

STEBEN COUNTY AGRICULTURE, INDUSTRY & PLANNING COMMITTEE

Wednesday, October 3, 2018

9:30 a.m.

Legislative Committee Conference Room

Steuben County Office Building

Bath, New York

MINUTES

Committee: Robin Lattimer, Chair K. Michael Hanna, Vice Chair John V. Malter
Thomas J. Ryan Robert V. Nichols

Legislators: Joseph J. Hauryski Carol Ferratella Kelly Fitzpatrick
Hilda Lando Frederick Potter

Staff: Jack Wheeler Mitch Alger Eric Rose
Amy Dlugos Jennifer Prossick

Others: Mary Perham
Kevin Costello, Executive Director, Steuben County Conference & Visitors' Bureau
Jamie Johnson, Executive Director, Steuben County Industrial Development Agency
Jill Staats, Steuben County Industrial Development Agency

I. CALL TO ORDER

The meeting was called to order by Ms. Lattimer at 10:15 a.m. She asked Ms. Mori to lead the Pledge of Allegiance.

II. APPROVAL OF MINUTES

MOTION APPROVING THE MINUTES OF THE SEPTEMBER 5, 2018 MEETING MADE BY MR. RYAN, SECONDED BY MR. MALTER. ALL BEING IN FAVOR. MOTION CARRIES 5-0.

III. DEPARTMENTAL REQUESTS

A. Planning Department

1. **Woodlands Community CDBG Project** – Mrs. Dlugos requested authorization to schedule a public hearing on the Woodlands Community CDBG Water/Sewer Infrastructure Project during the October Legislative meeting. It is nearing the end of the project and we are required to hold two separate public hearings; with this being the second hearing. She noted the only thing not finished is the pump, which was the result of a mix-up with the manufacturer.

MOTION: AUTHORIZING A PUBLIC HEARING TO BE HELD ON THE WOODLANDS COMMUNITY CDBG WATER/SEWER INFRASTRUCTURE PROJECT DURING THE OCTOBER 22, 2018, LEGISLATIVE MEETING MADE BY MR. NICHOLS. SECONDED BY MR. HANNA. ALL BEING IN FAVOR. MOTION CARRIES 5-0.

B. County Manager

1. **Informational** – Mr. Wheeler stated they will be sending out invitations today for the open house we are holding at the new building. It is scheduled for Thursday, October 11, 2018 at 11:00 a.m. Everyone is doing a great job working to get it finished and ready.

IV. OUTSIDE AGENCIES

A. Steuben County Conference and Visitors' Bureau

1. **Designation of Official Tourism Promotion Agency** – Mr. Costello stated he would like to request the county to designate the Steuben County Conference and Visitors' Bureau as their official Tourism Promotion Agency. They utilize this designation to apply for and receive matching funds.

MOTION: DESIGNATING THE STEUBEN COUNTY CONFERENCE AND VISITORS' BUREAU AS STEUBEN COUNTY'S OFFICIAL TOURISM PROMOTION AGENCY MADE BY MR. MALTER. SECONDED BY MR. NICHOLS. ALL BEING IN FAVOR. MOTION CARRIES 5-0. Resolution Required.

Mr. Hauryski stated he understands there was a mix-up with the TBEX promotional materials. He noted he was troubled that Steuben County's logo was not included on those materials. Mr. Costello stated he meets with County Manager Wheeler on a regular basis. During a meeting with Mr. Wheeler about a month before the event, he pointed out that Steuben County's logo was not included on the materials. It was a mistake on the part of the vendor and they worked very quickly to correct that.

Mr. Ryan asked can the committee receive an analysis of what the County received in exchange for its investment of \$50,000? Mr. Costello stated the SCCVB uses Smith Travel Research as a matrix for measurement. He is not sure what the TBEX Conference committee uses, but they should provide you with a report when it is completed. Mrs. Lando noted that they are still accumulating the data; there is a final meeting of the TBEX Conference committee coming up. Mr. Costello stated it was a fantastic event for the County and the Wineglass Marathon will help your numbers as well.

B. Steuben County Industrial Development Agency

1. **Activity Update**

a. **Regional Council Grants** – Mr. Johnson stated summer is Regional Council Application time. They have put together six applications this year totaling \$20 million and 100 direct jobs. Five of those applications were through Empire State Development's competitive grant process that we compete for each year. All five of them are on the \$20 million list; four of them were manufacturers and the other one was a water and sewer infrastructure project.

b. **Hilton in Corning** – Mr. Johnson stated the hotel is finally open and it is an absolutely beautiful facility.

c. **World Kitchen** – Mr. Johnson stated the new owner has agreed to invest \$50 million into the facility and they are calling it the factory of the future. It is the only place in the world where Corelle dishes are made. We worked very hard and long to negotiate a package with them. The impact on the current 515 employees will be significant. The jobs are going to be upgraded, providing higher wages that would be the equivalent of adding approximately 50 jobs. They are transitioning the facility to incorporate Mechatronics, where the electrical and mechanical engineering worlds merge.

In conjunction with this, the Corning Community College STEAM Innovation Center is a major investment to the labs on campus. The labs will be renovated to create a certificate-based curriculum in Mechatronics. This will help take this technology to the next level. This leads into the main reason we are here today.

2. **I-86 Integrated Workforce Strategy Implementation** – Mr. Johnson stated you should have received an implementation package in your materials for today’s meeting. This project is very important for economic development.

Mr. Johnson stated as you know, this strategy came about with five different goals: 1) To have the efforts be results-orientated, consistent, aligned and coordinated by a central entity. 2) To make the I-86 Innovation Corridor and the Southern Tier region recognized as an attractive community to live, work, start and grow a business, and learn. 3) To make K-12 students in all school districts aware of and have access to high-quality education aligned with current and future economic growth opportunities. 4) To make sure post-secondary education institutions and training programs are developed, enhanced and modified to better align with economic needs and future innovations of the region; and 5) To offer clearly articulated, comprehensive regional career pathways and related training across key industries that are promoted and available to the full spectrum of residents.

Mr. Johnson stated the strategy involves having an administrative entity coordinating and driving the implementation of these goals. As part of this plan, they need to establish the organization structure and secure the resources necessary to drive the I-86 Integrated Workforce Strategy action plan; identify champions and facilitating partnerships; coordinate projects and activities that are compatible across the strategic goals; streamline employer engagement for workforce and talent recruitment; facilitate collaborations among stakeholder groups; maintain a current and dynamic analysis of the workforce supply and demand; serve as the primary source of communication regarding the overall workforce initiative; work with stakeholders to secure financial resources to support the action items; annually assess and report on performance against the initiative’s strategic objectives; and update the strategic action plan every 3 to 5 years.

Mr. Johnson stated as part of this plan, they are looking to hire a Director to be housed under Three Rivers Development. They are requesting Steuben County consider a contribution of \$50,000 to this effort. He noted Chemung County has committed to a 3 year investment of \$50,000 per year and Schuyler County is receiving the same presentation you are receiving right now from Betsy Hale, with a request for a commitment of \$25,000 per year. In addition, Three Rivers Development has committed to an in-kind contribution of \$38,380. The money will be used towards hiring a Director, providing him/her with a computer and cell phone, plus other related expenses, for a total budget of \$160,750. He stated the Steering Committee feels there is a need for this and we think it is a sound proposal.

Mr. Wheeler concurred, stating we saw a need for a coordinating entity to assist with this. You have the right people on the board but we need someone to drive the train. The past two years you have budgeted \$40,000 towards this effort so the incremental number is \$10,000 to support the hiring of a director. He noted that they need to make sure they hire the right person. They also need time to get their feet on the ground to get going in the right direction.

Mr. Johnson stated this effort has gotten traction and we are being viewed by New York State as the best practice model. Every community is grappling with this issue and they see how we are progressing. Mr. Wheeler stated we are ahead of the curve and it is great that the State is recognizing that. Mr. Johnson stated this committee and the Legislature should be proud of the work you have supported. The hope is we can advertise for this position and have them on board in January.

Mr. Hauryski stated one thing this whole study has brought to my attention, and what Mr. Wheeler and Mr. Johnson has tried to impress upon us, is that Steuben County is at a critical junction for workforce. Companies can’t find the workforce to fill their jobs that they have and we are trying to bring new companies into the County. They aren’t going to come to the County if they can’t find the workforce here.

Mr. Nichols stated he is in favor of this, but with Albany looking to legalize marijuana, how are these people going to pass a drug test for a job? Mr. Johnson stated it is a problem and they are working with the schools, especially the younger children coming up, to educate them that they will need to pass a drug test to get a job.

Mr. Wheeler stated no action is needed at this time as he will include an additional \$10,000 in the 2019 budget for this purpose. They can discuss it further during the budget process.

3. **Other** – Mr. Johnson informed the committee that they were selected as one of ten IDAs to go through a sales tax audit. They were the 9th selected and they completed the audit in less than 24 hours. He noted that they are not allowing any of the IDAs to respond to their findings. They wanted to see how we have handled the 2016 changes to the tax law, but the projects they picked to audit were three projects that were completed before 2016 so the new tax law wasn't even in effect yet. He just wanted the committee to be aware of this.

V. OTHER BUSINESS

Mr. Ryan asked if the County has policies in effect for forest land and fishing to allow for private owners to open up their property for these purposes. Ms. Prossick stated she is currently researching the legal aspects of this and suggested they discuss it next month.

Mr. Ryan asked about the request from the Sportsman's Federation. Mr. Wheeler stated their request has been included in the 2019 budget and it will be reviewed and decided during the budget process.

MOTION TO ADJOURN MADE BY MR. RYAN. SECONDED BY MR. HANNA. ALL BEING IN FAVOR. MOTION CARRIES 5-0.

Respectfully submitted by,
Brenda K. Mori
Clerk of the Legislature

****NEXT MEETING SCHEDULED FOR**
Wednesday, November 7, 2018
Legislative Committee Room
9:30 a.m.**

**Please send agenda items to the Clerk of the Legislature's Office
NO LATER THAN NOON
Wednesday, October 31, 2018.**