



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes
Monday, February 26, 2018 Meeting
 Economic Development Conference Room
 20 Ontario St
 Canandaigua, NY 14424

Members Present	Members Excused
Mike Davis, Chairman	Laura Pedersen, Secretary
Andy Molodetz, Vice Chairman	Lew Zulick, Treasurer
Kelly Mittiga	Guests Present
Dave Reh	Brian Young, Deputy County Administrator
Supervisor Jeff Gallahan	Harry Sicherman, Harrison Studios
	Greg Merriam, Harrison Studios
	Bob Murphy, 205 Lakeshore Dr.
	Marcus Epling, 205 Lakeshore Dr.
	Valerie Knoblauch, Finger Lakes Visitors Connection
Staff Present	Paul Corbett, LSI Solutions, CFO
Mike Manikowski, Exec. Dir.	Contract Staff
Michael Wojcik, CFO	Jim Coniglio, Underberg & Kessler
Suzanne Vary, Staff	Bill Weir, Nixon Peabody
Diane Foster, Staff	Jim Dolan, McFarland Johnson
Jessica Kazmark, Staff	

CALL TO ORDER: Chair, Mike Davis, called the meeting to order at 5:01 pm. A quorum was present. Introductions were made around the room.

NEW BUSINESS:

205 Lakeshore Dr.: Mike Manikowski welcomed the team from Harrison Studios and 205 Lakeshore Dr. and explained they will be discussing the “restart” of the Canandaigua Finger Lakes Resort (CFLR). Harry Sicherman with Harrison Studios discussed the project including the proposed layout, project costs, financing and feasibility. He compared the meeting and conference facilities with other ones in the region, and featured the project’s key assets and amenities. Valerie Knoblauch with Finger Lakes Visitors Connection noted the need for larger conference/convention facilities and accommodations in the County to attract businesses and tourism. With the Canandaigua Inn on the Lake closing for re-construction in 2019, it would fill a major gap predicted for the future. She noted her concern about the number of rooms and if it could accommodate attendees at the conference facilities. Jeff Gallahan stated his concern with the number of rooms and noted that if he were to book a conference with his company, he would

want all his employees to have accommodations in the same location. He also stated, due to the history of the primary financing, he needs to be convinced that the financing will happen if he approves a PILOT. Harry Sicherman responded there is a conditional commitment on the table. Mike Manikowski noted that a complete cost benefit will be done and presented to the Board before any vote takes place to approve a PILOT. Harry Sicherman explained that CFLR is requesting a PILOT with a fixed current assessed value for years 1-10, then a full assessment and taxes thereafter. He went on to explain the substantiation for the PILOT deviation.

Kelly Mittiga made a motion to approve a Public Hearing. Andy Molodetz seconded the motion. Motion unanimously carried.

Harry Sicherman, Greg Merriam, Bob Murphy, Marcus Epling and Valerie Knoblauch exited the meeting at 6:02 pm.

LSI Solutions: Suzanne Vary introduced Paul Corbett with LSI Solutions in Victor. Paul Corbett presented a power point reviewing the history of LSI Solutions and the progress and growth of the company. The company designs, manufactures, and sells minimally invasive medical instruments. They are looking for OCIDA assistance for a corporate expansion project for both office and manufacturing. They plan to add 15 employees the first year and 15 the second year.

Jeff Gallahan made a motion to approve a public hearing. Dave Reh seconded the motion. Motion unanimously carried.

Paul Corbett exited the meeting at 6:14 pm.

Speculative building at Lot 5, Lehigh Crossing: Suzanne Vary reviewed the minutes of the public hearing. The project is to build a larger building on Lot 5 at 7910 Lehigh Crossing in Victor. It is \$3.4MM project and is noted that the tenant identified will have to comply with our UTEP, strategic plan, and municipal law. Michael Wojcik reviewed the cost benefit.

Dave Reh made a motion to authorize and induce the project. Kelly Mittiga seconded the motion. Motion unanimously carried.

Geneva Industrial Park Partnership Update: Mike Manikowski gave an update on Small Grid (Solar Village) where Ryan Wallace owner of Quik Silver wants to purchase land in the industrial park to fabricate housing with solar and geo thermal. At the same time, Mike Manikowski reported, Guardian Glass needs additional land temporarily to rebuild their plant. They are working on a solution to accommodate both companies.

OLD BUSINESS:

AIRPORT UPDATE: Jim Dolan with McFarland Johnson (MJ) informed the Board of the following items:

Grants and Upcoming Projects

NYSDOT FY2016 Aviation Capital Grant

MJ is awaiting receipt of the grant offer from NYSDOT Aviation for \$1,485,000, for the construction of a new airport terminal. Initial indications from NYSDOT were that this could be as soon as the end of February, however during a meeting with DOT in January, they backed off from this estimate and said “it could be months.”

Mike Manikowski, Jim Dolan and Zach Staff met with NYSDOT in January to discuss reallocation of hangar grant funds from FY2015 grant, to construct a larger hangar. Indications

from NYSDOT were favorable, with requests to provide additional information such as commitment letters from potential tenants, more detail in a summary report provided to them at the meeting and details on funding for the hangar building. MJ will work with OCIDA to provide the requested information. DOT Aviation Bureau indicated they will have to seek approval from the DOT Contracts Division.

Current Projects

Airport Master Plan Update

Jim Dolan noted the Airport Planner at the FAA is leaving. There will be a reassignment of planners. MJ has begun development of the Airport Layout Plan set, and expect to be completed with that by February 28, 2018. MJ submitted a response to FAA comments on the Alternatives chapter, on December 19, 2017. They received FAA approval of the Alternatives on December 19, 2017.

Snow Removal Equipment (SRE) Building – Design and Bidding

Comments were received on the 90% design plans and specifications from Usman Noor at FAA New York ADO, and have already been addressed. MJ will now advance the design to construction bid set, and should advertise for bids in March.

A Progress and Budget report was reviewed.

Jeff Gallahan shared correspondence with the Board from Mike Schubert. Mike Manikowski commented, at the Aviation Committee meeting, a decision for the maintenance worker will be delayed until the Asset Manager is on Board.

Jim Dolan exited the meeting at approximately 6:25 pm.

Mini Tech Framing: Michael Wojcik explained Mini Tech Framing's ST60 ended in November. They were not able to complete their outdoor work until later in the year. They are asking for a six month extension of time. Bill Weir explained the extension cannot cover the gap from November until now.

Andy Molodetz made a motion to approve the six month extension on sales tax exemption. Dave Reh seconded the motion. Motion unanimously carried.

Pacemaker Steel: Mike Manikowski informed the Board that Pacemaker Steel is consolidating to their home base in Utica. He noted that the Governor gave a \$750K grant to update their facility in Utica. They have communicated their desire to terminate their agreement with the IDA. The PILOT will be terminated.

770 Canning Parkway: Bill Weir explained at the time the transaction was approved, the company said they were not going to put a mortgage on the property. They did include a mortgage recording tax exemption in the public notice but did not actually authorize a mortgage because there was none before them at the time. They have come back to request that we execute and deliver the mortgage and give them the mortgage recording tax exemption that was previously authorized.

Jeff Gallahan made a motion to authorize Mike Manikowski to execute and deliver the mortgage in the amount of \$3.2MM. Kelly Mittiga seconded the motion. Motion unanimously carried.

Brian Young exited the meeting at approximately 6:30 pm.

ADMINISTRATION:

Annual Board survey: Suzanne Vary reviewed the Annual Board survey. Andy Molodetz made a motion to accept the results of the survey. Kelly Mittiga seconded the motion. Motion unanimously carried.

January 22, 2018 Minutes: Mike Davis presented the January 22, 2018 Meeting Minutes for approval. Andy Molodetz made a motion to approve the January 22, 2018 minutes. Jeff Gallahan seconded the motion. Motion carried.

CGR Inform Analytics: Michael Wojcik explained that CGR Inform Analytics was the program used for the cost benefit analysis. He is asking for permission to renew our yearly agreement with them.

Jeff Gallahan made a motion to approve the annual software license for CGR Inform Analytics. Dave Reh seconded the motion. Motion unanimously carried.

Grow the Agriculture Intellect of Youth: Suzanne Vary explained that Grow the Agriculture Intellect of Youth was a Finger Lakes WIB event where they showcase careers in agriculture. She is asking if the IDA would sponsor four buses from Ontario County schools in the amount of \$1200.

Andy Molodetz made a motion to sponsor four buses at \$300 each totaling \$1200. Kelly Mittiga seconded the motion. Motion unanimously carried.

Invoices for payment: Michael Wojcik presented for approval twenty-six invoices for payment totaling \$232,119.15; twenty invoices totaling \$213,895.75 for the Airport and six invoices for the Agency in the amount of \$18,223.40.

Andy Molodetz made the motion to approve the payments of the above referenced invoices. Kelly Mittiga seconded the motion. Motion carried.

ADJOURNMENT:

Andy Molodetz made a motion to adjourn the IDA meeting at 6:43 pm. Kelly Mittiga seconded the motion. Motion carried.

Respectfully submitted,

Diane Foster