

**Cayuga County Industrial Development Authority**  
**Regular Meeting**  
**2 State St. Auburn NY 13021**  
**October 19<sup>th</sup> @ 4pm**

Mr. Lockwood called the meeting to order at 4:00pm, noting the presence of a quorum.

**ROLL CALL:**

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

Others Present: Danielle Szabo, Taylor Symes (CEDA), Riccardo Galbato (Galbato Law Firm), Mark Chamber (C&S Companies)

**MEETING MINUTES:**

Mr. Marshall motioned to approve the September 17<sup>th</sup> Regular Meeting Minutes, seconded by Mr. Rindfleisch. All members present voted in favor; motion was carried.

**BILLS AND COMMUNICATION:**

Ms. Symes presented the following bills: PILOT Payments to Union Springs Central School District in the amount of \$79,814.81 for Johnston Paper, Weedsport Central School District in the amount of \$25,566.46 for Page Trucking. Also Ms. Symes presented the Q3 2021 CEDA Admin invoice in the amount of \$5,023.95. The Admin Services Contract was for \$5000 and the \$23.95 was for board materials and project related documents.

Mr. Latanyshyn motioned to approve the bills, seconded by Mr. Rindfleisch. All members present voted in favor; motion was carried.

**REPORT OF THE TREASURER:**

Ms. Symes presented the August Profit and Loss Budget Report. Income for the month of September was \$63,199.78 which resulted from Project Fees in the amount of \$63,136.25 and the Interest-Savings, Short Term CD in the amount of \$63.53. The total expense for the month of September was \$88,655.02 which resulted from Facilities and Equipment in the amount of \$88,480.20, a \$5.00 bank fee and the Industrial Park Electric Bill in the amount of \$169.82. The total Net Income for the month of August was (\$25,455.25). At the end of the Profit and Loss Budget Performance Report was a breakdown of the account balances for the month of September. Ms. Symes gave a breakdown of the PILOT Disbursement Report

Mr. Vitale motioned to approve the Report of the Treasurer, seconded by Mr. Rindfleisch. All members present voted in favor; motion was carried.

**UNFINISHED BUSINESS:**

Update on Sewer Line: Mr. Chambers explained phase I work has been completed. The status of the phase II is Highlanders is in a holding pattern as CCIDA waits for funding to come in from the EDA application. Ms. Szabo spoke with David Bottar who is drafting the EDA application on behalf of CCIDA. Mr. Bottar explained he needed to push back the review date of the draft EDA application from 10/8 to 10/29. Mr. Marshall expressed concern about as to why the

application review date keeps getting pushed back as this was supposed to be reviewed back in August. Ms. Szabo assured Mr. Marshall moving forward she would put pressure on Mr. Bottar to make certain he submits a draft application for review by the end of October. Mr. Marshall posted the question to Mr. Chambers could the delayed application impact phase II of the project. Mr. Chambers responded the delayed application could impact phase II however it is important that CCIDA is able to secure funding to purchase the additional materials. Mr. Chambers went on to explain construction most likely would start closer to spring. Mr. Marshall responded that his biggest concern with the delayed application is the contractor would not honor the original bid the company accepted several months ago. Mr. Chambers responded there could be an increase cost of construction materials since the original bid. Mr. Chambers believes once the secured funding has been allotted Highlander will review the numbers and determine what impact has happened since the submission of the original bid. Mr. Marshall questioned if CCIDA has an agreement with Highlander that requires the company to accept the original bid up to a certain date. Mr. Chambers expressed that he is unsure of the verbiage in the contract however Highlander is beholden to the bid and expects to stay the course however there is no notice to proceed. Mr. Marshall questioned if the EDA application was to be submitted by October when would the board be notified of the award. Ms. Szabo stated from the email chain she was looped in on the anticipated award would be announced in December. Mr. Lockwood questioned if Ms. Verrier is still involved in the application process. Ms. Szabo responded that Ms. Verrier is no longer involved in the application process after she has been looped in. Ms. Szabo asked Mr. Chambers if he had any conversations with Ms. Verrier and he confirmed no. Mr. Marshall asked Mr. Chambers to keep Highlander aware of the funding application and to make sure they do not start any type of work on the sewer line. Mr. Chambers confirmed Highlander is fully aware of the funding application and understands funding needs to be secured before work can get started. Ms. Symes stated she is waiting to hear back from Chris Lewis on whether the payment will be credited. Ms. Symes has not received a response from Mr. Lewis and will try to reach out again. Mr. Lockwood questioned if CCIDA has received the money, which Ms. Symes confirmed as yes.

Next Era Energy Update: Ms. Szabo gave an update on the Next Era Energy solar project-taking place in Conquest. Ms. Szabo and Ms. Symes met with Kris Scornavacca from Next Era Energy in September. Mr. Scornavacca shared a project phase update. The project has submitted the NYS article10 permit application process. The NYS article10 permit application process will take 15 months to complete with an anticipated approval in December 2022. Construction would not start until 2023. Mr. Scornavacca has offered to come back and do an updated presentation for the CCIDA board in some time in 2022. Mr. Marshall questioned if the company is having any issues with getting local buy in on the project. Ms. Szabo responded Next Era Energy has a good relationship with Charles Knapp and the town seems in favor of the project. Ms. Szabo stated during the meeting with Mr. Scornavacca they spoke in depth about the importance of job creation and the differences between construction vs permanent jobs. Mr. Scornavacca understood the importance of job creation and the local labor policy. Mr. Scornavacca explained the company has started working with local higher education institutions to incorporate trainings that will be required for solar energy jobs in the region. Mr. Marshall questioned if Next Era Energy would be the same company applying for IDA incentives. Mr. Marshall wants to make

sure the project does not have a third party company managing the solar project after IDA incentives are granted to the project. Ms. Symes confirmed the company is the same and during the meeting with Mr. Scornavacca it would be required for all equity partners to be established prior to applying for IDA incentives. Ms. Symes also reassured Mr. Marshall the company has their own equity and everything would remain under the Next Era Energy Company.

CEDA Staff Update: Ms. Szabo explained Ms. Roblee, CEDA's marketing coordinator has been working diligently on improving the user's experience on the CEDA website. The website now has an event page, multi layered assets map which has links that directly connect to the all the municipalities and school districts in Cayuga County. The website also has a data protected section. Both the economic development and business development specialists will utilize this feature. Ms. Szabo will use the data protected feature attraction projects and Ms. Goloub will use the feature to create an interactive resource library for individuals going through the micro enterprise program.

The Chamber Commerce virtual auction ran from 9/17 thru 10/1 raised just shy of \$8,000 dollars. In the past this event has raised between \$2,500 -\$3,500 dollars. Due to the cancellation of the annual dinner, \$4,000 dollars in sponsorships were donated to the virtual auction. The actual auction itself raised \$3,861 dollars.

The MRB Group presented the final supply chain report at the September CEDA board meeting. The MRB Group went over the six targeted industries that were identified during the analysis. Since the September presentation Ms Szabo has met with Assemblyman Lemondes to discuss some challenges and opportunities that have come out of the supply chain analysis, specifically around the challenges of becoming an USDA certified slaughtering house. Ms. Szabo explained businesses in the region have to travel out of state to get their animals butchered, which is pushing a lot of money out of the region and state. Ms. Szabo said they are looking to start a regional committee to explore this issue further and really understand the challenges around becoming USDA certified. Mr. Lockwood encouraged Ms. Szabo to keep this discussion a priority when it comes to attraction strategies. Mr. Lockwood expressed that farmers are experiencing a 3 to 6 month wait list to have animals processed. Ms. Szabo stated the challenges around animal processing is a priority for Assemblyman Lemondes and he will continue to push for more dialogue.

In her final update, Ms. Szabo shared her attraction project from July is now public. Terrapin, a Colorado cannabis company came in July for a site tour and visited sites in the Auburn Tech Park and the Crossroad Industrial Park located in the Town of Brutus. The company selected a lot in the Auburn Tech Park. Ms. Szabo worked closely with Jim Hotaling in the Town of Brutus for the crossroad site tour and will continue to work with Supervisor Hotaling on utility development and upgrades for the crossroad site. Ms. Szabo expressed the crossroad industrial park could possibly be written into the BBB regional application Centerstate CEO just submitted. The crossroad site could possibly a sub industrial park for the mega chip site. Ms. Szabo stated the Terrapin project would be a \$120 million investment with a 100-job creation. Mr. Lockwood

stated local farmers are upset by the Terrapin news and fear the company will steal workers. Ms. Szabo explained the company prioritizes hiring people with criminal backgrounds especially drug related. The company also only hires vets for their security team. Terrapin has been operating for 10 years and is established in four different states. Terrapin is a second chance employer that is working with Nick's Ride, CAP, and several other nonprofits in the area to understand the community's needs.

Mr. Lockwood gave an executive director search update. Mr. Lockwood expressed he has not been part of the annual request conversations and the budget must be secure from the county before posting the job search. Mr. Lockwood is confident an executive director would not be hired until next year. Mr. Marshall asked if there has been any conversations about separating CEDA and the Chamber. Mr. Lockwood stated nothing else had been discussed since last month's discussion, when they had talked about Centerstate CEO taking oversight of the chamber. Mr. Marshall asked who makes up the search committee. Mr. Lockwood stated it is made up of himself, Jim Dacey, Melody Johnson, Mitch Maniccia, Kevin, Grant Kyle, Jeff Dygert, Aileen McNabb, Sue Edinger, and Ryan Pine. Mr. Lockwood expressed he pushed to make sure there were people present from the city and the county on the search committee as there were challenges when hiring for Ms. Verrier. Mr. Lockwood feels confident by next month's meeting CEDA should have a better sense of the 2022 budget. At this point, there has not been a formal search committee meeting.

#### **NEW BUSINESS:**

Report from Audit & Finance Committee: Mr. Marshall stated the audit and finance committee met at 3:30pm before this meeting to review the budget. Mr. Marshall went on to state the budget was well done and was approved by the committee.

2022 Proposed Budget: Ms. Symes expressed for the most part the budget remained the same. There is a slight increase on the project fee. Ms. Symes reiterated that Mr. Marshall brought up a question in regards to the Lawyer Fee. Mr. Marshall stated that he thought all fees were charged to the projects. Mr. Galbato stated that for the most part that is what happens but some things aren't able to be charged to a project. In the sense of that happening CCIDA will pay that bill. Ms. Symes stated that the bill normally is mailed in November. Mr. Galbato stated that almost all the fees to Harris Beach are charged to each project.

Mr. Marshall motioned to approve the 2022 Budget, seconded by Mr. Latanyshyn. All members voted in favor; motion was carried.

#### **ADJOURNMENT:**

Mr. Marshall moved to adjourn at 4:46pm seconded by Mr. Latanyshyn. All members present voted in favor; motion was carried.

Respectfully Submitted,  
Taylor Symes