

**Cayuga County Industrial Development Agency Meeting
Cayuga County Chamber of Commerce, First Floor Conference Room
September 20, 2016 at 4:00pm**

Vice Chairman Paul Lattimore called the meeting to order at 4:10 pm, noting that there was a quorum present.

ROLL CALL

Present: Joseph Runkle, Paul Lattimore, Herb Marshall, Gina Speno, John Latanyshyn, Carol Contiguglia

Excused: Ray Lockwood

Others Present: Tracy Verrier (CEDA); Rick Galbato (Galbato Law); Bruce Sherman (CEDA)

MEETING MINUTES:

Mr. Marshall moved to accept the August 23 and September 7 meeting minutes; seconded by Ms. Speno. All members voted in favor; motion passed.

BILLS AND COMMUNICATIONS:

Ms. Verrier presented a bill that had just been received from Bergmann Associates in the amount of \$1,800 for work performed thus far under the contract.

REPORT OF THE TREASURER:

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

UNFINISHED BUSINESS:

Application- All Ways Concrete:

Ms. Verrier presented the revised application from All Ways Concrete for Sales and Use Tax exemptions on two trucks needed to fulfill a new contract. She explained that the total project cost is \$1.2m, noting a typo in the project description stating \$1.6m. The total benefit would be \$96,000. Mr. Lattimore asked for confirmation that this application included the new provisions set forth at the previous meeting in regards to rolling stock and the new fee structure. Ms. Verrier explained that it did in fact include both of those changes.

RESOLUTION OF THE CAYUGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (i) ACCEPTING THE APPLICATION OF ALL WAYS CONCRETE PUMPING, LLC (THE "COMPANY") WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY DEFINED BELOW); (ii) AUTHORIZING THE UNDERTAKING OF THE PROJECT AND APPOINTING THE COMPANY AS ITS AGENT TO UNDERTAKE SAME; (iii) AUTHORIZING THE PROVISION OF FINANCIAL ASSISTANCE (AS MORE FULLY DEFINED BELOW) TO THE COMPANY; (iv) MAKING FINDINGS WITH RESPECT TO THE PROJECT PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; AND (vi) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF AN AGENT AND FINANCIAL ASSISTANCE AGREEMENT AND RELATED DOCUMENTS.

Motion to approve the Project Authorizing Resolution for All Ways Concrete Pumping by Mr. Marshall, seconded by Mr. Runkle. The motion was put to 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] [] [] []

The Resolution was thereupon declared duly adopted.

CEDA Updates:

Ms. Verrier explained that the Central New York Regional Council had met to determine the priority projects for the current round of Consolidated Funding Applications, noting that there were a number of projects submitted from Cayuga County. She explained that the annual project report with priority project list would be released within a couple of weeks. Ms. Verrier also explained that the new CEDA Technical Specialist, Joe Sheppard, would be starting work soon, noting that he would be providing a lot of support and assistance to the IDA.

Mr. Sherman provided an update on various projects throughout the county. Aurora Shoe was moving along with their expansion, but had hit some challenges with the MWBE requirements in his Empire State Development contract. However, those issues should be resolved shortly. Mr. Sherman also reported on a visit to Cayuga Milk Ingredients, who noted that business was going well. Ms. Contiguglia inquired about whether they were still having trouble with Canada? Mr. Sherman explained that they are still having challenges with Canada, but are expanding in to new global markets to diversify their customer base. Mr. Sherman also updated the board on the CIDEDEC expansion project. CIDEDEC was able to reach a deal with their neighbors to purchase some land, which will allow them to expand in place. This is ideal compared to building new at a different location. Mr. Sherman also noted that Carubba Collision is planning to open November 15.

The board asked for an update on Grober. Ms. Verrier and Mr. Sherman believe they are on track to be operational by spring, but will have Ms. Riester follow up. She will also provide an updated on prospects for the McQuay building. Mr. Marshall asked if Mr. Sherman had been able to visit Xylem yet, Mr. Sherman explained he is working on setting up a meeting.

NEW BUSINESS:

Ms. Verrier noted that the Finance Committee needs to meet to review the 2017 budget.

EXECUTIVE SESSION:

Motion to go into executive session for discuss of the sale, purchase, or lease of real property at 4:38pm by Mr. Latanyshyn, seconded by Ms. Contiguglia. Motion to come out of executive session at 5:19pm by Mr. Marshall, seconded by Mr. Latanyshyn.

Motion to adjourn at 5:21pm by Mr. Marshall, seconded by Ms. Speno. All present voted in favor, motion passed.

Respectfully submitted,
Tracy Verrier

Next regularly scheduled meeting: Tuesday, October 18, 2016 at 4:00pm