



COIDA Board Meeting Agenda

Friday January 14, 2022 8:00 AM

Updated 01/10/22

This meeting will be held at the offices of 121 North Main St, FL 2, Albion, NY 14411.

- **Call COIDA Board meeting to order-Chair**
- **Roll Call** – Calling of Board members, announcement as to whether a quorum is present
- **Approval of Previous Board Meeting Minutes**
 - *December 10, 2021 (Electronic) – Motion*
- **Financial** – Michael Dobell
 - *COIDA/ORLF Accept Monthly Financials (Finance Package) – Motion*
- **Report of Committees/Departments/Sites**
 - Business Development – Gabrielle Barone
 - Project Update – Staff
 - Facilities/Sites
 - MAP and LDC Report - Diane
 - PILOT Report- Diane
 - Legal – Kevin Zanner
 - Marketing – Michael
- **Executive Session – If Required – Motion (Including invitees)**
 - *Action on any matters from executive session – Motion*
- **Unfinished Business**
 -
- **New Business**
 - *2022 Mission Statement and Measurement Report – Motion*
 - *2021 Board Evaluation Form – Return by February 12, 2022*
 - *Consider a 6 month extension of incentives from previous resolution for Medina Hospitality LLC- Motion*
- **Adjournment**

Local Development Corp						
Bank	Type of Account	Rate of Interest	Account Balances	CD's	Notes	
Key Bank	Checking Unrest HUD 6741	0.15%	\$4,908.97		As of 12/31/21 HUD Unrestricted Acct Interest Bearing Acct	
Five Star-360339	Checking Non Interest	0.00%	\$0.00		Used for OCR Funds Deposit 11/29/21	
Five Star-628102	Savings	0.20%	\$66,953.63		As of 11/30/21 Interest Bearing Acct	

Orleans Economic Development Agency

Bank	Type of Account	Rate of Interest	Account Balances	Avail Line of Credit	Notes	
Key Bank-IDA	Checking 011750	0.00%	\$79,529.08		As of 12/31/21 Non Interest Bearing Acct	
Key Bank-PILOT	Checking 348282	0.00%	\$407,480.20		Non Interest Bearing Acct	
Key Bank-ORLF	Checking 331428	0.00%	\$19,950.49		Non Interest Bearing Acct	
Key Bank-OLRC	Checking 359047	0.00%	\$133,726.51		Non Interest Bearing Acct	
Key Bank-OLRC GAIN	Checking 1253194	0.01%	\$139,858.66		Interest Bearing Account	
Key Bank-OEDA Medina Project	Checking 1311687	0.15%	\$483.09		Interest Bearing Acct	
US BANK	WNYE Tax Stabilization Fund		\$465,942.65			11/30/2021



KeyBank
P.O. Box 93885
Cleveland, OH 44101-5885

Public Sector Statement
December 31, 2021
page 1 of 3

852011750

17 X 968 00017 R EM T1
COUNTY OF ORLEANS INDUSTRIAL
DEVELOPMENT AGENCY
121 N MAIN ST FL 2
ALBION NY 14411-1237

Questions or comments?
Call our Key Business Resource Center
1-888-KEY4BIZ (1-888-539-4249)

- O E D A -

Public Transaction Basic 852011750
COUNTY OF ORLEANS INDUSTRIAL
DEVELOPMENT AGENCY

Beginning balance 11-30-21	\$119,943.44
4 Additions	+682.01
25 Subtractions	-41,096.37
Ending balance 12-31-21	\$79,529.08

Additions

Deposits	Date	Serial #	Source	
	12-20		Deposit Branch 0290 New York	\$150.00
	12-20		Deposit Branch 0290 New York	102.00
	12-27		Deposit Branch 0290 New York	104.89
	12-29		Deposit Branch 0290 New York	325.12
Total additions				\$682.01

Subtractions

Paper Checks * check missing from sequence

Check	Date	Amount	Check	Date	Amount	Check	Date	Amount
2505	12-10	\$38.97	2511	12-10	422.61	2518	12-21	3,427.56
2506	12-10	2,111.00	2512	12-16	134.98	2519	12-20	29.13
2507	12-3	1,909.62	2513	12-15	250.00	2520	12-29	156.60
2508	12-8	87.62	*2515	12-10	152.90	*2523	12-28	40.00
2509	12-10	20.14	2516	12-20	93.00	2524	12-28	1,250.00
2510	12-13	90.98	2517	12-15	754.99			
							Paper Checks Paid	\$10,970.10

Withdrawals	Date	Serial #	Location	
	12-9		Direct Withdrawal, Paychex Payroll	\$6,491.78
	12-10		Direct Withdrawal, Paychex Tps Taxes	3,681.96
	12-10		Direct Withdrawal, Paychex Eib Invoice	271.12
	12-23		Direct Withdrawal, Paychex-Rcx Payroll	6,383.25
	12-23		Direct Withdrawal, 9102716322 Cons Coll	398.08

Reviewed by 1/3/22
[Signature]

9:03 AM
 01/03/22
 Cash Basis

Orleans Economic Development Agency
Profit & Loss Budget Performance
December 2021

	<u>Dec 21</u>	<u>Budget</u>	<u>Jan - Dec 21</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
980 · Revenues	912.22	80,800.00	466,055.01	495,400.00	495,400.00
Total Income	912.22	80,800.00	466,055.01	495,400.00	495,400.00
Gross Profit	912.22	80,800.00	466,055.01	495,400.00	495,400.00
Expense					
522 · Expenses	46,229.49	38,248.07	693,413.77	520,410.00	520,410.00
6999 · Uncategorized Expenses	0.00		119.87		
Total Expense	46,229.49	38,248.07	693,533.64	520,410.00	520,410.00
Net Ordinary Income	-45,317.27	42,551.93	-227,478.63	-25,010.00	-25,010.00
Other Income/Expense					
Other Income					
Office Space Rental	0.00		3,600.00		
Total Other Income	0.00		3,600.00		
Net Other Income	0.00		3,600.00		
Net Income	<u>-45,317.27</u>	<u>42,551.93</u>	<u>-223,878.63</u>	<u>-25,010.00</u>	<u>-25,010.00</u>

Orleans Economic Development Agency Profit & Loss Budget Performance December 2021

	Dec 21	Budget	Jan - Dec 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
800 · Revenues					
2116 · Fees (specify)					
2116.07 Administrative Fee	0.00	500.00	0.00	6,000.00	6,000.00
2116.01 · Application Fees	0.00		5,000.00		
2116.03 · Economic Development Fees	0.00	75,000.00	237,086.10	225,000.00	225,000.00
2116.04 · Consulting	430.01	5,000.00	7,209.74	55,000.00	55,000.00
2116.05 · Service Charge	230.21		230.21		
Total 2116 · Fees (specify)	<u>660.22</u>	<u>80,500.00</u>	<u>249,526.05</u>	<u>286,000.00</u>	<u>286,000.00</u>
2410 · Rental of Real Property	0.00	300.00	0.00	3,600.00	3,600.00
2706 · Grants from Local Governments					
2706.01 · Empire Zone Support	0.00	0.00	0.00	15,500.00	15,500.00
2706.02 · Grants from Local Govts - Other	0.00	0.00	205,500.00	190,000.00	190,000.00
Total 2706 · Grants from Local Governments	<u>0.00</u>	<u>0.00</u>	<u>205,500.00</u>	<u>205,500.00</u>	<u>205,500.00</u>
2770 · Other Unclassified Revenue					
2770.1 · Misc. Reimbursements	0.00	0.00	0.00	300.00	300.00
2770.2 · Misc. Income	252.00		11,028.96		
Total 2770 · Other Unclassified Revenue	<u>252.00</u>	<u>0.00</u>	<u>11,028.96</u>	<u>300.00</u>	<u>300.00</u>
Total 980 · Revenues	<u>912.22</u>	<u>80,800.00</u>	<u>466,055.01</u>	<u>495,400.00</u>	<u>495,400.00</u>
Total Income	<u>912.22</u>	<u>80,800.00</u>	<u>466,055.01</u>	<u>495,400.00</u>	<u>495,400.00</u>
Gross Profit	912.22	80,800.00	466,055.01	495,400.00	495,400.00
Expense					
522 · Expenses					
6460 · Administration					
6460.11 · Salaries & related expenses	28,027.16	21,713.25	290,277.58	260,590.00	260,590.00
6460.13 · Social Security Expense	1,721.71	1,190.00	17,736.87	14,280.00	14,280.00
6460.14 · Fed Unemp Tax Exp	0.00	25.50	193.02	306.00	306.00
6460.15 · Medicare Exp.	402.66	297.50	4,148.16	3,570.00	3,570.00
6460.17 · NYS Unemploy. Ins.	0.00	42.50	367.69	510.00	510.00
6460.18 · Disability Cnty Self-Ins	0.00	510.00	13,432.46	6,120.00	6,120.00
Total 6460.1 · Salaries & related expenses	<u>30,151.53</u>	<u>23,778.75</u>	<u>326,155.78</u>	<u>285,376.00</u>	<u>285,376.00</u>
6460.3 · Depreciation & amortization exp					
6460.31 · Deprec & amort - allowable	0.00	500.00	0.00	6,000.00	6,000.00
Total 6460.3 · Depreciation & amortization exp	<u>0.00</u>	<u>500.00</u>	<u>0.00</u>	<u>6,000.00</u>	<u>6,000.00</u>

Orleans Economic Development Agency Profit & Loss Budget Performance December 2021

	Dec 21	Budget	Jan - Dec 21	YTD Budget	Annual Budget
6460.4 · Contractual Expenses					
~4.100 · Other personnel expenses	4,963.12	3,750.00	120,395.42	45,000.00	45,000.00
~4.101 · Legal fees	0.00	0.00	960.00	2,500.00	2,500.00
~4.102 · Accounting fees	0.00	833.33	0.00	10,000.00	10,000.00
~4.103 · Consultant Services	271.12	258.33	3,864.02	3,100.00	3,100.00
~4.105 · Payroll Services	275.00	708.33	17,737.85	8,500.00	8,500.00
~4.107 · Professional fees - other					
Total ~4.100 · Other personnel expenses	5,509.24	5,549.99	142,957.29	69,100.00	69,100.00
~4.200 · Non-personnel expenses					
~4.201 · Supplies	293.78	83.33	4,445.24	1,000.00	1,000.00
~4.202 · Telephone & telecommunications	582.85	416.67	7,381.84	5,000.00	5,000.00
~4.203 · Postage, shipping, delivery	55.98	41.67	709.86	500.00	500.00
~4.204 · Equip rental & maintenance	93.00	375.00	1,679.64	4,500.00	4,500.00
~4.205 · Printing & copying	0.00	8.33	212.97	100.00	100.00
~4.206 · Books, subscriptions, reference	0.00	0.00	0.00	50.00	50.00
~4.207 · Advertising expenses	0.00	83.33	1,310.56	1,000.00	1,000.00
~4.208 · Marketing	0.00	1,666.67	43,393.02	20,000.00	20,000.00
4210 · Web Site Maintenance	0.00	83.33	0.00	1,000.00	1,000.00
Total ~4.200 · Non-personnel expenses	1,025.61	2,758.33	59,133.13	33,150.00	33,150.00
~4.300 · Occupancy expenses					
~4.301 · Rent, parking, other occupancy	4,222.00	2,111.00	25,291.00	25,332.00	25,332.00
Total ~4.300 · Occupancy expenses	4,222.00	2,111.00	25,291.00	25,332.00	25,332.00
~4.500 · Property Management Expense					
~4.700 · Travel & training	0.00	0.00	0.00	200.00	200.00
~4.701 · Travel	61.22	300.00	4,294.79	3,000.00	3,000.00
~4.702 · Conference, convention, meeting	0.00	0.00	0.00	500.00	500.00
~4.703 · Staff development	0.00	0.00	0.00	20,000.00	20,000.00
~4.704 · Meals	130.52	208.33	1,397.72	2,500.00	2,500.00
Total ~4.700 · Travel & training	191.74	508.33	5,692.51	26,000.00	26,000.00
~4.800 · Misc expenses					
~4.801 · Interest expense - general	0.00		11.00		
~4.802 · Insurance - non-employee	0.00		1,418.60		
~4.803 · Membership dues - organization	1,275.00	0.00	2,675.00	2,000.00	2,000.00
~4.805 · Outside computer services	40.00	41.67	563.25	500.00	500.00
~4.807 · Other expenses	230.21	0.00	25,896.85	100.00	100.00
~4.808 · Other Reimbursements	0.00	0.00	5.38		
~4.800 · Misc expenses - Other	156.60		44,566.85		
Total ~4.800 · Misc expenses	1,701.81	41.67	75,156.93	2,600.00	2,600.00
Total 6460.4 · Contractual Expenses	12,650.40	10,969.32	308,230.86	156,382.00	156,382.00

**Orleans Economic Development Agency
Profit & Loss Budget Performance
December 2021**

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Cash Basis

	Dec 21	Budget	Jan - Dec 21	YTD Budget	Annual Budget
6460.8 · Employee Benefits					
6460.81 · Health Insurance	3,427.56	3,000.00	59,027.13	36,000.00	36,000.00
6460.82 · Pension plan contributions	0.00	0.00	0.00	36,652.00	36,652.00
Total 6460.8 · Employee Benefits	3,427.56	3,000.00	59,027.13	72,652.00	72,652.00
Total 6460 · Administration	46,229.49	38,248.07	693,413.77	520,410.00	520,410.00
Total 522 · Expenses	46,229.49	38,248.07	693,413.77	520,410.00	520,410.00
6999 · Uncategorized Expenses	0.00		119.87		
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Net Income	-45,317.27	42,551.93	-223,878.63	-25,010.00	-25,010.00

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01/03/22

Accrual Basis

Orleans Economic Development Agency Transaction Detail by Account December 2021

Type	Date	Num	Name	Memo	Amount	Balance
200 - Cash Accounts						
200.001 - OEDA Agency Checking						
Check	12/01/2021	2505	Indoff Incorporated	Inv# 3522390 Office Supplies	-38.97	-38.97
Check	12/01/2021	2506	Village of Albion (v)	Rent for December 2021	-2,111.00	-2,149.97
Check	12/01/2021	2507	Hurwitz & Fine PC	Inv# 2024634 Legal Services throug...	-1,909.62	-4,059.59
Liabilit...	12/01/2021	2508	Health Economics Group...	Claim for D Blanchard 12.01.21	-87.62	-4,147.21
Check	12/01/2021	2509	Indoff Incorporated	Inv# 3523412 Office Supplies	-20.14	-4,167.35
Check	12/01/2021	2510	Pitney Bowes Global Fin...	Inv# 1019467659 Ink Cartridge for ...	-90.98	-4,258.33
Check	12/10/2021		Paychex	Small Business Pkg 12.10.21	-271.12	-4,529.45
Paych...	12/10/2021		Diane L Blanchard		-1,854.61	-6,384.06
Paych...	12/10/2021		Michael R Dobell		-2,077.48	-8,461.54
Paych...	12/10/2021		Gabrielle L Barone		-2,559.69	-11,021.23
Liabilit...	12/10/2021		Paychex	16-1356958, 161356958 6	-3,681.96	-14,703.19
Check	12/10/2021	2511	Key Bank	Credit Card Usage for D Blanchard	-422.61	-15,125.80
Check	12/10/2021	2512	Time Warner Cable	Internet for Computers Inv# 1247229...	-134.98	-15,260.78
Check	12/10/2021	2513	Dazzling Dust Bunnies	Office Cleaning 10/21, 12/1/21 Inv# 4...	-250.00	-15,510.78
Check	12/10/2021	2514	Medina Area Partnership	Membership Renewal for 2021	-25.00	-15,535.78
Check	12/10/2021	2515	Michael R Dobell	Mileage Reimbursement and Cell Ph...	-152.90	-15,688.68
Check	12/10/2021	2516	U.S. Bank Equipment Fin...	Inv# 459184545 Ricoh Copier Renta...	-93.00	-15,781.68
Liabilit...	12/10/2021	2517	Health Economics Group...	Last Claim for G Barone 2021	-754.99	-16,536.67
Check	12/17/2021	2518	Orleans Co. Treasurer	EDA Medical Insurance Billing for De...	-3,427.56	-19,964.23
Check	12/17/2021	2519	NTT Cloud Communicati...	INV# USINV2111185230 Conferenc...	-29.13	-19,993.36
Check	12/22/2021	2520	Wild Flour Deli & Bakery	Office Christmas Party 2021	-156.60	-20,149.96
Check	12/22/2021	2521	Village of Albion (v)	Rent for January 2022	-2,111.00	-22,260.96
Check	12/22/2021	2522	Verizon Wireless	Cell Phone Usage	-114.11	-22,375.07
Check	12/22/2021	2523	C & H PC Inc.	Inv# 16420 Remote Support 11/22/...	-40.00	-22,415.07
Check	12/22/2021	2524	NYSEDC	Inv# 12973 2022 Membersip Rene...	-1,250.00	-23,665.07
Deposit	12/22/2021			Deposit	150.00	-23,515.07
Deposit	12/22/2021			Deposit	102.00	-23,413.07
Deposit	12/22/2021			Deposit	104.89	-23,308.18
Gener...	12/23/2021	NY...		NYS Local Retirement Contribution for...	-398.08	-23,706.26
Paych...	12/24/2021		Diane L Blanchard		-1,746.10	-25,452.36
Paych...	12/24/2021		Michael R Dobell		-2,077.47	-27,529.83
Paych...	12/24/2021		Gabrielle L Barone		-2,559.68	-30,089.51
Liabilit...	12/24/2021		Paychex	16-1356958, 161356958 6	-3,623.38	-33,712.89
Check	12/29/2021	2525	Hurwitz & Fine PC	Inv# 2025805 Legal Services throug...	-933.60	-34,646.49
Check	12/29/2021	2526	Hurwitz & Fine PC	Inv# 2025806 Legal Services throug...	-403.13	-35,049.62
Check	12/29/2021	2527	Hurwitz & Fine PC	Inv# 2025807 Legal Services throu...	-1,716.77	-36,766.39
Check	12/29/2021	2528	Pitney Bowes Global Fin...	Postage Supplies Inv# 1019713994	-55.98	-36,822.37
Check	12/29/2021	2529	Indoff Incorporated	Inv# 3531091 Office Supplies Copy ...	-42.55	-36,864.92
Deposit	12/29/2021			Deposit	325.12	-36,539.80
Paych...	12/30/2021		Gabrielle L Barone		-5,404.24	-41,944.04
Liabilit...	12/30/2021		Paychex	16-1356958, 161356958 6	-3,872.46	-45,816.50
Total 200.001 - OEDA Agency Checking					-45,816.50	-45,816.50
Total 200 - Cash Accounts					-45,816.50	-45,816.50
TOTAL					-45,816.50	-45,816.50

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01/03/22

Cash Basis

Orleans Economic Development Agency
Balance Sheet Prev Year Comparison w/o PILOT
As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
200 · Cash Accounts				
200.005 · Village of Medina Project Acct	483.09	783.03	-299.94	-38.3%
200.001 · OEDA Agency Checking	74,148.12	384,573.80	-310,425.68	-80.7%
Total 200 · Cash Accounts	74,631.21	385,356.83	-310,725.62	-80.6%
Cash Restricted				
Agency 3rd Party PILOT Account	931,532.51	931,532.51	0.00	0.0%
Total Cash Restricted	931,532.51	931,532.51	0.00	0.0%
Total Checking/Savings	1,006,163.72	1,316,889.34	-310,725.62	-23.6%
Accounts Receivable				
385 · Interest & Penalties-A/R	3,097.82	3,097.82	0.00	0.0%
380 · Accounts Receivable	-54,441.68	-54,441.68	0.00	0.0%
Total Accounts Receivable	-51,343.86	-51,343.86	0.00	0.0%
Other Current Assets				
Interfund Activity	359.35	359.35	0.00	0.0%
205 · Due From OLRC	104,146.80	104,146.80	0.00	0.0%
390 · Mortgage Receivable BOMET	0.40	0.40	0.00	0.0%
480 · Prepaid expenses				
480.001 · Express Mail Corporate Account	128.45	109.52	18.93	17.3%
Total 480 · Prepaid expenses	128.45	109.52	18.93	17.3%
Total Other Current Assets	104,635.00	104,616.07	18.93	0.0%
Total Current Assets	1,059,454.86	1,370,161.55	-310,706.69	-22.7%
Fixed Assets				
101 · Land				
101.002 · Medina Business Park				
MBP Sewer System				
County Interagency Installmnt	12,565.50	12,565.50	0.00	0.0%
MBP Sewer System - Other	177,394.00	177,394.00	0.00	0.0%
Total MBP Sewer System	189,959.50	189,959.50	0.00	0.0%
101.002 · Medina Business Park - Other	99,693.65	99,693.65	0.00	0.0%
Total 101.002 · Medina Business Park	289,653.15	289,653.15	0.00	0.0%
101.003 · Holley Business Park	319,622.09	319,622.09	0.00	0.0%
101.004 · Land - Other	83,964.50	83,964.50	0.00	0.0%
Total 101 · Land	693,239.74	693,239.74	0.00	0.0%
104 · Machinery & equip	22,331.05	22,331.05	0.00	0.0%
114 · Accum deprec- Mach & equip	-22,331.05	-22,331.05	0.00	0.0%
Total Fixed Assets	693,239.74	693,239.74	0.00	0.0%
Other Assets				
Payment transfer to OLRC/ORLF	36,414.81	27,414.81	9,000.00	32.8%
399 · Deferred Outflow of Resources	80,998.00	80,998.00	0.00	0.0%
Total Other Assets	117,412.81	108,412.81	9,000.00	8.3%
TOTAL ASSETS	1,870,107.41	2,171,814.10	-301,706.69	-13.9%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
600 · Accounts payable	-21,199.63	-21,199.63	0.00	0.0%
Total Accounts Payable	-21,199.63	-21,199.63	0.00	0.0%

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01/03/22

Cash Basis

Orleans Economic Development Agency
Balance Sheet Prev Year Comparison w/o PILOT
As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change	% Change
Other Current Liabilities				
Due to LDC	25,000.00	25,000.00	0.00	0.0%
Line of Credit - M & T	35,000.00	35,000.00	0.00	0.0%
Note Payable - Current	9,203.00	9,203.00	0.00	0.0%
Loan Payable - Current	66,666.67	66,666.67	0.00	0.0%
Deferred Inflow of Resources	8,859.00	8,859.00	0.00	0.0%
604 · Cash Held on Behalf of Others	986,584.00	986,584.00	0.00	0.0%
Due to OLRC	156,917.46	156,917.46	0.00	0.0%
601 · Accrued Liabilities	7,342.12	7,342.12	0.00	0.0%
602 · Payroll Deductions				
602.100 · Company Liabilities				
602.104 · NYS Unemp. Ins. - Company	-598.52	0.00	-598.52	-100.0%
Total 602.100 · Company Liabilities	-598.52	0.00	-598.52	-100.0%
602.200 · Employee Deductions				
602.205 · NYS & Local Retirement	-9,614.26	29,621.00	-39,235.26	-132.5%
602.206 · Cafeteria Plan	2,422.67	4,405.85	-1,983.18	-45.0%
Total 602.200 · Employee Deductions	-7,191.59	34,026.85	-41,218.44	-121.1%
602 · Payroll Deductions - Other	2,452.22	1,130.00	1,322.22	117.0%
Total 602 · Payroll Deductions	-5,337.89	35,156.85	-40,494.74	-115.2%
Total Other Current Liabilities	1,290,234.36	1,330,729.10	-40,494.74	-3.0%
Total Current Liabilities	1,269,034.73	1,309,529.47	-40,494.74	-3.1%
Long Term Liabilities				
680 · Pension Liability	20,661.00	20,661.00	0.00	0.0%
Loan Payable - LT				
Cardone Trust Note Payable	9,577.96	9,577.96	0.00	0.0%
Cardone Trust - Contra	-9,203.00	-9,203.00	0.00	0.0%
Total Loan Payable - LT	374.96	374.96	0.00	0.0%
689 · Other Long Term Debt (spec)				
689.003 · Loan Payable - Orleans Co.	-37,333.32	0.00	-37,333.32	-100.0%
Total 689 · Other Long Term Debt (spec)	-37,333.32	0.00	-37,333.32	-100.0%
Total Long Term Liabilities	-16,297.36	21,035.96	-37,333.32	-177.5%
Total Liabilities	1,252,737.37	1,330,565.43	-77,828.06	-5.9%
Equity				
908 · Transfer from OLRC	531,680.00	531,680.00	0.00	0.0%
909.001 · Retained Earnings	365,691.35	138,516.14	227,175.21	164.0%
Net Income	-223,878.63	227,175.21	-451,053.84	-198.6%
Total Equity	673,492.72	897,371.35	-223,878.63	-25.0%
TOTAL LIABILITIES & EQUITY	1,926,230.09	2,227,936.78	-301,706.69	-13.5%

Orleans Economic Development Agency
Balance Sheet Prev Year Comparison w/PILOT
As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
200 · Cash Accounts				
200.005 · Village of Medina Project Acct	483.09	783.03	-299.94	-38.3%
200.001 · OEDA Agency Checking	74,148.12	384,573.80	-310,425.68	-80.7%
200.003 · OEDA PILOT Checking	407,480.20	0.00	407,480.20	100.0%
Total 200 · Cash Accounts	482,111.41	385,356.83	96,754.58	25.1%
Cash Restricted				
Agency 3rd Party PILOT Account	931,532.51	931,532.51	0.00	0.0%
Total Cash Restricted	931,532.51	931,532.51	0.00	0.0%
Total Checking/Savings	1,413,643.92	1,316,889.34	96,754.58	7.4%
Accounts Receivable				
385 · Interest & Penalties-A/R	3,097.82	3,097.82	0.00	0.0%
380 · Accounts Receivable	-54,441.68	-54,441.68	0.00	0.0%
381 · PILOT Receivable	57,486.84	57,486.84	0.00	0.0%
Total Accounts Receivable	6,142.98	6,142.98	0.00	0.0%
Other Current Assets				
Interfund Activity	359.35	359.35	0.00	0.0%
205 · Due From OLRC	104,146.80	104,146.80	0.00	0.0%
390 · Mortgage Receivable BOMET	0.40	0.40	0.00	0.0%
480 · Prepaid expenses				
480.001 · Express Mail Corporate Account	128.45	109.52	18.93	17.3%
Total 480 · Prepaid expenses	128.45	109.52	18.93	17.3%
Total Other Current Assets	104,635.00	104,616.07	18.93	0.0%
Total Current Assets	1,524,421.90	1,427,648.39	96,773.51	6.8%
Fixed Assets				
101 · Land				
101.002 · Medina Business Park				
 MBP Sewer System				
County Interagency Installmnt	12,565.50	12,565.50	0.00	0.0%
MBP Sewer System - Other	177,394.00	177,394.00	0.00	0.0%
Total MBP Sewer System	189,959.50	189,959.50	0.00	0.0%
101.002 · Medina Business Park - Other	99,693.65	99,693.65	0.00	0.0%
Total 101.002 · Medina Business Park	289,653.15	289,653.15	0.00	0.0%
101.003 · Holley Business Park	319,622.09	319,622.09	0.00	0.0%
101.004 · Land - Other	83,964.50	83,964.50	0.00	0.0%
Total 101 · Land	693,239.74	693,239.74	0.00	0.0%
104 · Machinery & equip	22,331.05	22,331.05	0.00	0.0%
114 · Accum deprec- Mach & equip	-22,331.05	-22,331.05	0.00	0.0%
Total Fixed Assets	693,239.74	693,239.74	0.00	0.0%
Other Assets				
Payment transfer to OLRC/ORLF	36,414.81	27,414.81	9,000.00	32.8%
399 · Deferred Outflow of Resources	80,998.00	80,998.00	0.00	0.0%
Total Other Assets	117,412.81	108,412.81	9,000.00	8.3%
TOTAL ASSETS	2,335,074.45	2,229,300.94	105,773.51	4.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
600 · Accounts payable	-21,199.63	-21,199.63	0.00	0.0%
Total Accounts Payable	-21,199.63	-21,199.63	0.00	0.0%

9:03 AM

01/03/22

Cash Basis

Orleans Economic Development Agency
Balance Sheet Prev Year Comparison w/PILOT
As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change	% Change
Other Current Liabilities				
Due to LDC	25,000.00	25,000.00	0.00	0.0%
Line of Credit - M & T	35,000.00	35,000.00	0.00	0.0%
Note Payable - Current	9,203.00	9,203.00	0.00	0.0%
Loan Payable - Current	66,666.67	66,666.67	0.00	0.0%
Deferred Inflow of Resources	8,859.00	8,859.00	0.00	0.0%
604 · Cash Held on Behalf of Others	986,584.00	986,584.00	0.00	0.0%
Due to OLRC	156,917.46	156,917.46	0.00	0.0%
601 · Accrued Liabilities	7,342.12	7,342.12	0.00	0.0%
602 · Payroll Deductions				
602.100 · Company Liabilities				
602.104 · NYS Unemp. Ins. - Company	-598.52	0.00	-598.52	-100.0%
Total 602.100 · Company Liabilities	-598.52	0.00	-598.52	-100.0%
602.200 · Employee Deductions				
602.205 · NYS & Local Retirement	-9,614.26	29,621.00	-39,235.26	-132.5%
602.206 · Cafeteria Plan	2,422.67	4,405.85	-1,983.18	-45.0%
Total 602.200 · Employee Deductions	-7,191.59	34,026.85	-41,218.44	-121.1%
602 · Payroll Deductions - Other	2,452.22	1,130.00	1,322.22	117.0%
Total 602 · Payroll Deductions	-5,337.89	35,156.85	-40,494.74	-115.2%
631 · Due to Other Governments				
631.001 · PILOTs payable	408,844.36	1,364.16	407,480.20	29,870.4%
Total 631 · Due to Other Governments	408,844.36	1,364.16	407,480.20	29,870.4%
Total Other Current Liabilities	1,699,078.72	1,332,093.26	366,985.46	27.6%
Total Current Liabilities	1,677,879.09	1,310,893.63	366,985.46	28.0%
Long Term Liabilities				
680 · Pension Liability	20,661.00	20,661.00	0.00	0.0%
Loan Payable - LT				
Cardone Trust Note Payable	9,577.96	9,577.96	0.00	0.0%
Cardone Trust - Contra	-9,203.00	-9,203.00	0.00	0.0%
Total Loan Payable - LT	374.96	374.96	0.00	0.0%
689 · Other Long Term Debt (spec)				
689.003 · Loan Payable - Orleans Co.	-37,333.32	0.00	-37,333.32	-100.0%
Total 689 · Other Long Term Debt (spec)	-37,333.32	0.00	-37,333.32	-100.0%
Total Long Term Liabilities	-16,297.36	21,035.96	-37,333.32	-177.5%
Total Liabilities	1,661,581.73	1,331,929.59	329,652.14	24.8%
Equity				
908 · Transfer from OLRC	531,680.00	531,680.00	0.00	0.0%
909.001 · Retained Earnings	365,691.35	138,516.14	227,175.21	164.0%
Net Income	-223,878.63	227,175.21	-451,053.84	-198.6%
Total Equity	673,492.72	897,371.35	-223,878.63	-25.0%
TOTAL LIABILITIES & EQUITY	2,335,074.45	2,229,300.94	105,773.51	4.7%



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Public Sector Statement
December 31, 2021
 page 1 of 2

852331428

X 968 0000 R EM T1
 COUNTY OF ORLEANS INDUSTRIAL
 DEVELOPMENT AGENCY
 121 N MAIN ST FL 2
 ALBION NY 14411-1237

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 1-888-KEY4BIZ (1-888-539-4249)

-ORNA-

Public Transaction 852331428
 COUNTY OF ORLEANS INDUSTRIAL
 DEVELOPMENT AGENCY

Beginning balance 11-30-21	\$18,080.12
1 Addition	+1,919.69
Net fees and charges	-49.32
Ending balance 12-31-21	\$19,950.49

Additions

Deposits	Date	Serial #	Source	
	12-27		Deposit Branch 0290 New York	\$1,919.69
Total additions				\$1,919.69

Fees and charges

Date		Quantity	Unit Charge	
12-10-21	Nov Analysis Service Chg	1	49.32	-\$49.32
Fees and charges assessed this period				-\$49.32

See your Account Analysis statement for details.

*Reviewed on 1/3/22
 DBM-Q*

Orleans Revolving Loan Fund
Balance Sheet Prev Year Comparison
As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
200 · Orleans Revolving Loan Fund	19,999.81	5,290.72	14,709.09	278.0%
Total Checking/Savings	19,999.81	5,290.72	14,709.09	278.0%
Accounts Receivable				
392 · Loan payments receivable	-1,919.69	0.00	-1,919.69	-100.0%
Total Accounts Receivable	-1,919.69	0.00	-1,919.69	-100.0%
Other Current Assets				
Loan Principal (current yr)				
Medina Hospitality LLC	15,985.39	15,985.39	0.00	0.0%
Total Loan Principal (current yr)	15,985.39	15,985.39	0.00	0.0%
Total Other Current Assets	15,985.39	15,985.39	0.00	0.0%
Total Current Assets	34,065.51	21,276.11	12,789.40	60.1%
Other Assets				
Funds Transf to OEDA/OLRC/ORLF	8,951.82	8,951.82	0.00	0.0%
ORLF Loan Principal -noncurrent				
Medina Hospitality LLC	146,232.20	160,910.47	-14,678.27	-9.1%
Total ORLF Loan Principal -noncurrent	146,232.20	160,910.47	-14,678.27	-9.1%
Total Other Assets	155,184.02	169,862.29	-14,678.27	-8.6%
TOTAL ASSETS	189,249.53	191,138.40	-1,888.87	-1.0%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	0.00	3,225.00	-3,225.00	-100.0%
Total Accounts Payable	0.00	3,225.00	-3,225.00	-100.0%
Total Current Liabilities	0.00	3,225.00	-3,225.00	-100.0%
Long Term Liabilities				
ORLF Deferred Revenue				
Allowance - Medina Hospitality	61,500.00	61,500.00	0.00	0.0%
Medina Hospitality LLC	-61,500.00	-61,500.00	0.00	0.0%
Total ORLF Deferred Revenue	0.00	0.00	0.00	0.0%
Total Long Term Liabilities	0.00	0.00	0.00	0.0%
Total Liabilities	0.00	3,225.00	-3,225.00	-100.0%
Equity				
3000 · Opening Bal Equity	1,060,322.72	1,060,322.72	0.00	0.0%
3900 · Retained Earnings	-872,409.32	-867,337.22	-5,072.10	-0.6%
Net Income	1,336.13	-5,072.10	6,408.23	126.3%
Total Equity	189,249.53	187,913.40	1,336.13	0.7%
TOTAL LIABILITIES & EQUITY	189,249.53	191,138.40	-1,888.87	-1.0%

8:49 AM
 01/03/22
 Accrual Basis

Orleans Revolving Loan Fund
Register QuickReport
 December 2021

Type	Date	Num	Memo	Account	Clr	Split	Amount
Medina Hospitality LLC							
Payment	12/27/2021	1034	ORLF Loan Pmt for Januray 2022	200 · Orleans Rev...	X	392 · Loan ...	1,919.69
Total Medina Hospitality LLC							1,919.69
No name							
Check	12/02/2021		Service Charge	200 · Orleans Rev...	X	Misc Expe...	-50.71
Total no name							-50.71
TOTAL							1,868.98

8:48 AM

01/03/22

Orleans Revolving Loan Fund
A/R Aging Summary
As of December 31, 2021

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Medina Hospitality LLC	0.00	-1,919.69	0.00	0.00	0.00	-1,919.69
TOTAL	<u>0.00</u>	<u>-1,919.69</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>-1,919.69</u>



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 P.O. Box 93885
 Cleveland, OH 44101-5885

Public Sector Statement
December 31, 2021
 page 1 of 2

852348282

X 968 00000 R EM T1

COUNTY OF ORLEANS INDUSTRIAL
 DEVELOPMENT AGENCY
 121 N MAIN ST FL 2
 ALBION NY 14411-1237

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 1-888-KEY4BIZ (1-888-539-4249)

PIAOT

Public Transaction 852348282
 COUNTY OF ORLEANS INDUSTRIAL
 DEVELOPMENT AGENCY

Beginning balance 11-30-21	\$0.00
1 Addition	+407,480.20
Ending balance 12-31-21	\$407,480.20

Additions

Deposits	Date	Serial #	Source	
	12-17		Deposit Branch 0290 New York	\$407,480.20
Total additions				\$407,480.20

Fees and charges

See your Account Analysis statement for details.

Presented 1/3/22
[Signature]

Orleans Economic Development Agency
A/R Aging Summary
As of January 3, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
A.J Piedimonte-Magc Inc.PILOT	0.00	0.00	0.00	0.00	0.00	0.00
BOMET Property LLC PILOT	3,212.47	0.00	0.00	0.00	0.00	3,212.47
Brunner International	6,780.41	0.00	0.00	0.00	0.00	6,780.41
Cottages at Troutburg LLC PILOT	65,395.01	0.00	0.00	0.00	0.00	65,395.01
Customer	0.00	0.00	0.00	0.00	0.00	0.00
Empire Fruit LLC PILOT	2,644.00	0.00	0.00	0.00	0.00	2,644.00
Falls Railroad PILOT	0.00	0.00	0.00	0.00	0.00	0.00
Holley Cold Storage PILOT	0.00	0.00	0.00	0.00	0.00	0.00
Lake Ridge Fruit	9,637.29	0.00	0.00	0.00	0.00	9,637.29
Medina Hospitality	0.00	0.00	0.00	0.00	67,500.00	67,500.00
Misc. OEDA Customers	0.00	0.00	0.00	0.00	0.00	0.00
Orleans County Treasurer	0.00	0.00	0.00	0.00	0.00	0.00
Pride Pak Inc PILOT	6,494.67	0.00	0.00	0.00	0.00	6,494.67
Quorum Group LLC. PILOT	11,731.20	0.00	0.00	0.00	0.00	11,731.20
Quorum/Takeform PILOT	5,701.67	0.00	0.00	0.00	0.00	5,701.67
Save Holley High LLC	3,446.63	0.00	0.00	0.00	0.00	3,446.63
Village of Holley (c)	0.00	0.00	0.00	0.00	0.00	0.00
Waddington North America Inc./PPP	40,493.42	0.00	0.00	0.00	0.00	40,493.42
Western New York Energy LLC PILOT	387,595.00	0.00	0.00	0.00	0.00	387,595.00
TOTAL	543,131.77	0.00	0.00	0.00	67,500.00	610,631.77

OEDA Board Notes

January 14, 2022

- Master Budget:
- Spring MAP Class 2022
- Diane reported the Spring MAP class starts on April 5th to June 14.

Grants:

The Lockstone for \$12,000
Eventageous Media & Marketing for \$12,000
Upscale Overstock for \$15,000
Woodams Twisted Vines for \$15,000
Pretty Sweet Bakery for \$15,000
Studio 11 for \$15,000
Lyric & Lizzy Boutique for \$15,000
Last Call Cocktail Co. for \$15,000
Laura Loxley Vintage Inspired Goods for \$20,000

The next two grants to be processed are Horsin 'Around for \$15,000 and Wildflower Deli & Bakery for \$21,000 for a total of \$170,000.

- Revolving Loan Fund:
- Loans Status: Printed reports from 12/10/21 are available for review.
 - Total funds in RLF Account as of 12/31/21
 - \$4908.97---HUD unrestricted fund
 - \$66,953.63---Unrestricted Money Market Account.

Each of the 13 sites will offer tests by appointment, as well as walk-ins. Upon launch, all sites will offer RT-PCR testing. Rapid antigen and rapid PCR tests will also be available within a few days of opening, Hochul's office said.

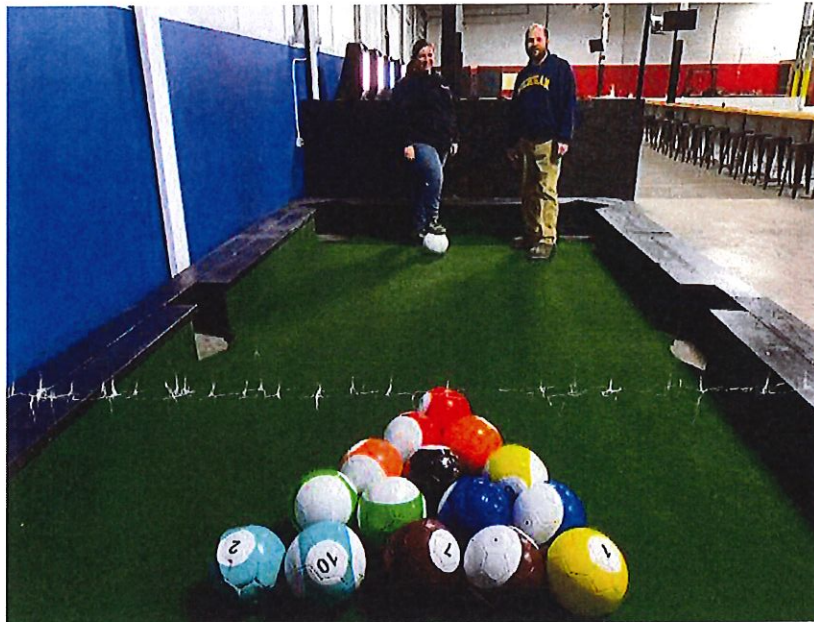
Starting on Monday, New Yorkers can make an appointment for a Covid-19 test by clicking [here](#).

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Dubby's to debut new location featuring many indoor tailgate games

By Tom Rivers, Editor Posted 24 December 2021 at 12:32 pm

'Fowling' and 'soccer pool' among the activities at 10,000 square-foot warehouse in Albion

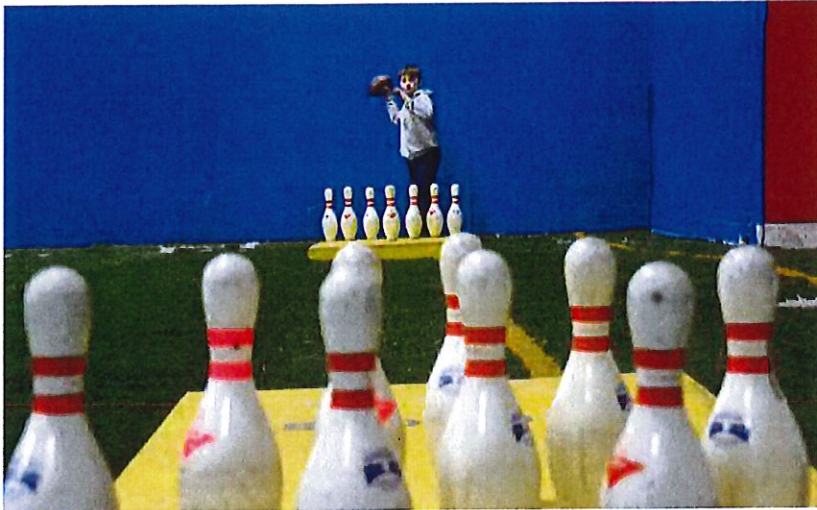


Photos by Tom Rivers

ALBION – Rebecca and Brian Alexander are shown with one of their new games – “soccer pool” – that will be offered at [Dubby's Tailgate at 165 Platt St. in Albion.](#)

The couple has operated the popular Dubby's Wood Fired Pizza the past three years. They will continue to run that mobile business while starting a new venture next week.

[Dubby's Tailgate will open on Wednesday from 3 to 10 p.m. with many backyard or tailgate games at a 10,000 square-foot warehouse previously used by Helena.](#)



Barret Alexander, 10, eyes the bowling pins as he gets ready to throw a football about 30 feet. "Fowling" combines football and bowling in one of the games offered at Dubby's Tailgate.

There are nine sets of throwing lanes on the artificial turf. Cornhole will also be available.



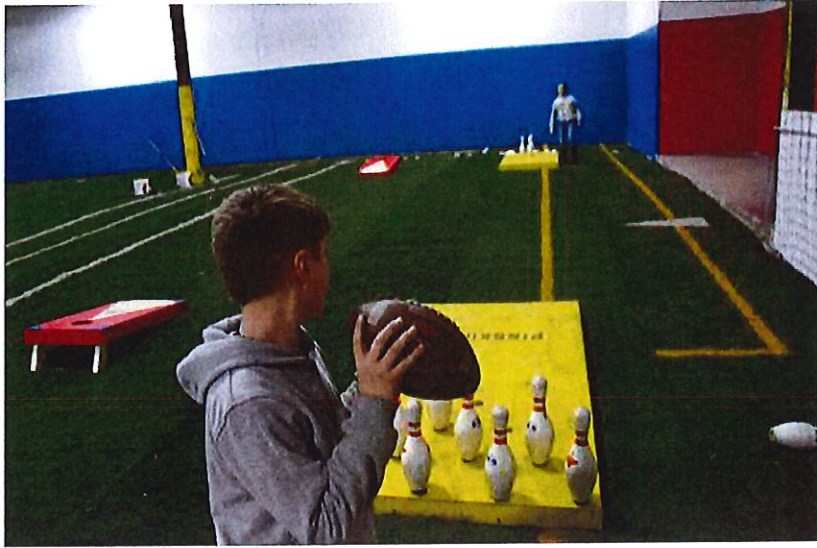
Dubby's Tailgate has Skee-ball and four dart boards.

The Alexanders say the business will be "a house of competition" for people to have fun indoors.

They will have the games ready next week, with a restaurant offering pizza and alcohol in the spring. For now the food options will be snacks and soda.

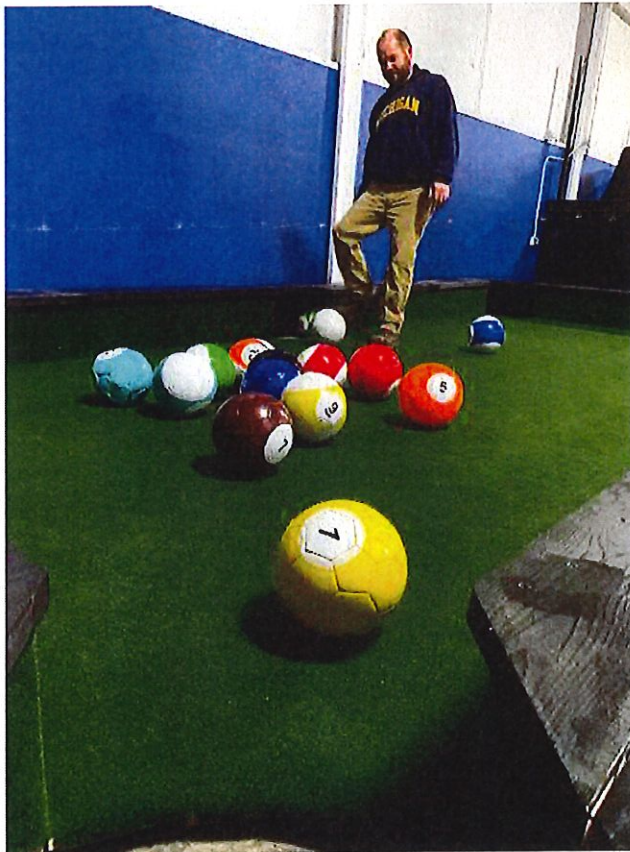
Brian and Rebecca are Carlton residents. They looked at sites in Brockport and Batavia for the business but decided on Albion, where they said the community has been very supportive of their mobile pizza business.

"Albion is where we started," Rebecca said. "The community has been so welcoming."



Barret Alexander gets ready to throw the football in a game of "fowling" against his sister, Abigail, 11.

The person who knocks down all of the pins first is the winner.



Brian Alexander tries soccer pool, where players use a soccer ball to knock balls in the pockets. Players can do trick shots, kicking the ball over some balls to hit the target.

Alexander, a civil engineer, built many of the games and tables with some help from friends. He repurposed bowling lanes for tables at Dubby's Tailgate.



Pinball machines are among the activities at the new business.

Dubby's Tailgate charges a \$5 admission and then different costs for games, although some are free. Soccer pool is \$30 an hour for groups of up to six. Fowling is \$10 for unlimited play.

The venue will have 17 televisions, including two giant TVs. The Alexanders also want to display faces of community members to create the feeling of being in an arena.

They also plan to use the large parking lot to host events, including truck shows where people are welcome to cruise in and stay with their tailgates down.

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Approved: 01/14/22

2022 New York State Local Public Authority Mission Statement and Measurement Report
County of Orleans Industrial Development Agency

Local Public Authority Name: County of Orleans Industrial Development Agency (COIDA)
d/b/a Orleans County Economic Agency (OEDA)

Fiscal Year: January 1, 2022 – December 31, 2022

Enabling Legislation: Industrial development agencies (“IDAs”) are formed under Article 18-A of New York State General Municipal Law, as public benefit corporations. IDAs were created to actively promote, encourage, attract and develop job and recreational opportunities and economically-sound commerce and industry in cities, towns, villages and counties throughout New York State (the “State”). IDAs are empowered to provide financial assistance to private entities through tax incentives in order to promote the economic welfare, prosperity and recreational opportunities for residents of a municipality (“Benefited Municipality”).

Mission Statement: Our mission is to create and retain employment opportunities, enhance general prosperity and economic welfare of the people of Orleans County. This mission is accomplished through the financing, development, sponsorship, acquisition, construction and equipping of economic development projects.

2022 Measurements:

1. Secure Capital Investment Commitments
 - a. Goal: \$ 1,000,000
2. Secure Job Creation Commitments
 - a. Goal: 50 jobs.
3. Secure funding commitments for shovel-ready parks and sites
 - a. Goal: \$ 50,000

Authority Stakeholder(s): Orleans County

Authority Beneficiaries: The residents and taxing jurisdictions of Orleans County

Authority Customers: The Business Community of Orleans County

Authority self-evaluation of prior year performance (based upon established measurements):
To be provided by March 31, 2023 related to 2022 performance.

Governance Certification:

1. Have the board members acknowledged that they have read and understood the mission of the public authority?
Board of Directors Response: **Yes**
2. Who has the power to appoint management of the public authority?
Board of Directors Response: **Board**
3. If the Board appoints management, do you have a policy you follow when appointing the management of the public authority.

Approved: 01/14/22

Board of Directors Response: **Yes**

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

Board of Directors Response: **The role of the Board regarding the implementation of the public authority's mission is to provide strategic input, guidance, oversight, mission authorization, policy setting and validation of the authority's mission, measurements and results. The role of management is to collaborate with the board in strategy development / strategy authorization and to implement established programs, processes, activities and policies to achieve the public authority's mission.**

5. Has the Board acknowledged that they have read and understood the response to each of these questions?

Board of Directors Response: **Yes**

2021 COIDA

Confidential Evaluation of Board Performance

Criteria	Agree	Somewhat Agree	Somewhat Disagree	Disagree
Board members have a shared understanding of the mission and purpose of the Authority.				
The policies, practices and decisions of the Board are always consistent with this mission.				
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.				
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.				
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.				
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence, pressure or self-interest.				
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.				
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.				
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.				
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.				
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.				
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.				
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.				
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.				
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.				
Board members demonstrate leadership and vision and work respectfully with each other.				

Date Completed: _____

m0419-05

RESOLUTION OF THE COUNTY OF ORLEANS INDUSTRIAL DEVELOPMENT AGENCY AUTHORIZING THE CONSTRUCTION AND EQUIPPING OF AN APPROXIMATELY 31,000+/- SQUARE FOOT HOTEL FACILITY BY MEDINA HOSPITALITY, LLC TO BE LOCATED AT 11591 MAPLE RIDGE ROAD IN THE VILLAGE OF MEDINA, NEW YORK FOR LEASE TO THE AGENCY AND SUBSEQUENT LEASE TO MEDINA HOSPITALITY, LLC, THE EXECUTION OF LEASE AGREEMENTS, A NON-STANDARD PILOT AGREEMENT AND THE TAKING OF OTHER ACTIONS.

WHEREAS, the County of Orleans Industrial Development Agency (the "Agency") is authorized under the laws of the State of New York, and in particular the New York State Industrial Development Agency Act, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended, and Chapter 918 of the 1971 Laws of New York, as amended (collectively, the "Act"), to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial and research facilities and thereby advance the job opportunities, general prosperity and economic welfare of the people of the State of New York and to improve their prosperity and standard of living; and

WHEREAS, Medina Hospitality, LLC, for itself or for related individuals or entities (the "Company"), has entered into negotiations with officials of the Agency with respect to the construction and equipping by the Agency without the proceeds of a bond issue of a 58-room hotel (the "Project") and conveyance of the Project pursuant to a lease of the Project to the Company, such Project to be located at 11591 Maple Ridge Road, Medina, New York (the "Premises"); and

WHEREAS, the Company has submitted an application and other materials and information (collectively, the "Application") to the Agency to initiate the accomplishment of the above; and

WHEREAS, the Application sets forth certain information with respect to the Company and the Project, including the following: that the Company desires Agency financing for a 58-room Cobblestone Inn & Suites Hotel located at 11591 Maple Ridge Road, Medina, New York, for hotel and hospitality purposes, all at a cost of \$6,750,000.00; that the Company anticipates that twelve (12) new full-time equivalent jobs will be created as a result of the Project at the end of three (3) years of operation thereof; that (i) there will be no substantial adverse disruption of existing employment of facilities of a similar nature in the Village of Medina or the County of Orleans, (ii) the Project will provide substantial employment and substantial capital investment, and (iii) that if Agency financing is disapproved, the Company would likely not proceed with the Project; and that, therefore, Agency financing is necessary to encourage the Company to proceed with the Project in the Village of Medina; and

WHEREAS, the Agency has reviewed the Application and a cost-benefit analysis with respect to the Project, including the extent to which the Project will create permanent, private-sector jobs, the value of the real property tax abatement to be provided, the amount of private sector investment generated or likely to be generated by the Project, the likelihood of accomplishing the

proposed Project in a timely fashion, the extent to which the proposed Project will provide additional sources of revenue for the municipalities and school district and other public benefits that might occur as a result of the Project; and

WHEREAS, based upon the Application, the Agency has determined that the Project includes facilities or property which will be primarily used in making retail sales (as defined in Section 862(2) of the New York General Municipal Law) to customers who personally visit such facilities and that the Agency is permitted to provide financial assistance with respect to the Project because (i) the predominant purpose of the Project would be to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the Village of Medina because of a lack of reasonably accessible retail trade facilities offering such goods or services, and (ii) the Project is located in a "highly distressed area" as such term is defined in Section 862(2)(b) of the General Municipal Law; and

WHEREAS, the Agency further finds, based on the Application, that the Project will serve the public purpose of Article 18-A of the General Municipal Law by preserving permanent, private sector jobs or increasing the overall number of permanent, private sector jobs in New York State; and

WHEREAS, the Company has requested that the Agency consider entering into an agreement for payment in lieu of taxes ("PILOT") that deviates from the Agency's standard PILOT schedule set forth in the Agency's Uniform Tax Exemption Policy (the "UTEP"); and

WHEREAS, in accordance with paragraph D of the UTEP, the Agency may determine, on a case-by-case basis, to deviate from its standard PILOT schedule for a project that is expected to have significant impact in the locality where it is located; and

WHEREAS, the Agency determines that the Project will have a significant impact in the Village of Medina, New York; and

WHEREAS, pursuant to Section 874(4)(b) of the General Municipal Law and the UTEP, the Agency duly issued a notice of deviation to the affected taxing jurisdictions in connection with the proposed non-standard PILOT agreement for the Project; and

WHEREAS, after the giving of all required notices (including published notice), the Agency held a public hearing on the Project on April 1, 2019, and has considered all oral and written presentations made at or in connection with said public hearing; and

WHEREAS, the Agency desires to encourage the Company with respect to the consummation of the Project, if by doing so it is able to induce the Company to proceed with the Project; and

WHEREAS, the Company has not yet determined whether it will provide the funds necessary to complete the Project by using its own funds or by obtaining a conventional loan from a third party, and if the Company will finance the Project with funding from a third party the Company has requested that the Agency execute any and all documents required by the parties,

including any collateral mortgages on the Project given to secure a loan(s) obtained by the Company to finance the cost of the Project; and

WHEREAS, the Company has completed and submitted to the Agency Part 1 of an Environmental Assessment Form ("EAF") in accordance with the provisions of the State Environmental Quality Review Act and regulations adopted pursuant thereto (collectively, "SEQRA"); and

WHEREAS, the Agency has completed Part 2 of the EAF and has considered the proposed Project and reviewed the EAF and the criteria set forth in SEQRA in order to determine whether the Project will have a significant effect on the environment and wishes to make the findings required of an agency under SEQRA.

NOW, THEREFORE, THE COUNTY OF ORLEANS INDUSTRIAL DEVELOPMENT AGENCY HEREBY RESOLVES AS FOLLOWS:

Section 1. The Agency hereby resolves that the proposed Project will not have a significant impact on the environment for the reasons more particularly set forth in the negative declaration prepared by the Agency and, in accordance with SEQRA, hereby adopts such negative declaration with regard to the Project.

Section 2. The Project is described in the recitals to this Resolution. The financial assistance (the "Financial Assistance") to be provided by the Agency in connection with the Project includes (i) an exemption from sales and use taxes for building materials and machinery, equipment, fixtures and furnishings purchased for incorporation into or use at the Project location having a total cost not to exceed \$2,507,000.00, (ii) an exemption from mortgage recording taxes for one or more mortgages having a principal amount not to exceed \$5,500,000.00, and (iii) a ten-year abatement from real property taxes in accordance with the non-standard payment in lieu of tax schedule set forth in Schedule A attached hereto. The payment in lieu of tax arrangement shall be set forth in a Payment in Lieu of Real Estate Taxes Agreement to be entered into between the Agency and the Company (the "PILOT Agreement").

Section 3. The Agency hereby determines that the Project and the financing thereof by the Agency pursuant to the New York State Industrial Development Agency Act will promote and is authorized by and will be in furtherance of the policy of the State as set forth in said Act. The Agency has considered (i) the amount of private sector investment that is likely to be generated by the Project, (ii) that the real property at which the Project will be located is currently vacant land exempt from taxation and the extent to which the Project will provide additional sources of revenue for the affected taxing jurisdictions, (iii) that the Project will create twelve permanent private sector jobs, and (iv) other economic factors regarding the Project. Based on the foregoing, the Agency hereby determines that the Project is expected to have a significant impact in the Village of Medina, New York, and accordingly the aforementioned deviation from the Agency's standard PILOT schedule is warranted. The Agency further finds, based on the Application, that the Project will serve the public purpose of Article 18-A of the General Municipal Law by creating permanent, private sector jobs.

Section 4. The Agency further determines that the Project will be used in making retail sales to customers who visit the Project and would be considered a "retail facility." However, based upon the Application and supporting documentation submitted by the Company, the Agency hereby determines that the Agency is permitted to provide financial assistance with respect to the Project because the predominant purpose of the Project would be to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the city, town or village within which the proposed project would be located because of a lack of reasonably accessible retail trade facilities offering such goods or services, as evidenced by the following information contained in the application and otherwise provided to the Agency: there are currently no nationally-branded hotels located in the Village of Medina or in Orleans County. The Project will result in the construction and operation of a nationally-branded Cobblestone Inn & Suites Hotel in the Village of Medina. In addition, the place where the Project will be located is part of a census tract that meets the definition of a "highly distressed area" and is therefore eligible to receive financial assistance from the Agency pursuant to Section 862(2)(b) of the General Municipal Law.

Section 5. The Agency hereby authorizes the Company, as agents for the Agency, to proceed with the Project as herein authorized. The Agency is hereby authorized to acquire an interest in the Project site and the buildings thereon, if any, and to make renovations or additions thereto. The Company is authorized to proceed with the acquisition and construction of the Project as set forth in any Project Assistance Agreement, the Agency Lease Agreement or Installment Sale Contract (as hereinafter defined).

Section 6. The Chairman, Vice Chairman, Secretary, Treasurer, and any Assistant Secretary of the Agency, the CEO/CFO and other appropriate officials of the Agency and its agents and employees, are hereby authorized and directed to do and cause to be done any and all acts and things necessary or proper for carrying out this Resolution and to complete the Project in cooperation with the Company.

Section 7. The Company is authorized, as agents of the Agency, to initiate the construction of a building or building addition constituting the Project, and the acquisition of machinery and equipment which will be a part thereof or will be used in connection therewith, and to advance such funds as may be necessary to accomplish such purposes. The designation of the Company as agent hereunder is limited to purchases of sales-taxable tangible personal property and services in connection with the Project which do not exceed a total cost of \$2,507,000.00 and shall not apply to any other purchase by the Company or any operating expenses of the Company. The Company shall report to the Agency, at such times as the Agency shall require, or as may otherwise be prescribed by the Commissioner of the New York State Department of Taxation and Finance (the "Commissioner"), the value of all sales and use tax exemptions claimed by the Company or agents of the Company or any operators of the Project, including, but not limited to, consultants or subcontractors of such agents or Project operators under the authority granted pursuant to this Resolution. A failure to report may result in the revocation of the designation of the Company as agent and repayment of any sales and use tax exemptions claimed.

Section 8. The Agency is hereby authorized to enter into a Project Assistance Agreement with respect the provision of the Financial Assistance authorized herein (the "Project

Assistance Agreement”), to acquire an interest in the Project site and construct a facility thereon, and execute and deliver a lease by the Company to the Agency (the “Company Lease”), an Agency Lease Agreement (the “Agency Lease Agreement”) or Installment Sale Contract (the “Installment Sale Contract”) between the Agency and the Company, the PILOT Agreement, and such other documents as may be necessary to fulfill the intent of the parties to the transaction (collectively, the “Project Documents”), in form satisfactory to Agency counsel. The Chairman, Vice Chairman, Executive Director, Secretary, Treasurer, any Assistant Secretary and the CEO/CFO are each authorized to execute such documents and to make or approve such amendments or modifications to the Project Assistance Agreement, Company Lease, the Agency Lease Agreement, Installment Sale Contract, the PILOT Agreement and such other documents executed and delivered in connection therewith as they deem necessary under the circumstances provided, however, that such modifications do not materially alter the risk to the Agency.

Section 9. In the event the Company obtains one or more conventional loans to finance the cost of the Project or which will otherwise be secured by a lien on the Project, the Agency is hereby authorized to execute and deliver to the lender(s) one or more collateral mortgages (“Mortgage Agreement”) on the Project given to secure such loans, and such other documents as may be necessary to fulfill the intent of the parties to the transaction in form satisfactory to Agency counsel, provided that the aggregate amount of such mortgages shall not exceed \$5,500,000.00. The Chairman, Vice Chairman, Executive Director, Secretary, Treasurer, any Assistant Secretary and the CEO/CFO are each authorized to execute such collateral mortgages and to make or approve such amendment(s) or modifications to such collateral mortgages and other documents executed and delivered in connection therewith as they may deem necessary under the circumstances, provided, however, that such modifications do not materially alter the risk to the Agency.

Section 10. Any such action heretofore taken by the Company initiating the acquisition, installation and construction of the Project is hereby ratified, confirmed and approved.

Section 11. Any expenses incurred by the Agency with respect to the Project and the financing thereof shall be paid by the Company. By acceptance hereof, the Company agrees to pay such expenses and further agrees to indemnify the Agency, its members, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency with respect to the Project and the financing thereof.

Section 12. In the event a lease is not executed between the Company and the Agency by the expiration date of this Resolution (as such date may be extended as provided herein) or the termination of this Resolution, the Company shall then be required to pay all sales taxes which would have been levied in connection with the acquisition, construction and installation of all improvements of the real property and the machinery and equipment which constitute the Project, as if the Agency did not have an interest in the Project from the date the Company commenced its acquisition, construction and installation. In addition, in the event, because of the involvement of the Agency, the Company claims an exemption from state sales or use tax in connection with the Project, and such exemption is claimed with respect to property or services not authorized hereunder, or which exemption is in excess of the amounts authorized hereunder, or is otherwise not permitted under this Resolution, or if the Company shall fail to comply with a material term or

condition regarding the use of property or services acquired by the Company as agent for the Agency as set forth in this Resolution or in any document authorized hereunder, then the Company shall each be required to remit to the Agency an amount equal to the amount of state sales and use taxes for which such exemption was improperly claimed. A failure to remit such amounts may result in an assessment against the Company by the Commissioner of state sales and use taxes, together with any relevant penalties and interest.

In addition to the foregoing, in the event the Agency determines that Company is in violation of a material term, or in the event that the Company closes the Project or relocates its operations to a location outside of the Village of Medina within the time period during which the Company is receiving Financial Assistance from the Agency or in the event the Agency determines, in its judgment, that the Company knowingly and intentionally submitted false or intentionally misleading information in its application to the Agency or in any report or certification submitted to the Agency for the purpose of obtaining or maintaining any Financial Assistance from the Agency (each referred to herein as a "Recapture Event"), the Agency may, in accordance with its policies and procedures then in effect, (i) revoke the designation of the Company and any agents of the Company (including, but not limited to, consultants, sub-contractors or equipment lessors of the Company) as agents for the Agency in connection with the Project and terminate the exemption from New York State and local sales and use taxes conferred with respect to the Project and/or (ii) require that the Company, commencing with the tax fiscal year next following such Recapture Event make payments in lieu of taxes on the Project with respect to all applicable taxing authorities in such amounts as would be payable as real estate taxes levied on the Project if the Agency did not have an interest in the Project or otherwise modify the amount or terms of any Financial Assistance being provided by the Agency in connection with the Project and/or (iii) require that the Company pay to the Agency an amount equal to all or a portion (as determined by the Agency in its discretion) of the total value of (x) all sales tax exemptions claimed by the Company and any agents of the Company, including, but not limited to, consultants, sub-contractors, or any equipment lessors of the Company under the authority granted under this Resolution and the Project Assistance Agreement, (y) any exemption from real estate taxes received by reason of the Agency's leasehold interest in the Project and/or (z) any exemption from mortgage recording tax received by reason of the Agency's involvement with the Project. If the Agency makes any of the foregoing determinations and requires a repayment of all or a portion of the Financial Assistance received by the Company, the Company shall (i) cooperate with the Agency in its efforts to recover or recapture any or all Financial Assistance obtained by the Company and (ii) promptly pay over any or all such amounts to the Agency that the Agency demands in connection therewith. Upon receipt of such amounts, the Agency shall then redistribute such amounts to the appropriate affected tax jurisdiction(s) unless otherwise agreed to by any affected tax jurisdiction.

Section 13. The Agency has made and makes no representation or warranty whatsoever, either express or implied, with respect to the merchantability, condition, environmental status, fitness, design, operation or workmanship of any part of the Project, its fitness for any particular purpose, the quality or capacity of the materials in the Project, or the suitability of the Project for the Company's purposes or needs. The Company is satisfied that the Project is suitable and fit for its purposes. The Agency shall not be liable in any manner whatsoever to anyone for any loss, damage or expense of any kind or nature caused, directly or indirectly, by the Project property or the use or

maintenance thereof or the failure of operation thereof, or the repair, service or adjustment thereof, or by any delay or failure to provide any such maintenance, repairs, service or adjustment, or by any interruption of service or loss of use thereof or for any loss of business howsoever caused, and the Company hereby indemnifies and holds the Agency harmless from any such loss, damage or expense.

Section 14. Should the appropriate officers of the Agency determine, in their absolute discretion, that there is reason to believe that the activities of any past or present owner or operator of the Premises have resulted in the generation of any "hazardous substance" (as the term has been defined from time to time in any applicable federal or state law, rule or regulation), or that any party has stored, disposed or released any such substance on the Premises or within a one (1) mile radius thereof, the Agency shall be under no obligation to enter into a lease as contemplated by this Resolution.

Section 15. No covenant, stipulation, obligation or agreement herein contained or contained in the Project Documents, Mortgage Agreement or other documents, nor the breach thereof, shall constitute or give rise to or impose upon the Agency a pecuniary liability or a charge upon its general credit, nor shall be deemed to be a covenant, stipulation, obligation or agreement of any member, officer, agent or employee of the Agency in his or her individual capacity.

Section 16. Should the Agency's participation in the Project be challenged by any party, in the courts or otherwise, the Company shall defend, indemnify and hold harmless the Agency and its members, officers and employees from any and all losses arising from any such challenge including, but not limited to, the fees and disbursements of the Agency's counsel. Should any court of competent jurisdiction determine that the Agency is not authorized under Article 18-A of the General Municipal Law to participate in the Project, this Resolution shall automatically become null, void and of no further force and effect (except for the obligations in this Section 16), and the Agency shall have no liability to the Company hereunder or otherwise.

Section 17. This Resolution shall take effect immediately and shall continue in full force and effect for one (1) year from the date hereof and on or after such one (1) year anniversary, the Agency may, at its option (a) terminate the effectiveness of this Resolution (except with respect to the obligations of the Company pursuant to Sections 11, 12 and 16 of this Resolution which shall survive any expiration or termination) or (b) allow the Company additional time in which to close the transactions contemplated by this Resolution based upon affirmative actions taken by the Company to complete such transactions. Upon any allowance of additional time to close, the Agency may charge the Company an extension fee in accordance with the Agency's fee schedule.

Section 18. This Resolution is subject to and contingent upon confirmation of the proposed actions by the Agency set forth herein by the chief executive officer of Orleans County.

The above resolution was moved for adoption by Skip Draper
and seconded by John Misiti.

ROLL CALL VOTE:

	<u>Yes</u>	<u>No</u>	<u>Absent</u>	<u>Abstain</u>
Carol D'Agostino	[✓]	[]	[]	[]
E. John DeFilipps	[✓]	[]	[]	[]
Kenneth DeRoller	[✓]	[]	[]	[]
Merle Draper	[✓]	[]	[]	[]
Paul Hendel	[✓]	[]	[]	[]
John Misiti	[✓]	[]	[]	[]
Kenneth Rush	[✓]	[]	[]	[]

ACCEPTED AND AGREED TO: _____, 2019

MEDINA HOSPITALITY, LLC

By: _____

Name: Todd W. Hanes
Title: Manager