

**SENECA COUNTY  
INDUSTRIAL DEVELOPMENT AGENCY  
MEETING MINUTES**

Regular Meeting  
Thursday, September 3, 2020  
12:00 Noon  
Via Livestream and Recorded

**Attendance:**

Board Members Present:	Steven Brusso, Chair; Valerie Bassett; Menzo Case; Tom Kime; Stephen Wadhams; and Erica Paolicelli; Don Trout and Jeff Shipley (arrived at 12:05)
Board Members Absent	None
Staff Attending:	Sarah Davis, Executive Director; Patricia Jones, Deputy Director; Kelly Kline, Office Manager
Others Attending:	Robert Kernan, CFO; Robert Halpin, Legal Counsel and Kyle Krenzer, FLTV

**Call to Order:**

Chairman Brusso called the meeting to order at 12:00 p.m. A quorum of the Agency's members were present.

**Approval of IDA Meeting Minutes of August 6, 2020:**

The minutes of the Agency's meeting of August 6, 2020 had been sent to Board members prior to the meeting. A motion was made by Ms. Bassett to approve the minutes. Seconded by Mr. Wadhams. Members Brusso, Wadhams, Kime, Paolicelli, Bassett, Trout and Case voted "yea". Mr. Shipley was absent. Motion carried.

**Approval of July 2020 Financial Statements:**

The July 2020 financial statements had been mailed to board members prior to the meeting. Mrs. Paolicelli summarized the financial statements for the board. A motion was made by Mr. Case to approve the financial statements. Seconded by Mr. Trout. Members Bassett, Brusso, Kime, Case, Paolicelli, Wadhams, Shipley and Trout, voted "yea". Motion carried.

*Mr. Shipley arrived at 12:05pm*

**Discussion / Approval of Lease Agreement with Deer Haven Park:**

A copy of the lease agreement was provided to board members prior to the meeting. Mrs. Davis advised board members that Earl Martin, whose bid was approved by the board for purchase of the former Hillside

facility has reached out to staff requesting to lease the property prior to the closing of the sale, which could take 3 months or longer. Mr. Martin would like have access to the property so that he can begin development and to start off, he plans on hiring 5 to 6 welders. Mr. Martin has agreed to pay the \$65,000 purchase price up front with the option to take the property for one dollar upon closing. Using this transaction structure, the property would remain exempt from property taxes, and a Payment-In-Lieu-Of-Taxes (PILOT) agreement could be approved for the property after the closing. If there were no PILOT in place upon closing, Mr. Martin would have to pay taxes based on the \$3.5 million assessment, even though the property has been appraised for \$350,000. This would give Mr. Martin time to work with the Assessor on reducing the current assessment to a more accurate value. He has also agreed to pay for all the maintenance and utility cost for the property during the lease period. Mr. Brusso noted that, if for some reason Mr. Martin would need to back out of the lease agreement before the closing of the sale, he would forgo his upfront payment of the \$65,000 purchase price. A motion to approve the Lease agreement was made by Mr. Trout. Seconded by Ms. Bassett. Members Bassett, Brusso, Kime, Case, Paolicelli, Wadhams, Shipley and Trout, voted “yea”. Motion carried.

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

Mr. Shipley gave the following update to the board. For the last four months, One Seneca has come to together on a weekly basis, discussing Covid-19 and providing input from the business community to the county leaders. Also, the chamber has established a promotional campaign called “Seneca Safe” to encourage visitation to local businesses in our area in the mist of Cove-19. This campaign will be released in the upcoming weeks showing that we are a safe community. And lastly, the 2020 County visitor guide will be ready for distribution by the end of next week.

**Standing Item – Update / Seneca County Board of Supervisors (BOS) – Don Trout:**

Mr. Trout gave the following update to the board. At the last BOS meeting, members approved a letter of support encouraging the Governor to reopen del Lago Resort and Casino and as of today, the casino has received approval and will be opening on September 9<sup>th</sup>. Also discussed was the transfer of the 414-sewer line from the IDA to the County. Hopefully next month the transfer will be finalized. Mr. Kernan advised the board that the transfer of the sewer line will have a dramatic impact on the IDA’s balance sheet in the amount of \$900K, reducing the agency’s fixed assets and equity position. The transfer is still dependent on repairs being made to the line. Currently the details of the payment of the repairs by the IDA are still being worked out between the IDA, the County and the Town of Seneca Falls. Once an agreement is reached, staff will bring before the IDA board for approval. And lastly, the BOS voted on a three-step mask policy where an individual can be fined anywhere from \$250 to \$1,000 if found to be entering a business without a mask and the business could be fined between \$500 to \$2,000 for allowing it.

**Other Business:**

**IDA Priorities:**

Mr. Brusso noted that staff has been working on identifying priorities of the Agency for 2020 and 2021. Overall, the main objectives are operational improvements to IDA Operations i.e., work process and policies, communication and collaboration between Staff, IDA Board, the Board of Supervisors, the Chamber, local businesses and the public. Also, the implementation of the Seneca County Economic Development Strategy and completing ongoing projects. Mrs. Davis advised board members that Mr. Shipley, Mr. Rowe and herself provided an update to the Board of Supervisors at their last meeting on the Strategic Plan and their efforts moving forward. Mrs.

Davis also spoke of the implementation of a new CRM program to help staff track project leads and referrals and also streamline data collection for reporting purposes.

**Executive Session:**

None

**Adjournment:**

A motion to adjourn the meeting was made by Mr. Case. Seconded by Mr. Trout. Members Bassett, Brusso, Kime, Case, Paolicelli, Wadhams, Shipley and Trout, voted "yea". Motion carried. The meeting adjourned at 12:40 p.m.

The next regular scheduled meeting will be held on October 1, 2020, **12:00 Noon**, via conference call and livestream due to COVID-19.

Respectfully submitted,



Stephen Wadhams  
Secretary

pc: Margret Li, Clerk to the Board of Supervisors