



Mr. Neill said that the CIDA also requires an Evaluation of Board Performance that also needs to be posted on the webpage.

Mr. Drescher completed his report. Mr. Bengart asked about if the CIDA is paying the assessed tax to New York State.

Motion made by Clayt Ertel to approve the 2010 Audit Report as submitted by the CIDA auditor, Drescher and Malecki, as presented by Wayne Drescher, CPA. There was a second by Mary Powell. There was nothing on the question.

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

### **Treasurer's Report:**

Mr. Kempton handed out the financial report as of March 24, 2011. He went over the Balance Sheet and the Profit & Loss Statement. Expenses are leading income which is not unusual at this time of the year. Fees received to date were \$17,649.36 and Interest & Earnings were \$333.57. Expenses incurred were \$21,594.97 leaving a negative net income. The Detail Summary was also included in the packet as well as the adopted 2011 Budget. There was some discussion regarding the New York State Tax Assessment. There was a motion by David Schuster to approve the Treasurer's report as presented with a second by Michael Buettner. There was nothing on the question.

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

### **New Business.**

Mr. Leone met with Frank J. Guimpa II. Mr. Guimpa is looking for sales tax benefits only. The project amount is \$180,000 for the construction of a 1300 square foot building for office space located at 10060 Main Street. It is in the Enhancement Zone. Mr. Leone is asking for approval for sales tax only for construction materials and equipment. Clayt Ertel moved to adopt the Installment Sale resolution as written and presented by Nathan Neill with a second by David Schuster. There was nothing on the question.

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

Mr. Leone met with Robert Miller regarding the proposed project to be located at 8225 Transit Road for Groundhog Landscaping and Lawn Care, Inc. Mr. Miller is proposing to construct a 5,000 square foot building for office and warehouse space. Project amount would be approximately \$250,000. Mr. Miller has not been before the Town Board and the SEQR needs to be completed. It should be an agenda for April. This project is in the Enhancement Zone.

Mr. Neill has a resolution for the John D. Roba project. This has been approved and the resolution is to authorize the addition to the new project and refinancing of the existing principle balance. There was

discussion regarding the fees. There was a motion by Clayt Ertel to approve the resolution as presented by Nathan Neill with a second by Mary Powell. On the question Mr. Buettner wanted an explanation of the project. Mr. Neill explained that this is a manufacturing company that makes parts for recreational vehicles. The previous approval was for an expansion back in September. The expansion is complete and the CIDA did the original project also. There was nothing further on the question.

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

### **Evaluation Forms.**

Mr. Neill explained that the members need to fill out the forms and a summary will be prepared. He asked the members to fill out and return to Cindi Rosel

### **Donation of Funds.**

Mr. Hartzell and Mr. Geiger left the room. Judy Siriani, Executive Director of the Chamber was present to request funds from the CIDA. She gave brief synopsis of the accomplishments of the Clarence Chamber since last year. The programs and website have been updated. The directory will go out at the end of April. Membership brochure is constantly changing and being updated. The intern program has been very successful. The Business Round Table programs are very popular and well attended. The Toastmasters program, which also meets at the library, is also very successful and the fastest growing group in the area.

The relocation plan is the number 1 plan for this year. The space is very small and cannot accommodate the small staff. They will also need new furnishings. They have been looking at two locations on Main Street. Last year's donation is in a savings account to be used strictly for the move of the Chamber Offices to a location that will be more suitable to the growing Chamber and that will be more visible to the community. Mr. Buettner asked where the Chamber revenues come from. Ms. Sirianni said that membership fees, a small donation from the Town, and fund raising events. Ms. Sirianni thanked the Board for giving her the opportunity to come in to explain the request for funding.

Mr. Ertel thanked Ms. Sirianni for coming in and she will be contacted with the Board's decision.

The Board members discussed the Chamber's request for funds and it was decided that the CIDA would donate an amount of \$15,000 to the Clarence Chamber of Commerce. Motion made by Michael Buettner to approve a donation of \$15,000 with a second by Mary Powell. There was nothing on the question.

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

(Mr. Hartzell and Mr. Geiger returned to the meeting.)

Mary Powell asked if the Board is considering the other request. There was discussion relative to the policy for donations and if the request fits the purpose of the policy. Mr. Bengart read the policy for donations. There was further discussion. There was a motion by David Hartzell to donate \$500 to Legion Auxiliary to support the veterans and send them care packages. There was a second by David Schuster. On the question Mary Powell would like to change the amount to \$250 and Mr. Kempton agreed. Mr. Hartzell did not want to amend the resolution.

**Vote:** Ayes: Schuster, Buettner, Hartzell. Noes: Kempton, Powell, Ertel.  
Absent: Bylewski. Recuse: None. Motion failed.

There was a motion by Chris Kempton to donate \$250 to the Legion Auxiliary with a second by Mary Powell. On the question, Mr. Hartzell thought that the \$500 is fair.

**Vote:** Ayes: Kempton, Powell, Ertel Noes: Schuster, Buettner, Hartzell.  
Absent: Bylewski. Recuse: None. Motion failed.

(It was decided to table this topic to the April meeting.)

#### **Payment of Assessment from the NYS Dept. of Tax and Finance.**

There was a motion by David Hartzell with a second by David Schuster to pay the Assessed Tax to the NYS Dept. of Tax and Finance under protest.

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

#### **Report back on Awards recipients for SBA Matchmaker Luncheon.**

Mr. Hartzell reported that he spoke with Curious Minds and John Roba and both are thrilled to be recipients of the Business of the Year Awards for 2011.

#### **Awards.**

There was a motion by Chris Kempton with a second by David Schuster for the purchase of plaques for the recipients not to exceed an amount of \$200.

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

#### **Non-Agenda Items.**

Mr. Hartzell asked if the Board wants to hold another Commercial and Industrial Forum. There were 40 attendees. It was decided that the Board would hold off on scheduling another Forum and discuss at a future meeting, either April or May and decide when to hold another one.

Mr. Hartzell asked the Board if they would like to sponsor the luncheon for the next Six-Sigma Business Advisory Group Meeting. The CIDA did this last year. The group meets to discuss how to save money for the Town of Clarence and its taxpayers. The Board agreed to sponsor the luncheon meeting and pay an amount not to exceed \$200 for lunch at the next meeting. A motion was made by Michael Buettner with a second by David Schuster for the CIDA to pay for the Six-Sigma lunch not to exceed \$200. On the question, Mr. Buettner asked who is on the committee. Mr. Hartzell answered that the group consists of the Supervisor Bylewski, Pam

Smith, David Hartzell, a group from Wilson Greatbatch, and Jim Frost, who serves as Moderator and Chairman. The meeting will be at the Town Hall on March 28<sup>th</sup>. Vice Chairman Clayt Ertel called for the vote.

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

Mr. Leone wanted to thank everyone who attended the NYSCAR meeting that was held on April 17<sup>th</sup>. Mr. Leon was the moderator. The response was very good with about 80 in attendance. Mary Powell, Scott Bylewski and Bob Geiger attended from the CIDA. Mary Powell added that Mr. Leone did an excellent job. There were Real Estate Developers, Commercial Brokers, and Economic Development Agencies from various counties attending.

Mr. Hartzell brought up the advertising for the CIDA and the strategic plan. He had Mr. Arnold put together an ad relative to bringing business to Clarence, why Clarence is great for business. There was further discussion regarding what was discussed at the Strategic Plan meetings. It was decided that this would be discussed further at the next meeting. It was decided that more time should be taken to think this through and discuss this issue further. Mr. Hartzell will contact some ad agencies to see what a series of ads would run and where they would be run. Mr. Hartzell said that we can discuss over the next few months. Mr. Bengart added that the agency should know that we do not know for sure if we want to hire an agency before someone comes in. Mr. Harzell said that he will try to get a small ad agency, someone from Clarence for the next meeting. Mr. Hartzell said we have plenty of time to decide.

Ms. Powell talked about the leadership council meeting. The Council is looking to revise the mission statement to expand it to include other purposes to bring in more agencies and also to looking at tweaking the policy, ever so slightly, with a different tier, to encourage, for the purpose of retention. Ms. Powell also mentioned the new initiative called Jump Start that can be discussed at another time.

Mr. Hartzell mentioned the Leaders Call that ECIDA has. Mr. Hartzell will forward the e-mail to everyone. This is a conference call with other counties IDA's and what they are doing on a variety of topics. The next one will be n May.

Mr. Leone also asked if everyone saw the e-mail

**Correspondence:**

Don Festaiuti submitted a proposal to take the pictures for the webpage for the inventory of available properties in the Town of Clarence.

Cynthia Rosel reported that two public hearing notices were received and e-mailed to the Board members. One was from the Lancaster IDA and the other was from the Amherst IDA.

Motion made by Chairman Hartzell to hire Don Festaiuti to take the pictures for the CIDA website for an amount not to exceed \$750 for the year 2011. There was a second by Chris

Kempton. On the question, Mr. Hartzell explained that Bob Geiger will work with Mr. Festaiuti on the project to let him know what pictures will be needed for the webpage. Mr. Geiger identifies the properties available.

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

Mr. Ertel added that he does not think we should renew the membership with the NYS Economic Development Council.

Adjournment. 9:40 a.m.

Committees to meet immediately after this meeting.

Finance and Audit Committee.

Next Meeting: April 21, 2011.