

**Cayuga County Industrial Development Agency Meeting**  
**2 State Street, 1<sup>st</sup> Floor Conference Room**  
**May 20, 2014 4:00 p.m.**

Ray Lockwood opened the CCIDA meeting at 4:00 pm, noting there was a quorum present.

ROLL CALL

Present: Paul Lattimore, Herb Marshall, Carol Contiguglia, Ray Lockwood

Excused: Joe Runkle, Gina Speno, John Latanyshyn

Others Present: Andrew Fish, Tracy Verrier, Audrey Iwanicki, Maureen Riester, Bruce Sherman CEDA

Ray Lockwood called the meeting to order at 4:00 pm. New CEDA employees Maureen Riester and Bruce Sherman were introduced and informed the Board of their backgrounds.

MINUTES: Motioned by Herb Marshall to approve the minutes for the meeting of April 15, 2014, 2<sup>nd</sup> by Paul Lattimore. All members present voted in favor, passed.

TREASURER'S REPORT: The April 2014 Treasurer's report was submitted and reviewed by the board. Tracy Verrier advised the Board that the auditors and the fee for the CEDA Luncheon had been paid. She also told the Board that the electric bill for the industrial park is coming down.

Motioned by Carol Contiguglia to accept the Treasurer's Report, 2<sup>nd</sup> by Paul Lattimore. All members present voted in favor, passed.

Andrew Fish asked the Board about committee activity required to be in compliance for PAAA. The Finance Committee and the Governance Committee should meet twice a year to be in compliance. Ray Lockwood said that Herb Marshall, John Latanyshyn and he were on the Finance Committee. They had met twice last year, once was with the auditor. Carol Contiguglia also said that the Governance Committee, consisting of her, Paul Lattimore and Gina Speno met as required the previous year. Tracy Verrier will set up a meeting for the Finance Committee and the auditor.

OLD BUSINESS:

a. CEDA Activity Update

Andrew Fish informed the Board that Bruce Sherman had been out to visit a dozen companies. CEDA is also looking at a new CRM system. They are using a Dunn & Bradstreet list for contacting the companies. Two out of every 3 calls results in an appointment with the company.

Andrew Fish also informed the Board that there are 2 projects, loan applications in process and an opportunity for a CFA application. The Board could expect to see an IDA application in the next 12 to 18 months.

CEDA is moving forward on the innovator/accelerator space. There is a first draft of the business plan and an advisory group reviewing the draft. The recommendation is for 30,000 sq. ft. and they are looking for adaptive reuse of existing buildings. CEDA is working with the Tech Garden and will contract for a person to manage the accelerator space.

There is a lead for the McQuay property but Andrew Fish had not heard if the property had made it through the first cut.

There has been no movement on the potential property sale on 5&20. Andrew Fish expects that it will be in the

next cycle for a drive-by.

Andrew Fish is working with Victory Sports and moving forward with the State. They will have to get a PDD from the town before they close. The initial presentation will be done at the next town meeting.

b. Active Physical Therapy is still working on a location. There are a couple of issues with the building they had chosen. There were gas tanks on the property that were removed by the fire department in the 1970's and there is a curb issue that must be resolved before closing. The current owner refuses to fix that issue. An amendment to the CCIDA resolution may necessary.

NEW BUSINESS:

a. Clarity Connect has received a grant of \$2.2 million for high-speed internet for seven towns in the southern part of the County. The County will contribute \$93,000 and \$48,000 will be contributed by the towns. Andrew Fish asked the Board what they would like to do about the fee. There will be a request for a waiver of sales and use tax. Clarity connect will provide free internet service to fire houses, schools and libraries and could provide a model for connectivity in rural areas. The Board will not need to take any action until July. The project will go before the County Legislature in June.

ADJOURNMENT OF CCIDA MEETING

Herb Marshall moved to adjourn the meeting at 5:00 p.m., 2<sup>nd</sup> by Paul Lattimore . All members present voted in favor of the motion, passed.

The next regularly scheduled CCIDA meeting will be the held on June 17, 2014 at 2 State Street at 4:00 p.m.

Respectfully submitted,  
Audrey Iwanicki, Secretary