

Minutes

Planning & Economic Development Committee

June 19, 2019, 6:00 pm, Room 331

Gerace Office Building, Mayville, NY

Members Present: Odell, Chagnon, O'Connell, Starks, Proctor

Others: Tampio, Ames, Geise, Bentley, Carrow, McCord, Keller, Dennison, Kurtz, Syper, Jablonski

Chairman Odell called the meeting to order at 6:00 p.m.

Approval of Minutes (5/16/19)

MOVED by Legislator O'Connell, SECONDED by Legislator Starks.

Unanimously Carried

Privilege of the Floor

No one chose to speak at this time.

Proposed Resolution – Confirm Appointments - Chautauqua County Food Policy Council

Ms. Keller: Last time I was here we looked at a resolution for the structure and make-up of the Food Policy Council for Chautauqua County. Now before you we have a list of appointments to be made for the Council.

Chairman Odell: All look good. How many more do we have to go?

Ms. Keller: One more. There is one vacancy. Our plan is to get the members we do have together, see what their thoughts and direction will be and fill the vacancy from there.

Chairman Odell: Any other questions?

Unanimously Carried

Proposed Resolution - Obligate County Funds for Local Share Funding of Essential Air Service Contract to Subsidize Commercial Air Service To/From Chautauqua County/Jamestown Airport

Mr. Bentley: Mr. Almeter sends his regards. He had a personal commitment he had to go to so I will try and fill in to his stead as happily as I can and kind of go through the details. We did go through a pretty lengthy discussion in Public Facilities on this and Mr. Chagnon was there and I know that we've talked at the Airport Commission. So for some, it's a little bit of a review. I will try and keep it brief and just go through that and go through questions that you might have.

This proposal is an attempt to re-establish essential air service for the Jamestown Airport. Through a number of events, we're at a point where we've been asked to come back with a different proposal than what we submitted originally. They are looking for a little bit of County commitment as well as business community commitment. Really the business community commitment is coming from our end because we're trying to get a whole package together. What does the business community want, what do the residents want, so we reached out to the Chamber of Commerce. This was done through a lot of efforts of Mr. Almeter and Mr. Geise, the County Executive, a lot of folks helped to chime down this –

Chairman Odell: Congressman Reed's office.

Mr. Bentley: So this has all the people trying to be involved and take our best shot at what this looks like. I think the overall number is, the piece that we're looking to put in needs a little explanation with the accounts at the airports share of what we get. We have a capital improvement plan, a fairly significant one, to fund the airports and keep the airports running as we need to for the Federal and State dollars. With essential air service, we get an extra 2 ½% funding and without it, we would lose that. So, when we're looking at our commitment into the program, we literally said, well, what is our next three year commitment in that capital program and what are those dollars? Because we ought to just throw it in anyways because we're going to have to pay it either way. So that is our share. It is no incremental dollars. There was that piece of it. I think that was around \$72,000. The numbers, I think, are in the proposal but I will go through the high level first. The second piece of it was in-kind services. So that could be, discounted fuel, at cost basically, hangar space, free rental, bus transportation service to the airport through CARTS, so, it's any kind of service that the County can provide to help facilitate the service.

Chairman Odell: In addition, terminal space.

Mr. Bentley: Yes. So there are a number of things that can be thrown into that. I believe that was around \$50,000, rough numbers. We're asking the business community to chime in here too and also commit their support. I think Mr. Borrello said it's like a season ticket holder for some of the businesses. They would pre-buy tickets on the service so that they would have a cash outlay of those tickets but they would also provide in-kind services as well. The overall dollar amount –

Mr. Geise: And by the way, that piece is to come if we get the approval here at the Legislature for our piece that we're going to go out to business community and we're going to get that piece. That is essential to our application.

Chairman Odell: Of course, we had the meeting back in May with all the business stake holders at the Harbor Hotel. It was an over-resounding, yeah, we are in favor of it.

Mr. Bentley: So there are the numbers. The County's portion of the 2 ½%, comes out to about \$72,000., the in-kind contribution is \$52,000., so that is a total of \$124,000. From the businesses, we're looking for \$75,000., in cash and then \$87,000 in in-kind contributions. So that number is \$162,000. You add those together and it's approximately \$300,000., pretty close. Two hundred and ninety eight thousand, (\$298,000). That's what we're hearing from – what they are looking for from the proposal. That is just the cash piece. There is an important business side of this which is, that we talked about in Public Facilities, I think that it warrants a discussion here. Southern Airways had a spotty track record. I will just call it that and what we're seeing from the proposal with Boutique is, enhanced services. So they are really trying to cater to the community's needs. So that means, they have coach air with United, coach air with American, so when you book a flight, you don't have to book one here and there. You are going to book it on here, it's just as if you book it at Pittsburg or Buffalo. So, there is a convenience there. It's there, it's done. In addition, the proposal is flying not only to Pittsburg, but also to Baltimore. So you are going to have multiple locations and I think that is what we heard from the Chamber was, the two locations they most were looking for were Baltimore and Pittsburg. So, we said, this proposal lines up to what is being asked for. The third thing I would point out is, Boutique has a good track record. They took over Southern Airways spot in Johnstown and they have made tremendous improvements in not only the service but also the ridership. So they are seeing their numbers significantly elevate. So, it's hard to say, trust me, but, I think we're doing more than that. We're showing you that there is an airline here that has a track record, its committed to this, they want to fly early enough so you can catch transfers in Baltimore and Pittsburg so they might start there. We don't have a definite schedule yet but the thought is there. The earliest flight could be a 6:00 a.m. and the latest one could be in the evening, 6:00 p.m., or so. So that is going to allow you where you're not going to have to stay overnight. I think if I'm a customer, whether it's business or residential and I want to fly this, it's going to be pretty convenient. There is no cost to park. Waiting in line at the TSA! You'll be able to walk through there. They will know you and say, oh hey, how are you doing?

Mr. Geise: Nice airplanes.

Legislator O'Connell: It's daily flights to both?

Mr. Bentley: Yes. The proposal that we have and that should be circulated to everyone on the Legislature. I think it's on its way if it hasn't gotten there yet. In the 30 non-stop round trips, 18 to Pittsburg and 12 to Baltimore for 20 weeks. Twenty four round trips, 12 to Pittsburg and 12 to Baltimore for 32 weeks. The plane is going to be an 8 passenger PC12 aircraft. Our forecast of passengers is going to be about 14,800. It's what the business plan calls for to make this successful. That is at a 68% loading factor so around 6 people on every flight, out of eight, is what the business plan is for.

Legislator O'Connell: Does this airline have the capability to have larger planes if there was a need or is this all they do is like 9 or 10 passengers?

Mr. Bentley: I think the case here is if there is a need, they will probably serve it so it's just the matter of the plane and the pilots, what they can fly. I know there is certainly going to be planes out there that could handle more capability.

Chairman Odell: And some of that Kevin, just for clarification, it has to do with what's able to be utilized by maintaining our – less than nine passengers on a plane on a scheduled flight, puts us into what, category 4 of part 149. Otherwise we would have to start going to back to like we were, like LaGuardia before, we were prepped like LaGuardia, and now we scaled that back. So, less than 10 I think on a scheduled flight is the key.

Mr. Bentley: I think they've tried to make it efficient from a cost and service perspective, trying to minimize the cost but also provide maximum service without getting to onerous on the regulation side. These guys have been around. It's not their first rodeo. I've listened to their proposal, I've talked to (*inaudible*). He's got a good head on his shoulders and I will just say – my closing remarks here is, the discussion at the Public Facilities certainly there is a lot of opinions expressed at the meeting. I'm grateful for all those opinions but if I was to summarize, I would say, if we do nothing, I think we know the answer. If we try this, we have an opportunity to provide enhanced service to the community. When I look at the cost, its money that we're going to pay anyways. I feel that, with all the proposals that I've seen, this seems to hit the mark on a lot of fronts. At the end of the day, our money will not go out unless it's approved. This isn't, give it to them and it fades away. This is only if it goes. Obviously, if things don't materialize, you shut it down, walk away, and you go back to where you were. You're a private airport that still functions. It has great capability in the environment as as airport for private use. Our hangars are full so this is an enhancer. I know it's a stretch, you think of it between CARTS and the Airport, but, it is providing a service to people that may not have access to public transportation – think about this. I've ridden on the CARTS bus with a family of four, young family, they chose not to have a car. What if they wanted to take a trip? How are they going to get to Pittsburg, how are they going to get to Buffalo? They could take a CARTS bus, take a trip to Florida, without having to worry about all of that, trying to get that. I think that is a huge benefit. I don't know that everybody understands how much, how many residents out there that don't have access to private transportation. We all think, well we have cars, we'll drive to wherever. There is a large need. I can tell you from CARTS personally. I ride. There are a lot of people that, you know, when cars break down, whatever, it's another service. It's not just for the rich, not just for the business, it's for families. And if we can provide a great price and a great service, give some a vacation. I think there's extra benefits there. That is my pitch. I apologize for the sales pitch but that's what I'm dealing with.

Mr. Geise: Can I just add to that? From a business perspective, as Mark said, we had a meeting in May and we had something like 40 businesses show up and Congressman Reed and George, and others, Mark was there, Brad and myself and others, I think overwhelming the business community supports an airport however, it really needs to have certain things. And that was really proved out on a survey that we did. So we pushed out a survey, about 11,000 or about a 1,000 businesses and we had about 50 responses which is pretty good response rate. Some of the things that they talked about were, having a hub airport that serves and these were their top choices, Baltimore and Pittsburg. So, that is what Boutique is offering here. Also, having an airport that is in proximity to their clients, along with a good flight schedules so their biggest influences were the location of the airport, airlines at the airport, flight schedules, proximity to

clients, and cost of travel. These are all things that Boutique is bringing to the table and they've got a past track record where they have shown that they can turn around an airport and they can offer these things. This is what the business community is looking for.

Legislator Starks: How committed was the business community to some of those in-kind things that they were asking for?

Mr. Geise: We talked about that. They didn't buck it, they didn't walk out but we did certainly set the table for that discussion to be had. We did have that discussion with them about pre-purchasing the tickets, so for sure, that's something that has been talked about with Cummings. By the way, the people were SKF, Cummings, Chautauqua Institution, National Comedy Center, Truck-Lite, all the biggies that use the airports a lot. We have to figure out what does that look like exactly to them, but we really feel like if we get the commitment from the County, then we can leverage that and go to them and say, look it, we got the County to commit, now, this is what we want you to commit to. So we have to figure out exactly what that looks like. The application won't go in without that because it won't get approved without that. They told us that.

Mr. Bentley: If it's just us going in without the business community, it's not going to happen. They know that as well. So it definitely be a joint proposal.

Legislator Proctor: Can I just clarify? You said Pittsburg and Baltimore were the top two destinations. In this letter from the Manufacturers Association, it was Boston and JFK were the top two.

Mr. Geise: I'm basing that on the survey that we did, so this is the results of that survey. We had 43 responses to the survey. I'm not sure what that is.

Legislator Proctor: It's a letter from the Manufacturers Association to Tom Reed about the meeting. It's May 31st.

Mr. Geise: That's probably a summary of the meeting and this was a survey that was done after the meeting that actually quantified responses from the business community.

Chairman Odell: Any other questions?

Legislator O'Connell: If a residential customer wanted to avail themselves to this service, how would they purchase a ticket? Would they go to Boutique's web site? You're affiliated with American, do you go to American -

Mr. Bentley: Let's say I want to go to Florida. I have a frequent flyer card on American so this will be a hub, this will be a location on American's drop so you go to JHW, those acronyms and go there and you can pop it through there. You'd be able to get to Boutique's web site, they will do the coach air but -

Legislator O’Connell: There would be a drop in the American Airlines so this turns up as an option.

Mr. Bentley: Yeah, because with the coach air, that is what that means. They are planning on having coach air’s with United and American. You are in the two big airlines in the area. That is one of the benefits of having somebody that knows what they are doing and can negotiate those deals and that is what Boutique has been doing and have been very successful. I’m really impressed by them. I look at it like this, if you don’t give it a shot, you don’t know what you got. If you don’t do anything, then, it’s a foregone conclusion. I can guarantee the outcome.

Legislator Chagnon: The financial treatment of this is interesting because the potential savings to the County come in the capital expenditures. Yet, the money that we’re being asked to contribute, come out of occupancy tax. I understand that we can’t take money out of capital to fund this County share. But, because we’re looking at occupancy tax, I assumed that the premise is, of that, is that we’re going to be increasing tourism. So rather than this being a commercial air service that is a convenience for people so that rather than flying to Buffalo and driving down, they can fly directly to Jamestown. Those people are already coming anyway and spend their tourism dollars here. So, I assumed that if we’re using occupancy tax dollars for this, that we’re assuming there is going to be more occupancy. So, how many additional occupancies do we expect would come from having commercial air service? Not just the convenience to people, but the people that wouldn’t have come here that are now going to come because we have commercial air service.

Legislator Starks: Is that with part of the enticing with the business collaboration is, like, you know, -

Mr. Bentley: With the Institution –

Legislator Starks: Yes.

Legislator Chagnon: Certainly you would think so.

(Cross talk)

Mr. Geise: *(Cross talk)* talked about the need for this in a big way.

Legislator Chagnon: So how many people do you think would come that wouldn’t have come if we didn’t have air service?

Legislator Starks: Like, who is going to check out the Comedy Museum that’s wouldn’t have because they have a chance to get here? Is that -

Legislator Chagnon: One more time. How many more people do you think are going to come –

Mr. Geise: I don't think that we can determine that without doing some kind of an analysis. But also, this resolution actually doesn't specify that it's coming out of occupancy.

Legislator Chagnon: Yes it is.

Mr. Bentley: I think that you are spot on, that is the question. I don't think that we do have an answer for that however, as Mr. Abdella pointed out at Public Facilities, the resolution states it could be a combination of occupancy tax and other funds. So, I think it's a question that needs to be evolved and answered exactly the source of the funds but I do think that it is a combination of the two.

Legislator Chagnon: Let me tell you the way that I look at it. Let's assume that \$72,000 comes out of the 3% occupancy tax. So, to replenish that \$72,000 from the 3% occupancy tax, we'd have to have additional revenue of \$2,400,000. If I assumed that an occupancy, hotel room or bed and breakfast cost \$200 a night, that is 12,000 occupancies. Twelve thousand additional occupancies of people that wouldn't have come if we didn't have air service. To me, that sounds like a big stretch.

Mr. Bentley: That is why I think the resolution as stated in here, it's not all coming from the occupancy tax. It would be a combination of sources involved. We understand that. Exactly – he knows as well as I do, there is no accurate way to predict that outcome that you don't know –

Legislator Chagnon: I don't think that anybody would predict 12,000 additional occupancies.

Mr. Bentley: And that is why the resolution is written that way because we are not predicting that. I think it's fair to say that there would be – I would feel reasonable in saying, there should be an increase.

Legislator Chagnon: There should be an increase, I will agree with that.

Mr. Bentley: And the percent, I don't know. Is it 25, 50, 75, I really don't know. But, we should take our best guess at it. Again, the source of the funding is important, I agree, but let's not lose sight of the track of we're going to pay that out of something somewhere. If you go to the whole ball of money, you consider what goes in and what goes out, it's a net zero.

Legislator Chagnon: We'll take it out of your budget.

Legislator Starks: If the proposal gets approved, would that WHEREAS be clarified at another point and time with how that money gets – because WHEREAS, if its approved, its contemplated that the share will be, can be derived from all sorts of things. Would that then be further clarified upon it being approved?

Mr. Bentley: I think that might actually be in the Legislator's hands as far as what you would perceived to be the correct answer on that.

Legislator Starks: Because Pierre has a very good point.

Mr. Bentley: And a matter of fact, he may not only have a good point, it may be your decision as well. We can provide recommendations and input obviously but ultimately, you know, the decision would be yours if this were to go forward.

Chairman Odell: Any further questions? I would just like to add, I think Ron did a magnificent analysis in putting this together. Now it's coming in between cash, in-kind services not only on the sponsor, which is us, but also the business community. I would just like to commend my Airport Commission members who have all been doing deep dives into the background of Boutique in particular. As (*inaudible*) verify, last time we had Southern Air in, it was a guy in a blue leisure suit, making all kinds of promises. I'll bring that picture to the Legislature meeting next week and we can get a laugh out of that. Shawn Simpson business model, he's a retired, early retired Google executive, brilliant man, brilliant businessman, Greg Jones and Jay (*inaudible*) on our committee did some deep dive and (*inaudible*) verify. They looked at the track record of Boutique in other markets. Out west, Canada, of all places. Picked up the phone, called them, what did you see? Nothing but praise. They turned around essential air services not only in the U.S. but Canada. Also in Johnstown that displaced Southern Air. (*Inaudible*), John Walkins called them. The Commission did really, really well and I will commend them next week as well.

Mr. Bentley: This (*inaudible*) he's put in a yeomen's effort to try and get this thing just to this point and put together something that even looks like it might work. If anybody thinks that there is a better solution out there, there's probably not. This is it. If this doesn't fly, pardon the pun, it's really – this is what it's going to take if it's going to go. If this doesn't work then –

Legislator Starks: It's the last (*cross talk*).

Mr. Bentley: If its past this, then it's all politics. This is the common sense approach, after that its politics. That would be my analysis.

Legislator O'Connell: What would determine after 3 years this is a success?

Mr. Bentley: There are a couple of things that you could work off of. Enplanements, number one. Actually as we get our enplanements up, there is an additional revenue stream after we hit 6,000 in enplanements, which means, passengers on a plane, either flying out or flying in.

Chairman Odell: PFC charges.

Mr. Bentley: That's why we're expecting 14,000 enplanements. So if we get to 6,000, we get \$4.50 charge on the ticket sale which comes to the airport and goes into the airport. To give you an idea, Johnstown, I believe, when we were talking to the folks, I believe it was 12,000 that they got up to in a relatively short period of time. Not even a full year yet. So these guys are - they are not only talking the talk, they are walking the walk. I think there is an uncertainty we're hearing from the business community, it's under there. The surface is not there so how do you know what (*inaudible*) yet. You propose it and try it. I tried and failed at many things in my life but I'm glad that I tired.

Legislator Proctor: Johnstown is up to 12,000 but where were they at?

Mr. Bentley: I think it was like 4 or 5,000. I mean, Southern Air was on the decline and Johnstown booted them and they came in and said, we're going to do provide a better service and they are seeing the response from the community.

Legislator Proctor: What was our last number, do you know?

Mr. Bentley: Less than six. Southern Air had a spotty record.

Legislator Proctor: And they tripled Johnstown.

Mr. Bentley: I think with the support and all the attention this is getting and you have these season pass, you take that and then you add on other stuff.

Legislator Proctor: Would those season passes count as enplanements?

Mr. Bentley: Yes.

Chairman Odell: A purchased ticket. Any other questions from the Committee? I guess the next step is moving forward to Audit and Control and then to the full Legislature. All in favor?

Unanimously Carried

Legislator Chagnon: I'm on the record with occupancy taxes.

Proposed Resolution - Authorize Use of 3% Occupancy Tax Undesignated Reserve Funding to Pay for the Cost of Printing Marketing Brochure

Mr. Geise: Before I start, I want to hand out - this is many months of hard work and it really I think delivers on a promise that was made by our County Executive and something that we have been talking about for a while is to develop a marketing piece for the County. Something that tells our story. It tells that story to tourist or visitors, or to current residents that maybe don't know these things, to potential residents, to potential future employees, to business, etc., so, between the Division of Development and the County and the IDA, we have been working on this for almost a year. It really speaks to a world class attractions, our four seasons, our year around destination, our destinations, our natural assets, our historic assets, our locational advantage and also the incredible businesses that we have here. We've actually spent probably close to \$20,000 on this, getting it to this point and there was a couple of stops and starts but, the IDA is certainly expended a fair amount of money on this. You might say well, again, playing to the tourism and occupancy tax thing, while this has dual purpose, right, you could say that the money the IDA has spent goes towards the business portion of this. The message to the businesses and for the businesses to use this as a recruiting tool and the tourism monies go towards the tourism aspect of this. We got several bids. This will print - the money I'm asking for will print 15,000 of these and I assure you that we will get these out to everyone from

hospitality to service agencies, to realtors, to municipalities, to the businesses, so that these are readily available to be handed out.

Chairman Odell: And a digital version, right?

Mr. Geise: Yes. That is the other point. We have been developing a web site using Orbitis(?). You may of heard of them. They developed Westfield's web site which is pretty impressive and as part of this partnership for economic growth we've been working on. We had (*inaudible*) come in, we did a feasibility study, an organizational structuring effort so Orbitis has been developing this web site. We've been working with them so if you look on here, you can see all there is is a link to our web site. Each one of these doesn't have a web site that you go to. There is one web site you go to and you can navigate to get to all of these. That was the whole idea so we have this web site that will be launched the same time this is printed and distributed so that people can navigate to get to these various entities. Everyone from CCVB to Chamber, to companies, to municipalities, to service providers, etc. There is a balance in the reserve of the occupancy tax of about \$130,000, undesignated, and I'm asking for funding to print these brochures.

Legislator Starks: How come there is not a picture of Pierre when was doing that bicycle race?

Mr. Geise: Actually Pat Gooch - there is a picture of Pat Gooch who used to work for the Planning Department at that Grand Fondo.

Legislator Chagnon: Sure, you have him.

Mr. Geise: I didn't know we had a picture of you.

Legislator Chagnon: You do.

Legislator Proctor: Can we add the Jamestown Airport on that?

Chairman Odell: I was going to say, we might need to edit –

Mr. Geise: It's not on there?

Chairman Odell: No.

Mr. Geise: You know how many people I've had look at this. Hold on – we talked about this.

Legislator Chagnon: Next printing, Mark.

Mr. Geise: I've had a lot of eyes look at this so if you see anything that jumps out, please let me know.

Legislator Chagnon: I would like to stay on my occupancy tax soapbox. Mark, from the numbers that you indicated, it sounds like IDA is putting in roughly two thirds of the cost of this project and you are looking for a third of the cost from occupancy tax. Like you and I talked, this is clearly an economic development tool but it's also clearly a tourism tool as well. So I recognize that this will have a positive impact on tourism and so for that reason I support using occupancy tax for some of it and clearly you're looking at the economic development as two thirds of the benefit because you are covering two thirds of the cost. I think that is a very reasonable allocation.

Mr. Geise: Thank you.

Chairman Odell: I like it. It's well done. I would have loved to see it ahead of time.

Mr. Geise: We originally were contracting with Invest Buffalo-Niagara. You are probably aware of them and they were contracting with somebody that didn't live here. They delivered to us, the first few drafts were clearly didn't know who we were. They were finding their information in the internet of whatever. We stopped that, we pulled it back, we contracted with Sue Kellog and Stephanie Brudo. You probably know, they have been around, they do a lot of marketing, they work for the Visitors Bureau, and they delivered something that clearly they know who we are and this tells that story. I couldn't be more proud of it.

Legislator Starks: It's really beautiful.

Legislator Chagnon: It's well done.

Legislator Proctor: How wide of an area did –

Mr. Geise: Just Chautauqua County.

Legislator Proctor: I mean, distribute?

Mr. Geise: Everybody we can. Everybody that wants a copy. We're going to do a press release. We'll distribute it, we'll get it to the people that were aware, that want it, we know that want it and anybody else that wants it. We get requests all the time in the IDA office. Do you have anything that talks about the County? We give them the Visitors Bureau annual thing that they do but that is more about events and the schedule of events and that kind of stuff. This is kind of a high level marketing brochure about the County. This is who we are.

Chairman Odell: We hear with our business develop managers at the IDA a couple of the key things that are being sought after in the recruiting process now is, one; what can we do beyond our work, if they're coming for Athenx or what else, in child care. I was really surprised to see that. It's a growing one and we have some people in Mayville, some doctors talking that they came here because there is child care. Good to know.

Mr. Geise: From a business perspective, when we visited all those businesses, we heard over and over again –

Legislator Starks: The need for child care.

Mr. Geise: Well the need for people to fill open positions. When they went out and tried to recruit them, they might get the wife here and then the husband googles the area and maybe – you know, we're not control (*inaudible*), so whatever pops up, pops us, right. And this controls a narrative. They send this out to potential recruits and this is a way for us to be able to tell our story and control what we say. For a lot of people, especially young people, I'm not picking on them but the quality of life is really, as important, maybe more important than what they are getting paid. To know that that they have a place that they are going to move to, that there is things to do and places to go, that's super important to young people and I think that is what this accomplishes as well.

Legislator Chagnon: My previous employment, one of my responsibilities was looking for sites to build facilities. So, I actually spent quite a bit of time traveling to other States, Alabama, Mississippi, South Carolina, North Carolina, and when I went and met with their economic development people, this is exactly the type of information that they presented me first before we talked about any opportunities for incentives or anything else, this is what they handed me first because they wanted to talk about the quality of life in their area. Very powerful. This hits the mark of what the big areas are doing. Charleston and Charlotte's are doing. This is right in line of what they are doing.

Mr. Geise: It's interesting because I've probably already given out a half a dozen of these as a draft to companies with the caveat that it's a draft. I'm going to give this to you but you understand that it hasn't made the final edit yet because we don't really have that piece right now, that we need for these companies, like Wells, up in Dunkirk that just bought Fieldbrook. We had a meeting with them and they said, do you have anything? And I said I have this but please it's not quite done but here. I know that it has utility, you are right.

Chairman Odell: I like it, any other questions?

Legislator Starks: I do too. I like it.

Chairman Odell: Nicely done Mark, this is good and back to Wells, it's going to bounce back to the airport, Dunkirk airport is doing really well because of Wells flying in all the time now. So we're seeing commuter service there. So, that's good and the type of stuff you are looking for. Seeing no other questions?

Unanimously Carried

Proposed Motion - In Support of the Grant Application of the Western New York Land Conservancy for the College Lodge Forest Park Project

Chairman Odell: Any one here to speak to that? O.k., no action will be taken on that and will be forwarded onto the Legislature next week. I can add though that the College

Administration, Vice President of Finance Administration, Mike Metzger, did once again, express their support for this motion.

Legislator Chagnon: And this is the same grant application that we supported last year.

Chairman Odell: Yes it is. It's the same just a different funding source they are seeking and just requesting another form of the motion. Very good. Now discussions.

Discussion – Jim Kurtz, Chautauqua Hometown Heroes Veterans Memorial, (CHHVM)

Other

Discussion - Grape Discovery Center – Mark Geise

MOVED by Legislator Starks, SECONDED by Legislator O'Connell to adjourn.

Unanimously Carried (7:17 p.m.)

Respectfully submitted and transcribed,
Olivia Ames, Deputy Clerk/Lori J. Foster, Sr. Stenographer