

REGULAR NCIDA/NCDC/NADC BOARD MEETING

DATE: February 14, 2024
MEETING TIME: 9:00 a.m.
MEETING PLACE: Niagara County Industrial Development Agency
Vantage Center, Suite One
6311 Inducon Corporate Drive
Sanborn, NY 14132

1.0 Meeting Called to Order

The regular meeting of the Niagara County Industrial Development Agency was called to order by Chairperson Onesi at 9:00 a.m.

2.0 Roll Call

Mark A. Onesi, Chairperson	Present
Jason Krempa, First Vice Chairman	Present
Clifford Scott, Second Vice Chairman	Present – Arrived at 9:10 a.m.
William L. Ross, Secretary	Present
Mark Berube, Assistant Secretary	Present
Ryan J. Mahoney, Member	Present
Anne E. McCaffrey, Member	Present
David J. Masse, Member	Present
William Fekete, Member	Absent

3.0 Introduction of Guests

Jonathan Epstein, Buffalo News
Robert Creenan, Niagara Gazette
Jacob Tierney Buffalo Business First
David Chiazza, Iskalo Development
Matt Kahn, Big Ditch Brewing Company

Staff Present

Susan C. Langdon, Executive Director, Excused
Andrea Klyczek, Assistant Director
Michael S. Dudley, Finance Manager
Carrie Caruso, Accounting Associate
Jeremy Geartz, Project Manager
Susan Barone, Grants & Operations Manager
Julie Lamoreaux, Administrative & HR Officer
Mark J. Gabriele, Agency Counsel

4.0 Pledge of Allegiance

Ms. McCaffrey led the Pledge of Allegiance.

5.0 Approval of Meeting Minutes

5.1 Regular NCIDA/NCDC/NADC – December 13, 2023

Mr. Ross motioned to approve the meeting minutes; Mr. Berube seconded the motion. The motion passed.

6.0 Finance & Audit Committee Reports

6.1 Agency Payables – December 31, 2023

Mr. Krempa stated that the monthly payables have been reviewed and found to be in order.

Mr. Krempa made a motion to approve the monthly payables; Ms. McCaffrey seconded the motion. The motion passed.

6.2 Agency Payables – January 31, 2024

Mr. Krempa stated that the monthly payables have been reviewed and found to be in order.

Mr. Krempa made a motion to approve the monthly payables; Mr. Mahoney seconded the motion. The motion passed.

6.3 Budget Variance Report – December 31, 2023

Mr. Krempa stated that the reports have been reviewed and found to be in order.

Mr. Krempa made a motion to approve the Budget Variance Report; Ms. McCaffrey seconded the motion. The motion passed.

6.4 Budget Variance Report – January 31, 2024

Mr. Krempa stated that the reports have been reviewed and found to be in order.

Mr. Krempa made a motion to approve the Budget Variance Report; Mr. Ross seconded the motion. The motion passed.

6.5 Universal Banking Resolutions

Ms. Caruso stated that the agency will be submitting new banking resolutions to M&T Bank. She asked that each of the Board Members take a moment following the meeting to verify that the personal information form is correct for everyone.

She explained that once all of the signatures are completed, the new resolution will be submitted to M&T Bank and updated to all of the existing Agency bank accounts. Each of the Board Members will be an authorized signer on all of the M&T Bank accounts.

7.0 Unfinished Business

There was no unfinished business at this time.

8.0 New Business

8.1 Iskalo 1 East Avenue LLC

Ms. Langdon stated that Iskalo Development is nearing completion of a comprehensive restoration and rehabilitation of the historic former Lockport Post Office located at 1 East Avenue in downtown Lockport. In 2020, NCIDA granted property tax, sales and mortgage tax incentives to the company for renovations to accommodate commercial tenants.

With this application, Iskalo is seeking additional sales tax only exemption for additional building infrastructure improvements necessitated by the lease of approximately 15,000 square feet to Big Ditch Brewing. The space, consisting of two floors in the building, will be a microbrewery and tap room/restaurant with private event space. In addition to serving as an anchor tenant for the historic Post Office, Big Ditch will help attract additional tenants to the location.

**8.1.1 Additional Sales tax Benefit
Iskalo 1 East Avenue LLC**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF ISKALO 1 EAST AVENUE LLC WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF ISKALO 1 EAST AVENUE LLC OR AN ENTITY FORMED OR TO BE FORMED; (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

Ms. McCaffrey made a motion to approve the Additional Sales Tax Benefit; Mr. Masse seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete				x

The Resolution was thereupon duly adopted.

8.1.2 Authorize Public Hearing

Mr. Krempa made a motion to approve the public hearing; Mr. Berube seconded the motion. The motion passed.

**8.1.2 Additional Sales Tax Benefit
Big Ditch Brewing LLC**

Ms. Langdon stated that Big Ditch Brewing Company is seeking a sales tax only exemption for the purchase of furniture, fixtures and equipment for a micro-brewery, tap room/restaurant with event space to be located in leased space in the historic Post Office Building in downtown Lockport. Big Ditch Brewing is one of the largest craft breweries in New York State. The brand is linked to the Erie Canal. As such, the proposed approximately 15,000 square foot space will serve as a destination and build upon the local tourism industry that has been built around the Erie Canal.

Mr. Masse inquired about other tenants at the location. Mr. Chiazza responded by saying they do have more space in the building that is move in ready for new tenants.

**8.1.2 Additional Sales Tax Benefit
Big Ditch Brewing LLC**

RESOLUTION OF THE NIAGARA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF BIG DITCH BREWING COMPANY LLC WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW) TO BE UNDERTAKEN BY THE AGENCY FOR THE BENEFIT OF BIG DITCH BREWING COMPANY LLC OR AN ENTITY FORMED OR TO BE FORMED; (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY.

Ms. McCaffrey made a motion to approve the Additional Sales Tax Benefit; Mr. Krempa seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete				x

The Resolution was thereupon duly adopted.

8.1.2 Authorize Public Hearing

Mr. Krempa made a motion to approve the public hearing; Mr. Ross seconded the motion. The motion passed.

8.2 NCDC Request for Loan Approval

8.2.1 Graham Bros. Enterprises

Mr. Krempa stated that the NCDC Loan Committee met last week to discuss Graham Bros. Enterprises. The loan request is for \$150,000 with a 15 year term inclusive of 12 month interest only period while the construction is completed. As collateral, there will be a UCC filing along with the mortgage on the property.

He added that Graham Bros. Enterprise (GBE) was formed in 2018 and currently provides landscaping and snow plowing services to its customers. The business will provide a location for homeowners, municipalities, and contractors to dispose of their organic yard waste, such as grass clippings, leaves, wood chips, branches, sod, and topsoil. Customers will also be able to purchase fresh mulch, screened topsoil, compost, and other materials for outdoor needs. The scope of the project includes site work to prep the parcel, installation of parking lot areas (stone and asphalt), erecting two fabric home style buildings for screened topsoil and rock salt storage, a 6,000 square foot pole bard building, and a 800 square foot office space. The owners have already begun site work with their own equity and estimate that the project will be completed by November 2024.

One of the strengths of the project is the 60% owner equity. He added that this is a profitable business with strong cash flow projections. The owners are looking to create 2.5 full time equivalent jobs to start, with potential for future employment growth. Both of the owners have very strong credit scores. The loan committee voted unanimously to recommend approval of this loan to submit to the Board as presented.

Mr. Ross made a motion to approve the Loan; Mr. Krempa seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete				x

The Resolution was thereupon duly adopted.

8.3 Towne Housing Real Estate

Ms. Langdon stated that the NCIDA is in a partnership with the Niagara Frontier Transportation Authority in regard to ownership of two 50,000 square foot multitenant buildings located at 2045 and 2055 Niagara Falls Boulevard in the Town of Wheatfield.

For decades, the day-to-day management of 2045, including leasing, collection of rents, maintenance and repair was, etc. was the responsibility of a third partner. In 2019, NCIDA and NFTA bought out the third partner, eliminating the third party management of the building. In the ensuing several years, NCIDA staff has attempted to manage the building, schedule repairs, show the property to potential lessees, etc.

There was no third partnership in the building at 2055 Niagara Falls Boulevard. The facility had only one tenant occupying the entire 50,000 sq. ft. and management was relatively simple. In 2023, we were notified that the tenant, GHD will be significantly downsizing, thereby freeing approximately 2/3 of the building to be leased to new companies.

Management of these facilities has become particularly daunting, taking up a significant amount of NCIDA staff time and effort. With this in mind, we issued a Request for Proposals for Management of both facilities.

We received a response from Town Housing Real Estate of Buffalo, New York. Staff recommends the hiring of Town to provide commercial leasing services, repair and maintenance triage and vendor management services for 2045 and 2055 Niagara Falls Boulevard for a period of two years, commencing on March 1, 2024.

8.3.1 Property Management

Mr. Masse made a motion to approve the Property Management Company; Mr. Scott seconded the motion. The motion passed.

The question of the approval of the Resolution as duly put to a vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Abstain</u>	<u>Absent</u>
Mark Onesi	x			
Jason Krempa	x			
Clifford Scott	x			
William L. Ross	x			
Mark Berube	x			
Ryan Mahoney	x			
Anne E. McCaffrey	x			
David J. Masse	x			
William Fekete				x

The Resolution was thereupon duly adopted.

9.0 Agency Counsel

Mr. Gabriele added that MHT Holdings Inc. has notified the Agency that they are withdrawing their applications for Brookside Commons and Niagara Falls.

10.0 Information Items

There were no information items at this time.

11.0 Any Other Matters the Board Wishes to Discuss

12.0 Next Regular NCIDA/NCDC/NADC Meeting:

DATE: March 27, 2024

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

PLACE: Niagara County Center for Economic Development

13.0 Adjournment

Mr. Berube made a motion, seconded by Mr. Mahoney to adjourn the meeting. The meeting adjourned at 9:23 a.m.

Respectfully Submitted:

Reviewed by:

Julie Lamoreaux
Administrative Assistant

Susan C. Langdon
Executive Director