

REGULAR NCIDA/NCDC/NADC BOARD MEETING MINUTES

Wednesday, May 10, 2017 – 9:00 a.m.

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

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, First Vice Chairman	Present
Joan G. Aul, Second Vice Chairman	Present
Kevin McCabe, Secretary	Present
Jerald I. Wolfgang, Assistant Secretary	Present
Michael W. McNally, Member	Present
Willie C. Dunn, Member	Present
William L. Ross, Member	Present
Arthur G. Pappas, Member	Present

3.0 Chairman Brady led the Pledge of Allegiance.

4.0 Introductions

Guest Present:

Tom Prohaska Buffalo News

Staff Present:

Susan C. Langdon, Director of Projects & Finance
Andrea Klyczek, Director of International & Regional 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 April 12, 2017

Secretary McCabe 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. McNally seconded the motion. The motion passed.

6.0 Finance & Audit Committee Reports

6.1 Agency Payables

Audit Chairman Onesi stated that he had reviewed the Payables and found them to be in order.

Mr. Onesi made a motion to approve the payables; Mayor Pappas seconded the motion. The motion passed.

6.2 Budget Variance Report

Audit Chairman 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; Mayor Pappas seconded the motion. The motion passed.

6.3 Rechner Electronics Lease Renewal

Mark Gabriele stated that Rechner has been a long time tenant in Vantage Center. Their lease is due to expire, and staff is requesting approval of the new lease for a two (2) year term to commence on July 1, 2017 and end on June 30, 2019 with a two (2) year renewal option.

The annual will now be \$19,005.00 which is a five percent (5%) increase from the previous rent of \$18,100.00.

The Audit Committee Members have recommended approval of the lease renewal.

Mr. Wolfgang made a motion to approve the lease renewal; Ms. Aul seconded the motion. The motion passed.

7.0 Unfinished Business

7.1 YMCA Buffalo Niagara

Susan Langdon stated that the Public Hearing was held on May 1, 2017. Town Supervisor Mark Crocker spoke in favor of the project.

Mr. Gabriele stated that the company is requesting that the project be tabled for one (1) month while they pursue various financing options.

7.1.1 Final Resolution

Mr. McCabe motioned to table the Final Resolution; Mr. Onesi seconded the motion. The motion passed unanimously.

8.0 New Business

8.1 Lake Effect Ice Cream (“LEIC”) – RLF/EDA #401

Ms. Langdon stated that the company is equally owned by Erik Bernardi and Jason Wulf. LEIC has grown steadily as the company distributed ice cream to local retailers and in 2011, it moved into leased space on Lock Street in Lockport, where it also started its first retail sales. As the business continued to grow, the owners purchased the property on Canal Street in Lockport where they currently operate their scoop shop and manufacture all of their ice cream products.

Lake Effect produces a variety of flavors sold in bulk and as part of novelties and other products such as ice cream cakes, pies and sandwiches for wholesale and retail distribution. The principals are requesting a seven (7) year term loan of \$125,000 with an eighty-four (84) month amortization. The loan will be used for machinery, inventory, soft costs, and working capital. Over the next three years, there are plans to hire four (4) full-time employees and two (2) part-time employees. The Company will also be using part-time seasonal labor to meet production demand during the busy spring/summer periods.

The Company has a banking relationship with Northwest Bank.

The loan request has been recommended for approval by the Revolving Loan Fund Committee Members at a meeting that was held on May 5, 2017.

8.1.1 Loan Request

Mr. Wolfgang motioned to approve the loan request as presented; Mayor Pappas seconded the motion.

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

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

The loan request was thereupon duly adopted.

8.0 New Business Continued

8.2 Superior Tool Co. – RLF/MAP #403

Ms. Langdon stated that the company is requesting a \$50,000 term loan from the Microenterprise Assistance Program to assist in the purchase of a new CNC machine for \$292,000. They are also requesting funding from Five Star Bank and Lumber City Development Corporation.

The CNC machine will enable productions of their current products more efficiently and improve their profit margins. The machine will also allow the company to complete high speed steel and solid carbide jobs.

The principal, Todd Brosius, found himself turning away business because the company could not meet the demands of their many customers without the new equipment.

Mr. Brosius believes that the company will generate more business with current customers as well as have the ability to increase their customer base and work with new customers as a result of the new machining capabilities.

The company currently has two (2) full-time and two (2) part-time employees. It is projected that the company will hire three (3) additional employees over the next two (2) years.

The loan request was recommended by the Microenterprise Loan Review Committee and also the Audit Committee.

8.2.1 Loan Request

Mr. McNally motioned to approve the loan request as presented; Mayor Pappas seconded the motion.

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

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

The loan request was thereupon duly adopted.

9.0 Agency Counsel

There were no items at this time.

10.0 Any Other NCIDA Matters the Board Wishes to Discuss

There were no other matters at this time.

11.0 Report from Executive Director

Sam Ferraro reminded the Board Members that on Tuesday, May 16, 2017 at 7 p.m., Katherine Lance will present the Economic Development Address at the Legislative Chambers in Lockport, New York.

12.0 Next Regular NCIDA/NCDC/NADC Meeting:

DATE: June 14, 2017

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

PLACE: Niagara County Center for Economic Development

13.0 Adjournment

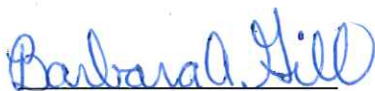
Chairman Brady asked for a motion to adjourn the meeting.

Mr. Ross motioned to adjourn; Mr. Onesi seconded the motion. The meeting adjourned at 9:10 a.m.

Respectfully submitted:

Reviewed by:

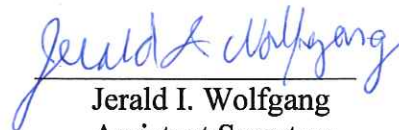
Approved by:



Barbara A. Gill
Recording Secretary



Samuel M. Ferraro
Executive Director



Jerald I. Wolfgang
Assistant Secretary