



MEETING NOTICE & MESSAGE FROM THE BOARD CHAIR

TO: AIDA Board Members
FROM: Gwen Webber-McLeod, Chair
DATE: May 13, 2026

Greetings AIDA Board Members,

The AIDA Board will meet next Wednesday, May 20, 2026 from 5:00 to 6:30pm at **Memorial City Hall, 24 South St, Auburn, NY 13021** in the third-floor conference room. The agenda and related handouts for the meeting are attached. Some background on items for discussion:

Board Education: SBDC New Strategic Growth Services

Bob Griffin, Director of the North Central Small Business Development Center, will join the meeting to inform the board about a new program being piloted by the North Central SBDC team. While SBDC has become more known for their work with entrepreneurs and startups, this new service line is more focused on established, growth-stage companies. As such, the companies receiving these services are more likely to be potential AIDA applicants in the near term (next 1-3 years). All of SBDC’s services are free and confidential, so information cannot be shared with AIDA without the consent of the client. However, continuing our ongoing relationship with SBDC will ensure that AIDA is available as a resource for all eligible, Auburn-based companies.

Below are links to the press release about the program and the North Central SBDC webpage if you would like to get some initial information. This particular program could

<https://nysbdc.org/featured/new-york-sbdc-launches-pilot-to-strengthen-growth-stage-small-businesses/>

<https://nysbdc.org/regional-centers/north-central-small-business-development-center/>

I am looking forward to our meeting and continue to appreciate your ongoing efforts on the AIDA board.

CC: Auburn Citizen, Rob Poyer, Jennifer Haines, Chuck Mason

Mission Statement

"To advance the job opportunities, general prosperity, sustainability and economic welfare of the people of Auburn, NY."

Strategic Priorities

- Market the benefits of doing business in Auburn and the incentives available through AIDA to eligible projects that will generate jobs and revenue for the community.
- Assist at least two (2) projects per year with AIDA benefits and/or guidance on other benefits available in the community.
- Market parcels owned by AIDA.
- Diversify deal flow.



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**Auburn Industrial Development Authority
Regular Board Meeting
Auburn Memorial City Hall, 3rd Floor
24 South Street, Auburn, NY 13021
Wednesday May 20, 2026 at 5:00pm**

The public can view the meeting online at

<https://us02web.zoom.us/j/85317316859?pwd=f4zMpRVZNOeN9aREMDrMQ4dgYilqXaP.1>

Item	Time	Presenter	Outcomes
Welcome, Roll Call, and Minutes	5:00 - 5:05	Gwen Webber-McLeod, Board Chair	Establish Quorum Review & Approval of Minutes
Board Education: SBDC Strategic Growth Services	5:05 - 5:25	Bob Griffin, SBDC	For board information only
New Business: • Camoin Contract for Technical Assistance – Indus PILOT • Operating Principles	5:25 - 5:40	Tracy Verrier	Vote on technical assistance contract. Discuss operating principles
Unfinished Business: • Marketing Committee Call for Volunteers • General Updates • Commercial Property Promotion	5:40- 5:55	Tracy Verrier	Discuss Marketing Committee. Vote on selection of broker.
Executive Session	5:55 - 6:10	Tracy Verrier	To discuss matters leading to the appointment or employment of a particular person or corporation.
Bills Treasurer’s Report	6:10 - 6:20	Tracy Verrier Tessa Crawford, Board Treasurer	Vote to pay bills & accept Treasurers Report
Board Updates & Adjournment	6:20 - 6:30	Board of Directors	Opportunity for Board to share information and ideas relevant to the work of AIDA Vote to adjourn meeting

Upcoming meetings, events, and trainings:

- AIDA Meetings, all at City Hall, 3rd floor conference room
 - Finance Committee – June 3 @ 5pm
 - Board - May 20, 2025 @ 5pm
- IEDC Economic Development Fundamentals Webinars
 - December 9, 11-5:30 - \$200 if register by 11/25, \$375 register by 12/2
- City of Auburn budget related meetings –Thursdays at 5pm at City Hall
 - Public hearing – May 28
 - Budget vote – June 4



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Regular Meeting Minutes
Auburn Industrial Development Authority
Wednesday, April 15, 2026
Hilton Garden Inn, 74 State Street, Auburn, NY

Board Present: Gwen Webber-McLeod (Chair)
Dan Lovell (Secretary & Rep. of Auburn School District)
Karen Walter (Member at Large)
William Andre (Member of Labor)
Matthew Del Favero (Member of Industry)
Courtney Hennigan (Member at Large)
Mayor Jimmy Giannettino (Council Member).
Councilor Terry Cuddy (Vice-Chair & Council Member)
Tessa Crawford (Treasurer & Member at Large)

Staff & Guests: Tracy Verrier, contracted Director
Alec Savage, Hancock Estabrook
Eric Ridley, Pioneer Companies

**remote attendance*

REGULAR MEETING

Ms. Webber-McLeod called the meeting to order at 5:01pm, noting the presence of a quorum.

MEETING MINUTES

Mr. Cuddy motioned to approve the meeting minutes, seconded by Mr. Lovell. Motion passed unanimously.

NEW BUSINESS

Hilton Garden Inn Site Visit

Mr. Eric Ridley, President & CEO of Pioneer, introduced himself. He was hired in 2011 as the opening general manager of the property. He has managed hotel assets for Pioneer across the country. The Hilton Garden Inn Auburn performs well and the investors, about 90% of whom are local to the region, consider it a success. They are bullish about the Micron development and what it can do for the region, and they consider the Auburn property a long-term investment. The property gets a lot of support from local businesses that have business visitors. Since opening, \$2.75m of owner capital has been reinvested in the property and they are considering some other investments in the Auburn area. COVID was a 3.5 year disruption, which delayed the typical 7 year renovation to year 12. They benefited from revenge travel in 2022-23, but that is gone now and they've seen a drop in Canadian visitors and economic uncertainty impacting business travel. These demand retractions are evidenced by reduced occupancy from 2024 to 2025. He stated that they try to pay all staff members a living wage.

Ms. Webber-McLeod asked if there are any emerging opportunities in the hospitality industry? Mr. Ridley explained that 10 years ago boutique hotels started to pick up prior to AirBNB, and now many of those properties are converting to AirBNB. For experience



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travelers, what appears to be growing now are cabin concepts – multiple hotel rooms within a cabin-like building and close to amenities. The barriers to entry for traditional hotels are too high. This model is more viable because of lower construction costs compared to building vertical.

Mr. Webber-McLeod asked Mr. Ridley for any closing thoughts or takeaways for the board. Mr. Ridley noted that hospitality as an industry would like to have the opportunity to provide insights for local decision makers when they are considering policies that impact tourism and hospitality. They would like to be able to provide information and clarity about how the industry works and what drives demand. They would like industry experts to be part of policy conversations so that decision makers have more understanding of the context.

Ms. Walter asked what they consider a sustainable occupancy rate? Mr. Ridley said that there isn't one specific number because it is based on a number of different factors.

Mr. Andre explained that he knows a young lady that works at the hotel cleaning and he does not believe that she makes a livable wage. He questions whether labor is really what is driving costs up and whether the hotel is truly paying a living wage. Mr. Ridley explained that labor is growing as a percentage of their total cost, so it is becoming an increasingly large part of their cost structure.

Ms. Walter suggested that the board have a more in-depth conversation about the tourism industry generally since it is unique from other industries the board is used to dealing with, like manufacturing.

Mr. Giannettino noted that Mr. Ridley is very knowledgeable about the hospitality industry, but he is not sure that Mr. Ridley himself should provide insights on the proposed hotel project because he is a competitor. The board should do due diligence, but need to be conscious of where information is coming from. Ms. Verrier explained that she has requested information from the tourism office and data from SBDC to help better understand the market in relation to the proposed hotel project.

Ms. Webber-McLeod agreed that the board should be educated about who AIDA is doing business with, and that they should get a better understanding of the tourism industry. She suggested inviting Courtney Kasper from the Cayuga County Tourism Office to a board meeting to discuss a new tourism framework they are using.

Ms. Hennigan appreciated hearing from Mr. Ridley. She also asked for additional information about the additional investments the investors are looking to make in the area. Ms. Verrier will follow up with Mr. Ridley to get clarification.

Commercial Property Promotion

Ms. Verrier noted that AIDA has not formally listed the two commercial properties it owns in the Tech Park, and that the 2026 framework and workplan includes discussing whether or not to list those properties with a broker. Mr. Cuddy asked if there is a particular reason to be more aggressive at this time? Ms. Verrier noted that the Micron supply chain is starting to look, so there is more activity in the region. Mr. DeFavero asked how long the properties have been idle? Ms. Verrier noted they've always been vacant. Mr. Giannettino noted that there had been a purchase offer on it, but the deal fell through. Ms. Walter confirmed that AIDA has no control over the property once a property is sold and then changes hand again. Ms. Verrier agreed that was correct, but zoning still applies. The board agreed that now is a good time. Ms. Walter asked if there would be any costs other than the commission at the time of sale? Ms. Verrier said that would be her expectation. Ms. Verrier



will reach out to some brokers to get a sense of what a contract will look like and bring that information to the next meeting. Ms. Walter noted that the 14-acre parcel has some wetlands.

UNFINISHED BUSINESS

Marketing Committee Call for Volunteers

Ms. Verrier noted that she sent out the call for volunteers for the marketing committee. She sent a press release and she sent it to various community partners. That call is due before the next meeting to consider. Motion to appoint Mr. DeFavero to the Audit Committee by Ms. Walter, second by Mr. Giannettino. Motion passed unanimously.

Audit Committee Appointment

Ms. Verrier stressed that they should fill the vacant spot on the audit committee. Mr. Giannettino and Mr. Lovell are the two current members.

General Updates

Ms. Verrier provided the following updates:

- As requested by the board, she sent a letter to Rycoe about their job creation and they responded positively.
- The website no longer has malware, but is still blacklisted by a few web providers. She continues to work with GoDaddy on this.
- The International Economic Development Council will be hosting an Economic Development Fundamentals training webinar in December for anyone interested.

BILLS & TREASURER'S REPORT

Ms. Verrier noted a bill for Red Clover (for her services in March), a bill from Dannible & McKee for the 2025 audit, and a registration fee for Ms. Walter to attend the NYSEDC Annual Conference in May. Ms. Hennigan motioned to approve the bills, seconded by Mr. Lovell. Motion carried unanimously.

Ms. Crawford explained that the CD matures tomorrow and recommended not renewing it and putting it into the money market for the time being for the sake of cashflow. She also noted that the Dill Street administrative fee was paid. Ms. Crawford noted that the board should be future oriented at this time and be careful about cashflow. However, there are some good projects in the pipeline that could help. The board discussed reinvesting it at a later date when a few more projects come through. Motion to roll the funds in the Chemung CD over to the Chemung money market by Ms. Hennigan, second by Mr. Lovell. Motion passed unanimously.

Ms. Walter motioned to approve the treasurer's report, seconded by Mr. Giannettino. Motion passed unanimously.

EXECUTIVE SESSION

There was no need for an executive session.

BOARD EDUCATION

Appropriate Use of Executive Session

Ms. Verrier reviewed policy guidance from the Authorities Budget Office on the proper use of executive session. She specifically noted using the correct language in motions and



in the minutes to reflect the reason for executive session. There was a question about whether discussion of an agreement default qualifies as “matters leading to the... discipline, suspension, dismissal or removal of a particular... corporation”. Hancock Estabrook will get back to us with an answer on that.

BOARD UPDATES

Ms. Hennigan expressed appreciation for Ms. Webber-McLeod’s intentionality during board meetings.

Ms. Webber-McLeod attended an Upstate NY Minority Women’s Business Enterprise conference. Her company was selected as the inaugural Legacy Building MWBE Business Award. Seeing as there are a lot of businesses from Rochester and Buffalo, so that award coming to Auburn and the Finger Lakes is an honor. She’s proud of herself and Auburn.

ADJOURNMENT

Motion to adjourn by Mr. Lovell, second by Ms. Walter. Motion passed unanimously. Meeting adjourned at 6:26pm.



AGREEMENT

This services agreement ("Agreement") is made this 13th day of May, 2026 by and between Auburn Industrial Development Agency, with a mailing address of 24 South Street, Auburn, NY 13021 (hereinafter "Client"), and Camoin Associates, Inc. (dba Camoin Associates) with a mailing address of 3126 W Cary St., #409, Richmond, VA 23221 (hereinafter "Consultant").

WITNESSETH:

WHEREAS, the Client has solicited the services of an economic development consultant; and

WHEREAS, the Consultant has offered to provide such assistance to the Client as requested,

NOW, THEREFORE, the parties hereby agree as follows:

SCOPE OF SERVICES

1. The Consultant will provide the services listed in Attachment A ("Scope of Services"), incorporated herein by reference. The Client agrees to cooperate and provide assistance to the Consultant as described in Attachment A.

REMUNERATION

2. As compensation for the performance of the services described in Attachment A, Client will pay Consultant in the amount and manner set forth in Attachment B ("Compensation and Payment"), incorporated herein by reference.
3. The Consultant shall submit invoices to the Client on a monthly basis. The invoices will include a reasonable description of the services provided and the value ascribed to each.
4. Notwithstanding any other provision of this Agreement, the Consultant shall not perform services outside the scope set forth in Attachment A, unless such services have been authorized by written amendment to this Agreement signed by both parties setting forth the services to be rendered and the associated fee.
5. Payment is due on all invoices within 30 days of the date of the invoice. Interest will accrue on all overdue invoices at a rate of 18% per annum commencing on the date payment becomes due. Should it be necessary for the Consultant to collect on any overdue invoices, the Client will be responsible for all costs of collection including reasonable attorney fees.
6. In the event Consultant is required to pursue payment of unpaid past due invoices, Client agrees to pay for Consultant's travel costs to and from events related to the collection of the unpaid invoices at the current mileage rate stipulated by the Internal Revenue Service. In addition, Client agrees to pay Consultant for Consultant's time spent attending litigation related meetings and hearings to pursue the collection of Client's unpaid past due invoices at the hourly labor rates set forth in Attachment B.

MISCELLANEOUS

7. The Consultant agrees that none of its officers or employees will hold themselves out as, or claim to be, an officer or employee of the Client or its agents, and that neither the Consultant, nor any of its officers or employees will by reason therefore, make any claim,

demand, or application to or for any right or privilege applicable to an officer or employee of the Client.

8. The sole liability of either party to the other hereunder (whether in contract, tort, negligence, strict liability in tort, by statute or otherwise) for any and all claims in any manner related to this Agreement will be the payment of direct damages, not to exceed (in the aggregate) the fees received by Consultant with respect to the services included in the Agreement as Attachment A. Except for the specific remedies expressly identified as such in this Agreement, Client's exclusive remedy for any claim arising out of this Agreement or any applicable work order will be for the Consultant, upon receipt of written notice, to use commercially reasonable efforts to cure the breach at its expense, or failing that, to return the fees paid to Consultant for the services related to the breach.
9. In no event will either party be liable for any consequential, incidental, indirect, special or punitive damage, loss or expenses (including, but not limited to, business interruption, lost business, lost profits or lost savings) even if it has been advised of their possible existence. Any action by either party must be brought within two (2) years after the cause of action arose. The parties agree that performance of all indemnification obligations included in this Agreement shall be considered direct damages regardless of the type of underlying claim or damages for which indemnification is being provided.
10. The allocations of liability under paragraphs 8 and 9 are the agreed and bargained-for understanding of the parties, and compensation for the services included in this Agreement as Attachment A reflects these allocations.
11. The Consultant acknowledges and agrees that neither Consultant nor its agents, officers, or employees shall be covered by any Worker's Compensation Insurance policy or Disability Insurance policy maintained by the Client, and that the Consultant shall be solely responsible for maintaining such coverage to the extent required by law.
12. This Agreement may not be amended or otherwise modified except upon the written agreement of the parties.
13. No remedies or rights conferred upon Consultant by this Agreement are intended to be exclusive of any remedy or right provided by law or equity, but each shall be cumulative and shall be in addition to every other remedy or right given herein or now or hereafter existing at law or in equity.
14. The invalidity or unenforceability of any particular provision of this Agreement shall not affect the other provisions, and this contract shall be construed in all respects as if any invalid or unenforceable provision were omitted.
15. This Agreement embodies the entire agreement and understanding between the parties pertaining to the subject matter of this Agreement, and supersedes all prior agreements, understandings, negotiations, representations and discussions, whether verbal or written, of the parties, pertaining to that subject matter.
16. This Agreement shall be interpreted, governed and construed under the laws of the State of New York as if it were executed and performed wholly within the State of New York, without giving effect to any provision thereof that permits or requires the application of the laws of any other jurisdiction. Any litigation based hereon or arising out of or in connection with this Agreement shall be brought and maintained exclusively in the courts of the State of New York with a venue in Saratoga County, New York and the Parties hereby irrevocably waive all jurisdictional defenses and irrevocably agree to submit to the jurisdiction of such

courts for the purpose of any such litigation and irrevocably agree to be bound by any judgment rendered thereby in connection with such litigation.

- 17. This Agreement may be signed in counterparts and/or delivered via facsimile or in PDF format via e-mail, each of which shall be deemed original and binding signatures and all of which shall constitute one and the same Agreement.
- 18. Each of the persons signing below warrants and represents that they are duly authorized to sign this Agreement on behalf of the party for which he or she is signing.
- 19. During the term of this Agreement and for a period of one year thereafter, Client shall not, directly or indirectly, solicit, hire, contract with or engage the employment of an employee of the Consultant (a "Restricted Employee"). In the event Client directly employs or contracts with a Restricted Employee without the consent of the Consultant, the Client shall pay to Consultant as liquidated damages two times the then monthly salary of such Restricted employee for a three-month period of time.

TERM OF AGREEMENT

- 20. This Agreement shall become effective as of the date first set forth above.
- 21. This Agreement may be terminated by either party at any time without cause to be effected by prior written notification to the non-terminating party at the address set forth above.
- 22. Upon termination, the Client shall reimburse the Consultant for all unpaid time and expenses as prescribed in the REMUNERATION section of this Agreement.

AGREED TO:

For Auburn Industrial Development Agency

For Camoin Associates, Inc.

By: _____

By: _____

Gwen Webber-McLeod
Chair

Rachel Selsky
CEO

Contact and email address for invoicing:

Phone number for invoicing:

ATTACHMENT A

Scope of Services

"We", "Us" and "Our" shall refer to the Consultant, "You" and "Your" shall refer to the Client.

At any time during the duration of this contract, the Client may issue one or more task orders for services as outlined below under TEST OF REASONABLENESS ANALYSIS, ECONOMIC IMPACT ANALYSIS, FISCAL IMPACT ANALYSIS, and/or GENERAL SERVICES. The task order will take the form of a Notice-to-Proceed signed by the executive director or other authorized person, and specifying the fee (see Attachment C for a sample task order).

Test of Reasonableness

Camoin Associates will provide the applicant with a blank pro forma to be completed. The Camoin team will then evaluate the applicant's pro forma financial projections to determine whether the requested PILOT schedule is necessary for the project to achieve a reasonable rate of return. This analysis includes reviewing underlying assumptions (lease rates, vacancy rates, etc.), validating debt structures against lending terms and market standards, calculating rates of return (such as Equity Dividend Rate), and benchmarking these returns against published industry standards for similar projects. If returns fall outside normal market expectations, we will recommend alternative financial assistance packages that align with current market conditions. Upon request, we will test one alternative assistance scenario.

Economic Impact Analysis

Camoin Associates will conduct a quantitative assessment of the project's economic impacts on the local economy. Using proprietary data from Lightcast and ESRI, we will measure direct effects (jobs, wages, economic activity generated by the project itself) and indirect/induced effects (economic activity generated through supply chain purchases and employee spending). The analysis will verify key assumptions such as job creation estimates, new resident expenditures, or other project-related economic impacts. We will calculate the total economic benefit as the sum of direct and indirect effects.

Fiscal Impact Analysis

Camoin Associates will analyze the fiscal costs and benefits extending beyond the tax impacts of AIDA inducements. This comprehensive fiscal analysis will calculate revenues from multiple sources including PILOT payments, sales tax generation, bed tax (if applicable), water and sewer fees, and other municipal revenues attributable to the project. We will also assess fiscal costs such as impacts on school districts, municipal service demands, and infrastructure requirements. The net fiscal impact will be presented showing the balance of benefits and costs to each jurisdiction.

ATTACHMENT B

Compensation and Payment

As remuneration for the scope of services attached as Attachment A, the Client shall pay the Consultant as follows:

For each Test of Reasonableness Analysis Services task order, a fixed fee of FIVE THOUSAND DOLLARS (\$5,000.00), payable as follows:

- Upon issuance of each task order: \$2,500
- Upon submission of each final report by the Consultant to the Client: \$2,500.

For each ECONOMIC IMPACT ANALYSIS task order, a fixed fee of SEVEN THOUSAND DOLLARS (\$7,000.00), payable as follows:

- Upon issuance of each task order: \$3,500
- Upon submission of each final report by the Consultant to the Client: \$3,500.

For each FULL FISCAL IMPACT ANALYSIS task order, a fixed fee of TWELVE THOUSAND DOLLARS (\$12,000.00), payable as follows:

- Upon issuance of each task order: \$6,000
- Upon submission of each final report by the Consultant to the Client: \$6,000.

For services not included in the scope of services attached as Attachment A, and requested by the Client in writing, the Client shall pay the Consultant on a time-and-expenses basis, charged as follows:

- a. Hourly labor rates January 1 through December 31, 2026

President / Senior VP	\$385.00 per hour
Principal	\$320.00 per hour
Senior Professional	\$245.00 per hour
Professional	\$200.00 per hour
Rate in travel status	\$115.00 per hour (all personnel)

Rates and fees are subject to adjustment annually with 30 days' notice and approval by the Client

- b. Travel by private automobile will be charged at the maximum federal reimbursement rate per mile.
- c. All other expenses (e.g. purchase of proprietary data, travel related expenses, etc.) will be charged at cost.

ATTACHMENT C

Sample Task Order

Sample - Sample - Sample - Sample - Sample - Sample - Sample - Sample - Sample

TASK ORDER

Pursuant to our agreement dated the 13th of May 2026, the Auburn Industrial Development Agency hereby issues this task order and directs Camoin Associates to perform the following work:

Project: [Name of Project]
Scope: [Test of Reasonableness]
 [Economic Impact Analysis]
 [Fiscal Impact Analysis]
Fee: _____

This task order will serve as the Notice-to-Proceed to Camoin Associates on the above work.

By: _____
Gwen Webber-McLeod, Chair
Auburn Industrial Development Agency

Date: _____

Sample - Sample - Sample - Sample - Sample - Sample - Sample - Sample -

AIDA Operating Principles

Chair Webber-McLeod would like to introduce a set of operating to clearly state and agree upon standards/expectations for board conversations. The following are proposed for discussion at the board meeting.

Auburn Industrial Development Authority Board: Operating Principles

- **Constructive Candor:** We encourage open, honest, and respectful communication. Members are expected to share diverse perspectives to ensure robust decision-making.
- **Professional Boundaries:** While we prioritize transparency, all discussions must remain focused on the Authority's mission and adhere to established protocols for confidentiality and public meeting regulations.
- **Active Listening & Inclusion:** We commit to listening with the intent to understand, ensuring every board member's voice is heard and valued before reaching a consensus.
- **Accountability to the Public:** As a public-facing entity, we conduct our discussions with the understanding that we represent the interests of the Auburn community and maintain the highest standards of integrity.
- **Commitment to Resolution:** We approach disagreements as opportunities for growth, seeking common ground and focusing on solutions that serve the organization's long-term strategic goals.





Bills & Invoices

As of April 13, 2026, the following bills and invoices are unpaid (also attached for review):

Vendor	Invoice #	Date	Amount	Description
Dannible & McKee	169109	4/10/2026	\$2,500.00	Final 2025 audit invoice
Red Clover Consulting	7	5/1/2026	\$4,000.00	April services
GoDaddy		5/11/2026	\$23.19	auburnida.org (autopay)

Requesting approval for the following disbursements:

Payee	Covered Invoices/PILOTs	Total Amount
Dannible & McKee	169109	\$2,500.00
Red Clover Consulting	7	\$4,000.00

A motion to make the above disbursements was made, seconded, and approved by the AIDA board of directors.

Approved:

Tessa Crawford (Board Treasurer)



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INVOICE

Red Clover Consulting, LLC
19 Grover Street
Auburn, New York 13021
United States

(315) 994-5259

BILL TO
Auburn Industrial Development Authority
Tessa Crawford
24 South Street
Auburn, New York 13021
United States

tessac1310@gmail.com

SHIP TO
Auburn Industrial Development Authority
24 South Street
Auburn, New York 13021
United States

Invoice Number: 7

Invoice Date: May 1, 2026

Payment Due: May 31, 2026

Amount Due (USD): **\$4,000.00**

Items	Quantity	Price	Amount
Management Services April 2026	1	\$4,000.00	\$4,000.00

Total: \$4,000.00

Amount Due (USD): **\$4,000.00**

Notes / Terms

Efforts included in this invoice:

- Draft regular meeting agenda, compile and distribute packets, and issue necessary meeting notices.
- Print meeting materials and attend regular board meeting.
- Draft meeting minutes and upload videos to YouTube.
- Financial management (bookkeeping, deposit check, pay bills, etc.)
- Participate in and correspond with Economic Development Coordination group.
- Correspondence with client and City regarding Aurelius St project.
- Work with Chair to set up online banking access.
- Attend Micron Business Committee.
- Outreach to commercial brokers about listing AIDA industrial properties.
- Respond to Office of the State Comptroller's questions about the 2025 PARIS Annual Report.
- Correspondence regarding potential AIDA events/outreach.

Subject: Renewal receipt for order #4085893202.

From: GoDaddy <donotreply@godaddy.com>

Date: 5/11/2026, 10:46 AM

To: auburnida@gmail.com

[GoDaddy](#)

Need help? [Contact us.](#)

Customer Number: 615478640

Renewal Success! Sign in to see what's new.

[Review Renewal Details](#)

.ORG Domain Renewal

\$23.19

[auburnida.org](#)

1 Year

Subtotal: \$23.19

Tax: \$0.00

Total: \$23.19

We have billed your Checking - Business account ending with the last two digits: 54 for the amount of \$23.19.

To review all your products and services, [sign in to your account.](#)

If your products are on a 1 month subscription term, they will automatically renew next month at the same price listed here, unless otherwise indicated.

Private & Confidential

Auburn Industrial Development Authority
24 South Street
Auburn, NY 13021

ID:	6112000
Invoice:	169109
Date:	04/10/2026

FEDERAL I.D. #33-0996661

Final billing for services rendered in connection with issuance of audit report on financial statements for the year ended December 31, 2025

\$ 2,500.00

Invoice Total

\$ 2,500.00

Please return this portion with payment.

ID: 6112000 Auburn Industrial Development Authority

We accept payments on our website ACH Credit Card Payment Plan To pay online please go to: https://www.dmcPAS.com/payment/

Invoice:	169109
Date:	04/10/2026
Amount Due:	\$2,500.00
Amount Enclosed:	\$ _____

TERMS - PAYABLE IN FULL UPON RECEIPT. A FINANCE CHARGE WILL BE DUE AT THE PERIODIC MONTHLY RATE OF 1 1/2% (18% ANNUALLY) ON ALL PAST DUE PAYMENTS.

Auburn Industrial Development Authority

Balance Sheet As of April 30, 2026

	TOTAL		
	AS OF APR 30, 2026	AS OF APR 30, 2025 (PY)	CHANGE
ASSETS			
Current Assets			
Bank Accounts			
101 Checking-Generations (deleted)	0.00	2,994.93	-2,994.93
102 Chemung Checking - PILOTS	500.05	500.00	0.05
103 Chemung Checking - Operating	26,857.45	0.00	26,857.45
111 Savings-Generations (deleted)	0.00	27,456.43	-27,456.43
112 Chemung CD	0.00	77,798.50	-77,798.50
113 Chemung Money Market	26,967.01	0.00	26,967.01
120 Clearing Account	0.01	0.00	0.01
130 Petty Cash	165.00	165.00	0.00
Total Bank Accounts	\$54,489.52	\$108,914.86	\$ -54,425.34
Accounts Receivable			
166 Accounts Receivables - PILOTS (deleted)	0.00	23,189.28	-23,189.28
167 Accounts receivable	8,150.93	0.00	8,150.93
Total Accounts Receivable	\$8,150.93	\$23,189.28	\$ -15,038.35
Total Current Assets	\$62,640.45	\$132,104.14	\$ -69,463.69
Fixed Assets			
168 Land	305,064.96	305,064.96	0.00
170 Furniture & Equipment	819.33	20,032.33	-19,213.00
171 Website	16,500.00	16,500.00	0.00
172 A/D Furniture & Equipment	-16,371.15	-33,683.35	17,312.20
Total Fixed Assets	\$306,013.14	\$307,913.94	\$ -1,900.80
Other Assets			
195 Closing Costs	4,646.81	4,646.81	0.00
Total Other Assets	\$4,646.81	\$4,646.81	\$0.00
TOTAL ASSETS	\$373,300.40	\$444,664.89	\$ -71,364.49
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 Accounts Payable	0.00	4,842.12	-4,842.12
Total Accounts Payable	\$0.00	\$4,842.12	\$ -4,842.12
Other Current Liabilities			
240 Due To Government	13,981.61	37,170.90	-23,189.29
Total Other Current Liabilities	\$13,981.61	\$37,170.90	\$ -23,189.29
Total Current Liabilities	\$13,981.61	\$42,013.02	\$ -28,031.41
Total Liabilities	\$13,981.61	\$42,013.02	\$ -28,031.41

Auburn Industrial Development Authority

Balance Sheet As of April 30, 2026

	TOTAL		
	AS OF APR 30, 2026	AS OF APR 30, 2025 (PY)	CHANGE
Equity			
390 Retained Earnings	231,169.51	276,415.63	-45,246.12
395 Unrestricted Net Assests	159,809.12	158,807.53	1,001.59
Net Income	-31,659.84	-32,571.29	911.45
Total Equity	\$359,318.79	\$402,651.87	\$ -43,333.08
TOTAL LIABILITIES AND EQUITY	\$373,300.40	\$444,664.89	\$ -71,364.49

Auburn Industrial Development Authority

Profit and Loss by Month

January-April, 2026

	JAN 2026	FEB 2026	MAR 2026	APR 2026	TOTAL
Income					
Gross Profit					
Expenses					
630 Dues	1,000.00				1,000.00
670 Office Supplies	1,341.36		13.72		1,355.08
680 Professional Services	5,000.00		5,000.00		10,000.00
715 Travel & Meetings			25.00	575.00	600.00
720 Contract Services	6,825.00	4,273.50	4,000.00	4,000.00	19,098.50
725 Bank Service Charge			35.00		35.00
745 Marketing and Promotion	35.38				35.38
Total for Expenses	14,201.74	4,273.50	9,073.72	4,575.00	\$32,123.96
Net Operating Income	-14,201.74	-4,273.50	-9,073.72	-4,575.00	-\$32,123.96
Other Income					
820 Interest Income	0.62	0.12		463.38	464.12
Total for Other Income	0.62	0.12		463.38	\$464.12
Net Other Income	0.62	0.12		463.38	\$464.12
Net Income	-14,201.12	-4,273.38	-9,073.72	-4,111.62	-\$31,659.84

Auburn Industrial Development Authority

Profit Loss Prev Year Comparison

January - April, 2026

	TOTAL			
	JAN - APR, 2026	JAN - APR, 2025 (PY)	CHANGE	% CHANGE
Income				
Total Income			\$0.00	0.00%
GROSS PROFIT	\$0.00	\$0.00	\$0.00	0.00%
Expenses				
630 Dues	1,000.00	1,000.00	0.00	0.00 %
670 Office Supplies	1,355.08	417.96	937.12	224.21 %
680 Professional Services	10,000.00	12,000.00	-2,000.00	-16.67 %
715 Travel & Meetings	600.00	1,150.00	-550.00	-47.83 %
720 Contract Services	19,098.50	19,896.19	-797.69	-4.01 %
725 Bank Service Charge	35.00	0.00	35.00	
745 Marketing and Promotion	35.38	23.17	12.21	52.70 %
Total Expenses	\$32,123.96	\$34,487.32	\$ -2,363.36	-6.85 %
NET OPERATING INCOME	\$ -32,123.96	\$ -34,487.32	\$2,363.36	6.85 %
Other Income				
820 Interest Income	464.12	1,916.03	-1,451.91	-75.78 %
Total Other Income	\$464.12	\$1,916.03	\$ -1,451.91	-75.78 %
NET OTHER INCOME	\$464.12	\$1,916.03	\$ -1,451.91	-75.78 %
NET INCOME	\$ -31,659.84	\$ -32,571.29	\$911.45	2.80 %