

Cayuga County Industrial Development Authority
Regular Meeting
2 State St
January 18th, 2022 @ 4pm

Mr. Lockwood called the meeting to order at 4:01pm, noting the presence of a quorum.

ROLL CALL:

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

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

MEETING MINUTES:

Mr. Marshall motioned to approve the December 8th Special Meeting and December 14th Regular Meeting Minutes, seconded by Ms. Speno. All members present voted in favor; motion was carried.

BILLS AND COMMUNICATION:

Ms. Symes presented the following bills: NYSEG in the amount of 203.69, CEDAQ4 Payment in the amount of 16,662.13. Ms. Symes gave a breakdown of the Fee Share. She stated that the income for the year was \$94,506.05, the expenses for the year was \$36,324.07/ The Net Income subject to the fee share was \$58,181.96. 20% of the net income came out the amount of \$11,636.40 which is paid to CEDA. Also, the Aurelius Tax bill was \$2742.98, C&S Companies in the amount of \$2,583.30.

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

Mr. Marshall asked if the last two bills were in connection to the sewer line? Ms. Symes stated that they were. Mr. Marshall asked if they would be added to the cost or if they would be come directly from CCIDA. Ms. Symes stated it comes directly from us. Mr. Chambers stated that it was in their outlined contract.

REPORT OF THE TREASURER:

Ms. Symes presented the Profit and Loss Budget Performance for the month of December. She stated that the total income was \$210.61 which consisted of Gas Lease Revenue in the amount of \$32.93 and Interest Savings in the amount of \$177.68. The total expense for the month was \$4,860.58, which was for Membership dues, Contract Services and Conference, Convention, Meeting Dues. The Net Income for the month was (\$4,649.97).

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

Mr. Marshall wanted to know how we had a negative income for the month. Ms. Symes stated that we spent more than we made for the month.

UNFINISHED BUSINESS:

Update on Sewer Line: Ms. Szabo stated the Mr. Bottar received comments back on the EDA Application from Mr. Ed Hummel. The engineering report needed to be updated along with updated beneficiary reports from CMI and Grober. Support letters needed to be written also. Mr. Bottar is in the process of setting up a meeting to discuss the updates that need to happen Mr. Bottar gave an update that they are still accepting applications and are reviewing what they consider good projects and Mr. Hummel believes that the Sewer Project is a great project. They are unsure as to when they would be funding project at this point. Mr. Bottar is still hopeful that we would hear back as to when projects would be awarded. Ms. Szabo stated that the Sams.gov account has been officially reactivated and that if and when the award is disbursed, CCIDA would have no problem accessing funding.

Mr. Chambers stated that the preliminary engineering report has been modified and Mr. Bottar has received it. Mr. Marshall asked if that what the only thing that was needed and would need to be reviewed. Ms. Szabo stated she received the beneficiary reports from CMI and Grober and no issues were brought back.

Mr. Lockwood asked Mr. Chambers if he reached out in regards to the pipe. Mr. Chambers wanted clarification on which pipes he was referring too. Mr. Lockwood stated it was the pipe that was discussed last month. Mr. Chambers stated he hasn't just yet but will reach out as soon as possible.

GSPP 4643 Twelve Corners Road Extension: Ms. Szabo stated that last month their Rep had reached out looking for an extension for their leaseback. Their leaseback agreement expired December 31st, 2021. Ms. Szabo reached out to the lawyers asking if this was something that needed to have a vote by the board. The lawyers stated that Ms. Szabo could make the decision as long as it was reasonable explanation to why they would need the extension. The company's rep stated that they have made progress internally on the project but they have seen a long delay in their shipments with the major building components. The asked for an extension to be granted until December 31st, 2022.

CEDA Staff Update: Ms. Szabo stated that she stated interviews for the Small Business Development Specialist and has three candidates. She would like to host the final round of interviews the week of January 24th and potentially have the new person start the first week of February. Ms. Goloub's last day will be February 9th, so we are trying to have the new person have some time to train with her before her departure. Also, Ms. Szabo has received some project inquiries throughout the county. They are in the process of filling out applications. One project is in the town of Mentz and their project budget is 2 million dollars and they would like to start construction early spring. Another project would be in Aurelius and is a Solar Project.

In December Ms. Roblee joined Karen Kuhl for a CBS episode at CMI. They interview people from CMI and Spruce Haven. The topic was around Dairy Farmers and the rise in plant based milk. They wanted their input on how things have changed for them.

Ms. Szabo stated that the ARPA contract with the City of Auburn was approved and CEDA would be administering grants to 11 businesses throughout the City of Auburn. CEDA is hoping

to start having info-sessions at the end of January and to start application over the next two months to have awards be selected at the end of March. Mr. Marshall asked if this is for just the City of Auburn or if the entire county would be eligible. Ms. Szabo stated that Cayuga County has not made a plan as to what they are doing with their ARPA funding just yet. Ms. Szabo has a conversation with Ms. McNabb-Coleman and she asked what the City of Auburn was doing and she was excited for it. As of right now this funding is for the City of Auburn.

Ms. Szabo reached out to Mr. Gould in regards to the board seat for the county and things are behind. He has not received the board lists on who needs appointments but he will reach out in a few months.

Mr. Lockwood stated that in regards to the CEO position, the board met and they are receiving applications and will be setting up interviews after January 25th. The deadline to receive applications is January 25th. Mr. Lockwood is unaware of how many applicants there are but they are receiving them.

NEW BUSINESS:

CMI Update: Mr. Kevin Ellis stated that it was time to give the board an update. The last time CMI had an equity partner but as of now they no longer are investing. So far CMI has invested over \$100,000 in engineering costs. Mr. Ellis explains the more they have been exploring this a-septic project, they have noticed a shift in shelf life milk. He explained that shelf like milk is 60 days and a-septic milk lasts 8-12 months. CMI is looking at doing this project alone and they service 30 different farms. The budget as of now is around \$146 million budget. The job count as of right now is at 94 people. Mr. Ellis stated that when communicating with Ms. Verrier, they did not expect to add any more people to their work force. CMI added 20 new people since the addition of their evaporator 2. They would need 150 new people for expansion one.

Looking at the power point presentation, Mr. Ellis explained each phase which shows each expansion of their bottling and drying needs. Mr. Ellis stated they may run out of cows in Cayuga County so they will need to reevaluate their plan. Mr. Marshall stated that they may run out of milk, would CMI accept other companies into their plan? Mr. Ellis stated that they are working with numerous different companies and have no problem adding new customers. Mr. Ellis stated that they have another business called Cayuga Marketing which is CMI's Co-Op. This allows people to enter membership. In their Co-Op they are producing 4 million pounds of milk per day. CMI does not consume their own milk at this point. CMI is in the process of buying more milk tankers. Last year they bought 50 new milk tankers to reduce the amount of drivers needed. They obtained ownership of 30 new trucks. As of right now they have 70 trucks.

CMI would like to buy the parcel North of Grober as a result of creating a truck Depot. Mr. Ellis said they have plans to buy the remainder of the entire park.

Mr. Lockwood stated the goal is to have the park used. He stated that he doesn't want to sell the land and not having the land developed. Mr. Ellis stated that they have proven their work and

should be allowed to do so. Mr. Marshall stated that making a deal with the milk plant would allow the IDA to purchase more land for future development.

Mr. Ellis stated that he wanted to present to the IDA because CMI would like to secure a place to expand their business. Mr. Lockwood asked how many acres of land was left in the Industrial Park? Mr. Marshall stated that the IDA would like to have land available for CMI and to be able to secure more land for future development. Ms. Szabo stated that is was around 70 acres left. Mr. Ellis wanted to discuss the force main that leads to Auburn as of right now. If this expansion was to happen they would like to cut off their ties to the City of Auburn and direct their waste to Cranebrook stream. They will no longer like to go to Auburn. They have been working with Probst Group and the results looks very promising. The discharge point would be by the old Finger Lakes Bottling Plant by TRW. Mr. Marshall asked if they could reach it through the old GE Plant. Mr. Latanyshyn wanted clarification if they would still need the force main? Mr. Ellis stated that CMI would still need it but their intent would be to have a bypass. Mr. Lockwood asked what they needed for CCIDA. Mr. Ellis stated that he just wants the board to consider the offer and he will be back next month.

Mr. Marshall wanted to know what CMI was trying to do? Mr. Ellis stated that their plan was not short time. They are looking at 5-10 years in the future. CMI will hit a crossover point and need a discharge point. Mr. Ellis explained that the water they discharge is clean water and that they will need help for the IDA to get them a discharge point to Cranebrook. Mr. Lockwood stated that a discussion will happen and would to continue to be a partner with CMI.

Mr. Ellis said to add him to him to then next CCIDA Meeting Agenda for February.

Upcoming Events: Ms. Szabo reviewed upcoming events.

EXECUTIVE SESSION:

Mr. Latanyshyn motioned to enter executive session at 4:41pm to discuss land acquisition seconded by Mr. Marshall. All members present voted in favor.

Mr. Marshall motioned to exit executive session at 5:13pm, seconded by Mr. Latanyshyn. All members present voted in favor; motion was carried.

ADJOURNEMENT

Mr. Marshall moved to adjourn at 5:15pm seconded by Mr. Latanyshyn. All members present voted in favor; motion was carried.

Respectfully Submitted,
Taylor Symes