

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

**DATE:** January 12, 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 Mark 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	Present
William L. Ross, Secretary	Excused
Mary Lynn Candella, Assistant Secretary	Present
Robert B. Cliffe, Member	Present
Clifford Scott, Member	Present – Via Phone
Scott Brydges, Member	Present
Jason Krempa, Member	Present

### **3.0 Guests Present**

Jim Fink, Business First  
Pat Goodale, Kilmer Solar, LLC – Via Phone  
Carson Weinand, CVE US E13 Wheatfield, LLC – Via Phone

### **Staff Present**

Susan C. Langdon, Executive 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. Onesi led the Pledge of Allegiance.

**5.0 Approval of Meeting Minutes**

**5.1 Regular NCIDA/NCDC/NADC – December 8, 2021**

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

**6.0 Finance & Audit Committee Reports**

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

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

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

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

Mr. McCabe stated that the Budget Variance Report has been reviewed and found to be in order.

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

**7.0 Unfinished Business**

There was no unfinished business at this time.

**8.0 New Business**

**8.1 Kilmer Solar LLC**

Ms. Langdon stated that the agency's Green Policy requires approval of a solar project by a local municipality before we accept the application. In the case with both of the new projects being presented today, the letters are attached to the Board packet.

Ms. Langdon stated that Kilmer Solar LLC is asking for sales and mortgage recording tax exemption only. Any pilots will be between the municipality and the company.

Kilmer Solar LLC, located at 4616 Townline Road, Ransomville, New York is an affiliated party of Saturn Solar, a company based in Ontario Canada that owns and operates sustainable green energy projects throughout Canada, Turkey, and the United States. The company is looking for 33 acres for a 5 megawatt community solar farm. It's estimated that the construction phase for this project will last between six to twelve months, and employ approximately 30 people. Kilmer Solar has received a site plan and special use permit form the town of Lewiston which includes plans for buffering and decommissioning. A letter of Support from the Town is attached.

Mr. Goodale stated that everything is in place with the Town and the Special Use Permit along with State and Federal approval. He is hoping construction will take place in the

second half of this year. He verified that his company is looking for a sales tax and mortgage tax exemption.

Mr. Krempa inquired about how the reception has been with the adjacent neighbors. Mr. Goodale responded by saying it's a mixed review. He said that his company has been meeting with landowners to incorporate their feedback during the site plan approval process. He said the main concern was with the landscaping and visual screen at the property. He went on to say that they incorporated all the landscaping changes in the site plan approval.

Mr. McCabe asked Mr. Goodale what his one direct employment person would be for. Mr. Goodale responded with saying the person would be employed for general operating and upkeep of the property.

Mr. Brydges asked Mr. Goodale if this project would trigger the new prevailing rate laws. Mr. Goodale said it is his understanding that this would not be under the new prevailing rate jobs as of yet. Ms. Langdon added that the Agency has not received anything from the State on the new Prevailing Rate law.

#### **8.1.1 Preliminary Resolution**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF KILMER SOLAR LLC WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF KILMER SOLAR LLC FOR ITSELF OR ON BEHALF OF 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) PROVIDE SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND (v) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

***Mr. Krempa made a motion to approve the Preliminary Resolution; Mr. Wolfgang seconded the motion.***

**8.1 Kilmer Solar LLC (Continued)**

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.

**8.1.2 Authorize Public Hearing**

***Mr. Cliffe motioned to authorize the Public Hearing; Mr. Brydges seconded the motion. The motion passed.***

**8.2 CVE US E13 Wheatfield, LLC**

Ms. Langdon stated that CVE US E13 Wheatfield, LLC is asking for sales and mortgage recording tax exemption only. Any pilots will be between the municipality and the company. CVE US E13 Wheatfield, LLC is located at 3635 Lockport Road, Sanborn, New York. The company will be purchasing 54.21 acres of vacant land to construct a 4 Megawatt solar photovoltaic facility. The project buildout will take place on approximately 22.7 acres of the 54.21 acre parcel, located on the north side of Lockport Road. Total buildout will take approximately 6 months and create 50 construction jobs. This project has received Town and County Planning Board review and approval. A letter supporting this project is attached to the Board meeting packet. Payment schedule for property tax has been negotiated separately with the Town.

Carson Weinand stated that in 2020 their company signed up the project with the landowners, and secured site control. In 2021 the company worked with the Town of Wheatfield to obtain the Special Use Permit to gain Site Plan Approval. The company is now moving towards clearing up Titles, and securing financing. The Company is planning to start construction later this year. He went on to say 1000 local residents will be able to save monthly discounts on their energy bills. The company had no opposition from the Town or the Public Hearing. The project was cited on a flat clear peace of farmland which was zoned as industrial. It is located near some industrial warehouses. An 8 foot high fence with vinyl slats will be installed, so you cannot see through it. It will be surrounding by very dense landscaping.

**8.2.1 Preliminary Resolution**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF CVE US E13 WHEATFIELD, LLC WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF CVE US E13 WHEATFIELD, LLC FOR ITSELF OR ON BEHALF OF 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) PROVIDE SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE CONSTRUCTION AND EQUIPPING OF THE PROJECT; AND (v) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

***Mr. Krempa made a motion to approve the Preliminary Resolution; Mr. Cliffe 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.2.2 Authorize Public Hearing**

***Ms. Candella motioned to authorize the Public Hearing; Mr. Krempa seconded the motion. The motion passed.***

**8.3 Olcott Yacht Club Inc.**

Mr. Gabriele stated that Olcott Yacht Club Inc. is a small project we were involved in by recommendation of the State, because of some issues with the Lake Ontario coastline. Notwithstanding, they believe this project may still be going forward, however, delayed so they are requesting a six month extension to the inducement.

**8.3.1 Inducement Extension Resolution**

RESOLUTION AUTHORIZING THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY TO EXTEND THE INDUCEMENT TERM FOR OLCOTT YACHT CLUB INC. 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 OLCOTT YACHT CLUB INC. OR AN ENTITY FORMED OR TO BE FORMED.

***Mr. Krempa made a motion to approve the Inducement Extension; Mr. Cliffe 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.4 Lawn Care and Maintenance Service RFPs**

Ms. Lamoreaux stated that the Agency issued and RFP for lawn care and maintenance services at 6311 Inducon Corporate Drive, Sanborn, New York 14132 for the upcoming spring season of 2022. The Agency mailed out RFPs to 13 companies, and the information was also published in the local newspapers. The Agency received 6 responses back from the companies listed. Staff is asking that the Board approve the proposal from Landscape Associates of WNY, Inc. for the lawn care and maintenance services at 6311 Inducon Corporate Drive.

Mr. Cliffe asked why the Agency did not go with the lowest bidder. Ms. Langdon responded by saying that we have used the lowest bidder as a sub-contractor, and we were not satisfied with their quality of work. We feel that Landscape Associates of WNY are the lowest qualified bidder.

**8.4.1 Lawn care services at 6311 Inducon Corporate Drive**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY AUTHORIZING THE ACCEPTANCE OF A LAWN MAINTENANCE PROPOSAL FROM LANDSCAPE ASSOCIATES OF WNY INC.

***Mr. Krempa made a motion to approve Lawn Maintenance Proposal; Ms. Candella 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.5 Covid Relief for Small Business Grant**

Ms. Langdon stated that the Federal Cares Act money was proved to New York State Office of Community Renewal for the purpose of small business relief. The Niagara County IDA staff applied for, and was awarded 1.8 million dollars. These funds will be provided to Niagara County Companies that have either suffered from COVID or need funds to respond to COVID. The grant timeline is very short and the funds need to be drawn down by September of this year. The Agency announced this a month ago, and has already received 25 plus applications. The applications are coming directly to the Board today because of the short timeline.

All of the projects have been reviewed by staff, and any questions relating to eligibility have already been presented to the State. Each of the projects will be introduced to the Board are eligible in terms of meeting of the guidelines set forth by the terms and conditions of the Grant. Within the project summaries that Sue Barone will give, the staff had identified how eligibility has been satisfied. It is also important to note that there are administrative and program delivery fees built into this, so staff time, and legal fees for the Agency will be reimbursed.

### **8.5.1 Chateau Niagara Winery**

Ms. Barone stated that part of the review process along with an application according to OCR paperwork that needs to be handed in for every single project. The Agency built an application on that, so answers could be responded to. There were also extra documents, family income forms, tax forms, some financial paperwork, P & L Statements, Projections, credit report, and quotes for funds if available. Money will not be given out if receipts are not received, because the funds are reimbursable. Each project was went through and asked questions. The Agency did contact OCR on every project to be sure the grant could move forward.

Chateau Niagara Winery is a winery located in Newfane, selling wine by delivery and on-site consumption. They have been in business 13 years, and currently have 5 employees. They plan on creating 2 new full-time jobs that are made available to low-to-moderate individuals, which meets the National Objective. The owner does also qualify as a low-to-moderate owner.

The negative effect of Covid on the business was they lost employees, and were unable to get supplies for their production process. During Covid restrictions, they were able to decrease their losses through an increase in business for a wine club that was established for wine delivery instead of on-site consumption. Their plan is to keep up with that demand, but also go back to a more traditional on-site model with post-Covid safeguards in place for social distancing, and increased capacity.

Their grant request is for \$50,000, the use of funds will be for adding staff members, as well as inventory and fixtures which are acceptable per grant guidelines. A credit report was obtained, and there were no bankruptcies, judgements, liens or past due items being reported. The company has 2 UCC filings, and approval of this grant is recommended since they did meet all of the eligibility requirements.

Mr. Onesi asked how much total was given for the grant, and Ms. Barone informed him it was 1.8 million dollars. Mr. Krempa asked what the rule was with working capital since you cannot reimburse for working capital. Ms. Barone responded by saying they can reimburse for some working capital. Mr. Wolfgang verified that the companies have to hire at least one person, Sue Barone responded by saying yes, according to the National Objective, they have to hire one person. She did go on to say if the owner is low-to-moderate income, they do not have to hire anybody.

### **8.5.1 Grant to Chateau Niagara Winery**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING GRANT TO CHATEAU NIAGARA WINERY UNDER THE COVID-19 RELIEF SMALL BUSINESS PROGRAM.

***Mr. Krempa made a motion to approve the Grant under the Covid-19 Relief Small Business Program; Ms. Candella seconded the motion.***



**8.5.1 Grant to Chateau Niagara Winery (Continued)**

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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.5.2 Hahn Sales & Service LLC**

Ms. Barone stated that Hahn Sales & Service LLC is a retail garden center, along with pond service and installation. They also added a sandblast/painting division located in Cambria. They have been in business for over 30 years and currently have 5 employees. They are going to create at least 2 new part-time jobs made available to low-to-moderate individuals to meet the National Objective.

The negative effect of Covid on the business was the company lost employees, and business in their sandblast/paint division. Because of this, the company focused more on the retail side of the business to decrease their losses. Their plan is to keep up with the demand in the retail division by ordering increased inventory early in order to guarantee projects in their busy season.

They are requesting \$50,000, and they will be purchasing increased inventory which is acceptable per grant guidelines. A credit report was obtained, and there are no bankruptcies, judgements, liens, or past due items being reported. The company has 10 UCC Filings against its assets including the SBA and various equipment leasing companies and financial institutions. Approval of this Grant Request is recommended as the applicant qualifies based on meeting all grant eligibility requirements.

**8.5.2 Grant to Hahn Sales & Service LLC**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING GRANT TO HAHN SALES AND SERVICE LLC UNDER THE COVID-19 RELIEF SMALL BUSINESS PROGRAM.

***Mr. Mr Wolfgang made a motion to approve the Grant under the Covid-19 Relief Small Business Program; Mr. Krempa 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.

**8.5.3 Impressive In Print Inc.**

Ms. Barone stated that Impressive In Print, Inc. is an embroidery company that imprints company logos on shirts for promotional events and sales purposes. They are located in North Tonawanda, and have been in business for 11 years. They currently have 10 employees, and they will create one full-time and two part-time jobs made available to low-to-moderate individuals to meet the national objective.

The negative effect of Covid on the business was they experienced a high percentage of lost sales since many of their customers were shut down due to Covid. As a result of Covid restrictions, they are redesigning their operation with new machinery that will provide employees with safer workspaces and distancing. They will also purchase more inventory to have on hand to prevent shortages so they are able to fill orders and maintain staff levels.

The company is requesting \$50,000, and the use of funds will be for purchasing machinery, fixtures, and inventory which is acceptable per grant guidelines. A credit report was obtained and there are no bankruptcies, judgements, liens or past due items being reported. The company has no UCC filings against its assets. The report gives them a moderate overall risk profile due to its heightened stability concerns with the likelihood of continued operations. Approval of this grant request is recommended as the applicant qualifies based on meeting all grant eligibility requirements.

**8.5.3 Impressive In Print Inc.**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING GRANT TO IMPRESSIVE IN PRINT, INC. UNDER THE COVID-19 RELIEF SMALL BUSINESS PROGRAM.

***Mr. Mr. Cliffe made a motion to approve the Grant under the Covid-19 Relief Small Business Program; Mr. Krempa 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.5.4 Mike Dan Motors**

Ms. Barone stated that Mike Dan Motors is a used car dealer, and detail shop. They are located in Wheatfield and have been in business 6 years. They currently have five employees, and they will create one full-time job made available to low-to-moderate individuals to meet the National Objective. The owner is also low-to-moderate income.

The negative effect of Covid on business was the sale of used vehicles slowed down due to unemployment and people working from home, as well as retail Covid restrictions. The vehicles for their inventory were scarce and difficult to purchase, so they need to restock vehicle inventory as well as purchasing more supplies for the increased demand in the detail shop which helped decrease their losses during Covid.

The company is requesting \$50,000, and the use of funds will be for purchasing vehicle and supply inventory, which is acceptable per grant guidelines. A credit report was obtained and there are no bankruptcies, judgements, liens or past due items being reported. The company has 2 UCC filings against its assets with financial institutions. The report gives them a moderately high overall risk profile due to its heightened stability concerns and moderate likelihood of continued operations. Approval of this grant request is recommended as the applicant qualifies based on meeting all grant eligibility requirements.

**8.5.4 Mike Dan Motors**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING GRANT TO MIKE DAN MOTORS UNDER THE COVID-19 RELIEF SMALL BUSINESS PROGRAM.

***Mr. Mr. Wolfgang made a motion to approve the Grant under the Covid-19 Relief Small Business Program; Ms. Candella 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.

**8.5.5 The Johnnie Ryan Company Inc.**

Ms. Barone stated that The Johnnie Ryan Company Inc. is a family owned business in Niagara Falls that has produced glass-bottled cane sugar sodas for over 85 years. The company currently has 3 employees and will create one full-time, and one part-time job made available to low-to-moderate individuals to meet the National Objective.

The negative effect of COVID on business was with the closures of bars and restaurants, their fountain business dropped significantly. They were trying to keep up with the bottled goods as they were a more sanitary option, but it was extremely difficult getting the raw materials with long lead times and cost increases.

The company is asking for \$50,000, and the use of funds will be for purchasing increased raw material inventory, which is acceptable per grant guidelines. A credit report was obtained and there are no bankruptcies, judgements, liens or past due items being reported. The company has 15 UCC filings against its assets, including SBA and financial institutions. The report gives them a moderate-high overall risk profile due to its heightened stability concerns and a moderate likelihood of continued operations. Approval of this grant request is recommended as the applicant qualifies based on meeting all grant eligibility requirements.

**8.5.5 The Johnnie Ryan Company Inc.**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING GRANT TO THE JOHNNIE RYAN COMPANY INC. UNDER THE COVID-19 RELIEF SMALL BUSINESS PROGRAM.

***Mr. Wolfgang made a motion to approve the Grant under the Covid-19 Relief Small Business Program; Mr. Krempa 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.

**8.5.6 Ventilator Rental Services Corp.**

Ms. Barone stated that Ventilator Rental Services Corp is a durable medical equipment provider that rents ventilators to businesses, nursing facilities and hospitals. They are located in Niagara Falls and have been in business for 7 years. They currently have 2 employees, and will create one full-time administrative job made available to low-to-moderate individuals to meet the National Objective.

The negative effect of COVID on business was that many of the businesses had to comply with restrictions on direct patient contact. One of the main ventilators they rent was recalled by the FDA and the vendor could not get parts to fix them. With the reduced rental income, they could not afford to buy replacement ventilators.

The company is requesting \$50,000, the funds would be used for purchasing new ventilators and marketing which are acceptable per grant guidelines. A credit report was obtained and there are no bankruptcies, judgement, liens or past due items being reported. The company has 12 UCC filings against its assets, including various equipment leasing companies and financial institutions. The report gives them a low-to-moderate overall risk profile due to its stable condition and likelihood of continued operations. Approval of this grant request is recommended as the applicant qualifies based on meeting all grant eligibility requirements.

**8.5.6 The Ventilator Rental Services Corp.**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING GRANT TO THE VENTILATOR RENTAL SERVICES CORP. UNDER THE COVID-19 RELIEF SMALL BUSINESS PROGRAM.

***Mr. Mr. Krempa made a motion to approve the Grant under the Covid-19 Relief Small Business Program; Ms. Candella 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.5.7 Flip Burger Inc.**

Ms. Barone stated that Flip Burger Inc. is a restaurant on Prospect Street in Niagara Falls. They have been in business for 6 years. They currently have 8 employees and will create five full-time and two part-time jobs made available to low-to-moderate individuals to meet the National Objective.

The negative effect of Covid on business is the company was required to shut down, and then there were limited seating capacities. They also had to decrease operation hours due to lack of staffing and a decline in timely delivery of inventory. They want to increase their outdoor seating area to adhere to social distancing. In addition there is equipment that needs to be upgraded to make the work area more sanitary and safe for employees.

The company is requesting \$50,000, and the use of funds will be for working capital, equipment and inventory which are acceptable per grant guidelines. A credit report was obtained and there are no bankruptcies, judgements, liens or pas due items being reported. The company has 3 UCC filings against its assets, including the SBA and financial institutions. The report gives them a low-to moderate overall risk profile due to its stable condition and likelihood of continued operations. Approval of this grant request is recommended as the applicant qualifies based on meeting all grant eligibility requirements.

**8.5.7 Flip Burger Inc.**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING GRANT TO THE FLIP BURGER INC. UNDER THE COVID-19 RELIEF SMALL BUSINESS PROGRAM.

***Mr. Mr. Cliffe made a motion to approve the Grant under the Covid-19 Relief Small Business Program; Mr. Krempa 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.5.8 716 Supreme Subs**

Ms. Barone stated that 716 Supreme Subs is a restaurant in Niagara Falls. They have been in business since 2019. They currently have two employees and they will create two full-time, and 2 part-time jobs made available to low-to-moderate individuals to meet the National Objective. The owner is also low-to-moderate income.

The negative effect of COVID on business is the business was required to shut down, and then there were limited seating capacities. They also had to decrease operating hours due to increased costs and timely delivery of inventory. They have remodeled to adhere to Covid regulations needed to update equipment to operate in a safer work environment in the food preparation area. They also need funds to advertise and hire more staff.

The company is requesting \$50,000, and the use of funds will be for equipment, marketing and working capital which are acceptable per grant guidelines. A credit report was obtained and there are no bankruptcies, judgements, liens or pas due items being reported. The company has no UCC filings against its assets. The report gives them a moderate overall risk profile due to the short length of time they have been in business. Approval of this grant request is recommended as the applicant qualifies based on meeting all grant eligibility requirements.

**8.5.8 716 Supreme Subs**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING GRANT TO THE 716 SUPREME SUBS UNDER THE COVID-19 RELIEF SMALL BUSINESS PROGRAM.

***Mr. Ms. Candella made a motion to approve the Grant under the Covid-19 Relief Small Business Program; Mr. Krempa 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.6 Microenterprise Grant**

Ms. Langdon stated that normally the Agency brings the Microenterprise Grant to our Loan Committee, and the Agency intends to do that in the future. Ms. Klyczek from the Agency has been working with Youngstown Marketside LLC since summer of last year. The Agency wanted to get this approved since it had been in process for a long time.

Mr. Wolfgang asked for the location of Youngstown Marketside LLC, and Ms. Langdon explained where the company was located.

**8.6.1 Youngstown Marketside LLC**

Ms. Barone stated that Youngstown Marketside LLC is a startup company that will be the only grocer in Youngstown. They will serve as a grocery store, café and bake shop. Marketside will be a family owned business that is owned by Daniella and Elliot Hedberg and Vincent Vanoni. Daniella has extensive experience in baking and pastry management along with various food-service establishments, including high restaurants. Elliot Hedberg has experience and education in hospitality administration and will manage the financial side of the business. The store manager will be Vincent Vanoni. The owners have worked with Small Business Development Center to draft a business



plan, including job roles and responsibilities, market analysis, and projections. The project will create 4 jobs that will be made available to low-to-moderate individuals to meet the National Objective.

The company is requesting \$25,000, and the funds will be used for purchasing equipment and inventory which is acceptable per grant guidelines. They have committed to at least 10% in owner equity and they have completed the required Microenterprise technical assistance program.

A credit report was obtained and there are no bankruptcies, judgements, liens or past due items being reported. Ms. Vanoni has also applied to PathStone, a private, not-for-profit lender who will be approving her loan contingent upon receiving the Micro-Enterprise grant. Approval of this Microenterprise Grant request is recommended as the applicant qualifies based on meeting all grant eligibility requirements.

**8.6.1 Youngstown Marketside LLC**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY APPROVING A GRANT TO YOUNGSTOWN MARKETSIDE, LLC UNDER THE MICRO ENTERPRISE GRANT PROGRAM.

***Mr. Mr. Wolfgang made a motion to approve the Microenterprise Grant; Ms. Candella 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges	X			
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**8.7 Local Labor Policy**

Mr. Gabriele stated that the Local Labor Policy was something the Agency has been looking at for a number of years. Over the course of a few years, the Agency has had some feedback from some companies in regards to the Local Labor Policy. The Agency revised the policy, and is asking the Board to approve the revision to include Monroe County.

***Mr. Mr. Krempa made a motion to approve the Local Labor Policy; Ms. Candella 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>
Jerald I Wolfgang	X			
Kevin McCabe	X			
William L. Ross				X
Mary Lynn Candella	X			
Robert B. Cliffe	X			
Scott Brydges		X		
Clifford Scott				X
Jason Krempa	X			
Mark A. Onesi	X			

The Resolution was thereupon duly adopted.

**9.0 Agency Counsel**

There were no items from Agency Counsel at this time.

**10.0 Information Items**

Mr. Brydges stated that he does not want to see our radius get too large for the Local Labor Policy. He looked at Monroe County, and they do not include Niagara County in their Local Labor Policy through their IDA. He asked Mr. Gabriele if there was a way to reach out to them to ask if they can add Niagara County. Mr. Gabriele said he will reach out to them.

**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: February 9, 2022**

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

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

**13.0 Adjournment**

Mr. Onesi made a motion to adjourn; Mr. Brydges seconded the motion. The meeting adjourned at 9:43 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