



COIDA Board Meeting Agenda

Friday April 08, 2022 8:00 AM

Updated 04/04/22

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**
 - *March 04, 2022 (Electronic) – Motion*
- **Financial** – Michael Dobell
 - *COIDA/ORLF Accept Monthly Financials (Finance Package) – Motion*
 - *Consider the acceptance of the 2021 Financial/ Audit Report for COIDA - 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**
 - *Consideration for the approval of the 2021 Investment Report – Motion*
 - *Consideration for the approval of the Real Property acquisition Policy – Motion*
 - *Consideration for the approval of the Audit Committee Charter - Motion*
- **Adjournment**

OEDA Board Notes

April 8, 2022

- Master Budget:
- Spring MAP Class 2022
- Diane reported the Spring MAP class started on April 5th and ends on June 14. 13 participants are in the class. The class is at the Arnold Gregory Building.

Grants:

The last drawdown for the grant funds were received. The grant monies were for 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 03/10/22 are available for review.
 - Total funds in RLF Account as of 03/31/22
 - \$8,835.91---HUD unrestricted fund
 - \$79,537.52---Unrestricted Money Market Account.

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The clinic is available for everyone ages 5 and older. Those under 18 will require the presence of a parent or guardian. After testing, the eyeglass lenses will be sent out for grinding and insertion into your chosen eyeglass frames. When your eyeglasses are ready, you will be contacted by a Lyndonville Lions Club member that they are ready to be picked up. No gimmicks or strings attached.

The Lyndonville Lions are proud to host this extraordinary event. We remind everyone that this clinic will only be held for one day this year in Orleans County. The clinic will not return again until next year.

"The Lions historical mission centered around sight and vision," said Darren Wilson, the club president. "Thus, this eye clinic provides our Lyndonville Lions an opportunity to return to our roots and that original core focus."

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New Comfort Inn hotel in Medina opens today



Photos by Tom Rivers: The new Comfort Inn in Medina unofficially opens today. This photo from Wednesday evening shows Medina Sandstone Society members in the lobby and front desk area. Teddy Rhim, a Medina native and general manager of the new Comfort Inn, is shown near the front desk with clerk Robin Boyle of Waterport.

Posted 18 March 2022 at 9:02 am

By Ginny Kropf and Tom Rivers

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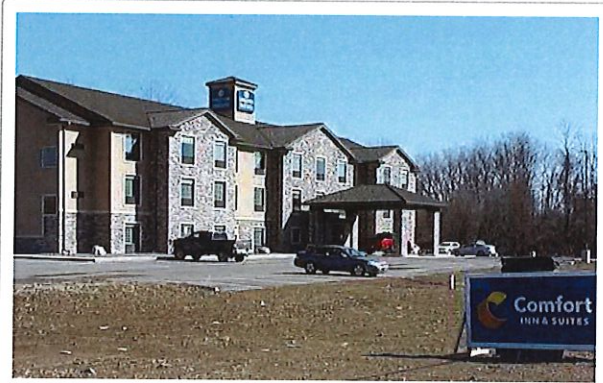


Photo by Ginny Kropf: The hotel on Maple Ridge Road is branded is a Comfort Inn & Suites. It is owned by Medina Hospitality, a group of investors from the St. Mary's, Pa. area.

MEDINA – A new hotel with a national brand opens unofficially today on Maple Ridge Road. The site already has many reservations throughout the year, with people taking rooms while in the area for weddings and other events, said Teddy Rhim, general manager.

“The phone has been ringing off the hook,” Rhim said. “And the meeting room is selling like crazy.”

Rhim and Todd “Booka” Hanes, one of the owners of the hotel, hosted the Medina Sandstone Society on Wednesday evening for their annual meeting. There is a display about Medina Sandstone in the front lobby. Some local Medina photos also are on the wall in the meeting room.

The hotel has 58 rooms, which include seven suites. Supply chain issues delayed the opening, but the last piece, installing cable for all of the televisions in the rooms, is now complete.

During Wednesday’s Sandstone Society meeting, Hanes unveiled the name of the meeting room as Charmtowne. He picked that name in honor of a Medina business run by Sara Calandra, mother of Gabrielle Barone.

Barone is vice president of business development for the Orleans Economic Development Agency. She pursued Hanes and his team of investors to build in Medina.

Hanes said the hotel wouldn’t be their without her encouragement – and persistence.

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Todd "Booka" Hanes, one of the owners of Comfort Inn & Suites on Maple Ridge Road in Medina, is shown in one of the 58 rooms at the hotel. The Comfort Inn also has many reservations later in the year, especially among people going to weddings.

Barone had long been confident a hotel could be located in Orleans County. A feasibility study showed a hotel would in the Medina Business Park would be a success.

In 2016, Barone was on a plane going to a hotel conference in Milwaukee, when she was seated next to Hanes, a hotel developer in St. Mary's, Pa. Hanes said they also stayed at the same hotel and had the same adjacent seats on the plane going home, allowing a lot of time for conversation.

"Gabrielle told me she wanted a hotel in Orleans County and was looking for a developer," Hanes said Wednesday night, as he prepared for today's soft opening of the Comfort Inn. "I told her when our project in St. Mary's was done, if she had not found a developer to contact me."

The rest is history. Barone was invited to the grand opening of Hanes' hotel in St. Mary's, and Kathy Blackburn accompanied her.



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Booka Hanes pulls off the cover of the photo of Charmtowne, a ladies' clothing store on Main Street that operated for 15 years beginning in the late 1950s by Sara Calandra. Charmtowne will be the name for the hotel's meeting/conference room. Teddy Rhim, left, will be the hotel's general manager.

Hanes and several of his partners came to Orleans County, and subsequent meetings took place with then EDA director Jim Whipple, Barone and Medina mayor Mike Sidari. Medina Hospitality, the group Hanes and his partners had formed for their new hotel, broke ground on what would become the Comfort Inn in May 2019. They were 70 percent complete when the pandemic hit 10 months later.

"All construction was shut down," Hanes said. "When we could, we got a waiver, but contractors in other states had to quarantine for two weeks when they came into the state, and their employers did not want to pay them to sit around for two weeks."

And so, construction stalled.

"It took a long time to put the train back on the tracks," Hanes said. "The last few months we had issues with the supply chain, making it hard to get supplies."



Booka Hanes unveils the photo of Charmtowne, which was operated by Gabrielle Barone's mother. Hanes said Barone, the vice president of business development for the Orleans Economic Development Agency, was influential in convincing the development team to bring the hotel to Medina. She worked with the developers during construction challenges in the past two years of the Covid pandemic, including the supply chain shortages. "Thank you for being with us since the beginning and helping us work through the challenges," Hanes told Barone.

Barone is thrilled with the makeup of Comfort Inn's developers, Medina Hospitality, all of whom she said are regular, working individuals. This includes a lawyer, accountant and tool and die maker, as well as his brother, who worked for a high-end men's clothing store.

Hanes was a restaurant owner, whose business had burned in St. Mary's. While he waited for his insurance settlement, the city decided to create a re-development area on the block and offered to build a hotel next to Hanes' restaurant if would give up his land.

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But things moved so slow, the development fell through, so Hanes purchased another plot of ground. Then a man who was going to build a hotel couldn't get funded and the city asked Hanes why he didn't build one.

"I knew I couldn't do it on my own, so I started asking friends and family," he said.

The general partners now are Hanes, John Schatz and Mike Faulk, with Hanes as managing partner of Medina's Comfort Inn.



Gabrielle Barone praised the commitment from Hanes and his team to bring the project to Medina. She also said she had her first job in her mother's store when she was 13. "We want to thank you both for being here," she said to Hanes and Rhim.

Hanes has hired a Medina native Teddy Rhim, who has years of experience in the hospitality industry. Rhim was working in West Virginia and welcomed the opportunity to come back to Medina.

Hanes explained originally the hotel was not going to be a Comfort Inn, but the opportunity to affiliate with such a large chain means bigger buying power and lower prices.

"We take pride in what we do," Hanes said. "We respond to any complaint within 24 hours."

Hanes said reservations have been brisk and they have booked a lot of groups coming into town for weddings. While the Comfort Inn doesn't have a banquet hall, they do have a small bar and double meeting room capable of holding 86 people. The 58-room hotel will employ 20 to 22 people on staff. A stay at the hotel will also include breakfast.

Hanes said a ribbon cutting will be planned in the near future.

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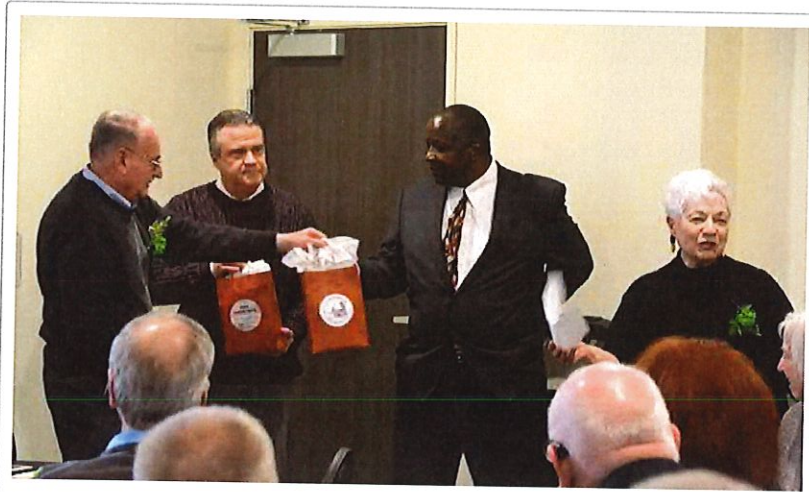
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David Miller, president of the Medina Sandstone Society, presents gifts of appreciation to Rhim and Hanes while Barone thanks Hanes for bringing the new business to Medina.

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Alice in Wonderland takes Albion Middle School stage

By Tom Rivers, Editor Posted 17 March 2022 at 3:08 pm



Photos by Tom Rivers

ALBION – A cast of 27 Albion Middle School students will be performing Alice in Wonderland at 7 p.m. Friday, and noon and 7 p.m. on Saturday at the Middle School Auditorium. Tickets are available at the door.

This is the first full-length musical the middle school gets to perform since March 2019. The cast was a week away from performing Matilda when Covid closed the school in mid-March 2020. Last year the school did a scaled down show that wasn't in front of a live audience. They also did a shorter show this fall.

"I'm so excited to be back and performing for an audience," Carrie Kozody, the musical director, said today after the students gave a preview of the musical to elementary students. (The young students in the crowd giggled many times during the preview.)

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Adopted: April 17, 2009
Amended: August 20, 2010

**COUNTY OF ORLEANS INDUSTRIAL DEVELOPMENT AGENCY
REAL PROPERTY ACQUISITION POLICY**

The County of Orleans Industrial Development Agency (the "Agency"), a New York public benefit corporation, in compliance with the New York State Public Authorities Law, has established these Guidelines for the Acquisition of Real Property (the "Guidelines").

These Guidelines shall apply to the acquisition of real property throughout the year following their adoption and until such time as the Agency adopts new or revised Guidelines. The Members of the Agency shall review and approve of these Guidelines, with any necessary modifications and revisions, on a no less than annual basis.

1. Designation of Contracting Officer

The Agency hereby designates the Agency's CFO as the Agency's Contracting Officer, in compliance with the provisions of New York State Public Authorities Law. The Contracting Officer shall hold this position until the Members of the Agency designate a new Contracting Officer or until such time as the Members adopt new Real Property Acquisition Guidelines.

The Contracting Officer shall be responsible for the administration and implementation of these Guidelines. The Contracting Officer shall cause these Guidelines to be posted on the Agency's website so that they are available to the general public.

2. Application of Guidelines

The procedures outlined in these Guidelines shall apply to the Agency's acquisition of all interests in real property except for acquisitions of interests in real property involving the provision by the Agency of "financial assistance" as such term is defined in Section 856 (14) of the New York General Municipal Law. As used in these Guidelines, "property" shall include all interests in real property.

The Agency shall acquire real property in a prudent manner. All acquisitions of real property shall be made in accordance with this policy and applicable law and shall be approved by the Agency's Board of Directors.

3. Purpose

The Agency has adopted these Guidelines to comply with the provisions of New York Public Authorities Law and to protect the interests of the Agency in the acquisition of real property by the Agency for its own benefit. The purpose of the acquisition of real

Adopted: April 17, 2009
Amended: August 20, 2010

property by the Agency shall be to further one or more purposes of the Agency, as authorized by the Agency's enabling legislation, by-laws, or a resolution adopted by the Board of Directors or Members of the Agency, or for a purpose otherwise permitted under applicable State law.

4. Fair Market Value

Prior to acquiring any parcel of real property, except for property being gifted to the Agency, the Contracting Officer shall take reasonable measures to determine the fair market value of the property to be acquired. Fair market value of property that is unique in nature and therefore not subject to fair market value pricing shall be determined through an appraisal by a qualified professional. In the case of real property donated to the Agency, an appraisal or other fair market valuation shall not be required. The Agency shall negotiate the purchase price after determination of the fair market value.

The Agency shall endeavor not to pay more than fair market value for any property being acquired. Where the property is such that it is required for Agency purposes and other property will not suffice, the Agency may under such circumstances pay a reasonable amount in excess of what it has determined to be fair market price in order to purchase the property. In such case the Agency shall document the reasons why it is necessary to acquire such property for a price in excess of what it determined to be fair market price and shall include in its annual report required by Section 2800 (2) of the Public Authorities Law a detailed explanation of the justification for making the purchase for a price in excess of fair market value and a certification by the Agency's CEO and CFO that they have reviewed the terms of the acquisition and determined that it complies with applicable law and this policy.

5. Environmental and Title Review

Prior to the acquisition of any interest in real property covered by this policy, the Agency shall take necessary steps to determine whether there are any environmental concerns, including, if appropriate, obtaining a Phase I Environmental Report or conducting other environmental due diligence. The Agency shall comply with the New York State Environmental Quality Review Act, to the extent applicable to any property purchase.

The Agency shall have Agency General Counsel review the title documents supplied in connection with the acquisition and shall require fee title insurance unless the Agency Counsel shall determine that title insurance should not be required.

The Agency General Counsel shall handle the purchase on behalf of the Agency and the Agency shall pay such reasonable fees as are required in connection with such purchase.

Adopted: April 17, 2009
Amended: August 20, 2010

6. Yearly Property Report

Each year the Contracting Officer shall publish a report listing all real property acquired by the Agency during the previous twelve-month period. The report shall contain a full description of each parcel of real property purchased, the price paid by the Agency, and the name of the individual(s) or entity that sold the property.

The Contracting Officer shall cause the report to be delivered to the Comptroller, the Director of the Budget, the Commissioner of General Services, and the New York State Legislature c/o the Speaker of the House and the Senate Majority Leader.

The Contracting Officer shall cause the report to be published on the Agency's website.