

**Cayuga County Industrial Development Agency Meeting  
Cayuga County Chamber of Commerce, First Floor Conference Room  
August 23, 2016 at 4:00pm**

Chairman Ray Lockwood called the meeting to order at 4:00 pm, noting that there was a quorum present.

**ROLL CALL**

Present: Ray Lockwood, Joseph Runkle, Paul Lattimore, Herb Marshall, Gina Speno

Excused: John Latanyshyn, Carol Contiguglia

Others Present: Karen Tehan (CSS); Tracy Verrier (CEDA); Rick Galbato (Galbato Law); Maureen Riester (CEDA); Bruce Sherman (CEDA); Ken and Diana Sroka (A1 Pumping/ All Ways Concrete)

**MEETING MINUTES:**

Mr. Marshall moved to accept the July 19 and August 3 meeting minutes; seconded by Mr. Runkle. All members voted in favor; motion passed.

**BILLS AND COMMUNICATIONS:**

Ms. Verrier reported on Harris Beach semi-annual bill for \$2,833.50 for activities from October 2015 – July 12, 2016. Mr. Runkle moved to pay bill; seconded by Ms. Speno. All members voted in favor; motion passed.

**REPORT OF THE TREASURER:**

Ms. Verrier reviewed the Budget Report. Mr. Runkle moved to accept the report of the Treasurer; seconded by Ms. Speno. All members voted in favor; motion passed.

**UNFINISHED BUSINESS:**

Policy Discussion: Equipment Applications:

Ms. Verrier presented a revised application for financial assistance reflecting changes to the fee policy and minimum project cost for small projects and the addition of a question regarding job retention. Mr. Lockwood noted that tractor trailers are exempt from sales tax. Ms. Verrier explained that she tried to track down the amount of sales tax collected on commercial vehicles, but was not able to find the answer. She spoke with Treasurer's office, DMV, county clerk, and Sue Dwyer contacted representative at the state. Mr. Marshall asked what portion of sales tax stays in Cayuga County. It was answered that 4% stays in county and 4% goes to state. Mr. Marshall noted that county legislators are concerned about loss of sales tax revenue. Board discussed implications of new application and whether or not it addresses concerns around rolling stock. It was also noted that the new fee policy was recommended by legal counsel Justin Miller, with Peekskill IDA as example.

Motion to approve the Application of Financial Assistance as presented, including the revised fee policy, by Mr. Runkle, seconded by Ms. Speno.

Discussion: Mr. Marshall opposes due to loss of sales tax revenue, especially if project does not create any jobs. Board discussed how to include provisions around job creation. In response to question from Mr. Lattimore, Ms. Verrier noted that AIDA does not have a policy around rolling stock and has a fee schedule based on the total project cost rather than the type of incentive. It was also clarified that the application presented would apply to all applications, not just rolling stock applications.

Motion to go into executive session for legal counsel at 4:39pm by Ms. Speno, seconded by Mr. Runkle. Motion to come out of executive session at 4:55pm by Mr. Marshall, seconded by Mr. Lattimore.

The motion was defeated by the following roll call vote:

	Yea	Nay	Absent	Abstain
Paul Lattimore	[ x ]	[ ]	[ ]	[ ]
Carol Contiguglia	[ ]	[ ]	[ x ]	[ ]
John Latanyshyn	[ ]	[ ]	[ x ]	[ ]
Raymond Lockwood	[ x ]	[ ]	[ ]	[ ]
Herb Marshall	[ ]	[ x ]	[ ]	[ ]
Gina Speno	[ ]	[ x ]	[ ]	[ ]
Joseph Runkle	[ x ]	[ ]	[ ]	[ ]

As such, the current application stands. Board discussed needs of A1 Pumping/All Ways Concrete with Mr. and Ms. Sroka. They need to order trucks as soon as possible, cannot easily breakout costs of pumps and trucks. Legal counsel Mr. Galabato stated that company would need to amend application or reapply to bring forth another vote.

Motion to go into executive session for legal counsel at 5:02pm by Mr. Marshall, seconded by Mr. Runkle.  
 Motion to come out of executive session at 5:08pm by Mr. Marshall, seconded by Mr. Runkle.

Mr. Lockwood stated that the board would need to seek additional counsel to continue policy development. Mr. Sroka asked if trucks could be leased until the policy is resolved. Ms. Verrier stated no sales tax could be reimbursed, but would check with Mr. Miller.

#### CEDA Update

Ms. Verrier and Ms. Riester provided an update on Project Marinara. Ms. Reister is still negotiating with property owners for option on land, but is getting close. She added that CCIDA would be responsible for much of the due diligence studies, but would be reimbursed by the project if it moves forward. Ms. Verrier estimated that such studies could cost \$60-80,000 depending on the specific studies needed. She added that Marinara needs to see the studies to ensure that the land is viable for their needs. Ms. Speno asked how many jobs would be created. Ms. Riester stated about 60 jobs in the \$28-30k wage range, but Marinara would also invest in a CHP that could provide power to other industrial park tenants. Mr. Lattimore asked if the project would come to CCIDA for a PILOT or other incentives if they move forward. Ms. Verrier stated it would depend on how much of an agricultural exemption they receive, but possibly. Ms. Riester added that the company has already done a lot of due diligence and invested a lot of time and resources, so they are committed at this time unless something unforeseen is found in the studies. Mr. Marshall asked that staff get a list of items that would cause the company to back away. Ms. Riester will get a list.

Ms. Riester presented an opportunity to purchase land at the Crossroads Industrial Park in the Town of Brutus. There are two lots available, about 70 acres each, right off of the thruway. The board discussed the features of the properties, noting that the southern parcel had a lot of rail frontage and the northern parcel had some issues related to wetlands and flood plains. Both are well located near the thruway. Ms. Riester asked if the board was interested in the property.

Motion to go into executive session for at 5:49pm by Mr. Marshall, seconded by Mr. Lattimore. Motion to come out of executive session at 6:05pm by Mr. Marshall, seconded by Mr. Runkle.

Motion to adjourn at 6:05 by Mr. Marshall, seconded by Ms. Speno. All present voted in favor, motion passed.

Respectfully submitted,  
 Karen Tehan

Next regularly scheduled meeting: Tuesday, September 20, 2016 at 4:00pm