

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

September 20, 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 arrived after roll call was taken. Paul Leone, Nathan Neill, Larry Meckler, Steve Bengart, Pam Smith and Cindi Rosel were also present. Guests were Barbara Condrell, Robert Geiger, James Rash and Matt Glynn from the Buffalo News.

Minutes of August 16, 2012.

Mr. Hartzell asked if everyone reviewed the minutes of the August 16, 2012 meeting. There was a motion by Clayt Ertel with a second by Elaine Wolfe to approve the minutes of the August 16, 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 September 20, 2012 going over the Balance Sheet and the Profit and Loss Statement. There were no fees received since the August meeting. There is a negative net income of \$1,059.49 to date. Mr. Kempton asked if there were any projects expected to close before the end of the year. Mr. Leone said there are no projects expected to close before the end of this year. Mr. Hartzell and Mr. Leone have had meetings with several potential applicants and next year is looking very positive. There was a motion by David Schuster with a second by Clayt Ertel to approve the Treasurer's Report as presented. There was nothing on the question.

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

Mr. Kempton passed out the proposed 2013 Budget. He went over the numbers starting with the Estimated Revenue. He thinks the \$99,500 estimate is reasonable based on expectations for projects closing next year. Most of the other appropriations were carried forward except for the Advertising line. Community Relations has been eliminated. The EDO amount has been added. The Budget needs to be adopted today and it must be up on the website by September 30, 2012. There was a motion by David Hartzell with a second by David Schuster to adopt the CIDA Budget for 2013 as prepared. There was nothing on the question.

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

Correspondence.

Cindi Rosel reported that there was a letter received from David Huck from RDI, LLC, and Regent Development requesting an extension on the 6085 Transit Road Project.

Mr. Neill was contacted by David Huck requesting a one year extension on his project at 6085 Transit Road. He did have a tenant but that client backed out at the last minute. Mr. Hartzell thought a year is reasonable. Mr. Ertel agreed as the tenant backed out at the last minute and he has to start from scratch to find a new tenant that is difficult at best sometimes. Mr. Buettner thought that he should be given six months at a time...that is what we have done for other people. Mr. Neill said Mr. Huck is asking for a year and he is presenting his request. Mr. Buettner asked where the property was located...the address is 6085 Transit Road. Mr. Hartzell said it is near the new Pharmacy. Chairman Hartzell added that he thinks it is a reasonable request to extend it for a year in order for Mr. Huck to find a new tenant and moved to do so Mr. Ertel seconded the motion. Mr. Schuster said that when we approved the project the main tenant was going to be R & D. Is he still going to be trying for the R & D? Mr. Neill said he thinks he is going to be looking for the same type of tenant he had before...that is what Mr. Huck indicated. Mr. Hartzell said he definitely thinks it has to be R & D. Mr. Ertel said it has to be for the R & D...it is specific in the application. Mr. Buettner asked if the applicant should be reminded of that. Mr. Neill said yes. Mr. Hartzell said that Nathan can include a general reminder of that in his letter to Mr. Huck letting him know that the renewal for one year has been approved. Mr. Bengart added that a copy of the original inducement can be enclosed with the letter. There was nothing further on the question.

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

New Business.

Mr. Leone reported that he and Chairman Hartzell have met with several companies in the last thirty days on potential projects. There is a dog kennel and other applications are pending. They have been busy but it is too early to talk about them and we do not have any new applications.

Mr. Hartzell said he was contacted yesterday by a licensed masseuse from Batavia looking to locate in the Hollow. Mr. Leone also had a call from a chiropractor that would like to locate to the Hollow area also.

Mr. Buettner asked Mr. Leone if he understood correctly that the dog kennel has not picked a location. Mr. Leone said that he was not sure. Mr. Bengart said that there is one that is going to be located on County Road and did not know if that was the one they were referring to. Mr. Hartzell said that it is on County Road. It has been through the Town process and has been approved.

Mr. Schuster referred someone to Mr. Leone and asked Paul if he received a call about a potential project on Sheridan Drive. Mr. Leone said he did and he is expecting more information on it from the gentleman he spoke with.

Mr. Hartzell and Paul Leone attended the ECIDA meeting regarding changing their UTEP on hotels. Mr. Hartzell thought it was good. Steve Walters had an excellent comment. Mr. Walters said that IDA's should be able to include adaptive reuse for hotels as well. Mr. Leone said that ECIDA approved the new UTEP policy at its meeting. Mr. Hartzell said Mr. Walters added to the ECIDA policy (d) "...It is a component part of an Adaptive Reuse Project that meets the additional requirements of the Agency's Adaptive Reuse Project policy; or it is a component part of a Neighborhood Enhancement Area Project and which is approved for Agency assistance." There was further discussion about the ECIDA policy. Mr. Neill added none of the other IDA's have approved it yet. Amherst IDA will look at it next Friday. For it to be a joint policy, all IDA's need to approve it. This is only for the ECIDA's policy. The CIDA is not voting on this today. Mr. Hartzell said it should go to the Leadership Council first for discussion. It will be passed out to the heads of the other local IDA's for discussion and then each IDA will make a decision to approve it or not. Mr. Hartzell does not have an issue with the policy the way it stands. Mr. Leone has a copy and will distribute to the members. Mr. Leone also added that there are several projects before the ECIDA that will have to do with hotels. The discussion continued regarding some of the other hotel projects before the ECIDA. The members continued the discussion regarding hotels/motels.

Mr. Ertel returned to as he has said in the past, the IDA should be a business development agency. There was discussion about changing the name of IDA's. We are about commercial development not just industrial development. A request to change the name would have to go through the State Legislature. Mr. Kempton asked why we don't start the process. Mr. Hartzell agreed. Making the change would take a long time. Mr. Hartzell asked the Attorney's to research the legalities in a name change and the process involved. It was suggested that they contact State Senator Mike Ranzenhofer.

Mr. Hartzell contacted UB to inquire about the Incubator project. The discussion with the people at UB included that they like to keep their incubator space to between 275 to 2,000 sq. feet for spin off small businesses. They said that if we had available 2,000 to 4,000 sq. ft. they could probably spin off a lot of business to us that have out grown beyond that standpoint to 6 to 12 people and are ready to go from 12 to 30 people. Mr. Hartzell added that it was in the newspaper that one of the big real estate companies is now offering free incubator space available to anybody at no charge and that's from 2000 to 20,000 sq. ft. Mr. Hartzell said that we will put this on the back burner and visit it again in about 6 months.

Ms. Powell said that the incubator concept is difficult. She served on an Advisory Board associated with UB. She added that several of these companies move out of the area when they get patents and grow out of the space. Mr. Leone ran the industrial complex that the ECIDA had in Lackawanna years ago. Mr. Leone said there was a covenant that after so many years of the benefit of the low rent, the company would have to stay in the area. Mr. Hartzell added that it is difficult unless you have a source that can provide the start-up companies to fill the space available and grow them out.

Mr. Hartzell said that he has received several applications about the EDO position. He invited the Board to look at the applications if they would like to. He is not sure that we have the right person to fill the job yet. He thinks we should advertise again in January or February.

Mr. Hartzell asked if there were any comments and welcomed the guests. Councilman Geiger mentioned that he thinks the CIDA could be changed to Incentive Development Agency.

Mr. Hartzell went on the twenty five businesses in twenty five towns with Ed Rath. They visited the Laura Wade project. Mr. Geiger also toured the business and said that it is a really good asset in the Hollow. The old building is refurbished and producing. There was further discussion about the building and the business.

The Board also discussed doing another ad featuring the Laura Wade project and the adaptive reuse aspect with before and after pictures to inform and advertise what the Clarence Industrial Development Agency does. Mr. Hartzell moved to run an ad highlighting the adaptive reuse project in the Clarence Bee for an amount not to exceed \$2,000. There was a second by Clayt Ertel. On the question Mr. Buettner said that this is for exposure and awareness of the CIDA. Mr. Bengart said the ad should include that it is in the Hollow and the CIDA is helping bring new business and jobs to the Hollow area. Mr. Ertel said that we could also cover that there are other CIDA projects in that area. Mr. Ertel asked if it would be a one page ad and Mr. Hartzell said it would. Mr. Meckler said we could title it CIDA at work and Mr. Ertel said we could say Clarence IDA works. There was nothing further on the question.

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

Ms. Wolfe said she spoke to Joe David about his project and if there was anything that the Hollow Association could do to help get his project rolling. He mentioned trying to get the speed limit reduced. This has been discussed at the Hollow Association meetings for four or five years. Ms. Wolf spoke to Jane Corwin and Mike Ranzenhofer and asked their help to contact the NYSDOT and see what could be done. They would like to see the speed reduced to 35 mph. It has also been suggested that the striping changed as it was in East Aurora. The Hollow Association will continue to see what can be done.

Paul asked if the Enhancement area map could be in the ad for the CIDA. Mr. Buettner said it is a good idea as an ad has not been run in some time. It is good for exposure. Ms. Powell said that we should have a marketing plan to run a series of ads.

Mr. Leone would like to follow up with a seminar. He met with the people from ECC Work Force Development and learned that they have safety grants for companies and would be willing to speak at the seminar about these grants. There are Safety Grants for smaller companies and they can reduce compensation costs anywhere from 50 to 60%, Mr. Leone will line up the SBA, the ECC Safety Grants, the Energy Conservation Savings speakers, and the CIDA.

Mr. Hartzell and Mr. Leone will talk about it at the end of today's meeting.

There was a friendly motion to adjourn the meeting by Chairman Hartzell at 9:40 a.m. Mr. Hartzell thanked everyone for volunteering and for all the time they spend on the CIDA.

Next Meeting is October 18, 2012.

Respectfully submitted - Cynthia M. Rosel