



Auburn Industrial  
Development Authority

**MEETING MINUTES**  
**AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY**  
**Wednesday, April 2, 2014 @ 5:00 PM**  
**3<sup>rd</sup> 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)  
Amanda Grover (School Board Member)  
James Dacey (Chair & Member of Business)

**Excused:** Michael Kane (Member of Industry)  
Tricia Ottley (Member At Large)  
Sue Chandler, (Member at Large)

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

**Guests:** Tracey Verrier, CEDA; Mike Cartner, Currier Plastics.

Jim Dacey calls the meeting to order at 5:00 p.m. and reads agenda item 1.

Jenny Haines: Introduces Mike Cartner, CFO for Currier Plastics. Explains past AIDA involvement with Currier including a PILOT.

Mike Cartner: Idea started with a 20 million dollar expansion. 8 million towards building renovations and 12 million toward equipment. Requested a 6.5 million mortgage loan with First Niagara, a loan/grant component with the City of 750,000 and 400,000 with NYSEG. Had roughly 6.5 million financing planned; 1.2 million in grants and the rest contributed by Currier. The building expansion is finished. 65,000 square feet of manufacturing and 11,000 square feet of warehousing. Substantial site improvements have been done. The site looks good, invites everyone to come and see. Was very nice to work with contractor, VIP. 6.5 million financing was split; 2.6 through SBA and the balance through the bank. The bank portion was closed on in Fall of 2013. The SBA was set to close last month and it was found that AIDA was a needed participant. Asking for AIDA's support in this endeavor.

**James A. Dacey**  
Chairman

24 South Street  
Auburn, NY 13021

PHONE  
(315) 255-4115

FAX  
(315) 253-0282

Jim Dacey: Asks Rick Cook if all paperwork is in order.

Rick Cook: Usually the IDA is notified at least a couple weeks before the closing. We are listed on the mortgage and a title search should have shown that. It is not a problem at this time though and all paperwork is in order.

Jim Dacey: Asks what AIDA's fiduciary responsibilities are.

Rick Cook: Any time a company applies to AIDA for financial assistance, to be effective there needs to be a lease transaction with AIDA. This is in meeting with NYS regulations, the IDA must have interest in the property to make exemptions. AIDA is placed on the title and joins in the mortgage. AIDA responsibility with concern to the mortgage is completely non-recourse. AIDA cannot be called to make payment in case of default.

Frank DeRosa: Questions what the process would be if something did happen.

Rick Cook: AIDA does not have money in the project so they do not take any position in repayment. In case of default of a PILOT the property is placed back on full tax rolls and taxes would be paid first before the lending institution. Bond are also non-recourse.

Jim Dacey: If they default they have to make the taxes whole.

Rick Cook: Correct.

Mike Quill: Clarifies that this is normal procedure but just later than usual.

Rick Cook: Correct. States that AIDA has been involved mostly in mortgage financing lately, no bonds.

Reads resolution into the record. (Attachment 1)

Chair asks for a motion for approval. So moved by Amanda Grover, seconded by Mike Quill. All members vote approval. Motion carried.

## **Other Business**

Jenny Haines: States that the financial reports for the State were submitted on Monday and that AIDA is in compliance with NY regulations. Also states that the board should meet soon as a whole for discussion of the move to CEDA with Andrew Fish in attendance.

Jim Dacey: Has been in private discussions with Andrew. CEDA has already moved forward with CCIDA and they are now under CEDA. They have brought an economic development person on board and are working on getting a marketing person. This would make it easier to get done what AIDA wants to do. The goal has always been a one stop shop. Getting AIDA on board would accomplish this. We have begun to pay the City for staff time as we will have to pay CEDA for their services also albeit probably a lesser amount. Thinks moving to CEDA would be prudent to do and would like to have it done before the second quarter in June. Would like the full board to be involved in the discussion so that all questions and concerns can be voiced and answered. Need to have a meeting and earnest discussion and to also bring new members up to speed.

Jenny Haines: Any other documents needed?

Jim Dacey: We are working from the CCIDA document (attachment 2). The content is how AIDA would be moving forward.

Frank DeRosa: Has also spoken with Andrew Fish about how AIDA will look afterward. He has an idea how AIDA will interact but this needs to be more thoroughly explained. Accountability also needs to be discussed. There doesn't seem to be any scenario or strategic plan to pull everything together at this point.

Jim Dacey: The CEDA strategic plan is to work together toward the one stop shop. There would be no incorporation. Believes LCDs should also be on board. Wants Andy at the meeting also for discussion.

Jenny Haines: Questions timing of meeting.

Jim Dacey: The week after Easter. This is an extremely important topic and we need to expend some time on it. The sooner done the better.

Frank DeRosa: What we're doing here is to come up with a vision. CEDA as a driver to get going.

\*General discussion on timing for next meeting.\*

Jenny Haines: Meeting set for April 23, 2014 from 4:30 – 6:30 p.m.

Jim Dacey: Thinks a couple meetings will be needed to go through all details.

Any other matters?

Motion to adjourn by Bill André, seconded by Terry Cuddy.

Meeting adjourned at 5:30.

Recorded by Alicia McKeen