

## IDA Board Meeting Minutes

August 17, 2017

**Attendance:** R. Bargabos, D. Rogers, E. Moran, J. Romagnoli, S. Potter, J. Salka  
G. Cregg, K. Hicks, A. Nicholas

**Absent:** R. Lura

**Call to order by Chairman Bargabos** at 2:12 pm

### Approval of Minutes

IDA meeting minutes from May 18, 2017, motion for approval by E. Moran, seconded by D. Rogers, approved.

### Review of Financials

Financial reports from July 2017, reports were presented and explained, no questions or comments received, motion for approval by R. Bargabos, seconded by J. Romagnoli, approved.

### Chairman's Report

Report from Governance Committee- policies were reviewed at the June 20, 2017 IDA Governance Committee meeting, the committee recommended approval to readopt polices as amended, motion for approval of IDA policies as indicated by Governance Committee by D. Rogers, seconded by E. Moran, roll call,

Richard Bargabos	VOTING	Yes
David Rogers	VOTING	Yes
Elizabeth Moran	VOTING	Yes
Jack Romagnoli	VOTING	Yes
Russ Lura	VOTING	Absent
Steven Potter	VOTING	Yes
John Salka	VOTING	Yes

### "Recapture" and "right of first refusal" discussion-

The IDA board concluded that it is necessary to protect the interest of Madison County while selling property at the ARE park. The recapture portion of the discussion states that if a company does not start to build on land within 3 years, and finish within 5, the IDA could "recapture" the land. The Right of first refusal states that the County would be first opportunity to purchase land if company decided to sell developed property. The IDA received push back from the Farm it Out Produce project, that didn't end up moving forward partially due to these requirements. R. Bargabos stated that the IDA would be willing to put language in the contract offering leniency of these clauses to companies in difficult circumstances, the IDA will work with G. Cregg to perhaps soften the language. R. Bargabos does not see how the IDA could waive the recapture policy, D. Rogers commented that the IDA does not want so many restrictions that no companies are inclined to purchase land. E. Moran mentioned classifying the parcels of land, having two levels of provisions. G. Cregg mentioned the need to amend the Property Disposition policy when the time comes to sell land at ARE Park.

ARE Park- K. Hicks stated that he has submitted a request for a subdivision, which is being held up due to some controversy. The landfill hosted an open house on 8/5/17 to try to clear up some questions from the community, the open house was very successful and educational. Madison County has hired a lawyer to handle the subdivisions and future issues with the ARE

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Park. J. Salka and D. Rogers stated that we should try to get out in front of potential controversy in the future.

Report Updates from Albany (G. Cregg) and results on appeal on article 78 appeal, next steps- The IDA was denied the appeal of whether or not we can call the GFC a subsidiary. Via email, the IDA Board agreed to continue with another appeal. We have not yet seen a bill from Hodgson-Russ and the cost will not exceed the \$5000 originally agreed to in the beginning of the lawsuit proceedings. The IDA has continued support from the New York State Economic Development Council.

Motion to authorizing Hodgson-Russ to appeal article 78 decision regarding subsidiaries, by D. Rogers, seconded by J. Salka, roll call,

Richard Bargabos	VOTING	Yes
David Rogers	VOTING	Yes
Elizabeth Moran	VOTING	Yes
Jack Romagnoli	VOTING	Yes
Russ Lura	VOTING	Absent
Steven Potter	VOTING	Yes
John Salka	VOTING	Yes

### **Executive Director's Report**

New Business: Application from Barlow Street Development- Bryan Bowers' company is planning to reconstruct the old titan motor home factory site on Barlow Street in Canastota. The company will use the existing \$1.68 million grant from Restore New York, the village of Canastota is in favor of the project. SEQR is already complete, and they will be demolishing the existing structure.

Jack Romagnoli will be abstaining from the Barlow Street resolutions, as his company may be a contractor.

Other Activities: Erie Canal brewing company will be opening a tasting room in downtown Canastota.

There is a fish farm prospect K. Hicks has been working with

Working with a Bio Gas prospect, using food waste

Empire Green Farms project- still trying to fill in pond on property, Army Corps of Engineers is involved.

Trush Business Park has applied for a grant for water infrastructure

The Workforce Investment Board is coordinating a mobile CNC training truck, which will assist Knowles, Dielectric, etc. in training new workers

The hemp farmers in Georgetown continue the project

K. Hicks had discussions regarding two vacant schools, Georgetown and Mt Markham

Continue working with plastic to oil prospects

Ariston Dairy project discussions are being held again

Knowles Capacitors in Cazenovia received a \$300,000 grant

### **Resolutions**

Motion for approval of Public Hearing Barlow Street Development by E. Moran, seconded by D. Rogers, roll call,

Richard Bargabos	VOTING	Yes
David Rogers	VOTING	Yes
Elizabeth Moran	VOTING	Yes
Jack Romagnoli	VOTING	Abstain
Russ Lura	VOTING	Absent
Steven Potter	VOTING	Yes
John Salka	VOTING	Yes

Motion for approval of Preliminary SEQR Barlow Street Development by D. Rogers, seconded by J. Salka, roll call

Richard Bargabos	VOTING	Yes
David Rogers	VOTING	Yes
Elizabeth Moran	VOTING	Yes
Jack Romagnoli	VOTING	Abstain
Russ Lura	VOTING	Absent
Steven Potter	VOTING	Yes
John Salka	VOTING	Yes

**Roger's Report**

Karin Bump has been hired as new executive director at CCE. Open Farm Day was very successful, official numbers were not yet ready. They are working towards a "Legislative Bus Tour" for next year. D. Rogers stated that the leadership there is strong. Morrisville State College is repurposing the bio digester funds previously received. Morrisville State will be the first college visited by the new Chancellor on September 29<sup>th</sup>, 2017 during Mustang Weekend.

**Other Business**

Executive Session- personnel discussion

**Date of next meeting**

September 28, 2017– Madison County Center for Economic Development

**Adjourn-** Motion to adjourn at 4:40 by D. Rogers

**IDA Audit Committee Board Meeting Minutes  
Madison County Center for Economic Development  
September 28, 2017**

**Members: *J. Romagnoli, J. Salka, S. Potter***

**Attendance:** R. Bargabos, D. Rogers, J. Romagnoli, E. Moran, R. Lura, S. Potter, G. Cregg, K. Hicks, A. Nicholas

- I. Call to order by Chairman Romagnoli at 3:06 pm
  
- II. Old business  
Approval of minutes from March 30, 2017, motion for approval by S. Potter, seconded by J. Romagnoli, approved.
  
- III. New business  
Review draft proposed IDA budget 2018- draft IDA budget was presented and discussed, S. Potter mentioned a typo, where the budget is off by a “0”. K. Hicks mentioned that KJM our business consultant services represented by Michael Magnusson is interested in switching from 5 days a week to 3, which will save money for the County. IDA staff is asking for a 3% cost of living increase from Madison County. The Board asked for a breakdown of the .51 “business development” line item for the last two years. Motion to recommend approval to full board (with adjustment) by S. Potter, seconded by J. Romagnoli, carried.
  
- IV. Adjourn  
Motion to adjourn at 3:20 pm

**IDA Board Meeting Minutes  
September 28, 2017**

**Attendance:** R. Bargabos, D. Rogers, J. Romagnoli, E. Moran, R. Lura, S. Potter, G. Cregg, K. Hicks, A. Nicholas

**Call to order** by Chairman Bargabos at 3:36 pm

**Approval of Minutes**

IDA meeting minutes from August 17, 2017, motion for approval by L. Moran, seconded by D. Rogers, carried.

**Review of Financials**

Financial reports from August 2017- balance sheet, revenue appropriations analysis, and check register were presented and discussed. K. Hicks mentioned that we are on track this year, and have not overspent in any account, the board requested a 2 year break down of the business development line item. Motion to approve financials by S. Potter, seconded by J. Romagnoli, approved.

**Chairman's Report**

Updates from committees- Audit Committee, committee recommended approval of draft 2018 budget with adjustment, and including a 3% cost of living increase for staff, motion for approval by J. Romagnoli, seconded by S. Potter, roll call,

Richard Bargabos	VOTING	Yes
David Rogers	VOTING	Yes
Elizabeth Moran	VOTING	Yes
Jack Romagnoli	VOTING	Yes
Russ Lura	VOTING	Yes
Steven Potter	VOTING	Yes
John Salka	VOTING	Absent

Report Updates from Albany (G. Cregg) and results on appeal on article 78 appeal, next steps- we have permission from the Board to pursue another appeal, but no new news.

**Executive Director's Report**

Old Business: ARE Park Subdivision request update- subdivision is now being handled by Madison County.

Barlow Street Development- 10 year PILOT request moving forward, public hearing was held, no opposition.

Empire Green Farms- no new updates

KJM Contract in 2018- KJM would like to reduce number of days from 5 to 3 a week, which will save money, board was accepting of the request.

Rusty Rail- is being purchased, and has recently come to light that a portion of their building and parking lot is on IDA property. R. Bargabos stated that the IDA will not stand in the way of the purchase, but that the IDA cannot give away land, we will request an appraisal and work with Hodgson-Russ through appropriate channels to handle the situation, updates to come.

New Business:

Other Activities:

**Resolutions**

Final SEQR Barlow Street

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Motion for approval by R. Lura, seconded by E. Moran, roll call,

Richard Bargabos	VOTING	Yes
David Rogers	VOTING	Yes
Elizabeth Moran	VOTING	Yes
Jack Romagnoli	VOTING	Abstain
Russ Lura	VOTING	Yes
Steven Potter	VOTING	Yes
John Salka	VOTING	Absent

Approving Resolution- Barlow Street Development, LLC Project, motion for approval by R. Lura, seconded by D. Rogers, roll call,

Richard Bargabos	VOTING	Yes
David Rogers	VOTING	Yes
Elizabeth Moran	VOTING	Yes
Jack Romagnoli	VOTING	Abstain
Russ Lura	VOTING	Yes
Steven Potter	VOTING	Yes
John Salka	VOTING	Absent

**Roger's Report-** Dr. Rogers is the Agriculture advisory council's representative, there will be a joint meeting and have been efforts to regionalize programs, more information to come.

**Other Business**

Executive Session- personnel discussion

**Date of next meeting**

Potentially October 19, 2017– Madison County Center for Economic Development

**Adjourn**

Motion to adjourn at 4:55 pm

**MADISON COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
MINUTES OF THE IDA BOARD MEETING  
December 22, 2017**

A meeting of the Madison County Industrial Development Agency was convened in public session at the Madison County Center for Economic Development in Canastota, New York.

Attendance was recorded as follows:

Board Members Present: Richard Bargabos (Chairman), Jack Romagnoli (Treasurer) David Rogers (Vice Chairman), Russ Lura, John Salka, Elizabeth Moran, Steve Potter  
Also Present: Kipp Hicks (Executive Director), George Cregg (Bond Counsel)

Chairman Bargabos called the meeting to order at 3:09 p.m.

**I. Board Business**

Approval of minutes, motion for approval of meeting minutes from September 28, 2017 by Lura, seconded by Moran, unanimously approved by all.

Overview and discussion of monthly financials, with question of business development expenses from both 2016 & 2017. Financials were approved by a motion from Lura and second by Potter, unanimously approved by all.

**II. Chairman's Report**

Cregg gave an update on Albany, and indicated that legislation was passed in which IDA board members should be aware. IDA deals are now viewed as procurement by regulators, and any IDA board members that are lobbied should notify Hicks of such instances by IDA applicants so he can report it to officials. Also, the PILOT Tax Levy Growth Factor legislation was vetoed by the Governor. Further explanation that NYS Tax and Finance hasn't created the rules and regulations that they were instructed to create, which could be one of the reasons why it was vetoed. Appellate court turned down our request for an appeal. Cregg's firm will still file an appeal.

**III. Executive Directors' Report**

- A. Hicks gave an overview of the IDA budget for 2018. Madison County was unable to fulfill our full request. Commitment for 2018 will match 2017's investment in our economic development efforts, which mirrors the amount received in 2016. Cregg indicated that the final budget should be voted on by the board, motion by Lura, second by Romagnoli; unanimous approval by all.
- B. Project summary, application and cost-benefit were presented for Dutchland Plastics, LLC. Moran asked how this request differs from 120 Barlow Street, which was approved at the last meeting. Hicks explained that 120 Barlow Street was a 10-year PILOT request for the redevelopment of the site, and Dutchland Plastics as a target industry was seeking our enhanced 15-year PILOT agreement. Lura asked for clarification on the cost-benefit and for Hicks to make it clear to

the applicant that our PILOT is not a fixed payment and that the schedule in the application was based on assumptions.

- C. Cregg explained the purchase offer made by Kennard Woosley from the Rusty Rail and pointed board members to page 3 of the drafted resolution – to the Findings area. Findings in section 2, A through I must be proven. Hicks further explained the legwork by all parties to get to the point where we stand today. A resolution was made by Salka, and seconded by Lura with a modification of the drafted resolution to modify the cost of the property to \$3,599 (\$1 less than the appraised value). Roll call and approved unanimously.
- D. S&W Railway's PILOT has run its course and a reversion of the property is necessary. Bargabos clarified that this is not just a reversion, but a termination of the agreement too. Motion to approve the resolution was made by Moran and seconded by Potter. Roll call and approved unanimously.
- E. Motion for a resolution for a public hearing for the Dutchland Plastics LLC project was made by Lura and seconded by Rogers. Roll call and approved unanimously.
- F. Motion for a resolution for SEQRA for the Dutchland Plastics LLC project was made by Lura and seconded by Potter. Roll call and approved unanimously.
- G. Hicks gave an overview of the ARE Park, and the IDA board approved future expenditures which include liability insurance on the land, title insurance, recording fees, subdivision costs, and other costs associated with the development and marketing of the ARE Park.
- H. Hicks gave an overview of the REDC awards, and specifically highlighted projects specific to Madison County.
- I. Dr. Rogers gave an overview of the MSC project – Four Seasons College Farm project, and discussed the MAC's potential part in that development. He also commented on the future anticipated retirement of longtime director of the MAC – Glenn Gaslin.

#### Rogers Report and AED Update:

Dr. Rogers discussed Cornell Cooperative Extension getting access to additional resources and more diverse training opportunities by joining in on a shared services agreement.

Cregg rejoined the meeting after a brief phone call and provided helpful guidance. He suggested the board formally authorizing money to be expended for the ARE Park development through the IDA and GFC. The GFC as an affiliate or subsidiary should establish a checking account, establish a budget and other necessary steps needed for those future expenditures. Motion by Lura, seconded by Moran to allow Hicks to do all things necessary in this respect. Roll call and approved unanimously.

Salka discussed his intentions to start planning for an upcoming Economic Development Summit in the upcoming spring. All members will be invited and are encouraged to come.

Next meeting anticipated: January 18, 2018.



Adjourn:

Motion to adjourn at 4:39 by Lura, seconded by Moran, unanimously approved by all present.