



## **Regular Meeting Minutes**

**Auburn Industrial Development Authority**

**Wednesday, February 15th, 2022 @ 5:00pm**

**Remote and limited board attendance**

**2 State St., Auburn, NY**

### **Board Present:**

Terry Cuddy Council (Secretary & Council Member)

Jimmy Giannettino (Council Member)

Gwen Webber-McLeod (Member at Large)

Lisa Green (Member at Large)

Dan Lovell (Member at Large)

William Andre (Vice-Chair & Member of Labor)

### **Staff & Guests:**

Michael Miller, Executive Director

Christine Martynski, Acting Treasurer

Robert Poyer (AIDA General Counsel)

Mr. William Andre called the meeting to order at 5:02 pm, by roll call vote from Ms. Martynski.

### **MEETING MINUTES:**

Ms. Andre motioned to approve the January 2023 Regular Meeting Minutes and Governance Meeting Minutes, moved by Mr. Giannettino, second by Mr. Cuddy. All members present voted in favor; motion carried.

### **BILLS AND COMMUNICATION:**

Mr. Miller discussed the TGW monthly ad package. He noted this was the last update to be expected from TGW unless the board elected to continue working with TGW. Mr. Lovell inquired about AIDA's ownership and hosting abilities; Mr. Miller confirmed AIDA does own all IP created by TGW but would have to check back on hosting for the website itself. No other bills or communication came through over the prior month

### **REPORT OF THE TREASURER:**

Ms. Green presented the profit and loss statement noting that there was minimal activity over the prior month, expenses included monthly cost to TGW in amount of 4,750.00 and dues for EDC membership for \$850.00. Mr. Andre asked for a motion to accept the treasurer's report; moved by Ms. Webber-McLeod and a second from Mr. Cuddy. All members present voted in favor.

PILOT disbursement report: Ms. Martynski shared with the board that Seminary Commons and JBJ have each been reissued invoices with late fee payments and that she was sending out disbursements soon.

#### **UNFINISHED BUSINESS:**

*CEDA Update:* Mr. Miller discussed interest in AIDA over the last month, one for a large parcel in AIDA's inventory and also AIDA benefits for a proposed expansion project. He shared that he would be meeting with a representative from Alstom and other members from the City of Auburn to specifically discuss AIDA benefits for the old Bombardier facility. Mr. Miller went on to explain a Micron Committee meeting he was a part of recently, which had a Micron representative present to the committee. Mr. Miller shared that the material shared discussed their general plans for their investment into the region. Mr. Cuddy, who also attended the meeting, shared the focus of workforce development that Micron has in the region and the committee's efforts to collaborate with other counties on developing a comprehensive inventory of what is available and where there are opportunities to partner. Mr. Cuddy and Mr. Miller shared that Cayuga County is still looking to compete with other counties for supply chain companies related to Micron, but in all other aspects, such as workforce development, we are looking to partner with our neighboring counties. Mr. Giannettino inquired about Micron's willingness to invest in school programs; Mr. Miller confirmed that Micron is strongly interested in program development for all ages and that the committee is tasked with putting together an inventory of our existing workforce, programs, and gaps. He went on to share that this information would be helpful in attracting supply chain companies, and that he (CEDA and others) would be able to better solicit for companies that fit Cayuga County's existing and aspirational profile. Mr. Miller and the board discussed the importance of adjusting mindsets in Cayuga County to be excited for the opportunities before us. Further discussion ensued by the board surrounding opportunities and challenges presented by Micron.

*TGW Contract Proposal:* Mr. Miller discussed the continuing contract proposal from TGW and partnering with CCIDA on a joint contract. Mr. Miller recommended to the board that they pause their relationship with TGW and AIDA reassess their marketing needs, with a specific focus on the targeted markets, clients, and industries that are most suitable to AIDA. He went on to share that TGW has done a good job of promoting Auburn as a great place to live and work. The board agreed and that while they're appreciative for TGW's efforts, they would like to move in a new direction. Mr. Miller shared that CEDA has recently hired a new Marketing Manager and has tasked that person with evaluating AIDA's marketing material for effectiveness. Mr. Miller noted Mr. Dacey's desire to not slow down on marketing activities, but to ensure AIDA is moving in the proper direction. Mr. Cuddy inquired to CCIDA's marketing activities; Mr. Miller shared their website and other marketing materials are far behind AIDA's, but they have had the benefit of strong interest and demand for CCIDA incentives.

#### **NEW BUSINESS:**

*Report of the Governance Committee:* The committee will be meeting prior to the March meeting due to board members conflicts for February.

Mr. Miller again shared interest in an AIDA owned parcel, but the potential applicant is in the very early stages of the process. He noted he would provide updates to the board as that progresses.

#### **UPCOMING EVENTS:**

Mr. Andre noted the upcoming state of the county/city in March. Mr. Miller added that the CEDA Economic Luncheon will be held on March 30<sup>th</sup> and encouraged the board to attend.

#### **ADJOURNMENT:**

Mr. Andre asked for a motioned to adjourn at 5:50 pm; Ms. Webber-McLeod motioned with a second from Ms. Green. All members present voted in favor; motion was carried.

Respectfully Submitted,

Michael Miller

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