

There will be a Meeting
of the

Seneca County IDA

as follows:

Thursday
June 1, 2023

@
12:00 P.M.

Heroes Conference Room

One DiPronio Drive
Waterloo NY 13165

The Meeting will also be livestreamed on IDA website at:

<https://www.senecacountyida.org/livestream>



LOCAL VALUES. FORWARD VISION.

SENECA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

Thursday June 1, 2023
12:00 P.M.
Heroes Conference Room
One DiPronio Dr., Waterloo NY

Agenda

1. Approval of IDA Meeting Minutes of May 4, 2023 V _____
2. Approval of IDA Financial Statements thru April 2023 V _____
3. Discussion of IDA Project Evaluation Process
4. Standing Item – Update / Seneca County Chamber of Commerce– Jeff Shipley
5. Standing Item – Update / Seneca County Board of Supervisors – Ernie Brownell
6. Other Business
7. Consideration of Executive Session
8. Adjournment



SENECA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY
MEETING MINUTES

Regular Meeting
Thursday, May 4, 2023
12:00 Noon
Heroes Conference Room
One DiPronio Drive, Waterloo NY 13165

Attendance:

Board Members Present: Steven Brusso, Chair; Thomas Kime; Tom Murray; Bruce Murray; Ralph Lott, Jeff Shipley
Board Members Absent: Ernie Brownell, Ben Guthrie
Staff Attending: Sarah Davis, Kelly Kline, Dave Hewitt
Others Attending: Rob Halpin, The Halpin Law Firm; Robert Kernan, CFO; Mitch Rowe, County Manager; Beth Partee, Supervisor, Town of Tyre; and Peter McAuliffe and Andy Welch from RIC Development (Lodi Solar)

Call to Order:

Chairman Brusso called the meeting to order at 12:05 p.m. A quorum of the Agency's members were present.

Approval of IDA Meeting Minutes of March 23, 2023:

The minutes of the Agency's meeting of March 23, 2023, had been sent to Board members prior to the meeting. A motion was made by Mr. B. Murray to approve the minutes. Seconded by Mr. T. Murray. Motion carried.

Approval of IDA Financial Statements thru March 2023:

The March 2023 financial statements had been mailed to board members prior to the meeting. Mr. Kernan summarized the financial statements for the board. A motion was made by Mr. Shipley to approve the financial statements. Motion carried.

Discussion and Proposed Approval of IDA Resolution No 2023-10 | Lodi PV LLC Solar Project | Inducement AND Discussion and Proposed Approval of IDA Resolution No 2023-11 | Lodi II PV LLC Solar Project | Inducement:

A copy of the proposed resolution was provided to board members prior to the meeting. Solar developer RIC Development LLC is seeking IDA assistance on two 5MW solar projects in the Town of Lodi. The company is seeking a PILOT, sales tax exemption, and mortgage recording tax exemption for both projects. Peter McAuliffe and Andy Welch from RIC Development presented the project to board members. The location of the proposed solar projects is set to be on 30 acres of privately owned property located at 8999 Route 414, Lodi NY. Some concerns the board had was the visual aspect of the project as it is located on a scenic byway. In that regard, the developers have agreed to modify the setbacks and to increase the landscaping to include more hedgerows, etc. This will help to block the solar panels and provide a much softer appearance. Mr. B. Murray questioned who would ensure that the landscaping is being done as promised? Mr. Halpin noted that covenants can be added into the final agreements regarding the maintaining of the landscaping with claw backs if needed. Approval of the inducement resolutions will allow IDA staff to schedule public hearings, conduct cost-benefit analyses, and name the Seneca County IDA as Lead Agency for SEQR. After discussion, the resolutions were presented as follows:

IDA Resolution No 2023-10 | Lodi PV LLC Solar Project

RESOLUTION OF THE SENECA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") (i) ACCEPTING THE APPLICATION OF LODI PV, LLC (THE "COMPANY") DATED MARCH 8, 2023 WITH RESPECT TO A CERTAIN PROJECT, (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT, (iii) NAMING ITSELF AS LEAD AGENCY UNDER ARTICLE 8 OF THE NEW YORK STATE

ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH THE PROJECT, (iv) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED WITH RESPECT TO THE PROJECT, AND (v) AUTHORIZING THE NEGOTIATION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS

A motion was made by Mr. Kime approving IDA Resolution No 2023-10. Seconded by Mr. Lott. Members, Brusso, Kime, B. Murray, T. Murray, Shipley, and Lott voted "yea". Mr. Brownell and Mr. Guthrie were absent. Motion carried.

IDA Resolution No 2023-11 | Lodi II PV LLC Solar Project:

RESOLUTION OF THE SENECA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") (i) ACCEPTING THE APPLICATION OF LODI PV, LLC (THE "COMPANY") DATED MARCH 8, 2023 WITH RESPECT TO A CERTAIN PROJECT, (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT, (iii) NAMING ITSELF AS LEAD AGENCY UNDER ARTICLE 8 OF THE NEW YORK STATE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH THE PROJECT, (iv) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED WITH RESPECT TO THE PROJECT, AND (v) AUTHORIZING THE NEGOTIATION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS

A motion was made by Mr. T. Murray approving IDA Resolution No 2023-11. Seconded by Mr. Shipley. Members, Brusso, Kime, B. Murray, T. Murray, Shipley, and Lott voted "yea". Mr. Brownell and Mr. Guthrie were absent. Motion carried.

Discussion/Proposed Approval of Amendment to Local Labor Policy:

IDA Staff is proposing including Onondaga County within the local labor area for construction work for IDA projects to better reflect Seneca County's equidistant position between Rochester and Syracuse. A motion was made by Mr. B. Murray approving the Amendment. Seconded by Mr. T. Murray. Members, Brusso, Kime, B. Murray, T. Murray, Shipley, and Lott voted "yea". Mr. Brownell and Mr. Guthrie were absent. Motion carried.

IDA Board Roles and Responsibilities:

Discussion was led by Chairman Brusso on what the roles and responsibilities are of the Board members. The primary purpose of the IDA is to provide financial assistance to any "business" that is eligible for IDA assistance per NYS regulations. This assistance includes PILOTs, sales tax exemptions, mortgage tax exemptions, loans, and overall economic development guidance. The discussion continued regarding public interface, interface with staff, PILOTs, Property Assessments and the SEQR process. After discussion, Chairman Brusso welcomed feedback from board members. Discussion will continue in more detail at an upcoming board meeting when time allows.

Standing Item – Update / Seneca County Chamber of Commerce– Jeff Shipley:

The chamber is currently putting together their tourism promotional season plan and the new visitor guide just went to the printers this week. A lot of time and effort has been put into search engine optimization and traffic to the tourism website has grown significantly with over 100,000 unique sessions in 2022.

On May 26th from 11:30 am – 1:30 pm at the Seneca Falls County Club, the Chamber will be hosting a Legislative Luncheon. Speakers will be Senator Thomas O'Mara, Assemblyman Jeff Gallahan and Assemblyman Phil Palmesano.

Standing Item – Update / Seneca County Board of Supervisors:

County Manager Mitch Rowe gave the board an update. The Board of Supervisors will have its full board monthly meeting Tuesday, May 9th, and there are two items of note to report. The \$20,000 support request from the IDA for the Willard Highest and Best Use Study made it through committee and will be before the full board on Tuesday. Another matter that cleared committee was to authorize \$500,000 of American Recovery Act funding to support small business grants and development.

Quarterly Report | IDA Executive Director – Sarah Davis:

Mrs. Davis provided the following quarterly report to the board: The IDA's accomplishments from the first quarter of 2023 have already set the tone for the remainder of the year. Our Business Retention & Expansion (BR&E) program has had its strongest start yet with 22 visits completed, bringing us over a third of the way to our year-end goal of

65. We have 31 prospective business expansion and attraction projects in the pipeline—5 of which have a strong possibility of moving forward this year—1 project win (Kanagy Solar in Romulus), and 2 more project applications received (Lodi Solar and Lodi II Solar). Additionally, staff continue to work on strategic improvements to our BR&E program and project evaluation process with plans to share a draft project scoring rubric at the June board meeting.

More notably, the IDA, county, and Willard Task Force continue to make headway on the Willard redevelopment efforts. As a reminder, the IDA Board approved a contract with MRB Group to conduct a Highest & Best Use Study of Willard at the end of March. Since then, IDA staff have submitted an ARPA request to the Seneca County Board of Supervisors for \$20,000 to support the study. The ARPA Committee and the county's Ways and Means Committee have both met to recommend approval of the funding, which will go before the full Seneca County Board of Supervisors for consideration at their May 9th meeting. In the meantime, MRB has begun project kickoff and is working on the market analysis part of the study. Staff is working with Empire State Development to arrange an initial site tour for MRB's engineering and architectural team.

The Willard Task Force continues to meet monthly and has sought out the expertise of state officials, real estate and property developers, historic preservation experts, housing developers, and other non-profit leaders. Many of these individuals have shared case studies with the Willard Task Force and have expressed interest in assisting with the redevelopment efforts in the future. As a next step, the Task Force is looking to evaluate public relations opportunities for the site and bring in experts in non-profit fundraising to help get a better sense of potential future funding sources to support redevelopment efforts.

IDA staff will continue to keep the board updated on the status of the Highest & Best Use study and the activities of the Willard Task Force.

Other Business:

PARIS Reporting and Job Creation Compliance:

Ms. Davis advised board members that four companies with active IDA projects did not meet their 2022 job retention/creation commitments per their initial IDA applications (BonaDent, del Lago, Deep Dairy, and ITT Goulds Pumps). Staff reached out to the companies asking for letters explaining the deficiency and any corrective actions the company is taking to make additional hires. To date, staff has received responses from BonaDent and del Lago, indicating that they're making additional efforts to hire on both fronts. BonaDent has a new hire training program, and they are making steps to recruit. Once staff is in receipt of letters from Deep Dairy and ITT Goulds, they will provide to Board members for their review. No action is required.

Executive Session:

Chairman Brusso requested a motion to enter into Executive Session to discuss on the proposed acquisition, sale or lease of real property, where publicity could substantially affect the value thereof. A motion was made by Mr. B Murray at 1:57 pm to enter into executive session. Seconded by Mr. T. Murray. Motion carried. A motion to come out of executive session at 2:06 pm was made by Mr. Kime. Seconded by Mr. T. Murray. Motion carried.

Adjournment:

A motion to adjourn the meeting was made by Mr. T. Murray. Seconded by Mr. Kime. Motion carried. The meeting adjourned at 2:06 p.m.

The next regular scheduled meeting will be held on **June 1, 2023 12:00 Noon**, Heroes Conference Room, One DiPronio Dr, Waterloo NY 13165

Respectfully submitted,

Sarah R. Davis
Executive Director