



Auburn Industrial  
Development Authority

**MEETING MINUTES**  
**AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY**  
**Wednesday, February 17, 2015**  
**Cayuga County Chamber of Commerce**  
**2 State St., Auburn, NY 13021**

**Board Present:**

- Robert Byron (Member of Industry)
- Michael Quill (Council Member)
- Terry Cuddy (Council Member)
- Tricia Ottley (Member at Large)
- Demetrius Murphy (Member at Large)
- William Andre (Member at Labor)

**Excused:**

- James A. Dacey (Chair & Member of Business)
- Monika Salvage (School Board Member)
- Frank DeRosa (Member at Large)

**Staff:**

- Tracy Verrier, Assistant Treasurer
- Michelle Prego-Milewski, Acting Secretary
- Rob Poyer, Hancock & Estabrook

Mr. Andre, Vice Chair, called the meeting to order at 5:02 pm noting a quorum was present.

Motion to approve the January regular meeting minutes by Mr. Quill; seconded by Mr. Murphy. Ms. Ottley abstained, and all other members present voted in favor; motion passed.

**BILLS AND COMMUNICATIONS**

Ms. Verrier reported that AIDA was billed \$70 to for members who attended the CEDA Luncheon, which was a budgeted expense.

**BUDGET REPORT AND BALANCE SHEET**

Ms. Verrier said that AIDA paid \$750 for NYS EDC dues and purchased new checks.

**UNFINISHED BUSINESS**

The CEDA contract discussion was tabled until the March meeting.

**INFORMANALYTICS**

Ms. Verrier explained that this is an online cost-benefit analysis tool that the ABO likes because it's consistent. She said that the program can live with CEDA, and the cost could be split between AIDA and CCIDA. Mr. Byron asked if it was formula driven, and Ms. Verrier said it is formula driven, probably based on industry standards. She said it analyzes the cost and benefits of a project to the community, such as increased property tax and payroll. She said that some of their figures are based on multipliers, so ultimately the usefulness depends on how much faith the board would put in the multipliers. Ms. Verrier said that the biggest benefit is that the ABO likes it.

**James A. Dacey**  
Chairman

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Mr. Cuddy asked if the cost would be split three ways, and Ms. Verrier responded that it would be split between the two IDAs. Mr. Quill wanted to know how many times the board would use it, and Ms. Verrier said it would only be when it got a project application. She noted that AIDA only had one project in the past year. Mr. Quill suggested that if CCIDA wanted to use it, AIDA could approach them about using it on a project-by-project basis. Ms. Ottley asked if it could be worked into the project fee, and Ms. Verrier said it would be hard to do it that way because the annual maintenance fee is tiered based on the number of projects, but it could be averaged out. Ms. Ottley suggested charging a base rate. Ms. Verrier will send a demo for the board to look at before the March meeting.

#### STAFF UPDATE

Ms. Verrier said that CEDA is still moving forward with the IBA and drafting a grant proposal for US EDA funding. She said that the URI funding for the project had not yet been secured, but staff was still confident there could be some funding through that mechanism.

Ms. Verrier is working on a foreign direct investment research and planning process with CenterState CEO and Brookings. She said the end goal is to have the understanding needed and a plan to allow us to attract and retain more foreign-owned companies. Ms. Verrier said the report should be released time during the second quarter. Mr. Andre said it's an opportunity to be proactive and not reactive, and discussed the Auburn Bimbo plant and how it was able to stay operational after it was bought by a foreign company. Ms. Verrier said that sometimes foreign-owned companies don't even know where to go for reliable contractors. She said that the initiative can't solve all problems; and used the Daiken/McQuay closure as example. She said the key is to keep companies engaged. Mr. Quill said that it's a great concept, and added that AIDA could possibly do outreach.

Mr. Andre said that the NYS tax rate is so high many companies don't look at the area. Ms. Verrier said that part of it is simply getting the word out that there are agencies and services available to help. She said that there are even grants available for businesses to travel abroad to expand their exporting.

#### NEW BUSINESS

##### VG RENTALS

**RESOLUTION APPROVING EXECUTION BY THE AUBURN  
INDUSTRIAL DEVELOPMENT AUTHORITY (THE "AUTHORITY")  
OF A MORTGAGE, MORTGAGE TAX AFFIDAVIT, ASSIGNMENT OF  
RENTS AND RELATED  
DOCUMENTS FOR THE BENEFIT OF V G RENTAL, INC.**

Mr. Poyer said that VG Rentals has run into additional costs and are adding a second mortgage. The board can collect a \$500 administrative fee. Ms. Ottley asked for a status update, and Mr. Andre said he didn't think there was a lot of action around the project, but he has called and it sounds as if everything is moving along as planned. The project may be completed this spring. Mr. Quill noted that the scaffolding is higher on the back of the building, but he said he didn't know if that meant that there is work being done. Mr. Andre said it would have been a big job for the city if the building had collapsed. Mr. Byron asked if the project was tied to HobNob and Ms. Verrier said that there is an ownership overlap but they aren't directly tied.

Motion to approve the VG Rentals by Ms. Ottley; seconded by Mr. Quill. Upon motion duly made and seconded, the question of the adoption of the foregoing Resolution was duly put to a vote, which resulted as follows:

	<u><i>Yea</i></u>	<u><i>Nay</i></u>	<u><i>Absent</i></u>	<u><i>Abstain</i></u>
James A. Dacey, Chairman			x	
William Andre, Member	x			

Monika Salvage, Member		x	
Robert Byron, Member	x		
Terry Cuddy, Member	x		
Michael Quill, Member	x		
Frank DeRosa, Member		x	
Tricia Ottley, Member	x		
Demetrius Murphy, Member			x

This Resolution was thereupon duly adopted.

JBJ REAL ESTATE MORTGAGE RESOLUTION

**RESOLUTION APPROVING EXECUTION BY THE AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY (THE "AUTHORITY") OF A MORTGAGE, MORTGAGE TAX AFFIDAVIT, ASSIGNMENT OF RENTS AND RELATED DOCUMENTS FOR THE BENEFIT OF JBJ REAL PROPERTY, LLC.**

Mr. Poyer said that JBJ is putting a mortgage on its 25 E Genesee Street property and is asking AIDA to join in a mortgage assignment. He said that they are getting discharged from the original Tompkins Trust mortgage. Mr. Andre and Ms. Ottley said they would like to have an update on the JBJ projects. Ms. Verrier said work has been done on the East Hill projects, and will check on the John St. project. Mr. Andre said that John St. doesn't seem like its progressing like AIDA thought it would and that the gateway to the business district looks as bad as ever.

Mr. Quill wanted to make sure that there was not a conflict that the Democratic Committee used the building in question as campaign headquarters last fall. Mr. Poyer said there was not. Mr. Quill said he had heard that there is another project JBJ is contemplating and it may affect John St. Mr. Murphy said that he remembers that three years ago John St. was critical to JBJ's project but there isn't any work being done. He said it seems like every other project is taking precedence over those structures. Ms. Ottley asked how that would affect the PILOT, and Mr. Poyer said that there are completion dates on the documents. Ms. Verrier said she's not sure if JBJ is using the sales and use benefit anymore. The board noted appreciation for the efforts of the developer and the level of work they've done downtown. Ms. Ottley said that out of respect for the family and everything they've don't for the area, staff should reach out to them. She said it sounds like there have been informal conversations.

Motion to approve the JBJ Rentals Mortgage Resolution by Ms. Ottley; seconded by Mr. Cuddy.

	<u><b>Yea</b></u>	<u><b>Nay</b></u>	<u><b>Absent</b></u>	<u><b>Abstain</b></u>
James A. Dacey, Chairman			x	
William Andre, Member	x			
Monika Salvage, Member			x	
Robert Byron, Member	x			
Terry Cuddy, Member	x			
Michael Quill, Member	x			
Frank DeRosa, Member			x	
Tricia Ottley, Member	x			
Demetrius Murphy, Member				x

This Resolution was thereupon duly adopted.

## CONFLICT OF INTEREST

Ms. Verrier passed out the Fiduciary Acknowledgement/Conflict of Interest statements and asked that members sign and return them. She said that this is an annual document, and that she has added a line to reference the code of ethics.

## UPCOMING EVENTS

Ms. Milewski reviewed the upcoming events with the board. Mr. Quill added the Robert Freeman will be speaking in City Council Chambers on March 14.

## BOARD MEMBER UPDATES

Mr. Quill and Mr. Murphy shared updates with the board on training and the First Niagara/Key Bank merger, respectively.

## DISCUSSION

Ms. Ottley asked if there had been a discussion at the board level about the possible CCIDA and AIDA merge and self-evaluations. Ms. Verrier said that nothing is going on at the moment, and there will be another joint governance meeting for further discussion. She said that there was some confusion on some of the questions on the self-evaluations. Mr. Cuddy said that nothing conclusive has happened, and one of the ideas was to see how the rest of the board felt. He said it has been a topic, but nothing has moved forward. Ms. Verrier noted that the table of considerations documented in the minutes from one of the joint governance committee meetings was not developed by the governance committee, but rather something that Mr. Fish had introduced based on the experience for the strategic planning between the Chamber and CEDA. Mr. Cuddy said that he and Ms. Salvage were eager to present, and would like to go back to the joint governance committee and AIDA governance committee. Ms. Ottley said she would prefer to have a discussion at the board level. Mr. Murphy suggested that staff compile the data and see what the board came up with, and added that some of the questions were confusing. Ms. Verrier said that the board can tweak some of the questions for next year, and agreed to send the compiled results from the 2015 evaluations to the board.

## TECH PARK RFP

Ms. Verrier asked the board if they were interested in developing an RFP for a generic environmental impact statement (GEIS) on AIDA's remaining parcels in the Tech Park, which would result in a conditional SEQR to make the sites more shovel-ready. She explained that it would be a joint RFP with CCIDA to see if there are any cost savings of doing both the Auburn and Aurelius parks at the same time. Mr. Murphy asked if any local firms are able to do the surveys, and Ms. Verrier said she had a list of several firms from all over the region that the RFP would be distributed to, but was not sure if anyone in the county was able to do it. Ms. Ottley suggested that Ms. Verrier contact Jenny Haines or Steve Lynch.

## ADJOURNMENT

Motion to adjourn at 6:06 pm by Mr. Quill; seconded by Ms. Ottley. All members present voted in favor; meeting adjourned.