



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes

Monday, September 27, 2021 Meeting

Economic Development Conference Room/Zoom Meeting
5:00 p.m.

Members Present	Members Excused
Mike Davis, Chairman	
Lewis Zulick, Treasurer (via Zoom)	
Andy Molodetz	
Supervisor Dan Marshall (via Zoom)	Guests Present (via Zoom)
Don Culeton	Bodgan Dinu, B W Solar
Deb Brown (via Zoom)	Adam Blowers, City of Geneva IDA
Kelly Mittiga, Vice-Chair (via Zoom)	
Staff Present	
Mike Manikowski, Executive Director	
Suzanne Vary, Staff	
Michael Wojcik, CFO	
Jessica Kazmark, Staff	Contract Staff
Brigitte Larson, Staff	Barry Carrigan, Nixon Peabody (via Zoom)
Bob Mincer, Staff	Ed Russell III, Underberg & Kessler

CALL TO ORDER: Chair Mike Davis called the meeting to order at 5:00 p.m. and performed a roll call. A quorum was present.

NEW BUSINESS:

Geneva Industrial Park:

Suzanne Vary introduced Adam Blowers, from the City of Geneva IDA.

Adam Blowers reminded the Board of the Industrial Park, a joint venture between the City of Geneva IDA, the City of Geneva, and the Ontario County IDA. Two parcels in the Industrial Park, located at 34 Forge Avenue, are currently under ground leases to American Tower Asset Sub II, LLC, for a cellular communications tower and access road. American Tower requested to have a portion of its leasehold interest converted into a perpetual easement. The Geneva IDA prefers to sell American Tower an exclusive option agreement for the easement. Adam indicated that an appraisal of the tower space was completed, finding the value to be \$620,000. Adam also stated that 15% (\$93,000) of the sales proceeds would remain in the partnership bank account for

Industrial Park operations. The remaining proceeds will be allocated among the partners in proportion to their investment.

The Board questioned what the current lease revenue is, to which Adam answered \$2,000 per month, set to expire in 2028. Adam also shared that the resolution was authorized by the City of Geneva IDA on September 3rd and would be presented to the Geneva City Council.

Andy Molodetz made a motion to authorize the easement sale in the amount of \$620,000 as well as \$93,000 to be retained for Industrial Park operations. Don Culeton seconded the motion. Six members approved the motion, one member abstained..

B W Solar 4:

Suzanne Vary reminded the Board of B W Solar 4, a community-scale solar generation system that will be located on 59 acres in Phelps. The Company plans to build a 4.195 MW solar array which will interconnect with NYSEG. The total project cost is estimated at \$6.8 million and, while it is a deviation from the UTEP due to the term, the project does follow General Municipal Law and the Economic Development Strategic Plan. Sue stated that Michael N'Dolo completed a cost-benefit analysis as well as a reasonableness report for the project. These documents were shared with the Board, highlighting that the project will produce 6 direct, on-site construction jobs and 4 indirect jobs, resulting in \$667,978 in wages in the Region. Fiscal benefits for the State, County, Town and Phelps-Clifton Springs Central School District are estimated to total \$369,910.

Lew Zulick made a motion to authorize and induce the PILOT for B W Solar 4. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

CCMI Plastics:

Suzanne Vary spoke about CCMI Plastics, a plastic fabricating company currently located in a residential neighborhood in the City of Geneva. The current facility is about 8,000 ft². CCMI cannot expand at its present location and it lacks a proper loading dock. The Company would like to build a new 15,000 ft² facility on State Route 14 in the Town of Geneva to accommodate significant growth. Suzanne presented the cost-benefit analysis while also indicating that the project has an estimated cost of \$2 million, with a cost-to-benefit ratio of 11:1. The Company plans to retain 17 FTEs and add 2 FTEs within two years. The project follows the UTEP, Municipal Law and also the Strategic Plan.

Don Culeton made a motion to authorize and induce the PILOT for CCMI Plastics. Supervisor Dan Marshall seconded the motion. Unanimously approved. Motion carried.

OLD BUSINESS:

Executive Session:

Don Culeton made a motion to enter Executive Session at 5:22 p.m., seconded by Andy Molodetz.

Andy Molodetz made a motion to exit Executive Session at 5:34 p.m., seconded by Kelly Mittiga.

No action taken.

Airport Emergency Generator Project:

Bob Mincer presented Task Order No. 1 from McFarland Johnson. The Task Order is for engineering design services to acquire an emergency generator for Canandaigua Airport. Bob explained that currently the airport has no emergency backup, while not FAA required, it will contribute to airport reliability. The generator would be placed next to the electrical vault and be able to power the lighting, navigation and weather station should the airport lose primary power. It was clarified that the generator will not power the terminal.

Andy Molodetz made a motion to authorize Task Order No. 1 for engineering design services to acquire an emergency generator. Kelly Mittiga seconded the motion. Unanimously approved. Motion carried.

Airport Committee Appointment:

Bob stated that unfortunately in August, Airport Committee member Steve LaCrosse unexpectedly passed away. Bob had been in contact with a couple of interested parties to fill the vacant seat on the Committee. Dennis Christiano has been recommended for the position. Bob shared that Dennis has been an airport tenant for years and has a similar background as Steve. He is also an engaged member in the community.

Supervisor Dan Marshall made a motion to approve the appointment of Dennis Christiano to the Airport Committee. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

ADMINISTRATION:

August 30, 2021 Minutes:

Mike Davis presented the August 30, 2021 Meeting Minutes for approval.

Andy Molodetz made a motion to approve the August 30, 2021 minutes as presented. Supervisor Dan Marshall seconded the motion with one change. Unanimously approved. Motion carried.

Invoices for payment:

Suzanne Vary presented airport invoices for payment totaling \$20,784.86; Agency invoices totaling \$26,927.50 and total invoices in the amount of \$47,712.36. Bob Mincer clarified the airport related invoices.

Don Culeton made a motion to approve the above referenced invoices for payment. Supervisor Dan Marshall seconded the motion. Unanimously approved. Motion carried.

Questions on Reports:

Airport Update & Financial Statements:

Don Culeton made a motion to block and approve the Airport Update and Financial Statements as presented. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

ADJOURNMENT:

Andy Molodetz made a motion to adjourn the IDA meeting at 5:47 p.m. Kelly Mittiga seconded the motion. Motion unanimously approved.

Respectfully submitted,

Brigitte Larson