

SENECA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY
MEETING MINUTES

Regular Meeting
Thursday, September 2, 2021
12:00 Noon
Heroes Conference Room
Seneca County Office Bldg.
Waterloo, New York

Attendance:

Board Members Present: Steven Brusso, Chair; Thomas Kime; Jeff Shipley; Tom Murray; Bruce Murray; Don Trout; Suzanne Cirencione and Stephen Wadhams

Board Members Absent: Menzo Case

Staff Attending: Sarah Davis, Executive Director; Patricia Jones, Deputy Director; Kelly Kline, Office Manager

Others Attending: Mitch Rowe, County Manager, Seneca County; Marie Weiss, Carpenter Local 277; Brian Wilkins, Wilkins RV; Dan Compitello, NY Lodi LLC; Kris Scornavacca, Trelina Project and Joe McHale, Bestmade Products

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 June 3, 2021:

The minutes of the Agency's meeting of June 3, 2021 had been sent to Board members prior to the meeting. A motion was made by Mr. Kime to approve the minutes. Seconded by Mr. Wadhams. Motion carried.

Approval of IDA Financial Statements of June 2021 and July 2021:

The financial statements had been mailed to board members prior to the meeting. Mr. Brusso summarized the financial statements for the board. It was noted by Chairman. Brusso, that there will be some modifications to the way the Financial Statements are presented to the Board. Staff is currently working on a new format that is more informative, with a better layout for the board to review. Staff hopes to have this new format in place by the end of the year. A motion was made by Mr. Bruce Murray to approve the June 2021 financial statements. Seconded by Mr. Trout. Motion carried. A motion was made by Mr. Trout to approve the July 2021 financial statements. Seconded by Mr. Shipley. Motion carried.

Presentation of Project / Discussion/Approval of IDA Inducement Resolution No 2021-16 Trelina Solar Energy Project:

A copy of the proposed resolution was provided to the board prior to the meeting, as well as the application and cost benefit analysis. Kris Scornavacca, Project Manager for the Trelina Solar Project, provided give a brief presentation to the board about the 80MW solar project being proposed in the Town of Waterloo. A host community agreement is in place which will provide a payment of approximately \$60,000 a year to the Town of Waterloo. The project would create approximately 140 full time equivalent construction jobs during the lifecycle of project. Other direct benefits are to the landowners that are partners of the project. The company is seeking a 15-year PILOT agreement, which is estimated to provide a total property tax exemption valued at \$17.2M and a sales tax exemption valued at \$1.1M. A vote will be needed to approve the inducement resolution, which will accept the application and allow staff to schedule a public hearing. The proposed resolution was presented as follows:

RESOLUTION OF THE SENECA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") (i) ACCEPTING THE APPLICATION OF TRELINA SOLAR ENERGY CENTER, LLC (THE "COMPANY") DATED AUGUST 9, 2021 WITH RESPECT TO A CERTAIN PROJECT , (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT, (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED WITH RESPECT TO THE PROJECT, AND (iv) AUTHORIZING THE NEGOTIATION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS

A motion was made by Mr. Bruce Murray approving IDA Resolution 2021-16. Seconded by Mr. Trout. Members, Brusso, Trout, Wadhams, Kime, B. Murray, T. Murray, Shipley and Cirencione voted "yea". Motion carried.

Presentation of Project / Discussion / Approval of IDA Resolution No 2021-17 / Bestmade Products, Inc. Project/ Inducement:

A copy of the proposed resolution was provided to the board prior to the meeting. Bestmade Products is looking to construct a residential boat dock manufacturing facility at the Deer Run Industrial Park. Mrs. Davis noted the IDA Board has already taken first steps to approve the sale of the land. Mr. McHale, Owner of Bestmade provided a brief overview of the project to the board. The company, incorporated in 2007, designs, manufactures, and sells residential boat docks. Mr. McHale's company is seeking a 10-year PILOT, plus sales and mortgage recording tax exemptions to support his project. He has also submitted an application for a loan through the IDA's RLF. This project is expected to retain 4 jobs and create 11 more over the first three years of the project. Approval of the inducement resolution will allow staff to schedule a public hearing for the project. The Resolution was presented as follows:

RESOLUTION OF THE SENECA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") (i) ACCEPTING THE APPLICATION OF BESTMADE PRODUCTS, INC. (THE "COMPANY") DATED AUGUST 18, 2021 WITH RESPECT TO A CERTAIN PROJECT, (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT, (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED WITH RESPECT TO THE PROJECT, AND (iv) AUTHORIZING THE NEGOTIATION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS

A motion was made by Mr. Kime approving Resolution No 2021-17. Seconded by Mr. Shipley. Members, Brusso, Trout, Wadhams, Kime, B. Murray, T. Murray, Shipley and Cirencione voted "yea". Motion carried.

Presentation of Project / Discussion / Approval of IDA Resolution No 2021-18 / Wilkins Recreational Vehicles, Inc. Project/ Inducement :

A copy of the proposed resolution was included in your meeting packet. Brian Wilkins, owner of Wilkins RV, provided a brief presentation of his plans to open a new RV sales and service center in Tyre across from Del Lago Casino. Mr. Wilkins is seeking a 10-year PILOT based on New York State's 485-b program and a sales tax exemption. The total proposed exemptions for this project are just over \$756,000. This project is expected to retain 33 jobs and create an additional 26 over the first three years. Approval of the inducement resolution is needed to allow staff to schedule a public hearing for the project. The Resolution was presented as follows:

RESOLUTION OF THE SENECA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") (i) ACCEPTING THE APPLICATION OF WILKINS RECREATIONAL VEHICLES, INC. (THE "COMPANY") DATED AUGUST 2, 2021 WITH RESPECT TO A CERTAIN PROJECT, (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT, (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED WITH RESPECT TO THE PROJECT, AND (iv) AUTHORIZING THE NEGOTIATION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS

A motion was made by Mr. Trout approving Resolution No 2021-18. Seconded by Mr. Tom Murray. Members, Brusso, Trout, Wadhams, Kime, B. Murray, T. Murray, Shipley and Cirencione voted "yea". Motion carried.

Presentation of Project / Discussion / Approval of IDA Resolution No 2021-19 / NY Lodi I LLC Project / Inducement:

A copy of the proposed resolution was provided to board members prior to the meeting. Mr. Compitello, Project Manager for Delaware River Solar, shared the company's plans to develop a 5 MW solar facility in Lodi. They are seeking a 15-year PILOT plus sales and mortgage recording tax exemptions valued at approximately \$1.5M. Approval of the inducement resolution will allow staff to schedule a public hearing for the project. Roll call vote is required. The Resolution was presented as follows:

RESOLUTION OF THE SENECA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") (i) ACCEPTING THE APPLICATION OF NY LODI I LLC (THE "COMPANY") DATED AUGUST 9, 2021 WITH RESPECT TO A CERTAIN PROJECT, (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT, (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED WITH RESPECT TO THE PROJECT, AND (iv) AUTHORIZING THE NEGOTIATION OF A LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS

A motion was made by Mr. Trout approving Resolution No 2021-19. Seconded by Mr. Wadhams. Members, Brusso, Trout, Wadhams, Kime, B. Murray, T. Murray, Shipley and Cirencione voted "yea". Motion carried.

Discussion / Approval of IDA Resolution No 2021-20 / Transfer of Route 414 Sewer Line to Seneca County:

A copy of the proposed resolution was provided to board members prior to the meeting. The Seneca County Board of Supervisors formally voted to approve the transfer of the Route 414 sewer line from the IDA to the County at its April 28, 2020 meeting. After consultation with the County Manager and County Attorney, this was the only approval needed from the Board of

Supervisors, meaning the IDA Board is ready to formally vote to approve the transfer of ownership of the sewer line. The County is anticipating using some of their American Recovery Act funds to cover the repairs that are needed to the sewer line as outlined in the Hunt Engineering Report. We are anticipating closing on the final transfer of the line in early October. The Resolution was presented as follows:

**RESOLUTION OF THE SENECA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING
THE TRANSFER OF THE SEWER LINE TO SENECA COUNTY.**

During discussion, it was suggested to amend the Resolution to include the following: *"The Agency's Executive Director, with the consent of the Agency's Chairman or Vice-Chairman, are authorized to sign such bill(s) of sale and other agreements and documents on behalf of the Agency as are necessary or appropriate to effect the foregoing resolution"*. A motion was made by Mr. Trout approving Resolution No 2021-20 with the above amendment. Seconded by Mr. Kime. Members, Brusso, Trout, Wadhams, Kime, B. Murray, T. Murray, Shipley and Cirencione voted "yea". Motion carried.

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

Mr. Shipley advised the board that the One Seneca group has been meeting weekly and have identified, as a group, that infrastructure is going to be the first key priority in implementing the strategic plan. The County has received 6.6 million from the American Recovery Act which can be used for infrastructure. The County Board of Supervisors has put together a special committee to determine on how to spend 3.3 million of those funds. The goal of One Seneca is going to be to advocate to that committee for certain infrastructure projects. A survey has been sent out to local businesses asking for recommendations that they would identify as priorities for their businesses to grow. Responses to that survey will be coming in over the next couple of weeks.

Standing Item – Update / Seneca County Board of Supervisors – Don Trout:

Mr. Trout advised board members that the County has received the first half, which is 3.3 million, of the federal assistance from COVID-19, and a small committee has been put together to see how best to spend the money. There is a lot of infrastructure issues in the county and so a big portion of those funds will go toward that.

Other Business:

Request for Proposals / Feasibility Study for a New Industrial Park:

Mrs. Davis advised board members that the final decision on the winning bid for the RFP has been pushed back to the October meeting. A small group met to review the five proposals that we received, and they have narrowed it down to three. Staff has sent follow up questions to those three companies and we will be conducting interviews with the key members of their teams. Staff will come to the full board with a recommended bid at the October meeting.

Executive Session:

None

Adjournment:

A motion to adjourn the meeting was made by Mr. Kime. Seconded by Mr. Wadhams. Motion carried. The meeting adjourned at 1:17 p.m.

The next regular scheduled meeting will be held on **October 7, 2021, at 12:00 Noon.**

Respectfully submitted,

Stephen Wadhams
Secretary

pc: Margret Li, Clerk to the Board of Supervisors