOTAL</b>				<u>325,549</u>	<u>10,250</u>	<u>9,250</u>		<u>326,549</u>	<u>0</u>

**TOTAL - Projected Income 2021** 888,236 25,250 457,541 326,549 129,395

<b>Projected 2022</b>	<b>Project Type</b>	<b>Total Project Amount</b>	<b>IDA Project Amount</b>	<b>Anticipated Fees</b>	<b>Application Fee</b>	<b>Amount Received to Date</b>	<b>Date Received</b>	<b>Anticipated Balance Due</b>	<b>Inducement Expiration</b>
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**TOTAL** 0 0 0 0 0

\* Pending Board Approval

**Cataract Tourism Fund  
Grant Program**

Grantee Name	Grant Awards	Outst'd'g Awards	Approval Date	Disbursement Date	Disbursement Amount	Offer Expiration	Project Description
Niagara County Dept. of Economic Development	37,667	0	10/11/2017	1/23/2018	37,667		Feasibility study for Niagara Falls area multi-use facility
Niagara Aquarium Foundation	88,147	0	2/14/2018	7/13/2019	88,147		Jellyfish exhibit and equipment
The Tourism Research Entrepreneurship Center (TReC)	176,600	0	8/8/2018	6/2/2020	176,600		Buildout, audio/visual equipment and network connectivity hardware
Niagara Aquarium Foundation	16,717	0	2/12/2020	10/21/2020	16,717		Renovations to second floor event room
Niagara Aquarium Foundation	370,000	0	8/14/2019	2/9/2021	370,000		Interactive touch pools adjacent to main entrance of the Aquarium
Red Star Builders, LLC (The Niagara Club)	523,250	0	7/10/2019	9/7/2021	64,403	11/30/2021	Rooftop bar and lounge, banquet space, virtual entertainment lounge & Spot Coffee
Niagara Falls Center for Tourism LLC	1,000,000	1,000,000	6/12/2019	To Be Disbursed	0	8/31/2023	Construction of an indoor family entertainment center and outdoor improvements
The Center for Kashmir, Inc.	273,000	273,000	8/12/2020	To Be Disbursed	0	6/1/2023	Renovations to vacant church for a museum of art and culture for Kashmir
Savarino Companies, LLC	155,000	155,000	4/14/2021	To Be Disbursed	0	11/30/2021	Rehabilitation of 4,000 square feet of commercial/retail storefront space.
Buffalo Niagara Hospitality Inc.	3,750	3,750	4/14/2021	To Be Disbursed	0		Business expansion to include purchase of electric scooters and bikes and tandem bi
<b>To Date Sub-Total</b>	<b>2,644,131</b>	<b>1,431,750</b>			<b>753,534</b>		

Grant Fund Cash Balance as of 11/30/2021 **3,939,294.66**  
Less: Outstanding Awards **(1,431,750.00)**  
**2,507,544.66**  
Available for awarding grants

Grant Fund Balance -  
Grant Funding from NYS 11/22/2016 1,600,000.00  
Grant Funding from NYS 10/16/2017 1,440,000.00  
Grant Funding from NYS 10/12/2018 1,600,000.00  
Bank Interest 52,871.92  
Bank Fees (43.26)  
Grant Disbursements **(753,534.00)**  
Grant Fund Balance **3,939,294.66**

**8.1**

**ISKALO**

**57 CANAL LLC**



November 22, 2021

Ms. Susan C. Langdon  
Executive Director  
6311 Inducon Corporate Drive  
Sanborn, New York 14132

Re: Proposed Re-financing of 57 Canal Street Property  
Lockport, NY

Dear Susan:

We are in the process of refinancing the property located at 57 Canal Street in the City of Lockport. You will recall that the Niagara County Industrial Development Agency ("NCIDA") induced our further renovation of this building in 2016. Our legal counsel recently contacted NCIDA counsel, Mark Gabrielle, about our efforts to refinance the property. Though no additional benefits are being sought from the NCIDA with respect to this refinancing, our counsel was advised by Mr. Gabriele that the NCIDA Board much approve the refinancing. We therefore request that the NCIDA engage its counsel for this purpose. Subject to your receipt of this letter, we understand the matter has been placed on the agenda for the December 8<sup>th</sup> NCIDA Board Meeting.

Sincerely,

**ISKALO 57 CANAL LLC**  
**By Iskalo Development Corp.**



David Chiazza  
Executive Vice President

Cc: Mr. Christofer C. Fattey, Hodgson Russ LLP

# **8.2**

# **CONSULTANT**

# **RFPs**



## MEMORANDUM

To: NCIDA Board of Directors

From: Andrea Klyczek, Assistant Director

Date: December 8, 2021

Re: RFP for Consultant

Approximately every three years, staff sends out a Request for Proposals to provide consulting services associated with the planning, funding, and implementation of the Niagara County Industrial Development Agency's community and economic development programs.

At this time, we also were required by the Office of Community Renewal to send out a Request for Proposals for consulting services for administration of our CDBG grant funding for the 2021 Microenterprise grant funds and the CARES Small Business & Broadband grant funds.

On October 27, 2021, staff posted the information for both RFPs in the Niagara Gazette and Lockport Sun & Journal. In addition, the RFPs were posted on the New York State Contract Reporter to include Women and Minority Owned Business Enterprises in the outreach.

We received one proposal in response to the solicitation from H. Sicherman/the Harrison Studio. Staff recommends acceptance of this proposal.