

PLANNING AND ECONOMIC DEVELOPMENT
March 20, 2019

Members Present: D. Root, G. Barnes, J. Burdick, P. Curran, W. Dibble, D. Healy, J. Hopkins, J. Ricci, C. Crandall

Others Present: L. Ballengee, D. Bigelow, T. Boyde, J. Budinger, C. Clark, D. Decker, M. Denhoff, K. Dirlam, K. Graves, L. Gridley, G. Hanchett, B. Harris, S. Havey, K. Hooker, C. Knapp, R. Lynch, A. McKay, B. Reynolds, B. Riehle, T. Ross, T. Shaw, P. Stockin, M. Washer

Media Present: C. Potter – *The Spectator*, C. Dutton – *Cuba Patriot*

Call to Order: The meeting was called to order at 2:00 p.m. by Planning & Economic Development Committee Chair Debra Root.

Approval of Minutes

A motion was made by Legislator Ricci, seconded by Legislator Barnes, and carried to approve the Planning & Economic Development Committee minutes of February 20, 2019.

TOURISM DEPARTMENT

Greater Allegany County Chamber of Commerce Executive Director Gretchen Hanchett attended the meeting and submitted her monthly report to the committee for review. Ms. Hanchett stated they have begun working on their “25 Allegany County Must-Dos” project.

3-Year Marketing Plan

Ms. Hanchett briefly highlighted Tourism’s 3-year Marketing Plan, that primarily focuses on the following:

- Strengthen the County’s reputation as an active and vibrant place to visit
- Increase first time visitors that will generate additional sales tax revenue
- Develop and increase destination packages for visitors to extend their stay
- Collaborate with economic development efforts in promoting Allegany County as a great place to visit and live

Ms. Hanchett referenced the Allegany County Tourism Marketing Assessment that was done in 2018 by Josiah Brown, CEO of New York Welcomes You, and briefly discussed the results that will be incorporated into part of the 3-year Marketing Plan.

Legislator Hopkins expressed concern that there are only four events listed as successful, and feels that puts a mark on the other events as not being major or successful. Legislator Hopkins continued that she does not feel the opening of a new hotel should be included as it is not a definite fact at this point in time. Legislator Hopkins went on to ask for more details on the large percent of land ownership being non-residents, and what constitutes a large percent. Ms. Hanchett stated this 3-year Marketing Plan includes the same as what was presented last year, adding that the four major events listed were deemed the County’s “purple cows.” Committee Chair Root suggested to the committee that these changes be made prior to approving the plan. A motion was made by Legislator Healy, seconded by Legislator Dibble, and carried to approve the 3-year Marketing Plan as is with no changes. (Opposed: J. Hopkins)

2019 Annual Tourism Advertising Plan

Ms. Hanchett briefly highlighted the 2019 Annual Tourism Advertising Plan that highlights her marketing activities, budget, and events and attractions she will attend. Ms. Hanchett noted that 60 percent of her budget is branding which totals \$79,814. A motion was made by Legislator

Barnes, seconded by Legislator Ricci, and carried to approve the 2019 Annual Tourism Advertising Plan.

PLANNING DEPARTMENT

Planning Director Kier Dirlam attended the meeting and submitted his monthly report to the committee for review.

Grant Writing

Mr. Dirlam stated they held four grant writing sessions for the community in the last month, and all sessions had a good turnout.

Land Bank

Mr. Dirlam stated the Land Bank has finished the demolition of four properties that were acquired from the Tax Sale last year. They are currently working to develop a new list of properties to acquire from the 2019 Tax Sale.

Comprehensive Plan

Mr. Dirlam distributed and briefly discussed the draft comprehensive plan. Mr. Dirlam recognized Planning & Development Specialist Michelle Denhoff who took ownership of organizing, fixing text, and acquiring data for the draft plan. Mr. Dirlam also recognized Assistant Director of Economic Development and Planning Angela McKay who handled the graphic design of the draft plan in-house. Mr. Dirlam asked that the Board go through the draft plan and submit any suggestions and/or comments to him by Friday, April 26. Committee Chair Root asked what the target date is for the final plan. Mr. Dirlam stated he hopes to approve the final plan in late June or early July. Committee Chair Root asked Mr. Dirlam to speak to the importance of having this plan in place. Mr. Dirlam stated it guides the County's future, projects we're working on, as well as guides what grants the County is working to receive. Legislator Harris asked how binding a comprehensive plan is. Mr. Dirlam stated while it's not hard to deviate, it will open you up to questioning as to why you are deviating from the plan, adding if 15 Legislators have reviewed and approved the plan, and three years down the road you try to do something completely opposite, it will need to be explained, and more than likely the plan will need to be amended. Chairman Crandall stated that up until 2008, the County didn't have a comprehensive plan, adding that since then we've had an award winning comprehensive plan, and we've done them in-house for a fraction of the cost that some of our neighboring counties were budgeting. Chairman Crandall commended Mr. Dirlam and his group for their hard work on all of our plans. Legislator Hopkins congratulated Mr. Dirlam and his staff for all of their efforts, and stated that the plan begs to be read with the colors, pictures, and format. Committee Chair Root thanked Mr. Dirlam and everyone who has worked on the plan stating it is hard work and represents Allegany County for a long time.

ECONOMIC DEVELOPMENT/INDUSTRIAL DEVELOPMENT AGENCY

Allegany County Economic and Industrial Development Agency Executive Director Craig Clark attended the meeting and submitted his monthly report to the committee for review.

Crossroads Project

Dr. Clark stated the tank removal was completed in February. They continue to work with developers at the site, and it remains positive for a fueling station and hotel.

Waterline Project

Dr. Clark stated they are finalizing the water contract with Friendship and are waiting for one final easement. Legislator Barnes expressed concern that after all this time the source of water is now the problem and thought it was already taken care of. Dr. Clark stated he tried to get the town to negotiate the final contract last Fall; however, for several different reasons, they weren't ready. Dr. Clark continued that with this being a 30-year contract, you don't want to sign something and then realize a mistake was made. Legislator Barnes asked when there will be water at the site. Dr. Clark indicated it is up to the contractor. It could be as short as a couple of months or as long as six months; however, he does not believe it will go beyond six months.

Siemens/Dresser-Rand

Dr. Clark stated he continues to talk with Siemens and Curtiss-Wright on keeping the remaining 120 jobs in the County, and both companies are committed to keeping the engineers and additional staff in the community. Legislator Barnes asked what kind of marketing is being used to get the facility filled. Dr. Clark indicated he has had one company approach them for use of the facility as a manufactory facility, and a second company reached out to use the facility as a multiple manufacturing center. Dr. Clark continued that the facility cannot be put out for real market because Siemens has not decided where they are relocating to. Legislator Barnes expressed concern that the building will sit vacant and deteriorate rapidly. Dr. Clark stated it is his goal for the building to not go dark, adding that Siemens plans to utilize the facility for another year and a half which is why he is working now to make sure when that time comes, the lights don't go out. Legislator Healy asked how the County's other large manufacturer is doing. Dr. Clark stated Arvos is doing well and are currently hiring machinists.

Tracewell Building

Dr. Clark stated he has a meeting scheduled with representatives from the Seneca Nation to continue working on filling the Tracewell building. Legislator Barnes asked if the facility is office space or manufacturing. Dr. Clark stated the building is a total of 92,000 square feet with 30,000 square feet being office space. Legislator Healy commented it's the nicest manufacturing building we have in our County.

Zippo

Dr. Clark stated that Zippo plans to visit the Northern Lights facility in April, and he would like to have a welcoming event for them. Legislator Graves asked if they are also taking over the Ames plaza, and Dr. Clark stated yes, the previous Northern Lights owner sold everything.

EMPLOYMENT & TRAINING DEPARTMENT

Employment and Training Director Reita Sobeck-Lynch attended the meeting and submitted her monthly report to the committee for review. Ms. Lynch stated the unemployment rate is up from 5 percent to 6.7 percent, noting that in January 2018 the rate was 8.6 percent.

Summer Youth Employment & Training Counselor

Employment and Training Director Reita Sobeck-Lynch requested permission to fill one full-time Summer Youth Employment & Training Counselor (Non-union, \$14 per hour). This position is necessary for the counseling, coordination of services, documentation, and monitoring approximately 65 youth at approximately 35 work sites throughout the County. The annual salary of this position is \$5,040 with benefits estimated at \$1,153. This position is funded 100 percent with Federal (TANF) funds, and if those funds are not received, this position will not be filled. This

request was approved on a motion made by Legislator Dibble seconded by Legislator Hopkins, and carried. **Refer to Ways and Means**

Broadband Request

On July 27, 2015, the Allegany County Board of Legislators adopted Resolution No. 165-15 – ***Adoption of Local Law Intro. No. 3-2015 (Local Law #3-2015), Print No. 1, A Local Law Authorizing the Establishment of a Local Development Corporation to Manage the Allegany County Wireless Broadband Internet Service***, and this local law authorizes the expenditure of up to \$400,000 for services provided and necessary and appropriate expenses incurred over a period of four years.

Resolution 4-2016 dated January 11, 2016, provided \$100,000 in start-up funding to the Allegany County Telecommunications Development Corporation (ACTDC).

Resolution 65-2017 dated April 10, 2017, provided an additional \$100,000.

At this time, the ACTDC is requesting a resolution transferring \$50,000 from A1990.429 (Contingency) to A8676.492 (Home and Community Service – Contractual) for the purpose of financing the cost of monthly operating expenses and to erect and service Micro Cells which will allow further expansion of the wireless broadband system.

Legislator Ricci asked for clarification on whether or not the County owns Broadband. Mr. Dirlam stated back when the County applied for the Connect NY grant, it was originally for a \$1 million project; however, only \$800,000 was awarded from the state. Throughout discussions, it was realized that the County Legislature didn't want to be in the day-to-day business of dealing with the vendors, contracts, insurance, etc. and the Allegany County Telecommunications Development Corporation (ACTDC) was created, and they are who are requesting the funds at this time. Mr. Dirlam went on to say that when the ACTDC put their business plan together, they stated clearly to the Board that they would need approximately \$100,000 per year for four years. Legislator Ricci asked if he is correct in understanding that ACTDC will pay the County back. Mr. Dirlam stated if they get enough users, then eventually there should be funding streams coming back. Legislator Ricci asked if there is a contract that states this. County Attorney Carissa Knapp stated there is a contract in place. Legislator Ricci then asked how many customers they currently have and how many they need to start paying the County back. Legislator Curran indicated there are currently 88, adding they are at a tipping point where the money should start coming back. Legislator Curran continued that while they could probably go without the \$50,000, it's needed to pay off insurance that is due next month, and the remaining \$40,000+ will be used for the last mile providers to build microcells. Legislator Curran went on to stay that the 911 towers are not in strategic places to reach homes and businesses, so they are building additional small microcells, which could open up service for 1,200 residents. Legislator Ricci expressed his concern that in May 2018 Ryan Cool stated we needed 250 customers, and it's almost a year later and we're not even near that. Chairman Crandall encouraged the vote to be positive because this request falls under the monies that were talked about up front to keep ACTDC moving ahead, adding that the project is moving slowly but he supports it. Chairman Crandall noted that while Armstrong has a big presence in the County, they are not going to be able to service all of our rural areas.

Chairman Crandall went on to stay that he would like to appoint a Broadband Task Force that will take a look at where we're at as well as look at areas already being covered or that will be covered by fiber optic. This task force will also look at what areas can be expanded and will look at outside funding sources, adding "it is time to pick up the ball and get this moving and no longer sit here waiting."

Allegany County Trails Task Force

Chairman Crandall stated there have been conversations regarding non-motorized bike trails, equestrian trails, motorized trails with side-by-sides and 4-wheelers, etc. Chairman Crandall would like to also have an Allegany County Trails Task Force that would bring all of these entities together to come up with a strategic plan that will work for everyone.

Request to Purchase Tourism Trailer

Ms. Hanchett stated the following bids were received to purchase a 6x12 single axle Tourism trailer with a concession door for Tourism events:

Boyer R.V. Center	\$4028.00
USA Cargo Trailer	\$2949.00
Diamond Cargo Trailers	\$3491.00
Payne Trailer Sales & Service	\$5984.50
Wells Cargo	\$7843.00

Ms. Hanchett requested permission to award the bid to Boyer R.V. Center located in Erie, PA, in the amount of \$4,028. Ms. Hanchett stated these funds are included in her budget under account A6989.478. Ms. Hanchett stated the lowest bidders are located in Georgia, and the costs to ship the trailer to the County would be more than the \$4,028. Legislator Barnes asked if the size will accommodate any future growth they may experience, and Ms. Hanchett stated, yes. Legislator Hopkins asked what vehicle will be hauling the trailer and what type of insurance is required. Ms. Hanchett stated the trailer can be hauled by either hers or Legislator Havey's vehicle. County Attorney Knapp stated part of the County's contract with Tourism is a certificate of insurance that covers liability, adding the trailer will be a County-owned piece of property. Ms. Hanchett noted that the trailer will also be wrapped with features of Allegany County, and the cost is approximately \$2,000. This request was approved on a motion made by Legislator Healy, seconded by Legislator Burdick, and carried. Following the meeting, it was discovered that this action will require a transfer from A6989.478 to A6989.201, and a resolution authorizing the transfer was approved at the March 25 Ways and Means Committee meeting.

Good of the Order

Legislator Stockin stated Ways and Means will begin five minutes after adjournment.

Adjournment

There being no further business to come before the committee, the meeting was adjourned at 3:17 p.m. following a motion by Legislator Dibble, seconded by Legislator Curran, and carried.

Respectfully submitted,

Meghan Washer, Confidential Secretary to Clerk of the Board
 Allegany County Board of Legislators