



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes
Monday, April 22, 2019 Meeting
 Economic Development Conference Room
 20 Ontario St
 Canandaigua, NY 14424

Members Present	Members Excused
Mike Davis, Chairman	Supervisor Jeff Gallahan
Laura Pedersen, Secretary	
Kelly Mittiga	
Don Culeton	Guests Present
Lewis Zulick, Treasurer	Andy Molodetz, CY Plastics
Brad Braddon	Supervisor Fred Wille, East Bloomfield
	Contract Staff
Staff Present	Barry Carrigan, Nixon Peabody
Mike Manikowski, Exec. Dir.	James Coniglio, Underberg & Kessler
Suzanne Vary, Staff	
Michael Wojcik, CFO	
Jessica Kazmark, Staff	
Brigitte Larson, Staff	
Bob Mincer, Staff	

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

NEW BUSINESS:

CY Plastics Expansion:

Suzanne Vary reminded the Board of CY Plastics, currently located in Honeoye. The Company presently operates out of a 25,000 ft² building and leases another space that is 12,000 ft² and do not have room to expand. The Company would like to build a larger facility of 54,000 ft² in East Bloomfield and would be located in the industrial business park. Currently there are 50 FTEs at CY Plastics and with the new facility built the FTEs will increase to 57. Suzanne informed the Board that a public hearing was held and all comments were in favor of the project. East Bloomfield Town Supervisor Fred Wille also spoke positively about the addition of CY Plastics to the town and commented on how it will fit well in the industrial park. Michael Wojcik presented the cost benefit analysis to the Board, explaining that the estimated incentives over ten years will include property tax exemption in the amount of \$828,000, sales tax exemption in the

amount of \$144,000 and mortgage recording tax exemption in the amount of \$25,000. Michael also stated that the project has a ratio of 8:1. It was also noted that Andy Molodetz will still own the building in Honeoye after the transition to East Bloomfield.

Lew Zulick made a motion to authorize the resolution for CY Plastics. Laura Pedersen seconded the motion. Unanimously approved. Motion carried.

Andy Molodetz exited the meeting at 5:13 p.m.

Coopervision Project Amendment:

Mike Manikowski explained to the Board that Coopervision needs to purchase more equipment for their facility in Victor and that they would like to use their sales and use tax abatement. Barry Carrigan clarified that the OCIDA can grant benefits without a public hearing, as long as the amount is under the threshold of \$100,000. It was discussed that Coopervision surpassed their FTE projection of 250 and currently the Company has 361 FTEs. Mike Manikowski commented on how the Company has also brought residents to Ontario County on top of surpassing their job goals. Barry confirmed that if the Company needed additional benefits after this, the aggregate amount would be considered and that there would be a public hearing.

Lew Zulick made a motion to approve the additional tax abatement for CooperVision in the amount of \$95,000 contingent on the Company maintaining their job numbers as 350 FTEs or more. Kelly Mittiga seconded the motion. Unanimously approved. Motion carried.

North St. Warehouse (Constellation Brands – GALLO):

Barry Carrigan communicated to the Board that Constellation Brands has sold 30 of their lower end brands to E & J Gallo Winery, a California based corporation, and consent of the OCIDA is required. Barry continued to explain that this is regarding the assignment and assumption of a warehouse that was utilized by Constellation Brands. E & J Gallo, under the purchase and sale agreement, is buying its right to use the space and since it was an existing deal with the OCIDA, consent is required for the assignment and assumption. Constellation Brands does not need consent as the sub lessee; however the landlord, LFN, does need the consent to have the sub lessee changed to E & J Gallo or a real estate holding company. It was also noted that there are two years left on the existing transaction. Mike Manikowski and Suzanne Vary informed the Board that Gallo has been working with Cornell AgriTech and that they will reach out to Gallo about working with the OCIDA for future needs and establishing a relationship.

Kelly Mittiga made a motion to authorize the release of Constellation Brands as the sub lessee and add E & J Gallo as the sub lessee. Laura Pedersen seconded the motion. Unanimously approved. Motion carried.

Specialized fees:

The Board discussed whether or not there should be a fee for CooperVision's additional request. It was noted that if CooperVision had included the \$95,000 in their initial request, it would have been subject to a 1% fee. A request like this has not happened in the past and the Board felt as though they should set a precedent keeping the fee at 1% of the benefited amount for this and other like projects, should a similar situation present itself in the future.

Lew Zulick made a motion to amend the fee accordingly. Kelly Mittiga seconded the motion. Unanimously approved. Motion carried.

Cover Wallet:

Mike Manikowski informed the Board that CoverWallet has moved to Victor after requesting OCIDA assistance. The request was approved but never closed and the Company has already moved to Victor. Office of Economic Development staff attempted numerous times to reach out to the new CFO, to no avail. It was also noted that Peter Draveck, who originally presented the request to the Board, has left the Company. It was discussed among the Board that CoverWallet will be subject to certain fees as indicated on the "Certification Page" in the OCIDA Application. Mike stated to the Board that if any other information becomes available, he will communicate it to the Board.

OLD BUSINESS:

Airport Update:

Bob Mincer gave a brief status update on the NYS grants for the terminal and hangar stating that both projects are moving along. The Snow Removal Equipment building plans are with the County Code Officer at this time, and Bob hopes that permits will be issued and to break ground soon. Bob also stated that he has met with property owners near the airport about the environmental assessment and tree removal. Snow removal equipment is being put away and repaired for next winter season, and the crew is getting ready for the summer months. Bob showed the Board a preview of the website, KIUA.net, which he has been working on with Amy Nearpass-Williams, noting it is functional but there will be more imagery once completed. Mike Manikowski mentioned that with the Constellation Brands and Gallo transition, it may be important to let Gallo know about the services KIUA can offer.

Supervisor Fred Wille exited the meeting at 5:57 p.m.

ADMINISTRATION:

Invoices for payment:

Michael Wojcik presented for approval, airport invoices for payment totaling \$33,147.93; Agency invoices totaling \$26,226.14 and total invoices in the amount of \$59,374.07.

FAME Contract:

Mike Manikowski explained that the OCIDA and Finger Lakes Workforce Investment Board and Finger Lakes Advanced Manufacturers' Enterprise (FAME) have worked together since FAME started. The contract is for services related to workforce development in the manufacturing sector for Ontario County.

Kelly Mittiga made a motion to accept the 2019 FAME Contract in the amount of \$10,000. Laura Pedersen seconded the motion. Unanimously approved. Motion carried.

Lew Zulick made the motion to approve the payments of the above referenced invoices. Don Culeton seconded the motion. Motion unanimously carried.

March 25, 2019 Minutes:

Mike Davis presented the March 25, 2019 Meeting Minutes for approval.

Don Culeton made a motion to approve the March 25, 2019 minutes as presented. Laura Pedersen seconded the motion. Motion unanimously carried.

3/31/19 Banking (Investment) Report:

Michael Wojcik presented the Investment Report as of March 31, 2019 to the Board. Interest rates were discussed.

Lew Zulick made a motion to accept the Investment Report. Don Culeton seconded the motion. Unanimously approved. Motion carried.

3/31/19 Financial Statements:

Michael Wojcik presented the March 31, 2019 Financial Statements. Michael stated that it reflects the two most recent projects; 205 Lakeshore Drive and CoverWallet.

Kelly Mittiga made a motion to approve the Financial Statements. Don Culeton seconded the motion. Unanimously approved. Motion carried.

ADJOURNMENT:

Lew Zulick made a motion to adjourn the IDA meeting at 6:09 p.m. Don Culeton seconded the motion. Motion unanimously approved.

Respectfully submitted,

Brigitte Larson