



Auburn Industrial  
Development Authority

## MEETING MINUTES AUBURN INDUSTRIAL DEVELOPMENT AUTHORITY

Wednesday, August 10, 2011

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); Robert Buschman (At-Large Member); Monika Salvage (At-Large Member);  
\*Matt Smith (Council Member)

**Excused:** Laurie Didio (At-Large Member)

**Absent:** Michael Kane (Member of Industry); William Graney (Council Member);

**Present:** Rick Cook (Hancock & Estabrook); Terence Masterson (Executive Director of Cayuga Economic Development Agency)

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

### ~MEETING~

#### 1.) ~ **APPROVAL OF MINUTES (6-1-2011 & 6-27-2011)**

James Dacey called the meeting to order at 4:10 PM, and asked for a motion to approve the **6-1-2011** minutes. A motion to approve the minutes was made by Ginny Kent and second by Sue Chandler. James Dacey asked for a motion to approve the **6-27-2011** minutes, but after some discussion it was determined that a quorum from that meeting wasn't in attendance. For that reason, James Dacey tabled the approval of 6-27-2011 minutes.

#### 2.) ~ **RFP'S FOR TECH PARK APPRAISALS**

RFP's were received for appraisals for the 12 acre and 20 acre property that are owned by AIDA. Trish Ottley explained to the Board that she received RFP's three responses, and their quotes are as follows:

<b>Doan Appraisal Consultants</b>	<b>\$1,750.00</b>
<b>Midland Appraisal Associates</b>	<b>\$4,500.00</b>
<b>Pomeroy Appraisal Associates</b>	<b>\$3,200.00</b>

**James A. Dacey**  
Chairman

24 South Street  
Auburn, NY 13021

PHONE  
**(315) 255-4115**

FAX  
**(315) 253-0282**

All appraisers said that they could have an appraisal report completed within 30 to 35 days. Trish went on to say that all IDA's selling property must start with the fair market value, so that is why we need to have these properties appraised. IDAs are authorized to sell below FMV but must provide justification for the deviation. Jenny Haines said that she spoke with one of the Pomeroy appraisers, and he suggested having the 20 acre parcel be appraised as two-10 acre parcels also, in case AIDA had the opportunity to split the 20 acre parcel.

**3.) ~ AUBURN COMMUNITY REAL ESTATE COMPANY, INC. & AUBURN COMMUNITY HOTEL, L.P.**

Rick Cook explained that the Resolution is to authorize AIDA Chair, James Dacey, to sign a mortgage securing a new loan for the benefit of Auburn Community Real Estate Company, Inc., and Auburn Community Hotel, L.P. Jenny Haines pointed out that AIDA is in no way financially responsible for this mortgage. James Dacey asked for a motion from the Board. Monika Salvage made a motion to approve to execute the mortgage, and Sue Chandler second. The Board voted as follows:

Sue Chandler	Yes
Robert Buschman	Yes
Monika Salvage	Yes
Ginny Kent	Yes
James Dacey	Yes

Motion carried.

\*(Matt Smith arrived after the vote was taken)

**4.) ~ CAYUGA COUNTY ECONOMIC DEVELOPMENT (CEDA) STRATEGIC PLAN UPDATE**

Terence (Terry) Masterson, Executive Director of CEDA, said that the draft of the Strategic Plan has been through revisions, and the committee is now working on the action steps. Terry passed out an outline to the Board indicating the "Five Key Recommendations", and briefly discussed each item. (See Attached)

Ginny Kent asked Terry how he is doing the "First Stop" so that people aren't being bounced around, to which he answered that if a client needs to go elsewhere for information/guidance, he would go with them to make sure that they are getting the information that they need to continue with their business plans.

Monika Salvage said that plans should include attracting and retaining talent of young professionals as well as businesses.

Terry said that that would come under the “Quality of Life”, and that “subliminal” messages are sent through what Auburn and Cayuga County has to offer in the arts, retail, neighborhoods and the like.

Trish Ottley asked when the timeline for completion of the Strategic Plan, and Terry answered sometime this fall.

**5.) ~ CENTRAL NEW YORK REGIONAL ECONOMIC DEVELOPMENT COUNCIL (CNYREDC)**

Jenny Haines said that this is a newly developed Council launched by Governor Cuomo to help stimulate regional economic development and create jobs. Jenny asked Ginny Kent to explain further what this Council entails, as Andrew Fish, Executive Director of Cay. Co. Chamber of Commerce has been appointed as a Central NY Representative. Ginny passed out a general information sheet about the CNYREDC (see attached), and explained that under this program the State is divided up into 10 sections who will be vying for a portion of \$200 million dollars. State agencies will continue to make all final decisions about how resources are allocated. For the initial competition, however, a Strategic Plan Review Committee will analyze and compare each region’s Strategic Plan. Based upon this review, four regions will be awarded \$40 million each in capital funding and tax credits to be applied toward the priority capital projects identified in their plans. The remaining allocations will be divided among the other six regions.

**6.) ~ CAYUGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (CCIDA POLICY)**

Jenny Haines told the Board that Steve Lynch, Director for Cayuga Co. Planning and Executive Director of CCIDA, had planned on attending this AIDA meeting but was detained. However, Steve Lynch provided a copy of CCIDA Small Business Policy Options (see attached) that CCIDA is reviewing to accommodate small projects that don’t require a PILOT, but are looking for some financial relief through Sales and Use Tax and/or Mortgage Recording Tax exemptions. Rick Cook said that if AIDA adopts similar policies for small business, that it will streamline the process with a “take it or leave it” policy and standard documents, leaving no room for negotiation, like there is with PILOTS.

**7.) ~ OTHER BUSINESS**

James Dacey asked for a motion to enter into Executive Session to discuss property acquisition, to which Monika Salvage made a motion to enter into Executive Session, and Rob Buschman second.

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A motion to come out of Executive Session was made by Ginny Kent and second by Sue Chandler.

A motion to adjourn the meeting was made by Sue Chandler and second by Ginny Kent.

Meeting adjourned at 5:45 PM.

MINUTES RESPECTFULLY SUBMITTED BY M. PESEK