



Auburn Industrial  
Development Authority

**MEETING MINUTES**  
**AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY**  
**Wednesday, June 1, 2011 @ 4:00 PM**  
**Third Floor Training Room**  
**Memorial City Hall**

**Board Present:** James Dacey (Chair & Member of Business); Sue Chandler, (Member of Labor); Ginny Kent (School Board Member); Michael Kane (Member of Industry); Monika Salvage (At-Large Member); Matthew Smith (Council Member)

**Excused:** Laurie Didio (At- Large Member); William Graney (Council Member);

**Present:** Rick Cook (Hancock & Estabrook); Terry Masterson (Executive Director of CEDA)

**Staff:** Jennifer Haines, AIDA Executive Director; Tricia Ottley Planning & Economic Development Program Manager; Maureen Pesek

**~MEETING~**

**1.) ~ APPROVAL OF MINUTES (5/4/11 & 5/18/11)**

James Dacey called the meeting to order at 4:05PM. He asked for a motion to approve the minutes from the May 4<sup>th</sup>, 2011 and the May 18<sup>th</sup>, 2011 meetings. Sue Chandler made a motion to accept the minutes from both meetings, and Ginny Kent second, for both meetings.

**2.) ~ STRATEGIC PLAN REVIEW/DISCUSSION**

James Dacey began the discussion by informing the Board that he and Trish Ottley had attended the NYS Economic Development Council (NYS EDC) for their 2011 Annual Meeting in late May. He said attending meetings like these allows communities to network.

In respect with the Strategic Plan, James Dacey asked about having "Retail PILOTS", as opposed to "big box retail stores".

Trish Ottley said that there was discussion at the NYS EDC Annual Meeting about the Recharge New York program, and said that while the program doesn't start until 2012, enrollment is expected to begin Fall 2011. She also said that the real benefit of attending meetings like this is to network with other communities and economic development partners.

Discussion turned to strategic planning. Rick Cook said that according to the IDA act you can customize your Strategic Plan and policies.

**James A. Dacey**  
Chairman

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James Dacey asked if sales tax is a part of recapture, to which Rick Cook answered, yes, and went on to say that it is designed to discourage fraud.

James Dacey suggested setting up tiered incentives. Monika Salvage said that the Board seems agreed to a “tiered” format for small retail, large retail, small manufacturing and large manufacturing. Matt Smith questioned if this would “handcuff” the Board in any way.

Jenny Haines answered that AIDA would be covered with the Deviation Policy.

James Dacey said that the Board should be proactive and not reactive, and that the Board should identify what the tiers should be. Jenny Haines said that structuring a deal is an art form.

Terry Masterson said that the way it works right now with the State, is that if an IDA is giving incentives, then the State takes that into consideration for the State’s incentives. The IDA has to ask what is the economic value of what you are trying to attract.

Trish Ottley explained the point system of Erie and Tompkins Counties as shown in the Board’s Strategic Plan binder.

James Dacey said the Board has two things to do; one is to set up tiers, and the second is to set up scoring criteria.

Monika Salvage asked if the Board wanted to identify projects that they would be interested in. James Dacey said that the Board could look at existing businesses and see what business would complement them. He also suggested a “life sciences” tier for universities, but they would have to be paid prevailing wage because it is public.

Monika Salvage asked if Brownfields could be included in receiving benefits. Jenny Haines said that the Planning Dept has an EPA grant application pending for Brownfields, and that it would be great to have AIDA participate.

Trish Ottley said that she will work on examples of possible tiers that could be used.

James Dacey said that the list should be expanded to include a checklist.

### **3.) ~ OTHER BUSINESS**

Jenny Haines told the Board that AIDA owns 2 pieces of property in Tech Park, one is 20 acres, and the other is 12 acres. According to the Land Sale Policy there needs to be a recent appraisal of the property, and Jenny asked the Board for their authorization to get an appraisal. A motion to authorize Jenny Haines to hire an appraiser for the above-mentioned properties was made by Ginny Kent, and second by Sue Chandler. Motion carried.

Jenny Haines also brought to the Board the idea of marketing Tech Park through a broker as a whole. She indicated that Autech Plastics and Lexi are private owners.

A motion to adjourn was made by Sue Chandler and second by Matt Smith. Motion carried. Meeting adjourned at 5:17 PM.

Minutes by: Maureen Pesek