

**TOWN OF CLARENCE, ERIE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY
MINUTES**

October 18, 2012

Mr. Hartzell called the meeting to order at 8:00 a.m.

Roll call was taken and present were Elaine Wolfe, David Schuster, Michael Buettner, Christopher Kempton, Clayt Ertel and Chairman Hartzell. Mary Powell was absent. Also attending were Paul Leone, Nathan Neill, Larry Meckler, Steve Bengart, Pam Smith and Cindi Rosel. Guests were Matt Glynn from the Buffalo News and Deb Wixson from the Clarence Bee.

Minutes of September 20, 2012.

There was a motion by Chris Kempton with a second by Elaine Wolfe to approve the minutes of the September 20, 2012 meeting. There was nothing on the question.

Vote: Ayes: Wolfe, Schuster, Buettner, Kempton, Ertel, Hartzell. Noes: None
Absent: Powell. Recuse: None. Motion carried.

Treasurer's Report.

Chris Kempton presented the Treasurer's report through October 18, 2012 going over the Balance Sheet and the Profit and Loss Statement. He reported on the balances in the checking and money market accounts. Revenues to do date are \$27,826.11 and expenses were \$31,884.85. Interest earned was \$1,511.37. The net income is a negative \$2,547.37. The 2013 Budget was approved at the last meeting and was posted on the website as required. There was a motion made by Clayt Ertel with a second by David Schuster to accept the Treasurer's Report as presented.

Vote: Ayes: Wolfe, Schuster, Buettner, Kempton, Ertel, Hartzell. Noes: None
Absent: Powell. Recuse: None. Motion carried.

Correspondence.

None.

New Business.

Mr. Hartzell thanked Clayt Ertel and Elaine Wolfe for helping with the presentation at the Millennium Hotel at the Adaptive Reuse Workshop. Mr. Hartzell and Mr. Ertel reported on the various presentations at the event.

Mr. Hartzell added that it would be a good idea if the CIDA had a laptop that could be taken to other workshops and seminars with a power point presentation about the CIDA. Mr. Hartzell wanted to move to purchase a portable computer for this purpose. Mr. Schuster said that he may

have a computer that he could donate for this purpose. In the event that there is not one available Mr. Ertel moved to purchase a laptop computer and appropriate software not to exceed an amount of \$1,500 for the CIDA. There was a second by Elaine Wolfe. On the question, Mr. Hartzell added that we will hold off on the purchase pending the possibility of one being donated.

Vote: Ayes: Wolfe, Schuster, Buettner, Kempton, Ertel, Hartzell. Noes: None
Absent: Powell. Recuse: None. Motion carried.

Paul Leone continued with New Business. Mr. Leone spoke to a representative from the Kittinger Company. The company has been in existence since 1913 making quality furniture. They are looking for a location for manufacturing their furniture line. The location that they are looking at is the former roller rink behind Eastern Hills Mall.

Mr. Leone also spoke with Jerry Dewes from Sunbridge Investments. He is looking at a commercial building at 8825 Sheridan Drive to locate his business. This has gone to the Planning Board. It would be an adaptive reuse project. Mr. Leone and Mr. Hartzell will set up a meeting to discuss with Mr. Dewes.

Mr. Leone will also be meeting with Doug Webster who is looking at vacant property at 8916 Sheridan Drive. It would be a high tech machine shop type operation.

There was also discussion regarding Towne Mini Project. The project is going forward.

November 26, 2012 CIDA Seminar.

Mr. Leone has made the arrangements for the November seminar. The presenters will be Fred Bristol from Buffalo State who will speak about energy efficiency funding to save money by reducing energy costs, Frank Sciortino from the Small Business Administration who will speak about the programs the SBA has to offer to small businesses and a representative from ECC Corporate Training that will speak about Training Grants available to businesses. They will speak about the services offered to local businesses by ECC Corporate Training, Professional Development, Manufacturing, Computer and Safety Training Program available. There will also be a presentation on the CIDA. Mr. Schuster said that he will be doing a CIDA presentation at the next Chamber meeting on November 20th. It will be at the Staybridge Suites. He can announce the seminar. Mr. Meckler suggested that the seminar be titled "Clarence Industrial Development Agency Presents Grant Opportunities for Small Businesses". Mr. Bengart suggested that the Chamber include the slinger in its monthly newsletter mailing. Mr. Hartzell said the slinger will be ready to mail out as soon we give the go ahead. Mr. Meckler suggested that the slinger be mailed directly to targeted businesses, it would be more effective and cost efficient. There was further discussion on who to target. The slinger would go to local businesses. The slinger will go out two weeks before the seminar and the ad run one week before seminar..

Chairman Hartzell said the Bee ad would run about \$800 .00 or \$900.00 and the slinger would around \$2,000.00. Mr. Hartzell suggested that a motion be made to approve an amount not to exceed \$3,000.00 for the advertising for the November 26th seminar to include one slinger and a

full page ad in the Bee with Mr. Meckler's suggested title. Mr. Schuster so moved and there was a second by Mr. Buettner. There was nothing further on the question.

Vote: Ayes: Wolfe, Schuster, Buettner, Kempton, Ertel, Hartzell. Noes: None
Absent: Powell. Recuse: None. Motion carried.

There was discussion about refreshments for the attendees. Mr. Hartzell made a motion to approve an amount not to exceed \$300.00 for refreshments. There was a second by Michael Buettner. They will however try to get some refreshments donated. There was nothing further on the question.

CIDA Title Change:

Mr. Meckler addressed the name change for the CIDA. Mr. Meckler and Mr. Bengart discussed the possible name change. Mr. Meckler added the name is clearly antiquated. Most of the projects discussed recently have been for adaptive reuse. He added that if the CIDA tried to go out on its own, it really would not work. There are several IDA's throughout the State and there would have to be a state wide initiative. It might be something our lobbyists could work on. Mr. Kempton asked if we could DBA the name, could we keep our existing name and add a DBA to it. Mr. Bengart said that he does not think we can...the legislation does not allow for it. Mr. Neill said the section in the General Municipal Law has that title. The legislation would have to be changed; the statute would have to be amended. Mr. Ertel thought maybe it should start with Brian McMahon through the State Economic Development Agency. Mr. Meckler said that it would be a good idea to start with the ECIDA since we are in Erie County. Mr. Hartzell said he was at the last ECIDA meeting and thought this subject was brought up. Mr. Leone said John LaFalce did bring it up. Mr. Hartzell could speak to Mr. LaFalce about it. Paul Leone suggested inviting Mr. LaFalce to one of the CIDA meetings. The Board agreed and Mr. Leone will invite him.

Mr. Kempton asked about the EDO position. Mr. Hartzell said that there have been several applicants. There is one person who is a good candidate, but he wants more money and medical. There was discussion about raising the salary and advertising again. It was decided that the ad would run for an additional 4 weeks at \$20,000 for 20 hours per week. Mr. Hartzell moved to run an ad for an additional 4 weeks for the EDO position at \$20,000 per year for 20 hours per week with a second by Mr. Buettner. On the question Mr. Meckler suggested that it might be good to give a range of hours such as 10 to 20 hours per week instead of tying in to 20 hours. The Board agreed.

Vote: Ayes: Wolfe, Schuster, Buettner, Kempton, Ertel, Hartzell. Noes: None
Absent: Powell. Recuse: None. Motion carried.

Mr. Hartzell added that he thinks that they are moving in the right direction and if it takes some time that is okay. We want to get the right person.

Mr. Buettner asked if hiring a marketing firm is still on the table. Mr. Kempton thought that the EDO position should be filled first and Mr. Hartzell agreed as well as the rest of the Board.

Mr. Ertel asked if there has been any progress with the sewer issues. Mr. Bengart said there have some discussions but nothing definite.

There was a friendly motion to adjourn by Mr. Hartzell. Meeting adjourned at 9:14 a.m.

Respectfully submitted
Cynthia Rosel

Next meeting: November 15, 2012