



Regular Meeting Minutes
Auburn Industrial Development Authority
Wednesday, February 18, 2026
Memorial City Hall, Auburn, NY

- Board Present:** Gwen Webber-McLeod (Chair)
Terry Cuddy (Vice-Chair & Council Member)
Tessa Crawford (Treasurer & Member at Large)*
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)
- Excused:** Dan Lovell (Secretary & Representative of Auburn School District)
- Staff & Guests:** Tracy Verrier, contracted Director
Robert Poyer, Hancock Estabrook*
Ryan Benz, Redev CNY

**remote attendance*

REGULAR MEETING

Ms. Webber-McLeod called the meeting to order at 5:04pm, noting the presence of a quorum.

MEETING MINUTES

Mr. Cuddy motioned to approve the meeting minutes, seconded by Mr. Andre. Mr. Giannettino and Mr. Del Favero abstained. All others voted in favor. Motion passed.

NEW BUSINESS

Welcome New Member

Mr. Del Favero introduced himself to the board, noting that he has worked at Medent for over 20 years and has lived in Auburn his whole life.

Project Introductions – Indus Hospitality Group

Ms. Verrier explained that Indus Hospitality Group, a Rochester-based development firm, plans to build an extended stay hotel on Grant Avenue. She explained that this would be a different product than currently offered in Auburn (although it would still be competition for existing hotels), and it would bring a Marriot flagged property to the area. Ms. Verrier talked to a few partners ahead of the meeting and it was indicated to her that the market for hotel rooms is not saturated, and other IDAs that have worked with Indus have indicated that they are a good partner. Mr. Andre pointed out on the project map that the “former Empower” label should read “ESL Credit Union” or “former Generations”, not “former Empower”. Ms. Walter inquired



about the access off of Grant Ave for the proposed site. Ms. Verrier explained that she is not an expert in that, but that NYS DOT would be consulted as part of the site plan review through the City. Further, AIDA would not approve any benefits until the site plan is complete and the question of access is fully addressed. The board was otherwise generally agreeable to the project.

Project Introductions – 28 Aurelius

Ms. Verrier explained the Redev CNY has proposed to renovate to existing commercial/industrial buildings at 28 Aurelius Ave into 40 affordable condos. She noted that the buildings are in need of some remediation and a lot of renovation to accomplish this. The funding sources the project will use will ensure that the units are sold to households with incomes at 60%-100% AMI. She noted that this would be a deviation from the new UTEP because they are ultimately owner occupied. Other IDAs have incentivized similar projects and the Attorney General has ultimately signed off on converting them to condos, so there is precedence to do this type of a project. However, that precedence has not be legally tested yet. Other IDAs have generally justified the projects due to the fact that the project is a straight multifamily construction project until the Attorney General approves the units as condos. Mr. Benz stated that this happens after a certificate of occupancy is received, so the entire IDA benefit is realized prior to the units being deemed condos. Mr. Benz provided some additional context about how the project can benefit the community and residents of the city. Ms. Walter asked about the zoning of the site and whether this would be considered an apartment building or a multifamily dwelling unit. Mr. Benz and Ms. Verrier assumed it would be a multifamily dwelling unit, but the city would help to confirm that. Mr. Benz has spoken with the city about zoning and believes zoning will not be an issue. Mr. Giannettino asked about prior projects the developer has done. Mr. Benz provided some background information. Mr. Giannettino asked if there would be on-site property management. Mr. Benz explained that they contract that out to other companies, but yes, there would be property management. Mr. Benz explained that he has two other companies that are part of these projects, one that manages the construction and one that deals with real estate. The construction business subcontracts out all of the work, so he would plan to do so in a way to comply with the local labor policy. Ms. Hennigan asked how many bedrooms the units would have. Mr. Benz said it would be mostly one and two bedrooms, but there would be a few three bedrooms as well. Ms. Hennigan noted how much this type of product is needed in the community. The board was generally agreeable to the project.

UNFINISHED BUSINESS

Audit & Marketing Committee Appointments

Ms. Verrier recommended tabling this item until Mr. Del Favero has had a chance to review the committees. Ms. Verrier asked the board to think about non-board members that would be a good fit for the marketing committee.

Technical Services Proposals

Ms. Verrier noted the recommendations provided in the packet. She recommended qualifying 6 of the 9 firms that responded: BJH Advisors, Camoin Associates, Econsult Solutions, Inc, MRB Group, Storrs Associates, and Urbanomics. She explained that the firms she did not recommend for qualification did not show strong evidence that they had done this particular type of work



before. She added that they all likely have the skillsets, it just wasn't clear that they had applied those skills in this way and had all of the necessary data sets to do it well.

Motion to qualify the six firms as recommended by Mr. Andrea, second by Ms. Watler. Motion passed unanimously.

NYSEDC Conference

Ms. Verrier explained that the NYSEDC Conference is an annual gathering that will happen in February. The per-person fee to attend is \$295, not including hotel and mileage costs. She noted that this conference has good informational sessions.

Mr. Lovell motioned to approve AIDA covering the registration and travel costs for up to two attendees, seconded by Ms. Hennigan. Board members will let Ms. Verrier know within 24 hours if they would like to attend.

Revisit Year in Review Letter

Ms. Verrier reminded the board that the Chairwoman wanted to revisit this letter with the intent of getting feedback about releasing it to the newspaper and a more public update. The board was agreeable to this and there was consensus to formally release the letter.

2026 Workplan

Ms. Verrier briefly explained the workplan in the packet. She noted that the first item she wanted to check off was determining which three projects the board wanted to visit for on-site board meetings this year. She suggested BoMer on Allen Street (since it's new), Plaza of the Arts (since the PILOT is ending in the next couple of years), the Hilton, and/or Tessa. The board was agreeable with these options and directed Ms. Verrier to start scheduling them. Ms. Verrier noted that she'd start with BoMer and Plaza of the Arts, and then reach out to one or both of the others depending on the availability of the first two.

General Updates

Ms. Verrier advised that AIDA's website has malware and that she has been working with GoDaddy and Mr. Lovell to try to address it. She noted that she would look into putting up a temporary page that says "temporarily unavailable" or "under construction" so that no one gets infected while they are working through the issue.

PILOT Invoice Disbursement Report

Ms. Verrier notified the board that all PILOT payments had been received and disbursed, so the 2025-26 billing was officially wrapped up.

BILLS & TREASURER'S REPORT

Ms. Verrier noted that there was only one bill for Dannible & McKee for audit progress. She noted that the MRB Group final bill had been issued but she had not received it yet, so that would be on next month's agenda.

Mr. Cuddy motioned to approve the bill, seconded by Mr. Giannettino. Motion carried unanimously.



Ms. Verrier reviewed the January profit and loss statement.

Mr. Giannettino motioned to approve the treasurer's report, seconded by Mr. Cuddy. All present voted in favor, motion carried.

EXECUTIVE SESSION

There was no need for an executive session.

BOARD EDUCATION

NYSEDC Conference Takeaways

Ms. Verrier attended the NYSEDC Annual Conference in Albany and reported a few key items of note:

- Senator Martinez is sponsoring a bill that would clarify the role of IDAs in housing.
- There is also a bill circulating that would modify the tax cap formula to better account for large economic development projects. For example, large projects like Micron should not essentially penalize/hamstring municipalities via the tax cap.
- The SBA has released a new loan program for manufacturers.
- Opportunity Zones are relevant again. The Tech Park is in an Opportunity Zone.
- MEPs have some proposed new funding opportunities for manufacturing modernization.
- The Governor is also pushing for SEQRA reform, including making housing projects of up to 100 units on previously disturbed land and with access to public water exempt from SEQR. They are also looking at ways that some duplication could be removed if a topic covered in SEQR is also covered by another required permit or review. They are also proposing a 2 year time limit, which is a response to one way that SEQR has been weaponized. Some communities might drag out SEQR until the project gives up.
- There are also some additional funding resources for water infrastructure and a new Smart Growth grant program to evaluate infrastructure opportunities.

BOARD UPDATES

There were no Board Updates

ADJOURNMENT

Motion to adjourn by Ms. Walter, second by Ms. Hennigan. Motion passed unanimously. Meeting adjourned at 6:30pm.

