

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

**Wednesday, February 14, 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	Excused
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

**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 January 10, 2018**

Mr. 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. Ross seconded the motion. The motion passed.*

**6.0 Finance & Audit Committee Reports**

**6.1 Agency Payables**

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

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

**6.2 Budget Variance Report**

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

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

**7.0 Unfinished Business**

**7.1 National Vacuum Environmental Services Corp.**

At last month's meeting, the company requested a 15 year property tax and sales tax abatements. The project consists of the construction of a new 20,000 square foot facility on vacant land on 56<sup>th</sup> Street in Niagara Falls. The new facility will be designed to better accommodate the company's logistical, operational and back-office needs. Existing jobs are 38 full-time and 10 new jobs will be created within 3 years.

Susan Langdon held the public hearing on February 6, 2018 with one attendee and no speakers.

**7.0 Unfinished Business Continued**

**7.1 National Vacuum Continued**

**7.1.1 Final Resolution**

*Mr. Wolfgang made a motion to approve the Final Resolution; 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>
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 Niagara Falls Tourism Target Zone Fund Grant Requests**

**8.1.1 Niagara Falls National Heritage Area (Discover Niagara Shuttle)**

The company had requested a grant of \$127,500 to defray the cost of ten (10) digital touchscreens along with acquiring the technology support to connect downtown hotels with Discover Niagara Shuttle. The initial funding request was reduced to \$25,500 which represents twenty percent (20%) of the project costs.

*Subsequent to further discussion, Mr. Ross motioned to approve the reduced amount; Mayor Pappas seconded the motion. The motion passed.*

**8.0 New Business Continued**

**8.1 Tourism Target Zone Fund Continued**

**8.1.1 National Heritage Area Continued**

The question of the approval of the grant 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 grant request was thereupon duly approved.

**8.1.2 Aquarium of Niagara**

The company had previously requested a grant of \$284,492 to be used toward equipment, more specifically a jellyfish exhibit and hands-on opportunity exhibits. Total project costs are expected to be approximately \$355,615.

The Niagara Falls Tourism Target Zone Committee had recommended that the grant amount be \$88,147 which reflects twenty-percent (20%) of total project costs.

*Subsequent to further discussion, Mr. Wolfgang motioned to approve the reduced amount; Mr. Bodewes seconded the motion. The motion passed.*

**8.0 New Business Continued**

**8.1 Tourism Target Zone Fund Continued**

**8.1.2 Aquarium Continued**

The question of the approval of the grant request 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 grant request was thereupon duly approved.

**8.2 F & M Real Estate LLC**

In a letter to the Agency, the company stated that their mortgage is maturing, and they are asking the Board to approve refinancing with another lender. The company is currently working with a bank, and the mortgage loan is in the amount of \$2,200,000 for a five (5) year term. No new benefits are being requested at this time.

**8.2.1 Consent to Mortgage**

*Ms. Aul motioned to approve the consent to mortgage; Mr. Ross seconded the motion. The motion passed.*

**8.0 New Business Continued**

**8.2 F & M Real Estate LLC – M. Gabriele**

**8.2.1 Consent to Mortgage**

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.

**9.0 Information Items**

There were no informational items at this time.

**10.0 Agency Counsel**

There were no items at this time.

**11.0 Report from Executive Director**

Mr. Ferraro stated that the annual economic address will take place on Tuesday, March 20, 2018 at 7 p.m. in the Courthouse by Katherine Lance. In the past, the address was presented as a PowerPoint production. This year it is in video format and will be narrated by Michael Casale of staff.

Sam Ferraro invited the Board Members to the presentation, but he also stated that he will play the video at the April Board Meeting if the Board so chooses.

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

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

**DATE:** Next Annual Meeting March 14, 2018

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

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

**14.0 Adjournment**

*Mr. Wolfgang motioned to adjourn; Mr. McCabe seconded the motion. The meeting adjourned at 9:23 a.m.*

Respectfully submitted:

Reviewed by:

Approved by:



Barbara A. Gill  
Recording Secretary



Susan C. Langdon  
Director of Projects & Finance



Kevin McCabe  
Secretary