

**Cayuga County Industrial Development Agency  
Regular Meeting  
Springside Inn  
6141 W. Lake Rd.  
Auburn, NY  
December 18<sup>th</sup>, 2018 at 12:00pm**

Chairman Lockwood called the meeting to order at 12:16pm, noting that a quorum was present.

**ROLL CALL:**

Present: Ray Lockwood, Ben Vitale, John Latanyshyn, Gina Speno, Herb Marshall, Andrew Rindfleisch, Paul Lattimore

Others Present: Tracy Verrier, Samantha Frugé, Derek Simmonds (CEDA); Rick Galbato (Galbato Law Firm)

**MEETING MINUTES:**

Mr. Rindfleisch moved to approve the minutes of the November 20<sup>th</sup> Regular Meeting, seconded by Ms. Speno. Mr. Marshall noted the November 20<sup>th</sup> Regular Meeting Minutes should state the Finger Lakes Mall property was to close before the December meeting. All members present voted in favor to the minutes as amended; motion carried. Mr. Marshall moved to approve the minutes of the October 16<sup>th</sup> Regular Meeting; seconded by Mr. Rindfleisch. All members present voted in favor, motion carried.

**BILLS AND COMMUNICATIONS:**

Ms. Frugé presented bills from the Chamber of Commerce for membership renewal (\$275), Knapp Electric for repair work on the lights at the Industrial Park (\$287.24), and NYSEG for electric service at the Industrial Park (\$188.83). Mr. Vitale moved to pay the bills, seconded by Mr. Rindfleisch. All members voted in favor, the motion carried.

**REPORT OF THE TREASURER**

Ms. Frugé reviewed the budget report, noting income from savings accounts and CDs in the amount of \$261.31 and small-project fee revenue Cayuga Veterinary Services in the amount of \$4,758. Ms. Frugé reviewed the expenses, noting service charges from KeyBank (166.05) and NYSEG electric charge for the Industrial Park from the month prior (137.29). Mr. Latanyshyn moved to accept the report of the treasurer, seconded by Mr. Rindfleisch. All members present voted in favor, the motion carried.

**UNFINISHED BUSINESS**

**Renewable Energy PILOTs:** Ms. Verrier provided three sample PILOT scenarios for a solar project [15-year, 20-year, 25-year] and explained that one scenario was a 25-year split model that included a general 15-year PILOT with an optional renegotiation for the following 10 years. She added that CCIDAs has only rarely done a PILOT longer than 15 years, but it would be at the Board's discretion. She explained that NYSERDA provided a calculator to help determine how much solar projects could potentially afford, noting they generally recommended \$1700-5000 per megawatt per year for our area. Mr. Rindfleisch asked how they would handle a situation where the technology being used for a solar project became outdated within the 25-year PILOT? Ms. Verrier explained that they could build exit strategies into the language of the contract to

address those situations. Mr. Rindfleisch noted the PILOT savings were significant for solar projects and questioned if the projects were receiving a reasonable benefit? Ms. Verrier explained that the State wants to incentivize these types projects by assisting in making them more financially feasible. She added that they could structure the levels to cap the incentive, dependent on the project. Mr. Rindfleisch asked what the job creation potential would be for those projects? Ms. Verrier explained that the projects create temporary construction jobs, but very few, if any, permanent jobs. The local economic benefit would be the potential to provide local businesses and individuals with lower cost energy options. Ms. Speno asked what the standard PILOT term was for the projects? Ms. Verrier stated solar developers have expressed an interest in 25 years, but the State standard is 15 years. Mr. Vitale suggested that the term could be negotiated for a better incentive based on projects that are interested in utilizing less desirable land. Ms. Speno suggested keeping the language for solar PILOTs more general due to each PILOT being customized for each project. Mr. Vitale agreed and suggested setting a 15-year PILOT term as the standard with room for adjustments. Ms. Verrier suggested they have a representative from NYSERDA attend the next Regular Meeting to provide perspective on what was working and not working for solar PILOTs. The Board was agreeable.

CEDA Staff Update: Ms. Verrier provided an update on various projects CEDA staff are working on. She noted there had been some interest in parcels at the Aurelius Industrial Park, but there was some pushback on the \$25k per acre price for parcels without utilities built out.

## **NEW BUSINESS**

2019 Nominations: Ms. Verrier noted that the nominating committee had met to make prepare recommended nominations for Officers, Legal Counsel, or Staff. Mr. Marshall moved to recommend the board remain the same with Mr. Lockwood as Chair, Mr. Lattimore as Vice-Chair, Mr. Latanyshyn at Treasurer/Secretary, Harris Beach as Transaction Counsel, Galbato Law Firm as General Counsel, Ms. Verrier as Executive Director, and Ms. Frugé as Acting Treasurer. Mr. Marshall expressed that he continues to be concerned that CEDA's Executive Director is also the Executive Director of the Chamber of Commerce. Mr. Rindfleisch seconded the motion. All other members present voted in favor; motion carried.

RESOLUTION: Ratifying prior-adopted policies, standards, and procedures: Ms. Verrier noted the only change to the policy resolution was that Mr. Rindfleisch replaced Ms. Contigulia on the Governance Committee. Motioned by Mr. Rindfleisch to approve the policy resolution as amended, seconded by Mr. Latanyshyn. All voted in favor, motion passed.

Executive Session: Mr. Vitale made a motion to enter into Executive Session to discuss matters involving matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular corporation; seconded by Mr. Latanyshyn. All members present voted in favor. The Board Entered Executive Session at 12:29pm.

Mr. Marshall moved to exit Executive Session; seconded by Mr. Latanyshyn. All members present voted in favor. The Board Exited Executive Session at 12:40pm.

Board Member Updates: Mr. Marshall noted the Board's responsibility to be up-to-date on matters involving CEDA and requested that CEDA activity reports be included in the Regular Meeting Packets mailed to Board members. He would like to discuss more thoroughly at the next meeting what information about CEDA is relevant to the CCIDA board, especially in light of the recent budget cut. The Board was agreeable.

January Meeting Date: Ms. Verrier requested to reschedule the January meeting date due to a scheduling conflict. The Board was agreeable. Ms. Verrier stated that Ms. Frugé would reach out to the Board members regarding proposed dates.

Motion to adjourn made at 1:23pm by Mr. Marshall, seconded by Mr. Latanyshyn. All present voted in favor, the motion passed.

Respectfully submitted,  
Samantha Frugé

Next regularly scheduled meeting: TBD