



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes Monday, May 18, 2020 Meeting Zoom Meeting

Members Present	Members Excused
Mike Davis, Chairman	Deb Brown
Lewis Zulick, Treasurer	
Don Culeton	
Kelly Mittiga, Vice-Chair	Guests Present
Andy Molodetz	Brian Young, Acting County Administrator
Supervisor Jeff Gallahan	Jim Swetman, Home Power Systems
	Peter Ingalsbe, Town of Farmington Supervisor
	Ron Brand, Town of Farmington
Staff Present	Peter Lutz, Pinnacle North
Suzanne Vary, Staff	Jon Bucci, Pinnacle North
Michael Wojcik, CFO	Derek Edinger, Ardennes Brewing
Jessica Kazmark, Staff	Stacey Edinger, Ardennes Brewing
Brigitte Larson, Staff	
Bob Mincer, Staff	Contract Staff
	Jim Coniglio, Underberg & Kessler
	Barry Carrigan, Nixon Peabody

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:

Ardennes Brewing:

Suzanne Vary introduced Derek and Stacey Edingner, owners of Ardennes Brewing which is located on Snell Road in Geneva. Sue stated that the project will cost about \$2.2 million and will create six FTEs. The Company plans to demolish a building that is about 4100 ft² and construct a new building that will be about 1000 ft². Renovations will be done to the historic and unique 11,400 ft² building. Sue also indicated that this project was a result of BR&E efforts by Jim Armstrong.

Lew Zulick joined the Zoom call at 5:07 p.m.

Stacey and Derek Edinger presented a slideshow to the Board while explaining their vision for Ardennes Brewing. Stacey stated that through the years they have traveled the world and want

to bring an experience to life in a unique and historical setting in upstate New York. Stacey and Derek also summarized their business model, detailing the facility. It also included possible pricing for tasting room pints and bottles. The Company also plans revenue totaling \$1.5 million by 2023. Stacey and Derek are seeking a real property tax exemption through the OCIDA PILOT program.

Andy Molodetz made a motion to authorize a Public Hearing. Kelly Mittiga seconded the motion. Unanimously approved. Motion carried.

Swetman Properties Lot 6A:

Suzanne Vary indicated that the Public Hearing took place this morning and noted that the Board should have received a copy of the minutes. Sue also noted that a letter opposing the PILOT was received. It was discussed that the letter indicated that the IDA should not be authorizing PILOT agreements during a pandemic. Sue also indicated that this would be a new PILOT for the addition.

Michael Wojcik presented the Cost Benefit Analysis with a total ratio of 25:1. It was discussed that the Company started with 11 FTEs and is currently at 28 FTEs.

Kelly Mittiga made a motion to authorize and induce a PILOT agreement. Lew Zulick seconded the motion. Unanimously approved. Motion carried.

Swetman Properties Lot 6B:

Suzanne indicated that the Public Hearing also took place this morning. Minutes of the Public Hearing were provided to the Board and Sue noted that a was received in opposition of the PILOT. The letter indicated that the IDA should not be authorizing PILOT agreements during a pandemic.

Michael Wojcik presented the Cost Benefit Analysis with a total ratio of 7:1. It was discussed that there is no tenant currently but that with the location and close amenities it will not be difficult to find a future tenant with a significant amount of jobs. The new tenant would be the 14th new business brought to Farmington in the last 10 years.

Andy Molodetz made a motion to authorize and induce a PILOT agreement. Supervisor Jeff Gallahan seconded the motion. Unanimously approved. Motion carried.

OLD BUSINESS:

IOTL Sales Tax Extension:

Jim Coniglio explained that with the current stalls due to COVID-19, the Inn on the Lake has requested an extension due to materials and construction taking more time than anticipated. It was recommended to extend the sales tax letter date to December 31st of this year. Jim clarified that there has not been a request for additional sales tax exemption, only an extension of expiration date.

Don Culeton made a motion to extend the Inn on the Lake Sales Tax letter to December 31st, 2020. Kelly Mittiga seconded the motion. Unanimously approved. Motion carried.

Pinnacle North Assignment of Phase I:

Barry Carrigan explained that the Pinnacle North project was a five phase redevelopment project on the North Shore of Canandaigua Lake. This was a joint venture between LeChase and Morgan Companies. A local company has decided to come in on behalf of the Phase One lender

and take over the project. Barry stated that the transfer being voluntary or involuntary will be determined at a later date. The IDA's consent will be required either way.

Staff recommended approval.

Andy Molodetz made a motion to approve assignment. Lew Zulick seconded the motion. Unanimously approved. Motion carried.

Airport Update:

Mike Davis asked if there were any questions regarding Bob's monthly report. There were no questions.

Bob stated that he would like to get a Committee meeting together in the near future. Business is running normally.

Supervisor Jeff Gallahan made a motion to approve Bob's report. Don Culeton seconded the motion. Unanimously approved. Motion carried.

MJ Task Order #10 for Pavement Management Study:

Bob presented Task Order #10 for the Pavement Management Study. Bob explained that the cost of \$70,000 is fully funded by the FAA.

Supervisor Jeff Gallahan made a motion to approve Task Order #10. Don Culeton seconded the motion. Unanimously approved. Motion carried.

ADMINISTRATION:

April 27, 2020 Minutes:

Mike Davis presented the April 27, 2020 Meeting Minutes for approval.

Andy Molodetz made a motion to approve the April 27, 2020 minutes as presented. Supervisor Jeff Gallahan seconded the motion. Motion unanimously carried.

Financial Statements:

Michael Wojcik will present statements at the next OCIDA meeting.

Invoices for payment:

Michael Wojcik presented for approval, airport invoices for payment totaling \$17,626.81; Agency invoices totaling \$8,798.76 and total invoices in the amount of \$26,425.57. Bob Mincer clarified the airport related invoices.

Lew Zulick made a motion to approve the above referenced invoices for payment. Kelly Mittiga seconded the motion. Unanimously approved. Motion carried

ADJOURNMENT:

Don Culeton made a motion to adjourn the IDA meeting at 6:00 p.m. Lew Zulick seconded the motion. Motion unanimously approved.

Respectfully submitted,

Brigitte Larson