

**Cayuga County Industrial Development Agency
Regular Meeting
First Floor Conference Room
2 State St.
Auburn, NY
March 27, 2018 at 4:00pm**

Chairman Ray Lockwood called the meeting to order at 4:00pm, noting that a quorum was present.

ROLL CALL

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

Excused: Paul Lattimore

Others Present: Tracy Verrier (CEDA); Samantha Frugé (CEDA); Maureen Riester (CEDA); Mary Beth Leeson (Cuddy & Ward); Riccardo Galbato (Galbato Law Firm); members of the public (see attached)

MEETING MINUTES

Mr. Rindfleisch moved to approve the minutes of the February 21st Regular Meeting and the Governance Committee Meeting; seconded by Mr. Marshall. All members present voted in favor, motion carried.

NEW BUSINESS:

Mr. Lockwood moved new business up in the agenda and introduced Mary Beth Leeson from Cuddy & Ward.

Audit Committee Report: Mary Beth Leeson of Cuddy & Ward presented an overview of the 2017 Financial Audit. She reviewed letters and stated that there were no issues with the audit or audit process. Ms. Leeson reviewed net assets noting they decreased by \$50,000 due to cash flow going out, which was a function of timing with PILOT payments and the Ontario Realty payment. She continued by noting unrestricted cash also decreased for the year due to payments for Ontario Realty that rolled into the 2017 fiscal year. Ms. Leeson explained that the income from last year was primarily from admin fees tied to Ontario Realty. She added that the legal expenses from last year are also tied to Ontario Realty, noting that these odd transactions would not occur again since that project was now settled.

Mr. Marshall made a motion to approve and accept the 2017 Audited Financial report as presented, seconded by Mr. Latanyshyn. All members present voted in favor, the motion carried.

UNFINISHED BUSINESS:

Mr. Lockwood opened the floor for public comment. Ms. Verrier asked that speakers limit their comments to 3 minutes.

Meryl Eriksen, Director of Food & Beverage at the Inns of Aurora and Chair of the Cayuga County Tourism board – Ms. Eriksen stated she is very grateful to Ms. Rowland for the investments she has made in the village. She addressed several concerns regarding the Dorie's building, primarily noting that they attempted different business models at that location without success. Ms. Eriksen explained they explored the option to lease the space out, but it did not make financial sense. She explained they do not intend for the building to remain vacant, and they are planning to convert the building into a demonstration space. Ms. Eriksen concluded that having locations for demonstrations will create more tourism for Aurora, which would benefit the village in turn. Ms. Eriksen urged to CCIDA board to make a reciprocal investment and support the Inns in their project for Shakelton.

Dan Flanick, Business Owner – Mr. Flanick stated he and his fiancé opened a business in Onondaga County a year and a half ago and plan to open another business in Aurora. Mr. Flanick explained his business is heavily dependent on the success of the Inns and their future projects. Mr. Flanick asked the CCIDA board to vote in favor of the Shakelton project.

Eric Lamphere, Inns of Aurora Chef – Mr. Lamphere stated he has never seen a business like the Inns that cares for their employees and gives back to the community in such a capacity. He explained that with the addition of the new Inn and a new spa would attract tourism and create more jobs and generate outside revenue that will recycle into the local economy. Mr. Lamphere noted that property value and tax revenues will increase if the project moves forward. Mr. Lamphere encouraged Ms. Rowland to continue to invest in the community and asked the CCIDA board to support the Shakelton project.

Jeff Batis, Skaneateles Resident and Business Owner – Mr. Batis stated after he visited the Village of Aurora he decided to relocate his business there. He explained his business is dependent on the success of the Inns and asked the CCIDA board to vote in favor of the project.

Alex Schloop, Creative Director at Inns of Aurora – Mr. Schloop stated he began working as a front clerk at the Inns of Aurora shortly after graduating from Wells College. He noted the Inns provide excellent professional opportunities that allowed him to advance his career, and that without these opportunities would not have chosen to settle in Cayuga County. Mr. Schloop encouraged the CCIDA board to vote in favor of the Shakelton project.

Sarah Brown, Sales Manager at Inns of Aurora – Ms. Brown stated they continuously need to turn groups away due to lack of accommodation. She explained that if approved, the Shakelton project would allow the house to service conference business in conjunction with the renovation of the Taylor House into a conference space. Ms. Brown noted the Inns bring in a large amount of tax revenue and the vision to expand will increase revenues further to benefit the village, its businesses, and its residents. Ms. Brown asked the Board to vote in favor of the Shakelton project.

Laura Coburn, reading a letter from Steve and Randy Zabriskie– Ms. Coburn, reading from the letter, stated the Inns have restored many properties that were in decline, and thus have saved many historic properties and returned trade to the village. The letter noted that weddings provide significant economic activity from late spring to August, and that more rooms for the Inns could service more, larger weddings and expand the season to year-round. The letter explained that the Inns have been a supporter of the community and their success is critical for the village. The letter concluded asking the Board to support the Shakelton project.

Kaleigh Reid, Resident of Auburn – Ms. Reid stated she began working for the Inns part-time and truly enjoyed her time working there. She explained that the Inns provide great experiences for guests and its expansion would be an opportunity for more accommodation and jobs created. Ms. Reid explained the Inns try to support the county and give guests suggestions for things to do throughout Cayuga County during their stay. She concluded that supporting the Shakelton project would support tourism in the county as a whole.

Mary Beth Adams, Desk Clerk at Inns of Aurora – Ms. Adams noted that through the generosity of Ms. Rowland, many buildings have been added back onto the tax rolls after being owned by Wells College. Ms. Adams explained that a tax inducement is important to the Village of Aurora because the Inns employs many of the residents and restores buildings that are close to ruin. Ms. Adams concluded that Aurora is fortunate to have Ms. Rowland investing in the continuation of businesses and the project would not be a loss on taxes, only a benefit. Ms. Adams requested that the Board support the project.

Benjamin Maywalt, Assistant Dining Room Manager at Inns of Aurora – Mr. Maywalt described the Inns as a company that invests in its employees. He explained that it is rewarding to see the business grow. He noted that since he began working at the Inns, they have expanded and increased success in the restaurant. Mr. Maywalt stated if the Inns expanded further with the Shakelton project, more jobs will be created and more tourism will bring outside revenue. Mr. Maywalt asked the Board to vote in favor of the project.

Jodi Bennett, Controller at Inns of Aurora – Ms. Bennett noted that the Inns have supported many fundraisers in Aurora, which have support many local community organizations. She continued stating Shakelton House has been mostly unoccupied for a number of years, and by approving the project, would increase sales tax revenue and property tax revenue. Ms. Bennett urged the Board to vote in favor of the project.

Meg Vanek, Executive Director of Cayuga County Tourism – Ms. Vanek stated she supports the project as it benefits the county as a whole from sales tax and occupancy tax. She explained guests spend more locally when they stay overnight vs. visiting for the day and approving the project is important for tourism in Cayuga County. Ms. Vanek asked the Board to support the Shakelton project.

Heather Davidson, Director of Special Events at Inns of Aurora – Ms. Davidson explained the Inns' push for the Shakelton project is because they have had to turn away guests due to lack of accommodation. She noted that the Inns have always been supportive of local Airbnb houses in the village and always recommend local homes for additional lodging if the Inns cannot accommodate. Ms. Davidson concluded that the Inns must continue to invest in property in Aurora to become sustainable and the Shakelton project would help them get there.

Kelley Zabriskie, Human Resources Manager at Inns of Aurora – Ms. Zabriskie stated the Inns' diverse and devoted workforce is what sets them apart and providing job opportunities is vital to the success of the business and community. Ms. Zabriskie asked the Board to support the Shakelton project.

Kathleen Connelly, Architect – Ms. Connelly described her time spent working on small projects at the Inns as working with high-quality, confident, friendly people. She added that working with the Inns was a welcome addition to her professional life.

Stephen Lynch, Planning and Economic Development Director – Mr. Lynch explained that economic energy comes from individuals who relocate here, which is what the community needs. He stated the Inns are giving opportunities to these individuals and helping grow the tourism industry. Mr. Lynch concluded that supporting the Shakelton project supports tourism and job opportunities.

Chris MacCormick, Chair of the Aurora Community Preservation Panel – Mr. MacCormick stated that although the Inns have been respectful of historic preservation, which could not have been afforded by anyone else, there are aspects of community life that are affected by the Inns. Mr. MacCormick explained Ms. Rowland has not honored promises to pay for projects in their entirety or to provide businesses that provide value to village residents. He noted that specifically the Inns have closed Dorie's Bakery. He continued, explaining the Shakelton project has already been approved by the Preservation Panel; however, their concern is with the Inns owning many parcels in the village. Mr. MacCormick stated during the process to approve the Shakelton project, they were encouraged to believe the Dorie's building was in the process of being leased to a different business, yet that fell through. He explained that one of the complaints about the village is that there isn't much to do and stated the Inns own most of the locations that could be used for developers looking to open new businesses in the area.

Linda Schwab, Village Historian – Ms. Schwab described her misgivings regarding the project are because it will be the Inn's second tax abatement with a term that overlaps the first abatement for the Rowland House project. She continued to explain the village needs balanced economic development for a rural community, such as a grocery store, cafe, or functional local amenities other than tourism and hospitality. She then asked how the project would incorporate balanced economic development. Ms. Schwab concluded with a request that the Inns provide a detailed plan for future land development and a succession plan, including agreements made implicitly.

Sue Edinger, General Manager at Inns of Aurora – Ms. Edinger explained the two tax abatements the Inns have applied for are the sales and use tax abatement and real property tax abatement; which are tools to help the business grow and increase their base sustainably. Ms. Edinger explained Ms. Rowland will not be here forever

and their focus is to work toward creating a business that is sustainable on its own. She continued, describing how the Inns plans to become a business that is profitable into the future. Ms. Edinger concluded that the success of the project is vital to keep Ms. Rowland's interest in investing in the village and preserve the jobs of its residents.

Ken Zabriskie, Aurora Resident – Mr. Zabriskie asked the Board to seriously consider the points brought up tonight from those who support the project. He stated that Ms. Rowland has created a place where people who visit want to come back, which is vital to tourism. Mr. Zabriskie asked the Board to vote in favor of the project.

Jim Burket, Aurora Resident – Mr. Burket stated he is an immediate neighbor to the Shakelton project and enjoys having the Inns as neighbors. Mr. Burket stated he supports the project moving forward.

Ms. Verrier noted that the board had received a number of letters, and read aloud two letters that were received directly prior to the meeting (attached).

AUTHORIZING PROJECT RESOLUTION: Inns of Aurora- Shakelton House Project: Ms. Verrier explained the proposed PILOT schedule for the Shakelton project, noting the estimated tax benefit will be \$200,000 over 10 years. She continued, explaining the sales and use tax exemption is estimated at \$360,000 for the duration of construction and estimated the additional property tax revenue to the jurisdictions at \$178,000 over 10 years. Ms. Verrier also explained the abated value of taxes is only on the additional assessment, so municipalities will still receive taxes on at least the base value of the property. She noted that the village uses the previous year's assessment, so the first year of the PILOT the Inns will get a normal tax bill from the village. That is why a payment in the first year is not included in the PILOT schedule for the village.

Mr. Marshall stated he spoke with Katie Waller who manages several of Ms. Rowland's businesses and Ms. Waller explained the Inns are committed to helping the village find a solution to the water infrastructure issues that exist.

Mr. Latanyshyn asked Ms. Edinger how many rooms the Inns have and what the ideal number of rooms would be? Ms. Edinger stated the Inns need approximately 60 rooms, and the Shakelton project would bring the total room number to about 55 rooms. She continued to explain the other focus of the Inns is to try to attract tourism year-round to keep the rooms occupied during the off-season as well and they have a number of projects planned to help with that. Ms. Edinger explained a spa and an event center are in the works to attract tourism.

Mr. Latanyshyn asked if the projects that are in planning will come back to CCIDA for tax abatements. Ms. Edinger replied that all the projects are qualified and it is their intent to come back to request further inducements to keep Ms. Rowland investing in the area. Mr. Latanyshyn then asked how many jobs are to be created from these projects. Ms. Edinger stated the spa will likely generate 25 employees, the event space will generate about 30-40 employees. Mr. Latanyshyn then asked how many buildings were returned to the tax rolls under Inns ownership. Ms. Edinger explained the Inns are paying taxes on the current assessment for the Taylor House, and the Wallcourt house has always been on the tax rolls. Mr. Latanyshyn asked what the annual tax collection is for the Taylor House. Ms. Verrier stated the assessed value is \$226,000, and that the most recent tax bills were \$618 for the village and about \$2250 for the county. They would have also paid school tax.

Ms. Verrier requested that the board consider setting the local labor policy at 30% of construction jobs from Cayuga, 65% from adjacent counties, and 5% from New York State. Ms. Edinger stated the request is fair and the Inns are fine with those standards.

Mr. Latanyshyn asked in regards to the Dorie's building, if a non-hospitality business could be installed there. Ms. Edinger explained the number of residents in the village is challenging and the volume could not support the store.

Mr. Latanyshyn made a motion to approve the Authorizing Resolution for the Shakelton House Project, seconded by Ms. Speno. The motion was put to a roll call vote and recorded as follows:

	Yea	Nay	Absent	Abstain
Paul Lattimore			X	
Andrew Rindfleisch	X			
John Latanyshyn	X			
Raymond Lockwood	X			
Herb Marshall	X			
Gina Speno	X			
Ben Vitale	X			

The motion carried.

CEDA Contract: Ms. Verrier explained the only change to the proposed CEDA contract is the term increasing from a 2-year term to a 3-year term to align with CEDA contract with the county. Mr. Latanyshyn motioned to approve the CEDA contract, seconded by Mr. Rindfleisch. All members present voted in favor, motion carried.

BILLS AND COMMUNICATIONS:

Ms. Verrier presented bills from NYSEG totaling \$128.60 and a bill from the Probst group totaling \$8565.36. Ms. Verrier explained the Probst group needed to do additional testing for bacteria they suspect is causing the issue in the sewer line. She explained the additional testing wasn't included in the original quote and the Probst group is looking for reimbursement in the amount of \$600 for the additional testing. Mr. Rindfleisch moved to pay the bills, including up to \$600 for additional sewer line testing, seconded by Mr. Latanyshyn. All members present voted in favor; motion carried.

REPORT OF THE TREASURER

Ms. Verrier reviewed the budget report and noted the \$120 expense under 'Travel and Meetings' is the bill for the Economic Forecast Luncheon and the \$250 expense under the Aurelius Industrial Park is for administration fees for the ESD grant. Ms. Verrier also noted the transition of the CD accounts was completed. Mr. Rindfleisch moved to accept the Report of the Treasurer; seconded by Mr. Latanyshyn. All members present voted in favor, motion carried.

NEW BUSINESS (cont.):

Upcoming Events: Ms. Verrier provided information on upcoming events.

EXECUTIVE SESSION:

Mr. Rindfleisch made a motion to enter executive session to discuss matters involving the proposed acquisition, sale or lease of real property; seconded by Mr. Latanyshyn. All members present voted in favor, the motion carried. The Board entered into Executive Session at 5:35pm.

Mr. Marshall made a motion to exit executive session, seconded by Mr. Rindfleisch. All members voted in favor. The Board exited executive session at 6:10pm.

Motion to adjourn made at 6:12pm by Mr. Marshall, seconded by Ms. Speno. All present voted in favor, motion passed.

Respectfully submitted,
Samantha Frugé

Next regularly scheduled meeting: Tuesday, May 15, 2018 at 4:00pm

CCIDA Regular Meeting

March 27th, 2018

Please check the box below if you would like to speak during public comments.

Name

Address

Meryl Eriksen

391 Main St. Aurora NY 13026

☒

DAN FLANICK

274 Genesee St Auburn NY 13021

☒

ERIC LANDHERE

216 North Main Auburn NY

☒

JEFF BATIS

4022 Mill Road S Kanawatch NY

☒

Alex Schloep

119 Genesee St Auburn NY

☒

Sara Brown

232 S. Seward Ave Auburn

☒

Laura Coburn

238 Genesee St. Auburn

☒

Kateleigh Reid

32 Aspen St, Auburn NY 13021

☒

Mary Beth Adams

3498 Benjamin Rd Union Springs NY

☒

Benjamin Maxwell

32 Aspen St, Auburn, NY 13021

☒

Jodi Bennett

1956 Sherwood Rd. Aurora 13026

☒

~~Kate Schloep~~

☐

James Burkett

405 Main St, Aurora, NY 13026

☒

Kay Burkett

405 Main St Aurora

☐

Meg Vaneck

131 Genesee St. AUBURN

☒

→ Chris MacCormick

36 Cont St. Aurora

☒

Heather Davidson

80 Mary St Auburn

☒

Kelley Zabinski

1647 Hardy Rd Union Springs

☒

Kathleen Connolly

327 Cliffside Dr., Auburn, NY

☒

→ Linda Schwab

318 Main St Aurora NY

☒

March 27th, 2018

Name

Stephen Lynch

7 TOWNSHIP, AUBURN NY 13021

☒

→ 5^{VE} EDINGER

391 MAIN ST AURORA, NY 13026



Joe Deharrest

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Meghan E (citizen)

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Pen Zabriskie



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Southern Cayuga Central School

District Offices
2384 State Route 34B
Aurora NY 13026

Patrick M. Jensen
Superintendent of Schools
315 364-7211

Loretta L. Van Horn
Business Administrator
315 364-8711

March 2018

Ms. Tracy Verrier, Executive Director
Cayuga County Planning & Economic Development
Cayuga County Industrial Development Agency
Cayuga County Office Building 5th Floor
160 Genesee Street
Auburn NY 13021

Dear Ms. Verrier:

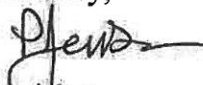
It is my sincere pleasure on behalf of the Southern Cayuga Board of Education to write a letter of support for the Inns of Aurora as they seek a tax abatement through the Cayuga Economic Development Agency to renovate the historic Shakelton House in Aurora, New York.

The Southern Cayuga School District truly appreciates the Inns of Aurora as a unique community partner who is generous in nature to our students and families. Each winter, the Inns donate their time and resources to host the Southern Cayuga Basketball Dinner and Game Night. The funds raised support Southern Cayuga's athletic programming and a chance for community members to enjoy an evening together. These types of events are few and far between in a rural community and truly appreciated by all. In addition, lecture events at the Inn recently highlighted the plight of our school planetarium and our efforts to restore this unique facility.

The Inns of Aurora also serve as an economic driver, creating entry level employment opportunities for many students. As employment choices can be quite limited within a small rural community, the Inns provide an alternative opportunity in a community where dairy is the leading industry. The District supports the expansion that will allow the Inns to increase wedding and banquet business and provide for even greater opportunity for our students. These workplace experiences prove invaluable to our students as they explore their educational and career choices.

The Southern Cayuga Central Schools are pleased to offer their support to the Inns of Aurora and the renovation of the Shakelton House.

Sincerely,


Patrick Jensen
Superintendent

To the members of the CCIDA with respect to the matter of the public hearing on 3/22/18:

My name is Chris MacCormick. I am a longtime Aurora resident—my family arrived in 1958—and Chair of the Community Preservation Panel, the part of village government charged with care of the village as a historic district. The village along with Wells College has been listed in the National Registry of Historic Places since 1980. There are obligations that go along with that.

I am asking you to reject this application. I am sorry if in doing so I jeopardize what has been mostly a good working relationship. I am impressed by a lot of the work that the Inns do. Not least among my concerns, my home is bounded on three sides by Inn or Pleasant Rowland properties, and I am leery of getting on their wrong side.

The Inns are an unusual business project, one that from the outset was driven by no profit motive that they would identify. It was clearly understood that Ms Rowland would pay all the costs associated with development of the properties. Although they have referred from the beginning to the idea that “a rising tide lifts all boats,” the Inns and Ms Rowland as owners of much property in the village—and right of first refusal over more—have allowed too much of it to stand vacant rather than make it available to other tenants or enterprises. They own all but one of the few shopfront businesses in the village, and have during the past year and a half closed two of them to that sort of use. Their management is in the position of absentee landlords, in the sense that they don’t live here, and they report to someone who lives much farther away, in Wisconsin.

So they are not here to recreate, and their children don’t attend our schools, and there is considerable gravity wanting with respect to the sort of cooperative planning with the Village that is needed to ensure the greater health of the place.

During the approval process before the Community Preservation Panel for the project under discussion, I felt compelled to attach a conversation about the use of one of their storefront properties, which at that point they had allowed to remain conspicuously empty for more than a year, drying up what economic life had been resuming in the southern end of the village and creating a sort of moral eyesore there. That conversation continued throughout the approval process. It was very encouraging that early in that process they expressed a readiness to let the Dorie’s space have some life again, promising to offer it for lease. The other property hadn’t yet been closed for retail.

Dorie's was a sort of lunch counter, bake and ice-cream shop with probable untapped potential as a coffee shop. Shutting it on the basis that it was unprofitable was a kind of renegeing on an agreement, and also exceptionally careless of the feelings of the people who had liked it especially as it had seemed to be beginning to thrive. Many of the employees of Dorie's—some of them young and our children—were the most welcoming faces you would meet on a trip through the village. And keeping it shuttered for a long time—while people continued to pull over to park, see the sign on the door and drive off muttering—only compounded the offense.

Anyway, they did make it available. They took applications, negotiated rents, then over the course of several months (still during the pendency of our review of the Shakelton project) they took a different but still constructive tack and approached a local enterprise, the Aurora Ale & Lager Company, which had been brushed off so severely in the course of two previous attempts to rent space from the Inns that they had resolved never to attempt anything of the sort again. The Inns presented a very comprehensive set of assurances, portraying themselves as so enthusiastic for the arrangement that an enhanced business plan was drawn up for the Ale & Lager Company, including food, at the Inns' suggestion. A menu was developed and a chef was hired and gave notice at her current employer's on the supposition that the lease would be signed at any moment. Then, suddenly, the Inns aborted the deal asserting that they didn't want to lease the space after all. So—I note that our approval of the Shakelton rehabilitation had occurred before the change and that the main occasion for conversation with the CPP on the subject has passed—the plan is for it to remain as it is, an empty room with an empty deck overlooking the lake.

In fact many of the properties in the village owned by the Inns and Pleasant Rowland are untenanted, however well cared for. The houses on either side of mine are modest though nice. Ms Rowland has not declared what she means to do with them. The neighborhood would welcome Inn or college or MacKenzie-Childs employees.

I am asking you to deny this application unless a decision can be deferred until some of the Village's concerns are addressed. I wonder that a letter of support from local government isn't routine for an application of this sort, which certainly affects the Village of Aurora, promising future benefit to be sure but aren't we party to that promise?

We are committed to caring for our historic village not just on account of its big, handsome mansions, which the Inns and Ms Rowland have excelled at restoring and giving a use to—but its smaller places, and its business, residential and mixed-use districts, which developed as the result of diverse pressures in a sometimes uneasy mix.

I can see that motivations may well have changed with respect to the need for the Inns to become more self-sustaining and therefore to generate profit, but to simply abrogate foundational agreements without consultation and planning and replacement value is not right, and is destructive of what should be a proud community alliance.

Sincerely

A handwritten signature in cursive script, appearing to read "Chris MacCormick".

Chris MacCormick
36 Court St
Aurora 13026

(315)364-8119

March 22, 2018

Dear Village of Aurora Board and other interested parties,

I would like to enter this letter into the public record at tonight's public meeting.

Short term

With regard to the proposed project at the former funeral home I would like some assurances that the following, which occurred during the last project at Wallcourt, will not happen this time.

1. Loud construction noises beginning at 6:30 am;
2. Illegal heavy truck traffic on Court Street that resulted in road overload, mud-caked road surfaces and damage to front lawns;
3. An inordinate amount of dust which resulted in homes being coated with dust and windows not being able to be opened. We had to have the house pressure washed and cleaned. Also, my truck was coated with a fine dust. I had to have a dealership professionally remove it and they directly attributed it to construction dust.

None of the above damages were ever compensated for. In fact there seemed to be a clear lack of concern for the neighbors on Court Street. This is too bad because the final product itself looks fine.

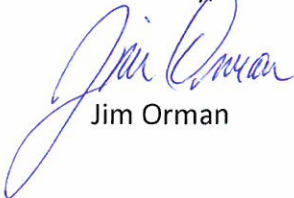
Long term

I have a concern for when the time comes that interest in all of the properties owned by a single entity begins to wane and funding slows or stops. The village will be left with empty storefronts and houses. Currently, there some modest smaller homes that were purchased with no apparent intended use for them (two of which are on Court St.). These could have been sold to younger families. Their children would go to our schools. The adults could become involved in local government, the fire department (which needs volunteers), and other community interests.

This letter is presented out of concern for our village's present environment and its future.

Thank you for your consideration.

Sincerely,



Jim Orman

Elizabeth Knight
351 Main St, Aurora 13026
PUBLIC COMMENT

In the beginning, developer Roland and her staff presented Aurora villagers with this business model: an Aurora Inn with fewer rooms would be successful.

Yet, when tax assessments were made and taxes levied, Inn managers claimed the need for reductions in assessments and taxes for their failing business. Both were granted.

Then, Inns developer proposed a new business model: more rooms would bring the elusive success to the business. This project needed a tax abatement. Granted.

Now, to the repurposing of the Shakelton house. The Inns claim to need still more rooms to be successful. And another tax abatement is being sought.

But, why should village, town, and county continue to prop up a developer who has millions of her own dollars? Especially when this developer has failed to think through, to make, to reveal, to follow a comprehensive plan for a project that has expanded far beyond an old Inn with fewer rooms and continues to expand while leaving the community curiously blindsided.

Will a successful business ever emerge to pay full freight in taxes and repay the generosity of our community?

March 23, 2018

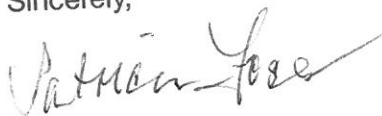
I am writing to voice my concerns regarding the request by the Inns of Aurora for a ten year tax abatement for the former Shakelton Funeral Home property.

As you know we are a very tiny Village with a Private College. It has almost been twenty years Since Pleasant Rowland started purchasing properties owned by Wells Collage. Over the years Ms Rowland has managed to acquire all of our commercial property as well as the right of first refusal on all property owned by Wells College should they for any reason decide to sell any or all of their holdings. Wells properties are for the most part wholly exempt from paying taxes which amount to over 20 million dollars of assessment value. Many homes included in the right of first refusal are modest homes sold over the years by Wells who retained the right should the owners decide to sell their home. My home is included in these properties. Recently Ms Rowland has started buying affordable homes in the residential area of our Village. They are now sitting empty and would have been perfect homes for first timer buyers but they were sold without being listed for sale. Housing stock in the Village has been dramatically reduced since Ms Rowland business operation started in our Village. The consequences of affordable housing loss has impacted our fire department, our schools and our sense of community.

Given the above history it should be clear the amount of power Ms Rowland has when the threat of pulling out of here is made if she does not get her way. The fact she does not live in New York State and reportedly is worth 315 million dollars and has an annual income of 25 million dollars begs the question why should a multi millionaire receive a tax abetment?

As a member of the Village Planning Board each new application presented to us by the Inns comes with the comment, "we feel this application will let us reach our sustainability goals". The comment does not inspire confidence. It is hard to believe the Inns will ever become sustainable, the operation is essentially seasonal in nature, with only a few of properties open during the off season. Last year Sue announced to the Community Preservation Panel and Planning Board that Ms Rowland has informed her the Inns have to become sustainable as she does not intend to keep funding the operation. The reluctance of Ms Rowland to provided a rational plan of development and a plan of succession in the event of her passing coupled with the above announcement does little to convince me it is in the best interest of the Village to see another property receiving a ten year tax abatement.

Sincerely,



Patricia Foser

March 23, 2018

CIDA 2 State Street

Auburn, NY 13021

Dear CIDA Members:

We are 47-year residents of Aurora and Bill taught at Wells for 40 years. So we have experienced Village life for nearly half a century.

While we appreciate the many contributions of the Inns of Aurora, it is time to evaluate the impact of the Inns' continued expansion and continued tax abatements on Village life and Village finances.

Today Aurora is basically a ghost town compared to the recent past. Fewer properties for families and fewer shops for private owners, and fewer shops even open. We are concerned that so many of the Inns' properties are either closed or open only on a seasonal basis and yet the Inns continue to expand and continue to take more properties off the tax roll. Aurora is especially burdened from the fallout of an unusual and unusually draconian past agreement between Pleasant Rowland and Wells that gives her first right of refusal for College houses and properties.

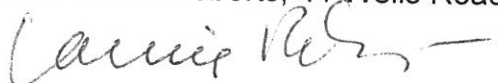
Regarding the current issue of whether to extend another tax abatement to the Inns, we really need to ask: Is there a master plan that the Inns will share with the Village? If so, why have they not provided one upon request? We are frustrated and can only believe that the Inns are working with no master plan and with unrealistic hope, "...if only we have one more building, with only 12 more rooms, with only one more tax abatement, THEN we will be solvent." May we see the master plan and stop this one-sided gamble?

Also, we are concerned about the urgent need for Aurora to execute a major costly project for its future water needs because the College has announced it wants out of the water business. The two major beneficiaries of tax abatements (Wells and the Inns) are making it very difficult for the Village to survive. If Aurora does not have water, the Inns and the College do not have water.

Therefore, we respectfully request that the CIDA wait until the Village water program is resolved AND to accept and honor the Village Planning Board's rejection of this new tax abatement request by the Inns. Thank you.



Bill and Laurie Roberts, 41 Wells Road, Aurora NY 13026



To:

Chairman Raymond E. Lockwood and
Directors of the Cayuga County Industrial Development Agency

March 26, 2018

Dear Chair Lockwood and members of the Board:

Unable to attend the hearing tonight, my wife and I would nevertheless like to express our sense and support of the request from the Inns of Aurora, which you are now considering. You have heard from a number of Aurora residents and it is a good thing to receive opinions on matters that may affect our population. We are residents, too—I being a native—and this is how we see things.

Not that many years ago a number of properties in the village were in a severe state of decline. Some were commercial entities, others residences. Today, most of these have been restored and are functioning as component parts of the Inns of Aurora enterprise. That accomplished two things: historic properties saved and repurposed, and increased traffic and trade for area business and the not-for-profit sector.

Undeniably, the greatest impact on the village in terms of activity and economic benefit comes during the late-spring to early-autumn months. That is, wedding season. It has long been the stated goal of the Inns to increase the complement of rooms and expand the season to year-round. More visitors to the village mean more exposure for Wells College and McKenzie-Childs, more positions for local job-seekers, more looks at the residential property inventory, more opportunity for entrepreneurs and more tourist dollars—export dollars—circulating in the local economy. My wife in her shop, for example, enjoys a high volume of business from guests of the Inns.

I have no affiliation with the Inns but it happens that I have a family association with four of the Inn properties. I also have a fairly recent passion for historic preservation and I am thrilled with the investment that has been made in Aurora. I anticipate enhanced opportunities for heritage tours, to benefit the Inns and the non-profits and, again, the business community.

The Inns of Aurora has been a good friend and partner in the community, sponsoring and supporting local organizations, the Southern Cayuga Central School, Wells College and the village, and promoting local business. The success of the Inns, I would argue, is critical to the village of Aurora. And one other benefit of more success and more people is more tax dollars.

The request before you is to us a reasonable one. You have here another opportunity to promote the economy, job and recreational opportunities of Cayuga County. This is a good investment with a foreseeable good return.

Sincerely,
Steve and Randi Zabriskie

A handwritten signature in dark ink, appearing to read "Steve and Randi Zabriskie". The signature is fluid and cursive, with the first name "Steve" being more prominent and the last name "Zabriskie" written in a continuous, flowing script.

the INNS *of* AURORA

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

Dear Mr. Lockwood:

I am writing today to urge you and the entire board of directors of the Cayuga County Industrial Development Agency to invoke all incentives and relief in your power to grant to the development projects of the Inns of Aurora.

I ask this because as a home-owner, resident, and business owner I consider support of such worthy endeavors paramount to my continued investment in Cayuga County.

My husband and I are fortunate to have the education and successful track records in employment and business to have many choices about where we make our home and where we pursue our careers.

The Inns of Aurora and the work the company is doing is keeping us here. I can't imagine another place in Cayuga County that I could continue to grow professionally while employing all of my skills. It is also important to me to be a part of something that is in service to something larger than an individual. I can't imagine another employer expansive enough in their thinking to allow an employee to continue to support the operation of another business. In this way, the Inns of Aurora created a growth opportunity for me and I, in turn, created a position at Coburn Design to fill the day-to-day role I left. Job creation.

The Inns of Aurora is not merely a collection of beautiful historic properties, lovingly restored and in some cases saved for becoming dilapidated and lifeless shells. The Inns of Aurora is a collection of incredibly dedicated employees striving not only for excellence but to be of service to each other. I want to be a part of that for years to come.

As a business person, I know that every business must find a "sweet spot" in size to be sustainable. In hospitality, it comes down to having the right amount of beds to support a variety of operations that in the end make the whole of the operation appealing to visitors from near and far.

I realize I don't need to spout facts to you about the economic impact the Inns has in Cayuga County or how many of our residents are personally supported by the operation.

the INNS *of* AURORA

I trust in your discernment and that of your board to meet the Inns of Aurora part way in the sizable investment they are poised to make. Vote yes.

Sincerely,

Laura Coburn

Director of Programming, Inns of Aurora

President, Coburn Design, Inc.

Resident, Cayuga County

the INNS *of* AURORA

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, New York 13021

Dear Mr. Lockwood:

I first came to Cayuga County during a frenzied weekend ten years ago while searching for a place to attend college. From the time my parent's car pulled into Aurora, I knew that I was somewhere special. I decided to attend Wells College because of its academic rigor and intimate setting, but also because of the village's natural beauty and its proud Main Street with historic buildings so clearly loved and meticulously maintained. Aurora felt like a remarkable exception — a small pocket of vitality in the Central New York where I grew up. What I didn't know then was that this environment was the product of Pleasant Rowland's dedication and devotion to her alma mater and the village that surrounds it.

After a busy and fulfilling four years at Wells, I joined the team at the Inns of Aurora for what I believed would be a summer-long stint as a front desk clerk. I quickly discovered that I had joined not just a company, but a team of remarkably talented professionals who were genuinely interested in my personal and professional development. With Sue Edinger's mentorship, I had the opportunity to explore the world of hospitality, working as an innkeeper at E.B. Morgan House and managing the Aurora Inn front desk before serving as brand manager and now creative director for the company.

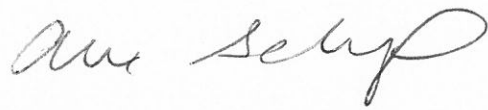
The professional opportunities afforded to me by Sue and Pleasant at the Inns of Aurora are not ones that I would have been able to find elsewhere in this area, and my career in Aurora is what made me choose Cayuga County as my home. In my role as creative director, I have the joy of sharing my passion for Aurora and Cayuga County with journalists from around the world, establishing partnerships with local businesses and cultural institutions, and executing marketing campaigns that ensure our operations stay busy — generating occupancy tax for the county and good jobs for our 100+ employees.

I moved into a newly renovated apartment in downtown Auburn five years ago, joining many of my colleagues who love this city and its welcoming spirit. Alongside my work in Aurora, I try to give back to the city I now call home by serving on the Seward House Board of Trustees, the Cayuga County Chamber of Commerce Board of Directors, and the Auburn Local Development Corporation Board of Directors. (I also certainly enjoy contributing to the county's economy as a member of Prison City's mug club!) I consider myself very lucky to have a great job in a community I've grown to love, and I know that I would not be here if it were not for Pleasant's continued investment in Aurora.

the INNS *of* AURORA

We know that we must continue to expand our business to become financially sustainable — we need more guestrooms and demand generators (including a destination spa, a conference center, and a year-round event center). I am grateful that Pleasant continues to see value in investing in our county — thanks in large part to the inducements offered by CCIDA. I strongly encourage you and your board members to vote yes on the Inns of Aurora's application.

Respectfully,



Alex Schloop
Creative Director, the Inns of Aurora
Cayuga County Resident

the INNS *of* AURORA

Dear Mr. Lockwood,

My name is Bryan Peck and I am an employee of the Inns of Aurora. I am writing to you to express my support for the Inns of Aurora's application for Sales & Use Tax exemption during the construction/renovation phase of the upcoming project and Real Property Tax abatement. Just to give you a little background on myself, I am 26 years old and have lived in the Finger Lakes region my entire life, with the exception of moving to Pittsburgh to study economics and communications. I returned to serve the same Finger Lakes community that I was fortunate enough to grow up in.

I applied to a marketing job at the Inns of Aurora not knowing what to expect, but I accepted my position to be a part of a truly inspiring, young team of professionals dedicated to the historical preservation of Aurora. I have always been a Finger Lakes advocate, but this job has given me a platform to creatively think and **act** my part in growing the region. I show up to work every day because I believe in what we are doing. I believe in my 150 coworkers. And I believe that repurposing these run-down, vacant buildings has helped turn Aurora into a destination rather than another rural spot on the map along route 90.

Since coming to Aurora, I've seen first-hand what the Inns have meant to the community of Aurora, and Finger Lakes tourism in general—a \$3 billion industry. Our work impacts the entire region, in and outside of Cayuga County. We are in the hospitality industry, but guests come to the Finger Lakes to see much more than our properties. We should embrace the growth of tourism in our region.

Cayuga County is impacted the most by our work. Our organization accounted for almost \$300,000 of school, county, village, and town taxes paid in 2017. Wells College needs a village to attract students to campus, and without the Inns of Aurora, most of the small businesses in our community wouldn't exist. Union Springs is also a neighboring beneficiary of the work we do. It is part of the commute for myself, other Inns of Aurora employees, and guests. There is a strong mutual dependence between us and a lot of the surrounding organizations in the County.

For all of the employees that work in Aurora and all of the organizations that benefit from our work, our organization *needs* to be financially sustainable. To do so, we need to create more demand-generators and we need to create more space for our guests to stay —transforming abandoned buildings into historical landmarks is simply an added plus compared to a much cheaper method of new construction.

Our organization, and specifically Pleasant Rowland, has invested heavily in Cayuga County, and this inducement is simply a step for us to be able to invest more. Please consider this letter my full support for the Inns of Aurora's application as well as my dedication to help this community and County prosper.

Sincerely,



Bryan Peck



www.jacobspress.com



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office 315.252.4861
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email info@jacobspress.com

March 26, 2018

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

Dear Ray,

I am asking you to support the Inns of Aurora applications for:

- A. Sales and Use Tax exemption during the construction/renovation phase of the Shakelton property.
- B. Real Property Tax abatements.

From my perspective, Pleasant Rowland and Inns of Aurora have contributed significantly to the economic development of Cayuga County. This has been possible with the assistance of programs such as yours which help them build and grow the business, and ultimately return properties to the tax rolls.

The Inns of Aurora draw visitors from outside our region to spend time and dollars at local establishments creating sales tax revenue for Cayuga County. They employ 100 local residents and also utilize the products and services of local businesses including ours – The Jacobs Press – thus multiplying the economic impact of their investments in our community.

It is my sincere belief that Aurora and Cayuga County are in a better place due to the vision and implementation of that vision by Pleasant Rowland and the team at Inns of Aurora. I encourage you and the entire board of CCIDA to support their application for tax assistance and help them continue the progress they have achieved so far.

Sincerely,

A handwritten signature in black ink, appearing to read 'Michael K. Trapani'.

Michael K. Trapani
Chairman

March 26, 2018

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

Dear Mr. Lockwood,

I am writing you today in support of the Inns of Aurora and their application regarding tax incentives.

As a resident and employee within Cayuga County, the Inns of Aurora has played an integral part in my life. As a local high-school student seeking employment, the Inns of Aurora hired me to work in their Dining Room. This job not only allowed me to save money for college but also helped instill customer service skills I have carried with me as an adult.

Upon graduation from college I moved to Tucson, Arizona and lived there for nine years. After the birth of our second child, my husband and I agreed we wanted to raise our family in Cayuga County. With the Inns of Aurora hiring Laura Coburn, Coburn Design was able to hire me as a full-time graphic designer. Without this opportunity, moving our family back to Cayuga County would have been much more difficult.

Serving as a place where locals and travelers alike can enjoy the beauty of the region, the Inns of Aurora greatly drives the economic development of Southern Cayuga County. Today, now as a guest in the Inns of Aurora Dining Room, I am able to look around and not only appreciate the positive impact it has had on me personally, but also within the community I am happy to call home again.

It is my sincere hope that you, along with the board of CCIDA support the Inns of Aurora's application for tax assistance, allowing them to help sustain Cayuga County as a welcoming destination for tourists along with returning residents like myself.

Sincerely,
Natalie Kimbrough



the INNS *of* AURORA

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

March 27, 2018

Good Afternoon Mr. Lockwood,

My name is Matthew Stevenson and I have been the restaurant manager at the Fargo Bar & Grill for the last 9 years. Before I moved to Aurora to be closer to my job I lived over on Otisco Lake and commuted 34 miles each way. One thing that always surprised me on this daily trip was the amount of vacant homes and business that I encountered. Between Auburn and Aurora there seemed to be a vast amount of buildings that were/are collapsing after years and years of sitting vacant. Right next door to the Fargo was a prime example of a vacant crumbling building until Pleasant Rowland invested in it. Wallcourt Hall had sat vacant since the 70's but today it is a 17-room boutique hotel that offers visitors to Cayuga County a place to stay.

Sitting right across the street to Wallcourt is Shaketons. This building too is in shambles, only a few of the rooms were used in the day to day business of Shaketons funeral home. The rest of the building had decayed to the point where it wasn't financially viable to restore them with any hopes of a quick return. Shaketons needed someone to invest in it that had the vision and patience to bring it back to life. Shaketons has the potential to bring more visitors and employees to Aurora and all we are asking is for a little patience from the county. By continuing to pay taxes on what the property is valued at now for ten years this allows the capitol to be spent on improving the building to the standards that have come to be expected from the Inns of Aurora. There is no money lost to the county as if the building is left as is the taxes won't change for ten years anyways. Yet if some patience is granted then in ten years the value will increase substantially.

Cayuga County is growing in so many areas that continue to bring visitors to the area that more and more rooms are needed to house them. Wineries, breweries, parks, Cayuga lake and now Aurora itself between Mackenzie Childs and the Inns of Aurora becoming a more sought-after wedding destination visitor are flocking to the area. Rather than sending more people to Ithaca to stay the night we are seeking to try and keep the money here in Cayuga county. Rather than building new structures like chain motels do we renovate existing buildings bringing of the old New York charm back. Shaketons would be another building with so much history that we don't want to see be lost to the ages. The newly renovated inn would offer more jobs and more taxes in the long run to continue the revitalization of the area.

If we can take a building back from the teeth of decay shouldn't we do it? We can continue to sit back and watch structures crumble down into such a state that the only choice is demolition, or we can help the people that are trying to bring back the history of New York. Each of the buildings that encompass the Inns of Aurora are seeped in history and without the generosity of Pleasant Rowland would have been shuttered up years ago. Instead they now create memories for a whole new generation and at the same time bring new jobs and taxes to Cayuga county. Please help us add to these memories once again not by giving us something but by having a little patience. Patience that we will make it all worthwhile and as a result add more taxes and jobs to area that can use them.

I urge the Cayuga County Industrial Development Agency to vote yes for the Inns of Aurora application.

Sincerely,



Matthew Stevenson
Manager, Fargo Bar & Grill

the INNS *of* AURORA

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

March 27, 2018

Good day Mr. Lockwood,

My name is Erin McElhinney, I have been a resident of Cayuga County for most of my life. I grew up in Port Byron, NY. As most young people do, I went away for college and lived in Chicago for many years after that. I worked in high-end restaurants both cooking and working the front of house. I managed a Michelin- starred restaurant. (I don't say this to brag, but instead to bring attention to my dedication to quality and service.) Then, the inevitable happened, my husband and I had our first child and life changed. Our living situation in Chicago was no longer viable. How could we possibly raise our children with no outdoor space of our own? How could we raise a family in a 1 1/2 bedroom apartment? How could we function without the support of family and friends?

We bought a house in Auburn. We have an acre of land for our children to roam. We are close to my brothers and to my parents. My children will be able to grow up with their cousins. I share this information with you in hopes that you will understand the impact of The Inns of Aurora on my day to day life. I am the Dining Room Manager for the fine dining restaurant on property. I am uniquely suited for this job with my food experience but also due to my local background. The flexibility in my schedule helps to create that work-life balance that I always strived for in Chicago but was never able to fully attain. My growth and my future in the area are very much tied to this company and its growth. The employees of The Inns of Aurora Inn are dedicated, passionate, and strive for excellence. We actively make a choice to be part of this company, this community, and are excited to be at the forefront of it's growth. Especially since our own personal growth is attached the growth ability of the company.

I absolutely love my job. I think one of my favorite parts is empowering the next generation. I work hard to train them, to give them the tools to succeed and teach them the value of working. Inns of Aurora needs to continue to grow to make this company financially viable so that we are able to invest the money in our younger generation. Pleasant Rowland could choose to invest her money anywhere, but this incentive program shows her that we need and want her here in Aurora and here in Cayuga County. With that investment and this abatement, we will be better poised to effectively train the next generation to be strong, educated, and productive members of the work force. It is so very important to invest in people. If we are paying taxes on a property that does not yet have a client base and stable revenue stream, we will not have the fluid income or the ability to continue to teach and help the younger generation grow. Nor, will we have the positions available to help our senior team grow. I have been in the same position for almost four years. I love my job. As times change and my children's needs and schedules change, I may need to think about a different role. I am so lucky to be a part of a company that wants to help each individual grow and makes it easy to transfer within the company.

I urge the Cayuga County Industrial Development Agency to vote "Yes" on The Inns of Aurora application.

Warmly,

Erin McElhinney

Dining Room Manager
The Inns of Aurora

James Wilcox

15 Orchard Lane PO Box 33 Aurora, NY 13026 (p) 315-730-3476

March 26, 2018

Cayuga County Industrial Development Agency (CCIDA)
Mr. Ray Lockwood, Chair
2 State St.
Auburn, NY 13021

Dear Mr. Lockwood:

I am writing to endorse the PILOT program application for Shakelton House, a project of the Inns of Aurora, Inc. in Aurora, NY in southern Cayuga County.

I am the proprietor of Wilcox General Store and Cream at the Top, two local businesses in Cayuga County in the towns of Ledyard and Genoa, respectively. My family resides in the Village of Aurora, about two blocks from the Shakelton House site.

As a business owner for over 30 years, I value the Inns of Aurora Inc.'s efforts to develop a robust and sustainable business plan that will attract visitors to Cayuga County. The Shakelton House project will enable the organization to accommodate more attendees for weddings and other functions, keeping visitors – and tax revenues – in Cayuga County instead of losing them to Tompkins County, where many attendees are forced to access accommodations.

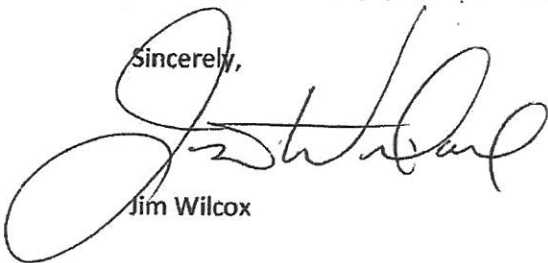
Regional tourism continues to grow, and the Shakelton House project will enable the Inns of Aurora, Inc. to continue to attract visitors to Cayuga County. This is a win-win for local businesses such as my own. More visitors to Cayuga County means more potential revenue for other businesses as well.

As a resident in the Village of Aurora, I am encouraged by the Inns of Aurora, Inc. efforts to increase employment opportunities, which this project will certainly accomplish.

It is my understanding that the Shakelton House project meets the qualifications for the PILOT program. If it satisfies the requirements, I would strongly recommend the project be considered for approval.

Should you have any questions or need additional information, please do not hesitate to contact me.

Sincerely,

A handwritten signature in dark ink, appearing to read "Jim Wilcox", written over a horizontal line.

Jim Wilcox

TOMPKINS



Insurance

March 26, 2018

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

Dear Ray,

I have been a benefits consultant with Tompkins Insurance Agencies, Inc. for almost a decade. I help companies of all different sizes design, review and implement employee benefit programs such as health, dental, vision and many other types of insurances. In my role, I often work closely with an owner, management team or board of directors to help review coverage options and analyze cost. Following those discussions, my team and I will educate employees and provide resources to assist those employees throughout the year. To date, I have about 200 clients; 125 in the Rochester area and about 75 in the Auburn area and the surrounding communities.

This letter is intended to help explain the extraordinary dedication and care I have witnessed from the Inns of Aurora's management team and the way in which they conduct their business. The Inns of Aurora has been a client of mine since 2016. I have worked very closely with their Chief Financial Officer, Controller and HR Director over the past few years. I have also personally interacted with the majority of their staff on numerous occasions over that time period in group meeting as well as individual consultations.

The management team at the Inns of Aurora thinks first about the repercussions of change on their staff and about their own bottom line second. They deliver quality benefits to their staff and allow adequate time for those people to ask questions and understand their options. Members of the management team even personally make themselves available to answer questions if needed. I have helped the management team conduct focus group meetings to help gauge understanding and appreciation of the benefits they offer. After capturing welcomed feedback, the Inns of Aurora was quick to implement meaningful changes and deliver on many key areas their employees needed additional support.

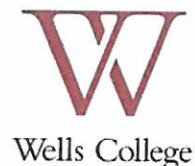
I believe the management team's expertise, thoughtfulness, compassion and kindness is felt throughout the organization. In hundreds of meetings with employees, I have never encountered an employee that wasn't grateful to the organization for the treatment they receive from their employer. I would place the Inns of Aurora's benefits program, competency to manage it and their overall employer/employee relationship in the top 5% of all my clients. I feel so strongly about the way the organization is run that I have recommended the Inns of Aurora to be featured in Tompkins Financial Corporation's Annual Report. Each year, we reserve space to highlight a few of our outstanding clients and recognize them for the wonderful work they do in our communities.

Sincerely,



Daniel C. Rivers
Vice President, Tompkins Insurance

170 Main Street
Aurora, New York 13026
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president@wells.edu
www.wells.edu
Office of the President



March 26, 2018

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

Dear Mr. Lockwood:

I am writing on behalf of the Inns of Aurora (IOA) and their request to the Cayuga County Industrial Development Agency to offer them a sales and use tax exemption during the construction and renovation phase of their Shakelton project that also includes a real property tax abatement. As President of Wells College, I fully and completely support their request.

The work that is being done by Pleasant Rowland and the IOA to create a resort community in Aurora, NY is something we should all get behind and fully support. The development of Shakelton (a former funeral home) into one of the 5-star resorts in the Village of Aurora will not only continue to transform this village but creates jobs and economic impact which will allow the IOA to generate positive cash flow. If the IOA fails, the entire Village of Aurora fails. If you look historically at their incredibly generous support of this community, you can only imagine what would happen without them. The truth is that over time, the community gains tax revenue just as their current properties have produced. However, in order for the IOA to stay profitable, the development of Shakelton and the other incredible projects that Pleasant Rowland desires to bring to Aurora need to move forward.

In short, the tourism the IOA brings to this area creates exposure for Wells College, exposure that a small private liberal arts college in a rural village truly needs. The IOA also markets walking tours of Aurora that includes the Wells College campus, especially Glen Park (Henry Wells original home) and Main Building (the original Wells College building). If Pleasant Rowland pulls her support from Aurora, an incredibly strong source of tourism leaves the county and the region.

I support the IOA request and I encourage you to vote in favor of their application. Thank you for listening and considering this request.

Sincerely,



Jonathan Gibraltar
President



In keeping with the College's commitment to environmentally and socially responsible practices, this paper is certified to the standards of the Forest Stewardship Council® (FSC®).

Grace W. Bates
78 Court Street
PO Box 203
Aurora, New York 13026

March 27, 2018

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, New York 13021

Dear Ray and the CCIDA Board Members,

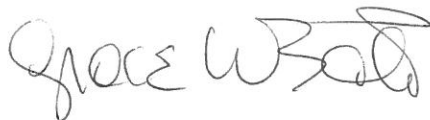
I am writing to you today as a Villager in Aurora and Trustee on the Village Board.

I support the Shakelton renovation project in Aurora. In addition, I support the Agency CCIDA) providing financial assistance to the Inns of Aurora in the form of (a) a sales and use tax exemption for purchases and rentals related to the IOA Project, and (b) a partial real property tax abatement structured through a PILOT Agreement. I do believe that the foregoing financial assistance will promote the economic welfare and prosperity of residents of the County of Cayuga and Village of Aurora.

Increasing the tax revenues to our village coffers is very important, but most important is making sure the Inns of Aurora are profitable. The Shakelton PILOT project will assist the Inns in starting the final phase of their business plan, and profitable inns will ensure future economic stability in our region. In 6 years we will reap the full benefits of the first PILOT Agreement on Rowland House. In another 10 years the full property tax returns will be collected on the Shakelton property - just in time to help defray the cost of new water treatment and sewer plants in our village.

Thank you for the opportunity to express my views.

Sincerely,
Grace W. Bates



the INNS of AURORA

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

March 27, 2018

Good Afternoon Mr. Lockwood,

My name is Jessica Stanton and I am currently the Facilities Coordinator at the Inns of Aurora. I've been with the company since 2010, growing and changing roles as it did. Besides working in Cayuga County, I'm a current resident and have been for most of my life. Like the company's owner, I'm proud to say that I am a Wells College graduate. From a young age going to summer camp at Wells, then later attending getting my Bachelors. To currently spending and caring for many of the building within Aurora, I've grown to love and call this village my home.


Growing up one town over in Union Springs, I have witnessed the blossoming of the Village of Aurora over time. Prior to Pleasant Rowland investing and restoring many of the properties here in Aurora, this area seemed almost forgotten about. Many of its buildings had fallen into decay and were in desperate need of attention. It was when she chose to spend her time and money on this village that I believe it grew to its true potential. Watching the most recent project, Wallcourt Hall transform from an unoccupied building to a beautiful guest property was inspiring. The attention to detail, care and effort taken in the building process was quite evident. As the new project is underway at Shakeltons, there is no doubt the same responsibility will be taken. I only hope the same support and care is given back from CCIDA.

The gratitude and admiration that I have for Wells College is unsurpassed. One of the main reasons Wells is above most others is the sense of community and Aurora itself greatly contributes to that. The symbiotic partnership that has been formed between the Inns of Aurora and Wells College has been mutually benefited to many, students included. The Inn has worked with the College offering both employment and internship opportunities, both of which I took advantage of while I was a student. These opportunities would not have been available to me if the Inn wasn't what it is today. Being able to work and learn through the Inns of Aurora aided me in my education at Wells both finically but it also gave me a great deal of applied knowledge. Using those skills and the ones that Wells College gave me, I was prepared to move into a successful career path after graduating.

After spending a year out of state, I knew that this was the area I wanted to be in, specifically Aurora. There's something to be said about the village, the community and the Inns of Aurora. I saw the potential for growth with the upcoming projects and the dedication the owner has to these properties. That drive, and dedication has inspired myself and the many others that work here at the Inns of Aurora to stick with this company and aid its growth. With growth comes stability and job security and to be honest, that's important for us all. When projects like Shakeltons happen right before our eyes, there's a sense of security and promise on the horizon. I'd like to see this project get the support from the rest of the area too.

I urge the Cayuga County Industrial Development Agency to vote yes for the Inns of Aurora application.

Sincerely,



Jessica Stanton
Facilities Coordinator

the INNS *of* AURORA

Mr. Ray Lockwood, Chair
Cayuga County Industrial Development Agency
2 State Street
Auburn, NY 13021

Mr. Lockwood,

I have been employed by, and invested in, the Inns of Aurora since 2009. I have had the honor of witnessing the growth of this company from its seedling start to its current day existence, through Wells College management into private ownership.

As an employee with direct customer contact, I have seen countless guests from all over the region and all over the country who choose to make Aurora their regular vacation destination. The carefully manicured spaces, friendly hospitality, vibrant village history, and local residents all contribute to what makes Aurora so special for these guests who consciously decide to spend their money in and around Aurora, NY:

- Barbara and Arthur from Rochester have returned multiple times every year since 2005 to enjoy what they refer to as their "cottage on the lake."
- Catherine from California returns every summer for the MacKenzie-Childs Barn Sale and elects to stay at Rowland House for its beauty and comfort.
- Eric and Laird from London, England selected Aurora for their destination wedding amidst all options available to them.
- Bud and Melanie from Pennsylvania return to E.B. Morgan House 3 times per year for a few nights of peaceful relaxation.

Aurora is their quiet respite, and they spend all of their time at the Aurora Inn Dining Room, Bet the Farm Winery, Jane Morgan's Little House, and MacKenzie-Childs.

These folks are among thousands who have all found a place that speaks to them, a place where they can disconnect from their everyday lives in order to reconnect to one another. They venture to destinations throughout Cayuga County, including restaurants, wineries, entertainment venues, historic sites, and state parks. These folks could have elected to travel ANYWHERE in the world, yet they personally choose to travel to Cayuga County.

On a related note, Pleasant Rowland could have elected to invest ANYWHERE in the world, yet has personally chosen to invest in Cayuga County. Without this philanthropic contribution, the aforementioned guests would not even have had the option to enjoy Aurora and Cayuga County to the degree that they currently do. One could also posit that the aforementioned businesses might not have experienced the same prosperity that they are currently afforded without the customer base that frequents the Inns of Aurora.

the INNS *of* AURORA

Finally, though I reside in Tompkins County, I elect to make the 40-minute drive to work in Cayuga County every day. The draw of Aurora is unparalleled in the region. It is the connection with this wonderful landscape, these carefully crafted businesses, the family-like colleagues, and diverse customer base that keeps me coming back. I am thrilled to see guests engaging with the village and its rich history. I began working in Aurora in 2009 with the intent of remaining for only a few short months. Nine years later I continue to be wowed by a place that grows and evolves while staying true to its heritage and roots.

Financial sustainability through profitable businesses is vital to keeping the Inns of Aurora viable. Additional lodging opportunities coupled with year-round demand generators of an event center, a spa, and a conference center will secure the future of the Inns. These important additions can only be made possible by retaining Pleasant Rowland's interest as an investor in Cayuga County.

Mr. Lockwood and other esteemed members of the board, I encourage you to vote YES on the Inns of Aurora application for Real Property Tax abatement and the Sales & Tax exemption during the construction and renovation phase of the Shakelton project. This gesture of confidence will contribute greatly to the continued economic development of the Village of Aurora and the ripple effect it will have on Cayuga County at large.

Sincerely,

Dale Whittaker
Guest Experience Curator, the Inns of Aurora
433 North Aurora Street, Apt 2N, Ithaca, NY 14850

Barb E. Blom
52 Dublin Hill Road
Aurora, New York 13026

Ms. Tracey Verrie, Executive Director
Cayuga County Planning and Economic Development
Cayuga County Industrial Development Agency
Cayuga County Office Building 5th Floor
160 Genesee Street
Auburn, New Your 13021

Dear Ms. Verrier,

I am a resident of Aurora. While I agree with many of my fellow residents about the major loss to the village in recent years of the popular Dories Coffee shop, even after several viable business plans were offered, and the buying of several village homes that remain empty contributing to the dwindling number of people living in the village, as well as the empty old post office building that once housed several thriving local businesses, I am writing in support of the tax abatement for the Inns of Aurora.

The IOA does support many local non-for profits by hosting fund raising community dinners and dinner dances which are major fund raisers for

and the Inns of Aurora. In the long run the tax abatement will benefit the college and the residents by helping to keep

PROJECT AUTHORIZING RESOLUTION

(Inns of Aurora, LLC – Abbott House Project)

A special meeting of the Cayuga County Industrial Development Agency was convened on Tuesday March 27, 2018.

The following resolution was duly offered and seconded, to wit:

Resolution No. 03/2018 - ____

RESOLUTION OF THE CAYUGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) APPOINTING INNS OF AURORA, LLC (THE "COMPANY") AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT (AS MORE FULLY DESCRIBED BELOW); (ii) AUTHORIZING THE EXECUTION AND DELIVERY OF AN AGENT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PAYMENT-IN-LIEU-OF-TAX AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT; (iii) AUTHORIZING THE PROVISION OF CERTAIN FINANCIAL ASSISTANCE TO THE COMPANY (AS FURTHER DEFINED HEREIN); AND (iv) AUTHORIZING THE EXECUTION OF RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

WHEREAS, by Title 1 of Article 18-A of the General Municipal Law of the State of New York, as amended, and Chapter 688 of the Laws of 1970 of the State of New York, (hereinafter collectively called the "Act"), the **CAYUGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY** (hereinafter called the "Agency") was created with the authority and power to promote, develop, encourage and assist in acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing industrial, manufacturing, warehousing, commercial, research, and recreational facilities as authorized by the Act, and in connection therewith to issue its revenue bonds, enter into straight lease transactions and provide other forms of financial assistance; and

WHEREAS, **INNS OF AURORA, LLC** for itself or on behalf of an entity to be formed (herein, the "Company"), has submitted an application (the "Application") to the Agency requesting that the Agency consider undertaking a Project (the "Project") consisting of (A) the acquisition by the Agency from the Company of a leasehold interest in an approximately 1.4 acre parcel of land located at 418 Main Street within the Village of Aurora, New York (the "Land", being more particularly described as TMID No. 181.12-1-13) and the existing improvements located thereon, including an approximately 5,500 square foot vacant commercial building, along with related site improvements (collectively, the "Existing Improvements") (B) the planning, design, construction, reconstruction, rehabilitation and upgrade of the Existing Improvements as a modern lodging facility, including of twelve (12) guest rooms, an innkeeper room, common rooms, building addition, ADA upgrades, and various outdoor improvements, parking and site improvements (collectively, the "Improvements"); (C) the acquisition and installation in and around the Existing Improvements and Improvements of certain machinery, equipment and other items of tangible personal property (the "Equipment", and collectively with

the Land, the Existing Improvements and Improvements, the "Facility"); and (D) through a straight lease transaction (within the meaning of subdivision (15) of Section 854 of the Act), pursuant to which the Agency will acquire a leasehold interest in the Facility and sublease such interest in the Facility back to the Company (the "Straight Lease Transaction"); and

WHEREAS, on February 20, 2018, the Agency adopted an initial resolution (the "Initial Project Resolution") which (i) accepted the Company's application, (ii) authorized the scheduling and conduct of a public hearing in compliance with the Act, (iii) described the contemplated forms of financial assistance to be provided by the Agency (the "Financial Assistance", as described herein); and (iv) authorized the negotiation of an Agent and Financial Assistance and Project Agreement (the "Agent Agreement"), Lease Agreement (the "Lease Agreement"), Leaseback Agreement (the "Leaseback Agreement") and Payment-in-lieu-of-Tax agreement (the "PILOT Agreement") to be entered into with respect to the Project; and

WHEREAS, in accordance with the Initial Project Resolution, the Agency published and forwarded a Notice of Public Hearing to the Village of Aurora (the "Village"), Town of Ledyard (the "Town"), the County of Cayuga (the "County"), and the Southern Cayuga Central School District (the "School", and together with the Village, Town and County, the "Affected Tax Jurisdictions), a copy of which is attached hereto within Exhibit A; and

WHEREAS, pursuant to Section 859-a of the Act, the Agency held a public hearing on March 22, 2018 at the Aurora Firehouse Meeting Room, 456 Main Street, Village of Aurora, New York 13026 with respect to the Project (the "Public Hearing") and the proposed Financial Assistance (as further defined herein) being contemplated by the Agency whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views, and a copy of the minutes of the Public Hearing is also attached hereto within Exhibit A; and

WHEREAS, in furtherance of the foregoing, the Agency desires to authorize (i) the undertaking of the Project and the appointment of the Company as agent of the Agency to undertake same; (ii) the execution and delivery of the Agent Agreement, Lease Agreement, the Leaseback Agreement, the PILOT Agreement, and related documents; and (iii) the provision of the Financial Assistance to the Company, which shall include (a) an exemption from all state and local sales and use taxes with respect to the qualifying personal property included in or incorporated into the Facility or used in the construction and equipping of the Facility, and (b) a partial real property tax abatement through the execution of an agreement with the Agency regarding payments in lieu of real property taxes to be made for the benefit of the Affected Tax Jurisdictions.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE CAYUGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:

Section 1. Based upon the representations made by the Company to the Agency in the Application, the Agency hereby finds and determines that:

(A) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(B) It is desirable and in the public interest for the Agency to (i) acquire title to or other interest in the Land, the Existing Improvements, Improvements and the Equipment constituting the Facility, (ii) lease or sell the Agency's interest in the Land, Existing Improvements, Improvements and Equipment constituting the Facility to the Company pursuant to a lease agreement or sale agreement to be negotiated, and (iii) enter into a Straight Lease Transaction with the Company; and

(C) The Agency has the authority to take the actions contemplated herein under the Act; and

(D) The action to be taken by the Agency will induce the Company to undertake the Project, thereby increasing employment opportunities in the Village of Aurora, which is located within Cayuga County, New York, and otherwise furthering the purposes of the Agency as set forth in the Act; and

(E) The Project will not result in the removal of a facility or plant of the Company or any other proposed occupant of the Project from one area of the State of New York (the "State") to another area of the State or result in the abandonment of one or more plants or facilities of the Company or any other proposed occupant of the Project located within the State; and the Agency hereby finds that, based on the Company's Application, to the extent occupants are relocating from one plant or facility to another, the Project is reasonably necessary to discourage the Project occupants from removing such other facility or plant to a location outside the State and/or is reasonably necessary to preserve the competitive position of the Project occupants in their respective industries; and

Section 2. Subject to (i) the Company executing the Agent Agreement and Leaseback Agreement, and (ii) the delivery to the Agency of a binder, certificate or other evidence of liability insurance policy for the Project satisfactory to the Agency, the Agency hereby authorizes the Company to proceed with the acquisition, renovation, construction, reconstruction, rehabilitation and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency: (i) to acquire, construct and equip the Project; (ii) to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agent for the Agency with the authority to delegate such agency, in whole or in part, to agents, subagents, contractors, and subcontractors of such agents and subagents and to such other parties as the Company chooses; and (iii) in general, to do all things which may be requisite or proper for completing the Project, all with the same powers and the same validity that the Agency could do if acting in its own behalf; *provided, however, the Agent Agreement shall expire on December 31, 2018 (unless extended for good cause by the Chief Executive Officer of the Agency).*

Section 3. Based upon the representation and warranties made by the Company the Application, the Agency hereby authorizes and approves the Company, as its agent, to make

purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount up to approximately \$4,500,000.00, which result in New York State and local sales and use tax exemption benefits ("sales and use tax exemption benefits") not to exceed \$360,000.00. The Agency agrees to consider any requests by the Company for increase to the amount of sales and use tax exemption benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services, and, to the extent required, the Agency authorizes and conducts any supplemental public hearing(s).

Section 4. Pursuant to Section 875(3) of the Act, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any sales and use tax exemption benefits taken or purported to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, if it is determined that: (i) the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, is not entitled to the sales and use tax exemption benefits; (ii) the sales and use tax exemption benefits are in excess of the amounts authorized to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project; (iii) the sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the Project; (iv) the Company has made a material false statement on its application for financial assistance; (v) the sales and use tax exemption benefits are taken in cases where the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project fails to comply with a material term or condition to use property or services in the manner approved by the Agency in connection with the Project; and/or (vi) the Company obtains mortgage recording tax benefits and/or real property tax abatements and fails to comply with a material term or condition to use property or services in the manner approved by the Agency in connection with the Project (collectively, items (i) through (vi) hereby defined as a "Recapture Event").

As a condition precedent of receiving sales and use tax exemption benefits and real property tax abatement benefits, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, must (i) if a Recapture Event determination is made by the Agency, cooperate with the Agency in its efforts to recover or recapture any sales and use tax exemption benefits, mortgage recording tax benefits and/or real property tax abatements abatement benefits, and (ii) promptly pay over any such amounts to the Agency that the Agency demands, if and as so required to be paid over as determined by the Agency.

Section 5. The Chairman, Vice Chairman and/or Chief Executive Officer of the Agency are hereby authorized, on behalf of the Agency, to execute and deliver the Agent Agreement, Lease Agreement, Leaseback Agreement, PILOT Agreement and related documents with such changes as shall be approved by the Chairman, Vice Chairman, the Chief Executive Officer and counsel to the Agency upon execution.

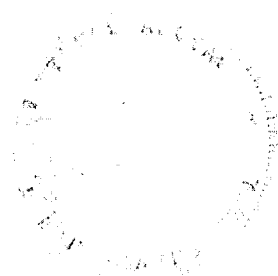
Section 6. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required and to execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.

Section 7. These Resolutions shall take effect immediately upon adoption.

The question of the adoption of the foregoing resolutions was duly put to vote on roll call, which resulted as follows:

	<u>Yea</u>	<u>Nay</u>	<u>Absent</u>	<u>Abstain</u>
Paul Lattimore	[]	[]	[x]	[]
Benjamin Vitale	[x]	[]	[]	[]
John Latanyshyn	[x]	[]	[]	[]
Raymond Lockwood	[x]	[]	[]	[]
Herb Marshall	[x]	[]	[]	[]
Gina Speno	[x]	[]	[]	[]
Andrew Rindfleisch	[x]	[]	[]	[]

The resolutions were thereupon duly adopted.



STATE OF NEW YORK)
COUNTY OF CAYUGA) ss:

I, the undersigned Secretary of the Cayuga County Industrial Development Agency, DO
HEREBY CERTIFY:

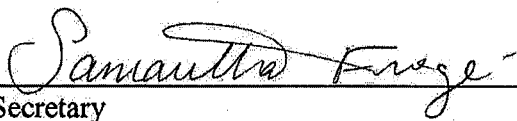
That I have compared the foregoing extract of the minutes of the meeting of the Cayuga County Industrial Development Agency (the "Agency") including the resolution contained therein, held on March 27, 2018, with the original thereof on file in my office, and that the same is a true and correct copy of the proceedings of the Agency and of such resolution set forth therein and of the whole of said original insofar as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that all members of said Agency had due notice of said meeting, that the meeting was in all respects duly held and that, pursuant to Article 7 of the Public Officers Law (Open Meetings Law), said meeting was open to the general public, and that public notice of the time and place of said meeting was duly given in accordance with Article 7.

I FURTHER CERTIFY that there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or modified.

IN WITNESS WHEREOF, I have hereunto set my hand and seal of said Agency this 30th
day of MARCH, 2018.


Secretary

[SEAL]

EXHIBIT A
PUBLIC HEARING MATERIALS



PUBLIC HEARING NOTICE LETTER

February 28, 2018

To: The Chief Executive Officers of
The Affected Tax Jurisdictions
On Schedule A

Re: Cayuga County Industrial Development Agency
Inns of Aurora, LLC Project
Notice of Public Hearing

Ladies and Gentlemen:

Please accept this letter as a notice of public hearing with respect to the captioned project. On the 22nd day of March, 2018 at 5:00 p.m. local time, at Aurora Firehouse Meeting Room, 456 Main Street, Village of Aurora, New York 13026, the Cayuga County Industrial Development Agency (the "Agency") will conduct a public hearing regarding the above-referenced project and the financial assistance contemplated by the Agency. Attached is a copy of the Notice of Public Hearing describing the project and the financial assistance contemplated by the Agency. The Notice has been submitted to the *Auburn Citizen* for publication.

You are welcome to attend such hearing at which time you will have an opportunity to review the project application and present your views, both orally and in writing, with respect to the project. The public hearing is being conducted pursuant to Section 859-a of the General Municipal Law. We are providing this notice to you, pursuant to General Municipal Law Section 859-a, as the chief executive officer of an affected tax jurisdiction within which the project is located.

Very truly yours,

CAYUGA COUNTY INDUSTRIAL
DEVELOPMENT AGENCY

By: Tracy Verrier
Executive Director

Raymond E. Lockwood
Chairman

2 State Street
Auburn, New York 13021

Phone: 315.252.3500

Fax: 315.255.3077

www.cayugacountyida.com

Schedule A

Cayuga County, New York

Certified Mail No. 91 7199 9991 7038 2130 6497

Cayuga County Legislature
Attn: Chairman
County Office Building
160 Genesee Street, 6th Floor
Auburn, New York 13021

Certified Mail No. 91 7199 9991 7038 2130 6503

Cayuga County Administrator
County Office Building
160 Genesee Street, 6th Floor
Auburn, New York 13021

Town of Ledyard

Certified Mail No. 91 7199 9991 7038 2130 6510

Town of Ledyard
Attn: Town Supervisor
Ledyard Town Hall
1099 Poplar Ridge Road
Aurora, New York 13026

Southern Cayuga Central School District

Certified Mail No. 91 7199 9991 7038 2130 6527

Southern Cayuga Central School District
Attn: Chair of Board of Education
2834 State Route 34B
Aurora, New York 13026

Village of Aurora

Certified Mail No. 91 7199 9991 7038 2130 6534

Village of Aurora
Attn: Mayor
571 Main Street
Aurora, New York 13026

NOTICE OF PUBLIC HEARING

NOTICE IS HEREBY GIVEN that a public hearing pursuant to Article 18-A of the New York General Municipal Law will be held by the Cayuga County Industrial Development Agency (the "Agency") on Thursday March 22, 2018, at 5:00 p.m., local time, at Aurora Firehouse Meeting Room, 456 Main Street, Village of Aurora, New York 13026, in connection with the following matter:

INNS OF AURORA, LLC for itself or on behalf of an entity to be formed (herein, the "Company"), has submitted an application (the "Application") to the Agency requesting that the Agency consider undertaking a Project (the "Project") consisting of (A) the acquisition by the Agency from the Company of a leasehold interest in an approximately 1.4 acre parcel of land located at 418 Main Street within the Village of Aurora, New York (the "Land", being more particularly described as TMID No. 181.12-1-13) and the existing improvements located thereon, including an approximately 5,500 square foot vacant commercial building, along with related site improvements (collectively, the "Existing Improvements") (B) the planning, design, construction, reconstruction, rehabilitation and upgrade of the Existing Improvements as a modern lodging facility, including of twelve (12) guest rooms, an innkeeper room, common rooms, building addition, ADA upgrades, and various outdoor improvements, parking and site improvements (collectively, the "Improvements"); (C) the acquisition and installation in and around the Existing Improvements and Improvements of certain machinery, equipment and other items of tangible personal property (the "Equipment", and collectively with the Land, the Existing Improvements and Improvements, the "Facility"); and (D) through a straight lease transaction (within the meaning of subdivision (15) of Section 854 of the Act), pursuant to which the Agency will acquire a leasehold interest in the Facility and sublease such interest in the Facility back to the Company (the "Straight Lease Transaction").

The Agency will acquire title to, or a leasehold interest in, the Facility and lease the Facility back to the Company. The Company will operate the Facility during the term of the lease. At the end of the lease term, the Company will purchase the Facility from the Agency, or if the Agency holds a leasehold interest, the leasehold interest will be terminated. The Agency contemplates that it will provide financial assistance (the "Financial Assistance") to the Company in the form of sales and use tax exemptions, and consistent with the policies of the Agency, and a partial real property tax abatement.

A representative of the Agency will be at the above-stated time and place to present a copy of the Company's project Application (including a cost-benefit analysis) and hear and accept written and oral comments from all persons with views in favor of or opposed to or otherwise relevant to the proposed Financial Assistance.

DATED: March 2, 2018

By: CAYUGA COUNTY INDUSTRIAL
DEVELOPMENT AGENCY