AUBURN N.Y. INDUSTRIAL DEVELOPMENT AUTHORITY

MEETING NOTICE & MESSAGE FROM THE BOARD CHAIR

TO: AIDA Board Members
FROM: Gwen Webber-McLeod, Chair
DATE: August 12, 2026

Operating Principles

- Constructive Candor
- Professional Boundaries
- Active Listening & Inclusion
- Accountability to the Public
- Commitment to Resolution

Greetings AIDA Board Members,

The AIDA Board will meet next Wednesday, August 19, 2026 from 5:00 to 6:30pm **at Memorial City Hall, 24 South St, Auburn, NY 13021** in the third-floor conference room. As a reminder, but **board is invited to take a tour of the new Bo-Mer facility on Allen Street at 4:00pm**, directly prior to the meeting.

The agenda and related handouts for the meeting are attached. Some background on items for discussion:

Indus Hospitality Authorizing Resolution

The board will consider an authorizing resolution in relation to the application for financial assistance from Indus Grant Ave, LLC (Indus Hospitality). Representatives from Indus were present at the July board meeting and Public Hearing on August 10 to answer questions. If you have any additional questions, please forward them to Tracy ahead of the meeting so that we can be sure to address them.

Marketing Committee Charge and Workplan

The Marketing Committee has provided a committee charge and 90-day workplan for the board's consideration. Members of the committee will present this information to the board, answer questions, and take feedback. The intention is to ensure that the committee and the board are on the same page about responsibilities and expectations related to marketing moving forward.

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.

Auburn Industrial Development Authority
Regular Board Meeting
Auburn Memorial City Hall, 3rd Floor
24 South Street, Auburn, NY 13021
Wednesday August 19, 2026 at 5:00pm

The public can view the meeting online at
https://us02web.zoom.us/j/82835576012?pwd=uRCaDFCzHmNaHiHeX1VUOJnfiSRvH9.1

Item	Time	Presenter	Outcomes
Welcome, Roll Call, and Minutes	5:00 - 5:05	Gwen Webber-McLeod, Board Chair	Establish Quorum Review & Approval of Minutes
Unfinished Business: • Resolution: Project Authorizing Resolution – Indus Grant Ave, LLC	5:05 – 5:25	Tracy Verrier	Vote on resolution
New Business: • Marketing Committee Charge and Workplan • General Updates	5:25 - 6:05	Tracy Verrier	For Board discussion only.
Executive Session		Tracy Verrier	As needed
Bills Treasurer's Report	6:05 – 6:25	Tracy Verrier Tessa Crawford, Board Treasurer	Vote to pay bills & accept Treasurers Report
Board Education			None
Board Updates & Adjournment	6:25 – 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
  - Finance Committee Meeting – September 9, 2026 @ 5pm (City Hall, 3rd floor)
  - Board Meeting – September 16, 2026 @ 5pm (City Hall, 3rd floor)
- Chamber Events –
  - Leadership Lecture Series with Gwen, August 20, 9-11am, Carriage House Theater
  - Business After Five, September 3, 2026 @ 5pm, Xylem
- CNY Community Foundation – Cayuga County Participatory Budgeting Session – September 1 & 2, 5-7:30pm, BTW Center (https://cnycf.org/cayugapb/)
- CenterState CEO Events –
  - Microelectronics Forum – August 25, 2026 @ 8:30am-2:00pm, Innovare Advancement Center at Griffiss Institute in Rome, $45/person (https://centerstateceo.com/events/8/2026/microelectronics-forum)
  - INSPYRE Innovation Hub Open House – August 27, 2026 @ 11am-12:pm (https://centerstateceo.com/events/8/2026/inspyre-innovation-hub-open-house-0)
  - Economic Champions Celebration – October 15, 2026 @ 11:30am-1:30pm, Oncenter Convention Center ($150/person)

Marketing Committee Meeting Minutes
Auburn Industrial Development Authority
Tuesday July 14, 2026
Memorial City Hall, 24 South Street, Auburn, NY 13021

Members Present:	Gwen Webber-McLeod Matthew DelFavero Ed Sayles Melody Smith-Johnson
Staff & Guests:	Tracy Verrier, Director

MARKETING COMMITTEE MEETING

The meeting was called to order at 4:07pm with the presence of a quorum.

COMMITTEE CHAIR

Motion to appoint Ms. Smith-Johnson as the committee chair by Ms. Webber-McLeod, second by Mr. Sayles. Motion passed unanimously.

UNFINISHED BUSINESS

Committee Charge & Process Document

Ms. Smith-Johnson explained that she looked at what similar organizations regionally are doing from a marketing perspective to better understand the feeling/vibe of what's already happening in the area. From there she created a draft charge and executive summary for the committee to review and edit. This includes the committee purpose, a priority pathway, and intended outcomes. The first step in the priority pathway is to clarify a strategy so our audiences and messaging are clear, then build from there. Ms. Verrier suggested adding "defining metrics" somewhere early in the pathway. Ms. Webber-McLeod suggested adding this to the first step of clarifying strategy. She also noted that we should develop or better promote a value proposition for the IDA and Auburn. Define goals, strategies, and what success looks like.

Mr. Sayles clarified that the purpose is really the committee goal. Ms. Webber-McLeod agreed, but added that one of the first things we need to define is what success looks like how to measure that. Ms. Verrier further clarified that the purpose is about the committee's goals, but there should also be measurable goals for the strategy.

Ms. Verrier noted that the pipeline of potential projects has slowed down a little. That could be related to economic conditions, but it could also be that there hasn't been coordinated messaging about AIDA and economic development. So there is definitely space to reintroduce ourselves.

Ms. Smith-Johnson noted that the Intended Outcomes in the executive summary describe where we are looking to go. So the key is to decide how we want to measure those outcomes. Ms. Webber-McLeod mentioned that this kind of granular information might not be as public facing, but is critical to the overall strategy.

The next piece of the charge is are the initial 90 day priorities, which outlines the first steps in the strategy process. These priorities will help us to keep on track and report back to the board. Ms. Verrier noted that completion of these priorities could be a part of the metrics/tracking.

Mr. Sayles asked about how this all gets operationalized and who is responsible for what parts of the strategy. Ms. Verrier suggested that this committee is responsible for creating the strategy (goals, activities), and then the board is responsible for resourcing it (money, capacity). Ms. Smith-Johnson noted that there is a section in the full charge document about the general relationship between the board and the committee. Mr. Sayles reviewed the responsibilities in that section and agreed with the way it is laid out. Ms. Webber-McLeod agreed that this explicit delineation is critical for governance. This committee should make recommendations as to what the board should do themselves and/or with organizational resources, including who we think should be involved in implementation.

The charge also includes a 90-day priority list/work plan. Ms. Smith-Johnson hopes that the board will have some feedback and really consider if these are priorities or not for them. Ms. Verrier expressed agreement with the fact that the 90-day plan prioritizes internal stakeholders so that we can work on getting back in touch with businesses and help the community understand what we do.

Ms. Webber-McLeod noted that we can make the business case for why this work is critical for the organization's future. It is critical for the community to know what we do, but promoting Auburn as a place to do business as well.

The committee agreed to finesse the charge documents over the next month and present to the board in August. Ms. Webber-McLeod suggested making this the board education agenda item for that board meeting. Mr. Sayles expressed that the board and committee are the number one stakeholders, and Ms. Smith-Johnson noted that they should be able to speak clearly about AIDA in the rooms that they are in.

The committee discussed regional relationships, noting that AIDA has relationships but they can be formalized and more intentional.

Asset List

Ms. Verrier reviewed that this is an overview of the community assets that we have used in the past for business attraction. She invited the committee to continue adding to it. The committee discussed that we don't need to get into details, like every historic site, but rather can link to partner organizations that have those details. She will reshare the Google doc for collaboration. The committee also discussed how this information could be used, like by a committee/ambassador who is courting a business looking to move to the area or updated testimonials on the website talking about what it's like to do business in Auburn and calling out specific assets.

AIDA Overview

Ms. Verrier reviewed the overview she drafted and asked committee members to let her know if there is anything missing or should be added. The committee felt it was helpful. Agreed that past projects could be added to provide context.

AIDA Org Chart

Ms. Verrier explained that the governance committee would be reviewing the new org chart at their meeting tomorrow, then the board would consider it for approval.

NEW BUSINESS

Define Audiences & Outreach Methods

Ms. Verrier showed the committee a matrix of audiences and outreach mechanisms that the committee should work on populating to guide our future activities. Ms. Webber-McLeod suggested adding "in-person" as an outreach mechanism. Ms. Smith-Johnson asked whether there are any podcasts that might be a good outlet for AIDA. Ms. Webber-McLeod noted that CenterState does a podcast that might be a good fit. The committee asked about social media. Ms. Verrier explained that AIDA does have a couple of pages, but we don't currently have access to them.

NEXT STEPS

The committee agreed to hold off on a website review until the audience definition is complete. So the next steps are:

1) Look at/tweak the charge document
2) Continue adding to the asset list
3) Add past projects to the AIDA Overview

ADJOURMENT

Motion to adjourn by Mr. Sayles, second by Ms. Webber-McLeod. Motion passed unanimously. Meeting adjourned at 5:10pm.

Governance Committee Meeting Minutes
Auburn Industrial Development Authority
Wednesday, January 21, 2026
Memorial City Hall, Auburn, NY

Board Present:	Terry Cuddy (Chair) William Andre Dan Lovell
Staff & Guests:	Tracy Verrier

The meeting was called the meeting to order at 4:10pm.

BOARD SELF-EVALUATION RESULTS

The committee discussed the results of the mid-year board evaluation noting the following:

- Responses continue to trend more toward strongly agree and agree. There were fewer responses in the disagree options.
- One person disagreed with a statement around evaluation of the executive director. It was noted that there should be formal process for that, though it doesn't need to be intense. Ms. Verrier suggested doing some sort of evaluation at the same time as the end of year board evaluation because that is right around the same time as the renewal of her contract.
- It was also noted that the board orientation should be formalized so all new board members are getting the same introduction and have the same resources available to them.

ORGANIZATIONAL CHART UPDATE

The committee reviewed the proposed organizational chart and agreed with the new set up. They agreed to recommend approval to the board.

ANNUAL POLICY REVIEW

The committee did not have any specific changes to recommend to the policies. Ms. Verrier suggested updating the section of the by-laws around the treasurer position. AIDA currently has a regulatory treasurer (the City Treasurer) who signs checks and a board treasurer who reviews financials and reports out to the board. This is not reflected in the by-laws. The Committee asked Ms. Verrier to draft this change to be presented for adoption at the annual meeting in January.

ADJOURMENT

Motion to adjourn by Mr. Cuddy, second by Mr. Lovell. Motion passed unanimously. Meeting adjourned at 4:40pm.

Regular Meeting Minutes
Auburn Industrial Development Authority
Wednesday, July 15, 2026
Memorial City Hall, 24 South Street, Auburn, NY 13021

Board Present:	William Andre (Member of Labor) Matthew Del Favero (Member of Industry) Mayor Jimmy Giannettino (Council Member). Councilor Terry Cuddy (Vice-Chair & Council Member) Tessa Crawford (Treasurer & Member at Large) Dan Lovell (Secretary & Rep. of Auburn School District)
Excused:	Gwen Webber-McLeod (Chair) Courtney Hennigan (Member at Large) Karen Walter (Member at Large)
Staff & Guests:	Tracy Verrier, contracted Director Rob Poyer, Whiteford Law Jett Metha, Indus Hospitality Group

**remote attendance*

REGULAR MEETING

Mr. Cuddy called the meeting to order at 5:02pm, noting the presence of a quorum.

MEETING MINUTES

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

NEW BUSINESS

Resolution: Initial Project Resolution – Indus Hospitality
Ms. Verrier explained that Indus Hospitality has submitted and application for financial assistance for a project to build an extended stay hotel on Grant Avenue. The project has received planning and zoning approvals already. The resolution today is to accept the application and schedule a public hearing, it will not approve the extension of any assistance. Ms. Verrier then introduce Mr. Jett Metha from Indus.

Mr. Metha provided some background about Indus as a company. They are an owner/operator, so they continue to own their projects after completion. He provided additional project details as well. They are planning to build an 89-room Towne Place Suites by Marriott. They plan to do the demolition of the existing buildings this year, and then let the site sit over the winter to settle before starting construction in Spring 2028.

Ms. Verrier provided an overview of the investment (~$23m) and requested assistance (including a 25-year PILOT). She also reviewed the results of a test of reasonableness preformed by Camoin Associates. That assessment shows that the requested assistance is necessary for the project to achieve a rate of return that is reasonable for the industry. The hotel operational proforma is viable on its own, but the financing of the construction costs creates a large gap due to drastically higher construction costs compared to the past. Even with the PILOT, the project is likely to see tight financials the first few years, and they don't hit the industry standard rate of return for a number of years.

Ms. Verrier noted that the project will likely seek a partial waiver of the local labor policy, but they are still working with their contractor to detail what that might look like. Mr. Metha noted specifically that there is not a block and plank contractor in NY. The specific waiver request will be provided ahead of the August meeting.

Ms. Verrier also explained that Indus is requesting a reduction in the administrative fee due to the magnitude of the project budget. They would like to see a fee in the range of .5-.75% of the project cost instead of the current 1% of the project cost. Ms. Verrier will continue to work with them on a specific request and bring that to the board next month.

Mr. Cuddy thanked Indus for considering Auburn to do this project, and it is an indication that Auburn has grown as a destination.

Mr. Andre expressed two concerns. He first asked about the wage levels, which appear to be below the county average for the hotel/motel industry. Ms. Verrier noted that the makeup of the staffing at an extended stay hotel is a little different than traditional hotels in that there aren't as many positions in sales, events, management, etc. Mr. Metha said that they generally pay at least $20/hr for their housekeeping and front desk, and wages increase for the management level positions. He also noted the jobs they have often appeal to young people as their first job. Mr. Andre then noted that it is important to use local labor to the greatest extent possible, particularly for trades that are readily available in the county. Mr. Metha noted that their preference is to use local, union labor as much as possible.

Ms. Verrier also pointed to the research summary. The information in this summary was provided by SBDC. She noted that the research shows that the market for extended stay is actually functioning differently from the traditional hotel market. The visitor profile is also different to some extent for extended stay.

Mr. Giannettino asked if Indus has requested similar PILOTs in other communities. He stated that this is indeed similar to what they've requested elsewhere. He stressed that construction costs have increased significantly faster than hotel rates, and that's why they need assistance to do projects like this now.

Mr. Giannettino asked if AIDA has negotiated the fee for prior projects. Ms. Verrier said that she has not worked on a project with a negotiated fee, but it's possible that it has happened under other staff in the past. She has seen other IDAs negotiate fees for large projects, either by reducing them or spreading them out over time. Mr. Poyer stated that the applicant needs to make the case for a reduced fee.

Mr. DelFavero asked how long they've owned their current hotels. Mr. Metha stated that they opened their first hotel in 2001 and still own it. Mr. DelFavero asked if any of their hotels have changed brands. Mr. Metha said no, they are committed to maintaining a premier flag on their properties.

RESOLUTION OF THE AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY (i) ACCEPTING THE APPLICATION OF INDUS HOSPITALITY GROUP, INC. WITH RESPECT TO A CERTAIN PROJECT (AS MORE FULLY

DESCRIBED BELOW); (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; AND (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AUTHORITY.

Motion to approve the initial project resolution by Mr. Lovell, second by Mr. Andre. The question of the adoption of the Resolution was duly put to a vote, which resulted as follows:

	Yea	Nay	Absent	Abstain
Gwendolyn Webber-McLeod, Chair			x	
Terrence Cuddy, Vice Chair	x			
Daniel Lovell, Secretary	x			
William Andre, Member	x			
Tessa Crawford, Member	x			
Matthew DelFavero, Member	x			
James N. Giannettino, Jr., Member	x			
Courtney Hennigan, Member			x	
Karen Walter, Member			x	

The resolution was duly adopted.

Marketing Committee Report
The marketing committee met the day prior to the meeting. Ms. Verrier noted that the committee reviewed a draft of the committee charge, role, and work plan moving forward. They plan to present to the board on this at the August meeting to make sure everyone is on the same page.

Governance Committee Report
Mr. Cuddy provided an update from the Governance Committee meeting directly before the regular meeting. He noted that the board self-evaluations indicate that there should be a more formal process of evaluation for the executive director and that the board orientation process should be standardized. The board agreed with these recommendations. Mr. Cuddy also noted that there will be an update to the by-laws provided for approval at the annual meeting in January. This update will align the by-laws with the current actual practices of the board in relation to the treasurer position.

Org Chart Update
Ms. Verrier referred to the proposed organizational chart, which more accurately reflects the current staffing of the organization, as well as the committees. Motion to accept the updated organizational chart by Mr. Lovell, second by Mr. Giannettino. Motion passed unanimously.

Central Building Discussion
Ms. Verrier explained that the topic of the potential sale of the Health Central building was brought up at the meeting last month. She explained that the county is still in the due diligence process and, if the sale moves forward, the closing would likely be in early 2027. She explained that since the county is tax exempt, they would most likely not assume the PILOT, which would be terminated at the same time as the property transfer. Mr. Giannettino asked how many years remained on the PILOT and much the city and school district would have received over that remaining time? Ms. Verrier noted that there are four years left on the PILOT including 2026/27 and that the city and school would have received about $257,000 total over those four years. Mr. Giannettino expressed that it would be good if we could recoup some of those funds for the other two taxing jurisdictions since the property will be tax exempt. Mr. Rob Poyer will look at the

agreement to see if there is any rationale for a recapture of benefits and reach out to the board with that information.

UNFINISHED BUSINESS

PILOT Billing Schedule Change
Ms. Verrier reminded the board that the current timing of PILOT billing results in the use of a prior year county tax rate, and that the county has asked AIDA to adjust its billing process so that the tax rate year matches the assessment year. Currently PILOTs are invoiced in September and due January 1. Ms. Verrier is proposing to move this to invoicing in January with a due date of March 15. This is the simplest solution as the PILOT amounts for all three taxing jurisdictions could still be invoiced at one time. The city and school district have agreed to this change. Ms. Verrier explained that the next step is to notify the PILOT companies, which she would do with a letter. Mr. Poyer explained that most PILOTs do not have a specific date defined in the agreements, except for Nucor. As such, there would need to be an amendment to the Nucor PILOT. Mr. DelFavero asked what would happen if a company had an issue with the change in the timing. Ms. Verrier noted that the letter would specifically tell them to reach out with any issues and we can try to work something out.

Motion to shift the PILOT billing cycle to January by Mr. Lovell, second by Mr. DelFavero. Motion passed unanimously.

General Updates
Ms. Verrier noted that the website is back up and running.

EXECUTIVE SESSION

Motion to enter executive session for to discuss matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular corporation by Mr. Andre, second by Mr. Lovell. Motion passed unanimously. Board entered executive session at 6:12pm.

Motion to exit executive session by Mr. Lovell, second by Mr. DelFavero. Motion passed unanimously. Executive session ended at 6:24pm.

BILLS & TREASURER'S REPORT

Ms. Verrier reviewed the bills. Motion to approve the bills by Mr. Lovell, second by Mr. Giannettino. Motion passed unanimously.

Ms. Crawford provided a brief financial update. Motion to approve the treasurer's report by Mr. Lovell, seconded by Mr. DelFavero. Motion passed unanimously.

BOARD UPDATES

Mr. Cuddy reviewed the upcoming events. Ms. Crawford asked about progress on the City comprehensive plan update. Ms. Verrier provided an overview of the activities to date and noted that there will likely be another public meeting in the fall to do visioning.

ADJOURMENT

Motion to adjourn by Ms. Crawford, second by Mr. Lovell. Motion passed unanimously. Meeting adjourned at 6:37pm.

I. Authority Administrative Fee Policy

The Auburn Industrial Development Authority (the "**Authority**") shall calculate Project administrative fees as follows:

For Projects with a Total Project Cost in excess of $750,000:

(i) Bond transactions shall incur a fee of 0.75% of the aggregate principal amount of the bonds issued with respect to the Project ("**Bond Fees**"). Legal fees shall be paid in addition to the Bond Fees and such other fees as is agreed to by the Authority Board on a case-by-case basis.

(ii) Leaseback transactions shall incur a fee of 1% of the Total Project Costs ("**Leaseback Fees**"). Legal fees shall be paid in addition to the Leaseback Fees and such other fees as is agreed to by the Authority Board on a case-by-case basis.

(iii) Due to the Authority's interest in promoting and contributing to public benefit, in the sole discretion of the Authority's Board, Leaseback Fees shall not exceed ten percent (10%) of the total benefit approved for the Project.

For Projects with a Total Project Cost between $100,000 and $750,000:

(i) Application for Sales & Use Tax Exemption only shall incur a fee of $500 and a flat rate legal fee of $2,500.

(ii) Application for exemption of Mortgage Recording Tax only shall incur a fee of $500 and a flat rate legal fee of $2,500.

(iii) Application for both (i) and (ii) shall be a fee of $1000 and a flat rate legal fee of $3,000.

For purposes of this Policy, Total Project Costs shall be based upon the information in Article III, Section 9 of this Application for Financial Assistance.

II. Applicant Information

Company Name:	**Indus Grant Avenue LLC**		
Address 1:	950 Panorama Trail S.		
Address 2:			
City/State/ZIP:	Rochester	NY	14625
Contact Person:	Jett Mehta	Title:	President/CEO
Contact Telephone:	585-248-2440	Contact Fax:	
Contact Email:	jmehta@indushg.com		

Attorney:	Robert Brenner	Firm:	Mahoney Brenner LLP
Phone:	585-598-1251	Email:	rbrenner@mahoneybrenner.com

Accountant:	Anthony Scinto	Firm:	MMB & CO
Phone:	585-484-1255	Email:	Ascinto@mmb-co.com

Business Type:	Privately Held Corporation
If other, describe:	
If a corporation, date of establishment?	9/11/2014
If a corporation, incorporated in which state?	NY

Principal Officers, Partners or Shareholders with 15% or greater interest in Applicant organization:

Name	Mailing Address	Telephone #	Percentage Ownership
Jett Mehta	950 Panorama Trail S. Rochester, NY 14625	585-248-2440	51
Hasit Mehta	950 Panorama Trail S. Rochester, NY 14625	585-248-2440	25

Attach additional sheets if necessary.

III. Project Information

1. Provide a narrative description of your project. Include major elements such as new construction, acquisition of existing building, acquisition of equipment, and proposed product lines. Also, indicate square feet by usage (e.g., office, laboratory, manufacturing), type construction, etc. In the case of pollution control project, also indicate the type of pollutants to be treated or removed and the type of process to be employed. *Attach additional sheets if necessary.*

   Indus Hospitality Group (IHG) plans to demolish older, existing, residential homes to develop and construct a new, 4-story, 89-room, extended stay business class hotel.

2. Location of project:

   a. Address, including the City, Town, or Village:

Street Address:	132, 134 & 138 Grant Avenue		
City/State/ZIP:	Auburn,	NY	13021
Tax Map ID (if available):	109.79-1-36; 109.79-1-35		
Zoning of Project Site:	Highway Commercial District	Zoning Change Needed?: No	

b. Attach map showing the general location of the project.

c. If this project will result in closing or relocating from an existing facility, is the move necessary in order to remain competitive? No

d. Describe existing improvements, if any: Existing, vacant houses will be demolished for the project.

3. Project User:

a. Will the Applicant be the User of the facility that is the subject of the proposed Project? Yes

b. If no, please submit the following information about the user:

Company Name:

Address 1:

Address 2:

City/State/ZIP:

Contact Person: Title:

Contact Telephone: Contact Fax:

Contact Email:

Business Type: Select One

If other, describe:

If a corporation, date of establishment?

If a corporation, incorporated in which state?

c. Select the type of operations of all end users at the project site (check all that apply):

☐Industrial
☐Warehousing
☐Back Office
☐Commercial
☐Retail
☐Housing
☐Mixed Use
☐Facility for Aging
☐Civic Facility
☒Other Hotel

d. Does the Project include facilities or property that are used in making retail sales of goods or services to customers who personally visit such facilities? Yes

- If yes, what percentage of the cost of the Project will be expended on such facilities or property used in making retail sales of goods or services to customers who personally visit such facilities? 100
- If more than 33.33%, please check all that apply from the following list:

☐ The Project will be operated by a not-for-profit corporation.

☒ The Project is likely to attract a significant number of visitors from outside of the economic development region (defined as the counties of Cayuga, Onondaga, Madison, Cortland, and Oswego).

☒ The Project occupant, if not for the proposed financial assistance from the Authority, would locate the Project and related jobs outside of New York State.

☒ The predominant purpose of the Project is to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the City, Town or Village within which the Project will be located due to a lack of accessible retail trade facilities offering such goods or services.

☐ The Project will be located in an area designated as an Empire Zone pursuant to Article 18-B of the General Municipal Law.

☐ The Project will be located in a census tract, or census tract contiguous thereto, which, according to the most recent census data has (a) a poverty rate of at least 20% or at least 20% of households receiving public assistance for the year in which the data relates, **and** (b) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates.

4. Utilities on Site:

a) Water Supply	Municipal	**Describe source / supplier: City of Auburn**
b) Sewer	Municipal	**Describe other:**
c) Electricity Utility	NYSEG	**Describe other:**
d) Gas Utility	NYSEG	**Describe other:**

5. Attach copies of preliminary plans or sketches of proposed construction, site plans or floor plans of existing facility.

6. Who presently is legal owner of the project building or site described in # 2 above?
   Catherine Guter & Michael McLaughlin

7. Is there an existing or proposed lease for the project? No. If yes, attach a copy of the lease.

8. Existing Facilities within New York State:

   a. Are other facilities owned, leased or used by the Owner or User (or any related entity/person) within the State? Yes
   b. If there are other facilities within the state, is it expected that any of these other facilities will close or be subject to reduced activity as a result of the proposed Project? No
   c. If yes, is the Project reasonably necessary to discourage the Owner or User from removing activities in the State to a location outside of the State? No If yes, please explain.

Note: The Authority is required to notify the chief executive officer of the municipality from which your facility is being relocated or abandoned. This notification will be sent prior to the Authority's conduct of required public hearing(s).

CERTIFICATION: Based upon the answers provided within question 8 above, the Company hereby certifies to the Authority that the undertaking of the proposed project and provision of financial assistance to the Company by the Authority will not violate Section 2306 of the New York Public Authorities Law.

9. Project Costs (Estimates):

Category	**Amount**
Land acquisition	635,000
Building Construction/Renovation	16,265,000
Site Work	1,200,000
Machinery & Equipment	300,000
Furniture & Fixtures	2,500,000
Soft Costs (Architect, Legal and Engineering)	1,500,000
Financial Charges (loan or bond fees and interest)	450,000
Authority Fee	
Other (Describe: Contingency)	850,000
Other (Describe:)	
Total Project Cost:	23,700,000

10. Sources of Funds for Project Costs:

Source	**Amount**
Bank Financing:	17,775,000
Equity (excluding equity attributed to grants/tax credits):	5,925,000
Tax Exempt Bond Issuance:	
Taxable Bond Issuance:	
Public Sources (total pf all state and federal grants and tax credits):	
Identify each state and federal grant/credit:	
Total Sources of Funds for Project Costs:	23,700,000

11. Have any of the above costs been paid or incurred as of the date of this Application? No If yes, describe particulars.

IV. Permitting and Environmental Requirements

1. Does the project require local planning or permitting approvals? Yes If yes, please list necessary approvals. Site plan, building permit
2. Will a site plan application be filed? Yes If yes, include copy if prepared.
3. Has another entity been designated as lead agent under the State Environmental Quality Review Act ("SEQRA")?-YES
   a. If yes, attach copy of Negative Declaration if completed, or a copy of submitted Environmental Assessment Form if Negative Declaration has not yet been issued.
   b. If no, attach a completed Environmental Assessment Form.

V. Employment and Payroll Projections

1. Job Creation:
   a. Anticipated construction jobs created by the Project:90
   Anticipated Dates of Construction: Spring 2027 - Fall 2028

   b. Permanent Full Time Equivalent (FTE)* Jobs to be Created and Retained by the Project

Column A: Insert the job titles or types that exist within the company at the time of application, as well as any job titles that will be established as a result of the Project.
Column B: Indicate the average wage for each listed job title/type in terms of annualized wages.
Column C: Indicate the wage range for each listed job title/type in terms of annualized wages.
Column D: Indicate the average amount of fringe benefits for each listed job title/type.
Column E: For each listed job title insert the number of FTEs that exist at the time of application.
Column F: Insert the number of FTE jobs to be created during year one of the Project for each listed job title.
Column G: Insert the number of FTE jobs to be created during year two of the Project for each listed job title.
Column H: Insert the number of FTE jobs to be created during year three of the Project for each listed job title.

(A) Job Title/Type	(B) Average Annual Wages	(C) Annual Wage Range	(D) Average Fringe Benefits	(E) Current Number of FTEs	F) Jobs Created: Year One	(G) Jobs Created: Year Two	(H) Jobs Created: Year Three
General Manager	$90,000	$$80,000 - $100,000	$14,000	0	1	0	0
GSM	$62,530	$62,530-70,000	$12,506	0	1	0	0
Executive Housekeeper	$47,840	$45,760-54,080	$9,568	0	1	0	0
Housekeeper	$35,360	$33,280-37,440	$7,072	0	12	2	2
Front Desk	$35,360	$34,320-38,480	$7,072	0	5	0	0

Engineer	$52,000	$45,000-$55,000	$7904	0	1	0	0
Breakfast Staff	$33280	$33,280-$37,440	$6656	0	3	0	0
Houseperson	$33280	$33,280-$37,440	$6656	0	2	0	0
			TOTALS:	0	26	2	2

*Definition of Full Time Equivalent (FTE) Job: For the purposes of this application, any employee working 30 hours or more per week is considered 1 FTE. Any employee working fewer than 30 hours per week is counted as a proportion of an FTE equal to the number of hours worked per week divided by 30. For example, an employee working 20 hours per week equals .67 FTE (20 divided by 30). Please contact Authority Staff if you have questions about calculating FTE. [**NEEDS TO MATCH WITH RECAPTURE POLICY]**

2. What percentage of jobs to be created are estimated to be filled by residents of the Labor Market Area, defined by the Authority as the Counties of Cayuga, Cortland, Onondaga, Ontario, Oswego, Seneca, Tompkins, and Wayne? 100%

3. Payroll Projections:
   a. Current Annual Payroll: $0
   b. First Year After Completion of Project: $960,000.00
   c. Second Year After Completion of Project: $1,060,000.00
   d. Third Year After Completion of Project: $1,100,000.00

VI. Estimate of Potential Benefits

1. Please indicate the type(s) of Financial Assistance sought for the Project:

Yes	Sales and Usage Tax Exemption
Yes	Mortgage Tax Exemption
Yes	Real Property Tax Abatement (PILOT Agreement)
No	Issuance by the Authority of Industrial Development Revenue Bonds

2. Estimated Project Benefits
   Note to Applicant: AIDA staff will work with applicants to identify potential IDA benefits upon receipt of a completed draft application, using the information contained in the draft application and discussions with the applicant. Therefore, ***please do not complete this section or sign and certify application*** *until AIDA staff has reviewed a draft application and assisted in the calculation of estimated benefits.*

A. Sales and Use Tax Exemption

a. Amount of Project Cost Subject to Tax: $11,850,000
Applicable sales and use tax rate: x .08

b. Financial benefit if fully exempt: $948,000

B. Mortgage Recording Tax Exemption

a. Projected amount of Mortgage: $17,775,000

Mortgage recording tax rate: x .0075

b. Financial benefit if fully tax exempt: $133,312

C. Payment of Lieu of Taxes (PILOT) *

a. Investment in real property $11,000,000

b. Equalization rate

c. Current, pre-project assessment $344,900

d. Probable post-project assessed value $8,000,000

e. PILOT Schedule SEE ATTACHED

Year	f. Abatement on Added Value	g. Abated Taxable Value	h. Total Tax Rate	i. PILOT Payment	j. Full Taxes	k. Net Exemption
Calc.		*c + [(d-c) x f]*		*(g/1000) x h*	*(d/1000) x h*	*j - i*
1	100%	$		$	$	$
2	90%	$		$	$	$
3	80%	$		$	$	$
4	70%	$		$	$	$
5	60%	$		$	$	$
6	50%	$		$	$	$
7	40%	$		$	$	$
8	30%	$		$	$	$
9	20%	$		$	$	$
10	10%	$		$	$	$

l. Total PILOT Net Exemption: $6,765,960

D. Interest Exemption – Bond transactions only

a. Total Estimated Interest Expense Assuming Taxable Interest: $

b. Total Estimated Interest Expense Assuming Tax-exempt Interest Rate: $

c. Interest Exemption (a - b): $

E. Total Estimated Exemptions

a. Sales & Use Tax Exemption $948,000

b. Mortgage Recording Tax Exemption $133,312

c. PILOT Real Property Net Exemption $6,765,960

d. Interest Exemption from Bond Issuance $

e. TOTAL EXEMPTION $7,847,272

3. Is it likely that the Project would be undertaken without the provision of the above financial assistance? No

   If yes, describe how the Project would be impacted if these benefits were not provided.

VII. Supplemental Materials

1. Map showing project location
2. Preliminary plans or sketches of proposed construction
3. Verification of project costs, such as quotes or estimates
4. Verification of current jobs at the project site, such as the cover page of the 4 most recent NY-45s
5. Copies of two most recent annual financial statements and unaudited year to date financial statements (for existing businesses)
6. Copy of Business Plan (for new businesses)
7. Sales and income projections for next three years
8. Environmental Assessment Form of Negative Declaration
9. $500 application fee
10. Other attachments (please specify):
    a.
    b.
    c.
    d.
    e.
    f.
    g.

VIII. Application Submission

Once the application has been reviewed by Authority staff and Section VI has been completed, please sign, certify and submit the completed application along with Supplemental Materials to:

AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY

24 South Street

Auburn, NY 13021

Email Applications (scanned PDFs) may be sent to: Tracy Verrier auburnida@gmail.com

Telephone: (315) 994-5259

Administrative fees in the amount outlined in Section I will be collected at the time of closing.

Representations by the Applicant

The Applicant understands and agrees with the Authority as follows:

A. **<u>Job Listings:</u>** In accordance with Section 2329 of the New York Public Authorities Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Authority, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA") in which the Project is located.

B. **<u>First Consideration for Employment:</u>** In accordance with Section 2329 of the New York Public Authorities Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Authority, except as otherwise provided by collective bargaining agreements, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.

C. **<u>Annual Sales Tax Filings:</u>** In accordance with Section 2326(3) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Authority, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant.

D. **<u>Annual Employment Reports:</u>** The applicant understands and agrees that, if the Project receives any Financial Assistance from the Authority, the applicant agrees to file, or cause to be filed, with the Authority, on an annual basis, reports regarding the number of people employed at the project site.

E. **<u>Absence of Conflicts of Interest:</u>** The applicant has received from the Authority a list of the members, officers, employees and Counsel of the Authority. No member, officer, employee, or Counsel of the Authority has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

HOLD HARMLESS AGREEMENT AND APPLICATION DISCLAIMER CERTIFICATION PURSUANT TO NEW YORK STATE FREEDOM OF INFORMATION LAW ("FOIL")

Applicant hereby releases the AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY and the members, officers, servants, agents and employees thereof (the "Authority") from, agrees that the Authority shall not be liable for and agrees to indemnify, defend and hold the Authority harmless from and against any and all liability arising from or expense incurred by (A) the Authority's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or the Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Authority, (B) the Authority's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the Authority with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Authority or the Applicant are unable to reach final agreement with the respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Authority, its agents or assigns, all costs incurred by the Authority in the processing of the Application, including attorneys' fees, if any.

Through submission of this Application for Financial Assistance (this "Application"), the Company acknowledges that the Authority, as a public benefit corporation, is subject to the New York State Freedom of Information Law ("FOIL") and Open Meetings Law ("OML"), as codified pursuant to the Public Officers Law ("POL") of the State of New York (the "State"). Accordingly, unless portions hereof are otherwise protected in accordance with this Certification, this Application, including all Company-specific information contained herein, is subject to public disclosure in accordance with applicable provisions of the POL, Title 15 of Article 8 of the Public Authorities Law ("PAL"), Article 18-A of the General Municipal Law ("GML") (to the extent applicable) and the Public Authorities Accountability Act of 2005, as codified within the PAL. Specifically, this Application may be disclosed by the Authority to any member of the public pursuant to a properly submitted request under FOIL and the Authority is further required to affirmatively disclose certain provisions contained herein pursuant to the GML and PAL, including the identification of the Company, general project description, location proposed capital investment and job estimates.

Notwithstanding the foregoing, the Company, pursuant to this Certification, may formally request that the Authority consider certain information contained within this Application and other applicable supporting materials proprietary information and "trade secrets", as defined within POL Section 87(2)(d). To the extent that any such information should qualify as trade secrets, the Company hereby requests that the Authority redact same in the event that formal disclosure is requested by any party pursuant to FOIL. Application Sections or information requested by Company for Redaction*:

(* - Please indicate specific sections within Application that the Company seeks to qualify as "trade secrets". Additional correspondence or supporting information may be attached hereto. Please also note that notwithstanding the Company's request, the Authority shall make an independent determination of the extent to which any information contained herein may be considered as such)

In the event that the Authority is served with or receives any subpoena, request for production, discovery request, or information request in any forum that calls for the disclosure of the Application, in entirety, specifically including but not limited to any demand or request for production or review of Company-designated trade secrets, the Authority agrees to notify the Company as promptly as is reasonably possible, and to utilize its best efforts to: oppose or decline any such request; preserve the confidentiality and non-disclosure of such requested confidential material; and maintain such information and prevent inadvertent disclosure in responding to any such discovery or information request. The Company understands and agrees that all reasonable costs, including attorney's fees, associated with any such formal undertaking by the Authority to protect the trade secrets from disclosure shall be reimbursed by the Company to the Authority.

The undersigned officer of the applicant deponent acknowledges and agrees that the applicant shall be and is responsible for all costs incurred by the Authority and legal counsel for the Authority, whether or not the Application, the proposed project it describes, the attendant negotiations, or the issue of bonds or other transaction or agreement are ultimately ever carried to successful conclusion and agrees that the Authority shall not be liable for and agrees to indemnify, defend and hold the Authority harmless from and against any and all liability arising from or expense incurred by (A) the Authority's examination and processing of, and action pursuant to or upon, the Application, regardless of whether or not the Application or the proposed project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Authority, (B) the Authority's acquisition, construction and/or installation of the proposed project described herein and (C) any further action taken by the Authority with respect to the proposed project; including without limiting the generality of the foregoing, all causes of action and attorney's fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing.

By executing and submitting this Application, the applicant covenants and agrees to pay the following fees to the Authority, the same to be paid at the times indicated:

(a) The sum of **$500** as a non-refundable application fee, to be paid upon submission of the Application;
(b) An Administrative Fee amounts to be determined using the schedule in Section I on page 2 hereof for all other projects for which the Authority provides financial assistance, to be paid at transaction closing;
(c) An amount to be determined by Authority Staff payable to the Authority's bond/transaction counsel for the preparation and review of the inducement resolution, the environmental compliance resolution, TEFRA hearing proceedings and the tax questionnaire assuming no further activity occurs after the completion of the inducement proceedings, to be paid within ten (10) business days of the receipt of bond/transaction counsel's invoice;

(d) All fees, costs and expenses incurred by the Authority for (1) legal services, including but not limited to those provided by the Authority's general counsel or bond/transaction counsel, and (2) other consultants retained by the Authority in connection with the proposed project; with all such charges to be paid by the applicant at the closing or, if the closing does not occur, within ten (10) business days of receipt of the Authority's invoices therefore please note that the applicant is entitled to receive a written estimate of fees and costs of the Authority's bond/transaction counsel;

(e) The cost incurred by the Authority and paid by the applicant, including bond/transaction counsel and the Authority's general counsel's fees and the processing fees, may be considered as a costs of the project and included in the financing of costs of the proposed project, except as limited by the applicable provisions of the Internal Revenue Code with respect to tax-exempt bond financing.

The applicant further covenants and agrees that the applicant is liable for payment to the Authority of all charges referred to above, as well as all other actual costs and expenses incurred by the Authority in handling the application and pursuing the proposed project notwithstanding the occurrence of any of the following:

(a) The applicant's withdrawal, abandonment, cancellation or failure to pursue the Application;

(b) The inability of the Authority or the applicant to procure the services of one or more financial institutions to provide financing for the proposed project;

(c) The applicant's failure, for whatever reason, to undertake and/or successfully complete the proposed project; or

(d) The Authority's failure, for whatever reason, to issue tax-exempt revenue bonds in lieu of conventional financing.

The applicant and the individual executing this Application on behalf of applicant acknowledge that the Authority and its counsel will rely on the representations made in this Application when acting hereon and hereby represents that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

Company Acknowledgment and Certification:

The undersigned, being a duly authorized representative of the Company, hereby and on behalf of the Company, certifies to the best of his or her knowledge and under the penalty of perjury that all of the information provided by the Company within this Application for Financial Assistance is true, accurate and complete.

The Company, on behalf of itself and all owners, occupants and/or operators receiving or that will receive financial assistance from the Authority (collectively, the "Recipients") hereby certifies that the Recipients are in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.

The Company, on behalf of itself and all Recipients, hereby further acknowledges that the submission of any knowingly false or knowingly misleading information herein or within any agreement with the Authority may lead to the immediate termination of any financial assistance and the reimbursement of an amount equal to all or part of any tax exemptions claimed by reason of the Authority's involvement in the project, including all costs of the agency relating to same. The Company has reviewed and accepts the terms of the Authority's Project Recapture and Termination Policy.

By: ______________________

Name: Jett Mehta

Title: President / CEO

State of New York)
County of MONROE) ss.:

On the 7 day of JULY in the year 2024, before me, the undersigned, personally appeared JETT MEHTA, personally known to me or proved to me on the basis of satisfactory evidence to be the individual(s) whose name(s) is (are) subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their capacity(ies), and that by his/her/their signatures on the instrument, the individual(s), or the person upon behalf of which the individual(s) acted, executed the instrument.

Notary Public

TODD CZEBATOL
NOTARY PUBLIC, STATE OF NEW YORK
REGISTRATION NO. 01CZ6397091
QUALIFIED IN MONROE COUNTY
COMMISSION EXPIRES SEPTEMBER 03, 2027

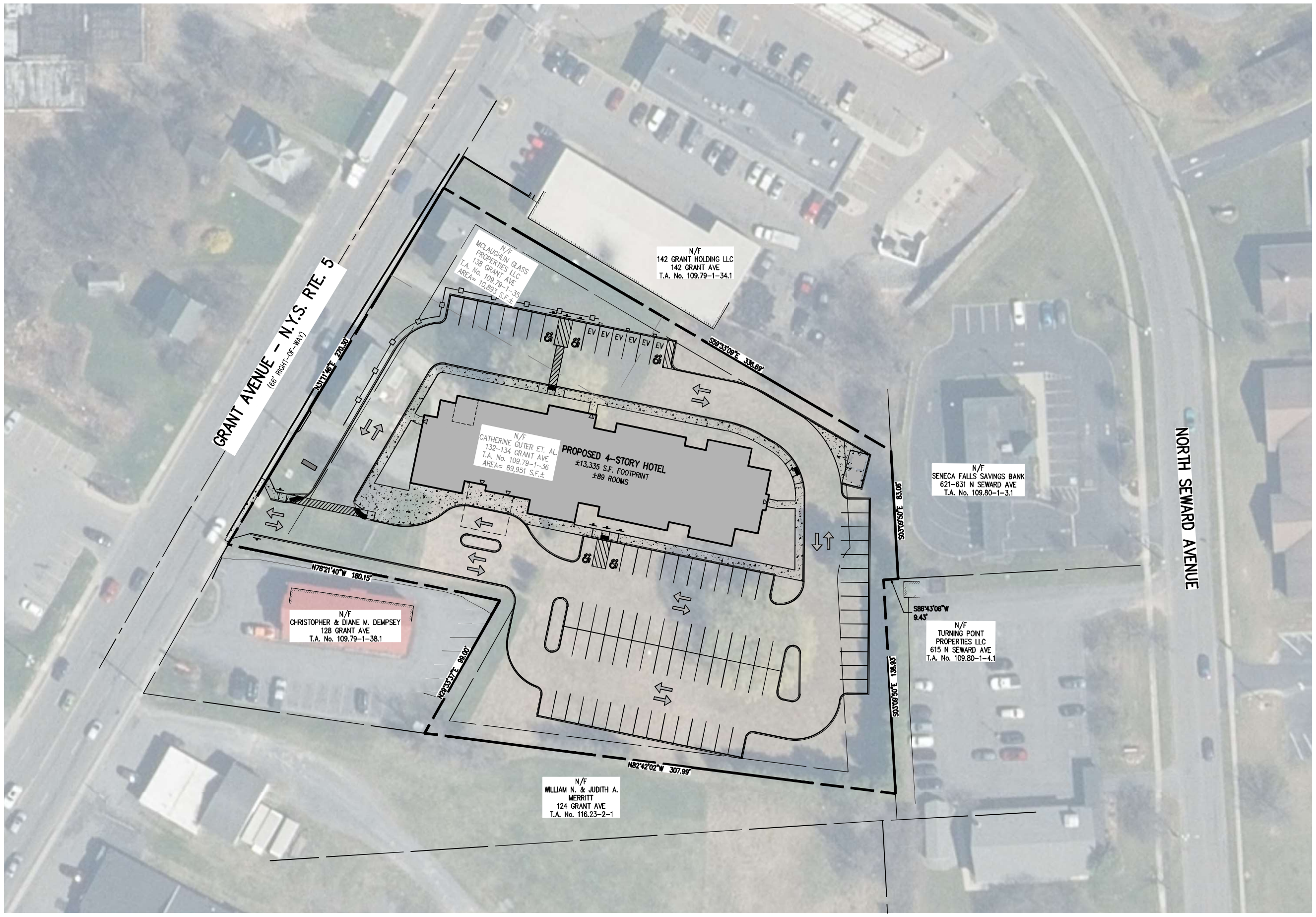
Parcel 109.79-1-36 & 109.79-1-35
Orinigal Value $344,900

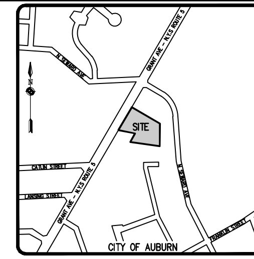
PILOT

	Tax Rates			Taxable Value Calculation				Estimated PILOT Payment			
Year	City Rate	School rate	County rate	Assessed Value	Abate. Factor	Added value	Set Value (thru 10)/ Taxable Value	City amt	School amt	County due	Total due
1	12.62	17.78	8.48	$344,900	0%	$0	$13,409.71	$4,352.64	$6,132.32	$2,924.75	$13,409.71
2	12.87	18.14	8.6496	$8,000,000	0%	$7,655,100	$13,677.91	$4,439.69	$6,254.97	$2,983.25	$13,677.91
3	13.13	18.5	8.8226	$8,000,000	0%	$7,655,100	$13,951.46	$4,528.48	$6,380.07	$3,042.91	$13,951.46
4	13.39	18.87	8.999	$8,000,000	0%	$7,655,100	$14,230.49	$4,619.05	$6,507.67	$3,103.77	$14,230.49
5	13.66	19.25	9.179	$8,000,000	0%	$7,655,100	$14,515.11	$4,711.44	$6,637.83	$3,165.85	$14,515.11
6	13.93	19.63	9.3626	$8,000,000	0%	$7,655,100	$14,805.40	$4,805.66	$6,770.58	$3,229.16	$14,805.40
7	14.21	20.02	9.5499	$8,000,000	0%	$7,655,100	$15,101.52	$4,901.78	$6,905.99	$3,293.75	$15,101.52
8	14.5	20.42	9.7409	$8,000,000	0%	$7,655,100	$15,403.54	$4,999.81	$7,044.11	$3,359.62	$15,403.54
9	14.79	20.83	9.9357	$8,000,000	0%	$7,655,100	$15,711.61	$5,099.81	$7,184.99	$3,426.81	$15,711.61
10	15.08	21.25	10.134	$8,000,000	0%	$7,655,100	$16,025.85	$5,201.81	$7,328.69	$3,495.35	$16,025.85
11	15.38	21.67	10.337	$8,000,000	5%	$7,655,100	$727,655	$11,194.03	$15,770.99	$7,521.82	$34,486.84
12	15.69	22.11	10.544	$8,000,000	10%	$7,655,100	$1,110,410	$17,423.87	$24,548.05	$11,707.96	$53,679.88
13	16.01	22.55	10.755	$8,000,000	15%	$7,655,100	$1,493,165	$23,898.42	$33,669.88	$16,058.53	$73,626.83
14	16.33	23	10.97	$8,000,000	20%	$7,655,100	$1,875,920	$30,624.99	$43,146.77	$20,578.44	$94,350.20
15	16.65	23.46	11.189	$8,000,000	25%	$7,655,100	$2,258,675	$37,611.05	$52,989.27	$25,272.72	$115,873.04
16	16.98	23.93	11.413	$8,000,000	30%	$7,655,100	$2,641,430	$44,864.31	$63,208.20	$30,146.54	$138,219.05
17	17.32	24.41	11.641	$8,000,000	35%	$7,655,100	$3,024,185	$52,392.66	$73,814.70	$35,205.21	$161,412.57
18	17.67	24.9	11.874	$8,000,000	40%	$7,655,100	$3,406,940	$60,204.20	$84,820.17	$40,454.17	$185,478.54
19	18.02	25.39	12.112	$8,000,000	45%	$7,655,100	$3,789,695	$68,307.23	$96,236.34	$45,899.00	$210,442.57
20	18.38	25.9	12.354	$8,000,000	50%	$7,655,100	$4,172,450	$76,710.31	$108,075.23	$51,545.44	$236,330.98
21	18.75	26.42	12.601	$8,000,000	55%	$7,655,100	$4,555,205	$85,422.19	$120,349.18	$57,399.38	$263,170.75
22	19.13	26.95	12.853	$8,000,000	60%	$7,655,100	$4,937,960	$94,451.86	$133,070.85	$63,466.86	$290,989.57
23	19.51	27.49	13.11	$8,000,000	70%	$7,655,100	$5,703,470	$111,276.20	$156,774.24	$74,771.96	$342,822.40
24	19.9	28.04	13.372	$8,000,000	80%	$7,655,100	$6,468,980	$128,735.73	$181,372.53	$86,503.88	$396,612.14
25	20.3	28.6	13.64	$8,000,000	90%	$7,655,100	$7,234,490	$146,849.14	$206,892.05	$98,675.17	$452,416.36

Future tax rates estimated to increase by 2% per year

Set payment amount





LOCATION MAP
NOT TO SCALE

PRELIMINARY/FINAL - SITE PLANS

TOWNEPLACE SUITES BY MARRIOTT

DWG. No.	TITLE
3017-01	COVER SHEET
3017-02	CONSOLIDATION PLAT
3017-03	SITE PLAN
3017-04	EXISTING CONDITIONS AND DEMOLITION PLAN
3017-05	UTILITY PLAN
3017-06	GRADING PLAN
3017-07	CONSTRUCTION EROSION CONTROL PLAN
3017-08	LANDSCAPE PLAN
3017-09	LIGHTING PLAN
3017-10	DETAIL SHEET (SHEET 1 OF 4)
3017-11	DETAIL SHEET (SHEET 2 OF 4)
3017-12	DETAIL SHEET (SHEET 3 OF 4)
3017-13	DETAIL SHEET (SHEET 4 OF 4)

TOWNEPLACE SUITES BY MARRIOTT

CITY OF AUBURN, CAYUGA COUNTY, NEW YORK STATE

PREPARED FOR:
INDUS HOSPITALITY GROUP, INC.
950 PANORAMA TRAIL S.
ROCHESTER, NY 14625

SCALE: 1" = 40'

DRAWING NUMBER: 3017-01
DATE ISSUED: APRIL 14, 2026
LAST REVISED: N/A

BME ASSOCIATES
ENGINEERS • SURVEYORS • LANDSCAPE ARCHITECTS
800 PARKER HILL DRIVE, SUITE 300
ROCHESTER, NEW YORK 14625
WWW.BMEPC.COM
585-377-7360

P:\3017\Drawings\Final\3017 Cover Sheet.dwg


TOWNEPLACE SUITES
BY MARRIOTT

Agency Use Only [If applicable]

Project: 132 - 134 & 138 Grant Ave, Marriott

Date: 6/2/2026

Short Environmental Assessment Form
Part 2 - Impact Assessment

Part 2 is to be completed by the Lead Agency.

Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept "Have my responses been reasonable considering the scale and context of the proposed action?"

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	☑	☐
2. Will the proposed action result in a change in the use or intensity of use of land?	☑	☐
3. Will the proposed action impair the character or quality of the existing community?	☑	☐
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	☑	☐
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	☑	☐
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	☑	☐
7. Will the proposed action impact existing: a. public / private water supplies?	☑	☐
b. public / private wastewater treatment utilities?	☑	☐
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	☑	☐
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	☑	☐
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	☑	☐
11. Will the proposed action create a hazard to environmental resources or human health?	☑	☐

PRINT FORM

Agency Use Only [If applicable]	
Project:	132 - 134, 138 Grant Av
Date:	6/2/2026

Short Environmental Assessment Form
Part 3 Determination of Significance

For every question in Part 2 that was answered "moderate to large impact may occur", or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

The proposed demolition of 2 vacant two-story homes and construction of a four-story, 89 rooms (~13,335 sf footprint) TownPlace Suites by Marriott on the existing developed site in the Downtown zone is not anticipated to result in any significant adverse environmental impacts.

☐ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.

☑ Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.

City of Auburn Planning Board	June 2, 2026
Name of Lead Agency	Date
Crystal Cosentino	Chair
Print or Type Name of Responsible Officer in Lead Agency	Title of ~~Responsible Officer~~
Crystal Cosentino	Ashley Jencks
Signature of Responsible Officer in Lead Agency	Signature of ~~Preparer~~ (if different from Responsible Officer)

PRINT FORM

Auburn Industrial Development Authority
Cost-Benefit Analysis: Indus Grant Avenue LLC
Public Hearing Date: August 11, 2026

Project Budget: $23.7m *Note: All figures are estimated*

AIDA Abatements & Incentives		**Total Benefits**	
Property Tax Abatements		Additional Property Tax	
City	$ 2,099,545	City	$ 139,416
School	$ 2,957,996	School	$ 196,420
County	$ 1,410,788	County	$ 93,681
TOTAL	**$ 6,468,330**	**TOTAL**	**$ 429,517**
NET PRESENT VALUE	**$ 2,647,947**	**NET PRESENT VALUE**	**$ 328,669**
Sales & Use Tax Exemption (maximum)		Additional Tax Collected (20 yrs)	
Estimated taxable costs	$11,850,000	Sales tax	$9,600,000
Local Sales Tax	$474,000	Bed tax	$12,000,000
State Sales Tax	$474,000	**TOTAL**	**$21,600,000**
TOTAL	**$948,000**	**NET PRESENT VALUE**	**$17,659,548**
Mortgage Recording Tax Exemption		Additional Annual Payroll	
Mortgage amount	$17,775,000	Anticipated job creation	30
Mortgage Recording Tax	$133,313	**Anticipated payroll increase**	**$1,100,000**
TOTAL	**$133,313**		
TOTAL ABATEMENT		**Net Benefits**	
Property Tax	$6,468,330	Tax revenue	$ 14,479,875
Sales & Use Tax	$948,000	Job Creation	30
Mortage Recording Tax	$133,313	Annual Payroll	$1,100,000
TOTAL	**$7,549,642**		

Qualitative:
Vibrancy: The project will redevelop an underutilized, vacant property along a major commercial thoroughfare. This will enhance the look and activity along one of the main routes into the city.
New Product: This project would introduce extended stay hotel rooms and likely an additional major brand to the Auburn market. Data indicates that the extended stay market does in fact perform differently from the traditional hotel market, indicating a notable difference in the product. A summary of research provided by SBDC is included after the application.

Net Present Value Notes: discount rate used for hotel is 9.17%, discount rate used for municipal benefits is 2%

AUBURN N.Y.
Where possibility takes root.

AIDA MARKETING COMMITTEE
CHARGE - EXECUTIVE SUMMARY

Positioning AIDA as Auburn's trusted, data-informed, partner-connected, and prospect-ready economic development authority.

PURPOSE

To guide a focused, credible and measurable marketing strategy that increases understanding of AIDA, positions Auburn for investment, strengthens regional partnerships, and generates a more diverse pipeline of qualified economic-development opportunities.

PRIORITY PATHWAY

Clarify the Strategy
Define priority audiences, target industries, Auburn's value proposition, and success metrics.

Build Understanding & Trust
Explain what AIDA does, who may qualify, and how Auburn benefits.

Prepare Market-Ready Assets
Strengthen the website, property profiles, data, and public-facing tools.

Mobilize Partners
Build warm referral pathways and an approved ambassador network.

Conduct Targeted Outreach
Focus on retention, target industries, and qualified leads.

Measure Results
Track metrics that indicate success in meeting marketing goals and pipeline diversity.

INTENDED OUTCOMES

Greater Awareness
Stakeholders understand AIDA's role, eligibility requirements, and community value.

Stronger Business Attraction
Auburn is presented credibly for investment, expansion, and advanced manufacturing.

Better Connections
Eligible projects receive AIDA assistance, others receive warm referrals to the right partner.

Measurable Deal Flow
Success is tracked using metrics indicative of pipeline growth.

INITIAL 90-DAY PRIORITIES

- Complete asset and communications inventory
- Finalize priority audiences and target industries
- Clarify AIDA's message and Auburn's value proposition
- Review website and public-facing materials
- Build partner referral and ambassador procedures
- Submit a measurable 12-month marketling plan

AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY
WWW.AUBURNIDA.ORG | 315-994-5259

AUBURN N.Y.
INDUSTRIAL DEVELOPMENT AUTHORITY

AIDA Marketing Committee Charge ~ 90 Day Work Plan

Draft for Board Consideration

Days 1–30: Understand and organize

- Complete the AIDA asset inventory.
- Identify existing marketing materials, data, contracts, accounts, audiences, and partner resources.
- Finalize an internal and external audience matrix.
- Identify where businesses are currently referred when they are not eligible for AIDA assistance.

Days 31–60: Clarify the message

- Develop a plain-language explanation of what AIDA does and does not do.
- Define Auburn's core economic-development value proposition.
- Identify three to five initial target-industry categories.
- Develop approved talking points for Board and committee members.
- Complete a website and communications gap review.
- Determine what information is missing from AIDA's property and development-site profiles.

Days 61–90: Build the first plan

- Submit a 12-month, resource-conscious marketing and outreach plan.
- Recommend an initial AIDA Ambassador structure.
- Develop an Auburn-specific Micron supply-chain positioning brief.
- Establish a partner and referral protocol.
- Recommend a small set of meaningful performance measures.
- Identify which activities can be implemented through existing staff and partnerships and which would require Board-approved funding or contracted expertise.

AIDA Marketing Committee Charge

Draft for Board Consideration – August 2026

Executive Summary: Proposed AIDA Marketing Committee Charge

The proposed Marketing Committee Charge establishes the AIDA Marketing Committee as an advisory body responsible for developing and recommending a focused, accurate, inclusive, and measurable marketing and outreach strategy for the Auburn Industrial Development Authority.

The Committee's work will directly support AIDA's mission to advance employment opportunities, economic prosperity, sustainability, and the overall economic welfare of Auburn residents. It also aligns with AIDA's stated strategic priorities: marketing the benefits of doing business in Auburn, increasing awareness of available incentives, assisting qualified projects, marketing AIDA-owned parcels, and diversifying the organization's project pipeline.

The Committee should not operate simply as a promotional or public-relations committee. Its central responsibility should be to help AIDA generate greater economic-development awareness, stronger relationships, more qualified business opportunities, and a clearer path from inquiry to assistance. This includes positioning Auburn for investment and business expansion, with particular attention to advanced manufacturing and the emerging Micron and semiconductor supply chain.

Because AIDA's financial and staffing resources are limited, the Committee should prioritize activities that produce the greatest strategic value. These include clarifying AIDA's role and message, preparing market-ready information about Auburn and available development sites, improving the website and public-facing materials, strengthening relationships with regional economic-development partners, and conducting highly targeted outreach rather than broad, costly advertising.

The Committee should also help establish AIDA as a visible and trusted entry point into Auburn's economic-development network. AIDA should provide direct assistance when a project is eligible and make a meaningful referral when a business or entrepreneur requires assistance outside AIDA's legal authority. This approach supports the Committee's broader goal of bringing more voices into Auburn's economic-development conversation without suggesting that AIDA can directly serve or fund every type of business.

The Marketing Committee will recommend strategies, plans, messages, performance measures, and outreach priorities to the AIDA Board. It will not independently approve projects, incentives, expenditures, contracts, partnerships, or official public positions. Final authority will remain with the AIDA Board, while authorized staff and contractors will be responsible for implementation.

Success should ultimately be measured by more than website traffic, social-media activity, or general visibility. The Committee's work should result in stronger public understanding, more qualified inquiries, increased engagement with existing Auburn businesses, greater interest in available properties, improved regional relationships, and a more diverse pipeline of potential projects.

Marketing Committee Responsibilities

Strategic Positioning and Target Focus

AIDA should not begin by selecting social-media platforms, creating advertisements, or launching campaigns. It must first decide: Who are we trying to reach, what do we want them to know, and why should they consider Auburn? Without that clarity, every subsequent marketing activity risks becoming fragmented, reactive, or ineffective.

The Marketing Committee shall:

- Recommend a clear, compelling, and accurate economic-development value proposition for Auburn.
- Define what distinguishes Auburn as a location for business investment, expansion, industrial development, and job creation.
- Identify and periodically review AIDA's priority industries, target audiences, and geographic markets.
- Give particular consideration to advanced manufacturing, the Micron and semiconductor supply chain, and other industries that align with Auburn's existing assets, workforce, infrastructure, and regional opportunities.
- Recommend messaging that clearly distinguishes AIDA's responsibilities from those of the City of Auburn, Cayuga County, the Chamber of Commerce, tourism organizations, small-business assistance providers, and other partner organizations.
- Identify Auburn's appropriate role within broader Central New York economic-development and business-attraction strategies.

Public Understanding, Credibility, and Trust

One of the Committee's two immediate focus areas is increasing awareness of what AIDA does. However, awareness alone is not enough. AIDA is a public authority. Its marketing must simultaneously build understanding, credibility, and confidence. People should know not only that AIDA exists, but also:

- *Why it exists*
- *Who it can assist*
- *How decisions are made*
- *How Auburn benefits from its work.*

The Marketing Committee shall:

- Recommend plain-language communications explaining what AIDA is, what it does, what assistance it may provide, and which projects may qualify.
- Explain AIDA's legal limitations, including the types of businesses or activities that may not qualify for direct assistance.
- Help the public understand how AIDA incentives work, how projects are reviewed, and how supported projects are expected to benefit Auburn.
- Recommend communications that demonstrate AIDA's contribution to job creation, investment, property redevelopment, business expansion, and community economic welfare.
- Support transparent communication concerning approved projects, organizational activities, progress, challenges, and measurable results.

- Ensure that public-facing communications are factual, accessible, inclusive, and consistent with AIDA policy and applicable legal requirements.

Marketing Assets and Prospect Readiness

Why this responsibility precedes active outreach: AIDA should not aggressively market Auburn or its available properties until the necessary information is ready. A site selector, broker, expanding business, or supply-chain prospect should not have to search through several organizations or make multiple telephone calls to find basic information. AIDA's assets must be credible, current, accessible, and ready for use before larger outreach begins.

The Marketing Committee shall:

- Review AIDA's website, printed materials, presentations, property listings, frequently asked questions, data, and other public-facing resources.
- Recommend improvements that make information easier to understand, locate, and use.
- Ensure that AIDA's website provides clear pathways for existing businesses, prospective businesses, developers, brokers, site selectors, elected officials, residents, and ED partners.
- Support the development of accurate and prospect-ready profiles for AIDA-owned parcels and other priority development sites.
- Identify missing property, infrastructure, workforce, utility, transportation, incentive, and quality-of-life information that prospective investors may require.
- Recommend the development of approved presentations, fact sheets, talking points, property sheets, frequently asked questions, and referral materials.
- Recommend case studies and impact stories based on verified information concerning employment, investment, redevelopment, and community benefit.

Partnership and Referral Infrastructure

Why is this especially important for Auburn? AIDA has limited financial resources and cannot be everything to every business. Its strongest opportunity is to become the Auburn-specific connector within a broader regional economic-development system. Partnerships will extend AIDA's reach, help prevent duplication, and allow Auburn to benefit from regional opportunities that AIDA could not pursue alone.

The Marketing Committee shall:

- Identify opportunities to coordinate with local, regional, state, and federal economic-development organizations.
- Strengthen relationships with workforce, education, utility, real-estate, business-assistance, tourism, and community partners.
- Clarify which organization is responsible for which type of business inquiry or service.
- Establish clear referral pathways for businesses and entrepreneurs whose needs fall outside AIDA's authority.
- Recommend a process for making warm referrals rather than simply providing a telephone number, website, or general resource list.
- Avoid unnecessary duplication of programs, databases, events, services, or marketing efforts already being delivered effectively by partner organizations.

- Explore an AIDA Ambassador initiative through which trained board members, business leaders, employers, and community partners can communicate approved information and direct potential prospects to AIDA.
- Develop consistent talking points and referral procedures for anyone authorized to serve as an AIDA ambassador.

Targeted Outreach and Lead Generation

Why outreach is fifth rather than first. This does not mean outreach is unimportant. It means outreach should occur after AIDA has:

1. *Clarified its position.*
2. *Strengthened public understanding.*
3. *Prepared its marketing assets.*
4. *Established its partnerships and referral process.*

That sequence will make outreach more credible and more likely to produce qualified opportunities.

The Marketing Committee shall:

- Recommend an annual marketing and outreach plan focused on generating qualified inquiries, relationships, and potential projects.
- Develop targeted outreach strategies for existing Auburn businesses, prospective employers, developers, brokers, site selectors, property owners, workforce partners, educational institutions, and regional economic-development organizations.
- Incorporate business-retention and expansion outreach so that existing Auburn employers are not overlooked while the organization pursues new investment.
- Recommend opportunities for direct business outreach, industry events, presentations, familiarization visits, property tours, prospect meetings, and relationship-building activities.
- Identify appropriate strategies for reaching businesses that may participate in the Micron and semiconductor supply chain.
- Recommend outreach to former residents, business executives, remote workers, and other individuals who may have an existing connection to Auburn or Central New York.
- Prioritize relationship-based, partner-supported, and low-cost outreach before recommending paid advertising.
- Ensure that outreach activities use approved messages and direct prospects toward a clear point of contact and follow-up process.

Measurement, Evaluation, and Reporting

Why measurement remains essential: Measurement comes last in the operational sequence, but it should be designed at the beginning of each campaign or initiative. AIDA should not measure success merely by the number of posts published, events attended, or website visits received. The more important question is: Did the activity increase understanding, strengthen a relationship, generate a qualified inquiry, advance a property opportunity, or contribute to a potential project?

The Marketing Committee shall:

- Recommend meaningful performance indicators for AIDA's marketing and outreach activities.
- Establish baseline information where possible so progress can be assessed over time.

- Review progress toward the Board-approved marketing and outreach plan.
- Report findings, results, challenges, and recommendations to the AIDA Board.
- Evaluate effectiveness based on measures such as:
  - Qualified business inquiries.
  - Existing-business contacts.
  - Referrals received and completed.
  - Prospect meetings.
  - Property inquiries.
  - Site-selector and broker engagement.
  - Partner participation.
  - Website actions and information requests.
  - Industry and geographic diversity within the project pipeline.
  - Projects progressing toward formal AIDA consideration.
- Distinguish between visibility measures and meaningful economic-development outcomes.
- Recommend the continuation, revision, or discontinuation of activities based on performance and available resources.

Authority and Limitations

The Marketing Committee shall make recommendations to the AIDA Board and shall not independently:

- Approve projects, incentives, policies, contracts, expenditures, or budgets.
- Negotiate or promise financial assistance to any business or developer.
- Commit AIDA to a partnership, campaign, sponsorship, or public position.
- Issue official public statements on behalf of AIDA without authorization.
- Represent that AIDA can provide aid outside its legal authority.

The AIDA Board retains policy, financial, project-approval, and oversight authority. The Executive Director and designated staff or contractors are responsible for implementing plans and activities authorized by the Board. Committee members may serve as AIDA ambassadors and participate in approved outreach activities using Board-approved messages, materials, and referral procedures.

Operating Principles

The Committee's work shall be guided by the following principles:

- Accuracy before promotion
- Qualified opportunities before vanity metrics
- Partnership before duplication
- Auburn-specific positioning within a regional strategy
- Inclusive access to information and opportunity
- Responsible stewardship of limited resources
- Transparency and measurable community benefit

Committee Deliverables

The Committee shall recommend to the Board:

- An annual marketing and outreach plan.
- A target-industry and target-audience framework.
- A consistent AIDA message and Auburn value proposition.
- A prioritized inventory of marketing materials, digital resources, and property information.
- An outreach and partner-engagement calendar.
- A performance-measurement dashboard.
- An annual summary of activities, outcomes, lessons, and recommendations.

Auburn, New York: Where Possibility Takes Root

Doing Business in Auburn: Small City, Huge Reach

Auburn boasts a lower cost of doing business compared to major metros, a centralized location, and excellent environmental conditions.

Market Access:

- Centrally located within New York State
- Within a day's drive of 50% of the combined United States and Canadian population
- Conveniently positioned in the heart of the Boston-to-Washington, D.C. trade corridor
- Access to markets via NYS Thruway I-90 (10 miles via State Rt 34) and I-81 (36 miles via State Rt 34 and I-90)

Transportation Access:

- Finger Lakes Railway: ~5 mins / 1 mile
- NYS Thruway I-90: 14 mins / 10 miles
- I-81: 41 mins / 36 miles
- Syracuse Hancock International Airport: 40 mins / 35 miles
- Port of Oswego: 53 mins / 40 miles
- Frederick Douglass Greater Rochester International Airport: 1 hr. 11 mins / 69 miles
- Port of NY & NJ: 4 hrs. 14 mins / 251 miles
- Access to 14 international airports within a 300-mile radius
    - >50 miles: Syracuse Hancock International Airport (SYR), Ithaca Tompkins International Airport (ITH)
    - 50-100 miles: Frederick Douglas Greater Rochester International Airport (ROC)
    - 100 – 200 miles: Buffalo Niagara International Airport (BUF), Albany International Airport (ALB), Toronto Pearson International Airport (YYZ), Ottawa International Airport (YOW)
    - 200-300 miles: NYC airports, Boston, Philadelphia, Washington DC airports, Pittsburgh, Cleveland, Montreal

Workforce, Education & Training

- Central New York (CNY) has stable population (~792,000) and labor force (~400,000)
    - Cayuga County has a working-age population (16+) of over 62,000, with over 36,000 participating in the labor force
- Annual wage costs in the area are competitive with national levels and significantly below major metropolitan areas in the northeast
- Over 190,000 college and university students are enrolled in CNY
- There are over 80 colleges and universities within a 100-mile radius of Auburn varying in size and programming, including Cornell University, Rochester Institute of Technology, Syracuse University, SUNY Morrisville, and SUNY Oswego
- Cayuga Community College and Cayuga Onondaga BOCES offer career and workforce training locally, including programing that can be customized to specific companies and industries

Incentives

- Auburn IDA tax abatements to offset construction, renovation, and equipping costs:
    - Sales and use tax exemption (8% of taxable expenses)
    - Mortgage recording tax abatement (.75% of the mortgage amount)
    - Property tax abatement on the added value to a facility
    - Tax exempt bonding, particularly for manufacturing
- Federal Opportunity Zones – 1 current, 2 additional proposed to begin in 2027
- Cayuga Works and NYS DOL offer various workforce development funding programs, including:
    - On-the-Job Training grants
    - Youth employment programming
    - Work Opportunity Tax Credits
- New York State offers a variety of grants, tax exemptions, and technical assistance, including, but not limited to:
    - Empire State Development economic development grants and tax credits
    - Restore NY for revitalization and redevelopment of underutilized sites
    - Fast NY for site readiness investments
    - NYSERDA for renewable energy and energy efficiency activities
    - Recharge NY for low-cost power

Environment:

- Easy access to 25% of the world's freshwater resources (Finger Lakes, Great Lakes)
- Less prone to natural disasters, such as tornados, wildfires, earthquakes, and extreme heat

Living in Auburn: Higher quality of life, lower cost of living

As a small city, Auburn offers a unique blend of community, affordability, and accessibility.

Cost of Living:

- 18% lower than the National Average, 32% lower than the NYS average
- Typical home cost is $170,000, which is 50% below the national average and 60% below the NYS average
- Housing rental costs are 30% lower than the National Average and 90% lower than the NYS average

Out & About:

- Extensive arts and cultural offerings – theater, music, gallery, movies, public art, community choir and orchestra, art/performance classes, youth programs
- Amazing history – Harriet Tubman's chosen hometown and gravesite, the laboratory where Theodore Case invented "sound on film" technology, birthplace of Secretary of State William Seward, and so much more
- Access to varied natural resources and active recreation – lakes with public access, waterfalls, hiking trails, biking routes, pickle ball courts, playgrounds, community ice rink, community swimming pool, community sports leagues for all ages
- Dining venues in all price ranges and varied cuisines
- A vibrant, walkable, and safe downtown district featuring:
    - Restaurants and bars

- Live music
- Locally owned shops
- Equal Rights Heritage Center
- Auburn Public Theater
- YMCA

- Public parking is abundant and inexpensive compared to other cities
- No traffic jams and every necessity is within a 15-minute drive. Spend your life living, not driving!!

Family Matters:

- Auburn is home to many multi-generational families
- Local parents are supported by Child Care Solutions CNY, which has an office in Auburn offering provider referrals, placement guidance, and family assistance
- New York State registered home-based providers and licensed daycare centers in Auburn are governed by the NYS Office of Children and Family Services, requiring background checks, health/safety inspections, and continuous staff training
- The local schools in Auburn, public and private, offer students of all ages (3PK through community college) quality and diverse educational experiences
- There are a variety of extracurricular activities across sports, arts, music, and technology, to name a few
- Specialized and career-preparation courses are offered across schools, including the following selection of CTE programs offered at Cayuga-Onondaga BOCES:
  - Construction & Building Trades
  - Computer Systems & Networking Administration
  - Criminal Justice
  - Culinary Arts
  - Graphic Design & New Media
  - Heavy Equipment Repair & Operation
  - Manufacturing
  - Medical Professions
  - Welding
- Auburn Enlarged City School District by the numbers (2024/25 school year):
  - Grades: Kindergarten through 12th grade,
  - 3PK and UPK also offered, designed to prepare young children socially, emotionally, and academically for primary school
  - Average class size: 13-20 depending on grade and class, with smaller class sizes in earlier grades
  - Student-teacher ratio: 11/1

Health:

- Auburn is home to Auburn Community Hospital, which includes
  - an array of medical specialties
  - an emergency room
  - a new, state-of-the-art cardiac catheterization lab
  - a new, modern cancer center
  - operation of two, off-site urgent care facilities
- Upstate Medical Center, Upstate Community Hospital, Golisano Children's Hospital, Crouse Hospital, and St. Joseph's Health are all located in Syracuse, within a 30-45 minute drive of Auburn
- A variety of medical services are also available in Rochester, just over an hour from Auburn

- Individuals with Special Needs have access to a comprehensive slate of supports and services provided by Mozaic, Unity House, Arise, and the E. John Gavras Center

About Auburn IDA

What is an IDA?

An Industrial Development Agency or Industrial Development Authority (IDA) is a public entity authorized by the State of New York to provide certain types of incentives to companies that are investing in New York. IDAs can provide the following incentives to eligible expansion, relocation, and startup projects:

- sales and use tax exemption during project construction/renovation
- mortgage recording tax abatement on project financing (75% of the tax)
- property tax abatements via Payment in Lieu of Tax agreements (PILOTs)
- tax exempt bonds

These incentives are intended to help projects that would create economic and community benefits by generating savings during construction and ramp-up.

As locally operated state authorities, IDAs are subject to Public Authorities reporting, FOIL, and Open Meetings Law, among other regulatory requirements, to ensure public accessibility information about IDA decisions and activities. IDAs must also have their financial statements audited on an annual basis. Furthermore, IDAs are subject to auditing by the State Comptroller's Office and Authorities Budget Office upon request.

What else can IDAs do?

In addition to the above incentives, IDAs can:

- Buy, own, lease, and sell real property (e.g. Auburn IDA owns two parcels in the Auburn Tech Park)
- Hire or contract staff to manage the IDA's day-to-day activities and/or perform economic development tasks.
- Undertake marketing activities.
- Conduct or engage professional services firms and contractors to undertake projects aligned with the IDA's mission, such as marketing and outreach, infrastructure improvements, construction, feasibility studies and strategies, etc.
    - Note that IDAs CANNOT provide loans or grants with their own funds, so any contracts must be tied to a scope of services and cannot solely benefit a single business or entity.
- Apply for and administer grant funding.
- Advocate (but not lobby) on behalf of the community and businesses.
- Convene partners to advance economic development efforts.

What can't IDAs do?

- Provide grants or loan of their own funds to individual businesses
- Provide incentives for retail projects (those at which over 30% of sales are made on-site). Exceptions are allowed for projects that are:
    - tourism destinations (attract visitors from outside of the region)
    - providing a good or service that is not already reasonably available within the community
    - located or locating in an Empire Zone

  - located or locating in an area with poverty and unemployment rates exceeding a specific level (a "distressed area"). As of 2026, Auburn no longer has any areas that meet the thresholds of a distressed area
- Provide incentives to a project that would relocate jobs from one part of New York State to another without first notifying the municipality where those jobs are currently located

Auburn IDA Specifics

The Auburn IDA is different from other IDAs in a few ways, which dates back to its inception. The Auburn and Troy IDAs were the first two ever created in 1969. These two IDAs were created under the Public Authorities Law of New York State. Other IDAs were created starting the next year under General Municipal Law. The two main differences remaining between Auburn and Troy and other IDAs are their name (Industrial Development Authority instead of Industrial Development Agency) and their board structure. Most IDA boards consist of 7 at large members appointed by the local municipal governing body (county legislature or board or supervisors, town board, city council, etc.). The Auburn IDA board is made of 9 members, each appointed by the Auburn City Council, that hold specific roles:

- Two Members of City Council
- School Board Member
- Member of Labor
- Member of Business
- Member of Industry
- Three Members at Large

The Auburn City Council also appoints AIDA's chair, while other IDA boards self-appoint their chair.

Project Examples

Tessy Plastics (2020)

Description: During the COVID-19 pandemic, Tessy Plastics acquired the former McQuay facility in the Auburn Technology Park to fulfill a contract to manufacture COVID test kits. They renovated and equipped the facility, including the installation of medical grade clean rooms. Over time, they have produced over 100 million test kits, and in recent years have shifted production to other medical and veterinary devices and test kits.

Investment: $18 million

Anticipated Tax Abatement: $1.7 million over 10 years

Community Benefit

- 192 full-time jobs paying $20+/hour and an average salary of approximately $76,000 (2025)
- Renovation and reuse of underutilized manufacturing facility
- Increased property tax revenue versus the prior property condition

Prison City North Street Farm & Brewery (2019)

Description: Prison City, an award-winning local brewery, purchased an underutilized property on North Street, one of the primary gateways into the city. The property had formerly been a farm, but at the time was primarily used for storage. Prison City kept the historic cow barn, but demolished a deteriorating house and constructed an 20,000 square foot brewery and tasting room. This expanded their brewing capacity and they are now producing 10,000 barrels per year. They are a significant visitor attraction, offering festivals, live music, and other events in addition to their base operation as a brewery.

Investment: $4,248,000

Anticipated Tax Abatement: $460,342 over 10 years

Community Benefit:

- 19 FTE jobs and 5 seasonal jobs at the North Street location with a nearly $1.4 million payroll (2025 - this does not include downtown pub employment)
- Approximately $650,000 of sales tax collected in 2025 across all locations
- Visitor attraction resulting in additional spending at other businesses in the city and bed tax collection
- Recreational asset for local residents
- Increased property tax revenue versus the prior property condition

Hilton Garden Inn (2010)

Description: Auburn Community Hotel, owner of the Hilton Garden Inn Auburn, redeveloped an entire block of dilapidated, vacant buildings at the north end of downtown. After demolishing the old buildings, they constructed and equipped a 71,000 square foot hotel with 72 rooms, a mid-sized conference center, and a restaurant and bar.

Investment: $11 million

Anticipated Tax Abatement: $6.1 million over 25 years

Community Benefit:

- 39 FTE jobs with nearly $1.2 million of payroll
- Over $360,000 of sales tax collected in 2025, plus bed tax collection
- High-quality accommodation for business travelers, events, and visitors, encouraging people to stay in the city and resulting in additional spending at other businesses in the city
- Revitalization of the downtown area

Logan Lofts (2009)

Description: A local development company purchased and fully renovated a vacant, downtown manufacturing campus into 35 high-end apartments. The two buildings had previously been used to manufacture buttons, silk textiles, and finally Wegman pianos before becoming vacant. This renovation saved these two historic buildings while also providing quality downtown apartments at a time when it was needed to support downtown revitalization. Since opening, the units have consistently been full.

Investment: $6.2 million

Anticipated Tax Abatement: $1.7 million over 20 years

Community Benefit:

- High-quality, well-maintained downtown rental option, which bolsters downtown spending and vibrancy
- Restoration and adaptive reuse of vacant, historic buildings
- 2 full-time and 1 part-time jobs to manage and maintain the property
- Increased property tax revenue versus the prior property condition

Plaza of the Arts (2013)

Description: A local development company, Soules & Dunn, acquired a downtown parcel across from the county office building. They demolished the existing building and constructed and equipped a modern, 20,000 square foot multi-tenant commercial building call Plaza of the Arts. The building has consistently been filled with primarily medical office, but is home to the Soules & Dunn headquarters, Rx Pharmacy, and Cayuga Community College's state-of-the-art culinary center.

Investment: $3 million

Anticipated Tax Abatement: $1.7 million over 15 years

Community Benefit:

- Approximately 68 jobs across tenants
- High-quality office space downtown
- Revitalization of an underutilized downtown property
- Increased property tax revenue versus the prior property condition

Bills & Invoices

As of August 19, 2026, the following bills and invoices are unpaid (also attached for review):

Vendor	Invoice #	Date	Amount	Description
Column Software PBC	FPYTVG0Q-00	7/28/2026	$69.98	Indus legal ad
Red Clover Consulting	19	8/1/2026	$4,000.00	July services

Requesting approval for the following disbursements:

Payee	Payment Method	Total Amount
Column Software PBC	electronic fund transfer	$69.98
Red Clover Consulting	check	$4,000.00

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

Approved: ______________________________

Tessa Crawfod (Board Treasurer)

INVOICE

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

(315) 994-5259

BILL TO
Cayuga County Industrial Development Agency
Michael Miller
188 Genesee Street
Auburn, New York 13021
United States

director@cayugacountyida.org

SHIP TO
Cayuga County IDA
PO 262
Auburn, New York 13021
United States

Invoice Number:	19
Invoice Date:	August 1, 2026
Payment Due:	August 31, 2026
Amount Due (USD):	**$4,000.00**

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

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

Notes / Terms

- Draft meeting agendas, compile and distribute packets, and issue necessary meeting notices for marketing, governance, and regular meetings.
- Print meeting materials and attend marketing, governance and regular meetings.
- 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.
- Attend Micron Business Steering Committee meeting.
- Attend NYSEG annual leadership meeting.
- Facilitation of Indus application process and correspondence with company about other funding opportunities.
- Correspondence with three potential projects.
- Respond to inquiry from City Assessment Office.
- Call with GoDaddy about website clearance.
- Correspondence with city about economic development work.
- Help partners compile project descriptions and photos for 2026 CNY REDC report.

The Citizen

Invoice

Column Software PBC
PO Box 208098
Dallas, TX 75320-8098
help.column.us

Bill to
Auburn Industrial Development Authority

Invoice number	FPYTVG0Q-0001
Notice ID	afDAFYWuSq0X3QYLqFaw
Publisher	The Citizen
Date of issue	Jul 28, 2026
Date due	Aug 28, 2026
Amount due	**$69.98**

Description	Qty	Unit price	Amount
08/01/2026: General Legal Notice	1	49.98	49.98
Publish Fee	1	20.00	20.00

Net Subtotal	$69.98
Tax	0.00
Amount due	$69.98

=== Notes ===
Notice Name: Indus Public Hearing Notice
Order Number: COL-NY-102199

=== How to pay this invoice ===
Column Software PBC accepts online payment via credit or debit card, or ACH bank transfers. Please click here to pay online:
https://www.column.us/invoices/TLra9ifhusqSu3Y2uHI5/pay

Please note that, once paid, the merchant name on your billing statements will be Column Software PBC.

Select organizations may also pay via check. Checks will result in processing delays and should not be used if your notice requires upfront payment. Please pay the exact amount due, write your invoice number FPYTVG0Q-0001 on the memo, include a printed copy of your Invoice PDF, make the check payable to Column Software PBC, and mail to the address above.

Auburn Industrial Development Authority

Balance Sheet

As of July 31, 2026

	TOTAL		
	AS OF JUL 31, 2026	AS OF JUL 31, 2025 (PY)	CHANGE
ASSETS			
Current Assets			
Bank Accounts			
102 Chemung Checking - PILOTs	500.05	500.00	0.05
103 Chemung Checking - Operating	12,963.83	45,642.73	-32,678.90
112 Chemung CD	0.00	25,043.55	-25,043.55
113 Chemung Money Market	26,969.36	23,960.69	3,008.67
130 Petty Cash	165.00	165.00	0.00
Total Bank Accounts	**$40,598.24**	**$95,311.97**	**$ -54,713.73**
Accounts Receivable			
166 Accounts Receivables - PILOTS	0.49	23,190.67	-23,190.18
166.04 Pilot Rec. - Bluefield Manor	-0.49	-1.39	0.90
Total 166 Accounts Receivables - PILOTS	**0.00**	**23,189.28**	**-23,189.28**
167 Accounts receivable	8,150.95	0.00	8,150.95
Total Accounts Receivable	**$8,150.95**	**$23,189.28**	**$ -15,038.33**
Total Current Assets	**$48,749.19**	**$118,501.25**	**$ -69,752.06**
Fixed Assets			
168 Land	305,064.96	305,064.96	0.00
170 Furniture & Equipment	819.33	819.33	0.00
171 Website	16,500.00	16,500.00	0.00
172 A/D Furniture & Equipment	-16,371.15	-14,470.35	-1,900.80
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	**$359,409.14**	**$431,062.00**	**$ -71,652.86**
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
200 Accounts Payable	0.00	13,264.11	-13,264.11
Total Accounts Payable	**$0.00**	**$13,264.11**	**$ -13,264.11**
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**	**$50,435.01**	**$ -36,453.40**
Total Liabilities	**$13,981.61**	**$50,435.01**	**$ -36,453.40**

Auburn Industrial Development Authority

Balance Sheet

As of July 31, 2026

	TOTAL		
	AS OF JUL 31, 2026	AS OF JUL 31, 2025 (PY)	CHANGE
Equity			
390 Retained Earnings	231,169.51	276,415.63	-45,246.12
395 Unrestricted Net Assests	159,809.13	159,809.12	0.01
Net Income	-45,551.11	-55,597.76	10,046.65
Total Equity	**$345,427.53**	**$380,626.99**	**$ -35,199.46**
TOTAL LIABILITIES AND EQUITY	**$359,409.14**	**$431,062.00**	**$ -71,652.86**

Auburn Industrial Development Authority

Profit Loss Prev Year Comparison

January - July, 2026

	TOTAL			
	JAN - JUL, 2026	JAN - JUL, 2025 (PY)	CHANGE	% CHANGE
Income				
410 Income - Admin Fees	1,000.00	500.00	500.00	100.00 %
Total Income	**$1,000.00**	**$500.00**	**$500.00**	**100.00 %**
GROSS PROFIT	**$1,000.00**	**$500.00**	**$500.00**	**100.00 %**
Expenses				
630 Dues	1,000.00	1,000.00	0.00	0.00 %
660 Legal Fees	0.00	73.61	-73.61	-100.00 %
670 Office Supplies	1,355.08	756.00	599.08	79.24 %
680 Professional Services	12,500.00	12,000.00	500.00	4.17 %
715 Travel & Meetings	970.43	2,539.79	-1,569.36	-61.79 %
720 Contract Services	31,098.50	41,621.85	-10,523.35	-25.28 %
725 Bank Service Charge	35.00	0.00	35.00	
745 Marketing and Promotion	58.57	46.34	12.23	26.39 %
Total Expenses	**$47,017.58**	**$58,037.59**	**$ -11,020.01**	**-18.99 %**
NET OPERATING INCOME	**$ -46,017.58**	**$ -57,537.59**	**$11,520.01**	**20.02 %**
Other Income				
820 Interest Income	466.47	1,939.83	-1,473.36	-75.95 %
Total Other Income	**$466.47**	**$1,939.83**	**$ -1,473.36**	**-75.95 %**
NET OTHER INCOME	**$466.47**	**$1,939.83**	**$ -1,473.36**	**-75.95 %**
NET INCOME	**$ -45,551.11**	**$ -55,597.76**	**$10,046.65**	**18.07 %**

Auburn Industrial Development Authority
Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L

	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Jun 2026	Jul 2026	January - December 2026			
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	over Budget	% of Budget
Income											
410 Income - Admin Fees							1,000.00	1,000.00	60,000.00	-59,000.00	1.67%
415 Admin Fees - Special Projects								0.00	1,000.00	-1,000.00	0.00%
Total Income	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 1,000.00**	**$ 1,000.00**	**$ 61,000.00**	**-$ 60,000.00**	**1.64%**
Gross Profit	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 0.00**	**$ 1,000.00**	**$ 1,000.00**	**$ 61,000.00**	**-$ 60,000.00**	**1.64%**
Expenses											
630 Dues	1,000.00							1,000.00	1,325.00	-325.00	75.47%
660 Legal Fees								0.00	150.00	-150.00	0.00%
670 Office Supplies	1,341.36		13.72					1,355.08	1,550.00	-194.92	87.42%
680 Professional Services	5,000.00		5,000.00	2,500.00				12,500.00	12,500.00	0.00	100.00%
715 Travel & Meetings			25.00	575.00		370.43		970.43	3,475.00	-2,504.57	27.93%
720 Contract Services	6,825.00	4,273.50	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	35,098.50	40,000.00	-4,901.50	87.75%
725 Bank Service Charge			35.00					35.00	0.00	35.00	
745 Marketing and Promotion	35.38				23.19			58.57	4,000.00	-3,941.43	1.46%
Total Expenses	**$ 14,201.74**	**$ 4,273.50**	**$ 9,073.72**	**$ 7,075.00**	**$ 4,023.19**	**$ 4,370.43**	**$ 4,000.00**	**$ 51,017.58**	**$ 63,000.00**	**-$ 11,982.42**	**80.98%**
Net Operating Income	**-$ 14,201.74**	**-$ 4,273.50**	**-$ 9,073.72**	**-$ 7,075.00**	**-$ 4,023.19**	**-$ 4,370.43**	**-$ 3,000.00**	**-$ 50,017.58**	**-$ 2,000.00**	**-$ 48,017.58**	**2500.88%**
Other Income											
820 Interest Income	0.62	0.12		463.69	0.64	0.71	0.69	466.47	2,000.00	-1,533.53	23.32%
Total Other Income	**$ 0.62**	**$ 0.12**	**$ 0.00**	**$ 463.69**	**$ 0.64**	**$ 0.71**	**$ 0.69**	**$ 466.47**	**$ 2,000.00**	**-$ 1,533.53**	**23.32%**
Net Other Income	**$ 0.62**	**$ 0.12**	**$ 0.00**	**$ 463.69**	**$ 0.64**	**$ 0.71**	**$ 0.69**	**$ 466.47**	**$ 2,000.00**	**-$ 1,533.53**	**23.32%**
Net Income	**-$ 14,201.12**	**-$ 4,273.38**	**-$ 9,073.72**	**-$ 6,611.31**	**-$ 4,022.55**	**-$ 4,369.72**	**-$ 2,999.31**	**-$ 49,551.11**	**$ 0.00**	**-$ 49,551.11**	