



Auburn Industrial
Development Authority

MEETING MINUTES
AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY
Wednesday, April 23, 2014 @ 5:00 PM
3rd Floor Training Room
Memorial City Hall

Board Present: Mike Quill (Council Member)
Terry Cuddy (Council Member)
Frank DeRosa (Member At Large)
William André (Member of Labor)
James Dacey (Chair & Member of Business)
Michael Kane (Member of Industry)
Tricia Ottley (Member At Large)
Sue Chandler, (Member at Large)

Excused: Amanda Grover (School Board Member)

Staff: Jennifer Haines, AIDA Executive Director
Rick Cook, Corporation Counsel
Alicia McKeen, Secretary

Guests: Tracey Verrier, CEDA
Andrew Fish, CEDA
Bruce Sherman, CEDA
Greg Mason, The Citizen

Jim Dacey calls the meeting to order at 5:00 p.m. and asks for a motion to approve the minutes of April 2, 2014. So moved by Terry Cuddy, seconded by Mike Quill. Motion carried.

We will be discussing the CEDA service agreement. Some questions have been asked and answered via e-mail. Frank?

Frank DeRosa: Most questions from my first e-mail have been answered satisfactorily. I'm having a hard time understanding AIDA's role. How will the County fit in? How will communications be handled? Right now different meetings are going on with no communication. We need mutual accountability in partnership, proper communication. CEDA did a good job, I don't know how others will pan out.

Jim Dacey: Andy is on the right track with a technical specialist. Get the City and County on board. This is a good start and communication should come from one place.

James A. Dacey
Chairman

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Frank DeRosa: Planning on execution. Talk about why. What mechanism and by whom.

Andrew Fish: How do County and City departments fit in? So how do departments fit in? County moving ED from CPED to CEDA. Some items still administered by CPED but that may transition. City OPED does not have an agreement as with the County. There has been some discussion to relieve the burden of OPED. AIDA is the next step in the process. The City is the last major component. AIDA's next project is still developing. Once CEDA starts administering communication will increase. We will set up regularly scheduled monthly meetings for AIDA.

Frank DeRosa: It's still a work in progress.

Andrew Fish: Yes. Even with the County and their contract there are still details to work through.

Frank DeRosa: PILOT compliance needs to be reviewed. The Empire Zone failed as is was not planned properly as far as employment numbers are concerned. How will CEDA follow up?

Andrew Fish: Interested in making sure that companies are meeting obligations and providing economic impact. Instead of questionnaires, audits will be conducted. This year all but one company had a physical meeting. CEDA will go as far as legal right to information allows.

Trish Ottley: Can it be added to PILOTs to do on site monitoring? Other counties have PILOTs where a physical visit to the company is done.

Jennifer Haines: We can beef up the agreement but we have that in agreements.

Rick Cook: We have the information in the PILOT to do that.

Andrew Fish: Bruce will be working on business retention and expansion and develop a relationship with the companies. He will also conduct site visits.

Frank DeRosa: Questions the \$35,000 for marketing.

Andrew Fish: We are presenting at a luncheon. 98.2% of new jobs are coming from startup and expansion. There are 20,000 economic development agencies chasing 400 – 500 deals. Other marketing companies have more money. \$30,000 designated for good collateral. Marketing and attraction targeted not general advertising. We are looking outside Cayuga County.

Jennifer Haines: We had that philosophy here. Trish was out there doing exactly that. Excited it's going to be done.

Jim Dacey: As the City continues to deplete the department there is less staff. CEDA has the staffing. Where is the best place for AIDA?

Jennifer Haines: Concerning development there is a construction component that involves the Planning Office.

Andrew Fish: There are no doubts to the effectiveness of IDAs. With the CCIDA contract, because of the work load, CEDA can handle the specifics that staff had not been able to.

Rick Cook: Asks if County LDC is on board.

Andrew Fish: There has been discussion. They are not interested at this time. CEDA would like them on board.

Rick Cook: Questions Auburn LDC.

Jennifer Haines: There has been some conversation. We just transferred the last asset ALDC had. We need to decide what to do. Will recommend a contract with CEDA. The value in ALDC is that it's not a government entity. In addition, with the City's revolving loan fund, there is language in the CDBG Action Plan for CEDA to contract for the loan program.

Trish Ottley: Questions the transition period of CCIDA.

Andrew Fish: The transition period was set for July to September as the request of CCIDA. Existing projects needed to close out. CEDA learned how the IDA worked. We do not need such a transition period with AIDA. We proposed a start date of June 1 but that can be changed.

Jennifer Haines: June 1 will work for a contract date. This is bittersweet. There is a legacy of the department working in ED. There is value in having planning and ED together. The reality is the capacity every day. What CEDA can offer I no longer can. Our services are not as robust as CEDA can offer.

Jim Dacey: Bittersweet for a lot of us.

Jennifer Haines: It may take a bit to get data transferred.

Mike Quill: At the end of the contract will AIDA or CEDA have the opportunity to back away?

Andrew Fish: The administrative services agreement can be broken or continued. There are no strings on oversight. It will benefit this body. It will be governed by CEDA and the Chair of AIDA is a member of CEDA.

Trish: Questions the time frame of 6/1 to 12/31.

Andrew Fish: It's specific to 2014.

Trish Ottley: Questions \$20,000 for six months.

Andrew Fish: It will be pro-rated for months involved from the date of the agreement.

Trish Ottley: On the last page, Scope of Services, #5 would like to add 'Monitoring and enforcement of contracts'.

Andrew Fish: Not a problem.

Jim Dacey: Mentions contract with Schoharie County as a good guideline.

Rick Cook: WE are looking for CEDA's help in developing that policy and then once adopted, executing it.

Other discussion; understanding projects in the City stay in the City.

Trish Ottley: Added to page 11, projects fully located in the City of Auburn.

Mike Quill: Questions projects on the border, would it handcuff anyone?

Andrew Fish: Would have to segment the project.

Rick Cook: The current statute is that governing boards would have to have consent of other governing boards.

Andrew Fish: If it comes up we would discuss it.

Jim Dacey: Anything else? Are we ready to vote?

Trish Ottley: Refers to the transition on page 4 – needs to be removed.

Andrew Fish: We will take out the transition period.

Jim Dacey: Motion to accept as amended? So moved by Mike Quill, seconded by Trish Ottley.

Believes the term of engagement is not sufficient enough time to get a good feel of the partnership. Would like it to end 12/31/15 which would be enough time to make a determination and then decide how to proceed.

Trish Ottley: Not opposed. Six months is quite short.

Andrew Fish: Does not foresee any reason CEDA would be concerned.

****General agreement from the board****

Jim Dacey: Reiterate the amendments?

Jennifer Haines: Pg. 9 – change to AIDA

Andrew Fish: Everyone is okay with June1? ****General yes from board members****

Jim Dacey: As amended, everyone is comfortable? Asks for roll call vote. Frank DeRosa abstains. All other members vote affirmative. Motion to accept contract carried.

Next item on the agenda is 38 Allen St.

Jennifer Haines: AIDA sold a portion of 38 Allen St. which leaves 14 acres remaining.

Andrew Fish: Start up NY for Cayuga Community College. The incentive would provide ten years with no property tax or income tax. The project cannot compete with retail/services. Linked with SUNY. CCC had not started working on the plan. CCC had no resources to do so. CEDA took on the role of writing a plan. We were asked to ID properties. Any property off the tax rolls owned by a NFP can be used. Submitted two CCIDA sites, 2 school sites and would like to include Allen St. parcel. It does not encumber the site. It is heavily marketed. It will align interests with sites. CEDA has about 20 sites listed. CEDA is the first part of inquiry so it can be redirected if not a fit at that site.

Jennifer Haines: Questions the inclusion of the other 12 acre site.

Andrew Fish: Would be happy to include it.

Trish Ottley: Questions tax incentive.

Andrew Fish: Any taxes would be exempt. It's a benefit to the college in the form of mission alignment. Use of manufacturing broad in definition, can be for R & D also.

Jim Dacey: The property has been sitting unused for 20 years.

Jennifer Haines: Questions property taxes and if new facilities would be built there.

Andrew Fish: Taxes would be at zero for ten years.

Rick Cook: Currently tax exempt and vacant. Ground lease; can allocate back to taxing jurisdiction.

Andrew Fish: AIDA would still own the parcels.

Trish Ottley: Would also like to see the 12 acre site listed.

Andrew Fish: There are no disadvantages to listing them.

Trish Ottley: Asks if there is a plan to target specific uses.

Tracey Verrier: There are a few programs CCC has called out. The language is flexible, they can align with existing, future, or developing programs. Many options are available. They can target specifically if you wish.

Mike Quill: Brings up wetlands issue that Mack Studios ran into.

Jennifer Haines: Wetlands are not designated on either site.

Jim Dacey: Asks for a motion to accept CEDA's proposal to include the two AIDA sites on Tech Park Blvd in Start Up NY. So moved by Frank DeRosa, seconded by Mike Quill. Motion carried.

Other Business

Jenny Haines: States a new treasurer for the board needs to be appointed.

Motion to adjourn by Mike Kane, seconded by Sue Chandler.

Meeting adjourned at 5:30.

Recorded by Alicia McKeen