



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes
Tuesday, August 26, 2019 Meeting
 The Hurley Building
 205 Saltonstall Street
 Canandaigua, NY 14424

Members Present	Members Excused
Kelly Mittiga, Vice-Chair	Mike Davis, Chairman
Laura Pedersen, Secretary	
Lewis Zulick, Treasurer (via Zoom)	
Supervisor Jeff Gallahan	Guests Present
Don Culeton	Brian Young, Deputy County Administrator
	Chris Andreucci, Inn on the Lake
	David Crowe, Inn on the Lake
	Karen White, City of Canandaigua
Staff Present	Bob Polumbo, City of Canandaigua
Mike Manikowski, Exec. Dir.	Renee Sutton, City of Canandaigua
Suzanne Vary, Staff	Julie Sherwood, Messenger Post Media
Michael Wojcik, CFO	John Goodwin, City of Canandaigua
Jessica Kazmark, Staff	John Tyo
Brigitte Larson, Staff	Mike Yarger, Canandaigua 2020
Bob Mincer, Staff	Joe Nacca
	Diane Foster
	Burdie Gillern
	Contract Staff
	Jim Coniglio, Underberg & Kessler

CALL TO ORDER: Vice Chair Kelly Mittiga called the meeting to order at 5:01 p.m. A quorum was present.

NEW BUSINESS:

Inn on the Lake:

Kelly Mittiga presented the resolution to the Board to authorize a PILOT for the Inn on the Lake.

Don Culeton made a motion to approve the supplemental resolution for the Inn on the Lake PILOT. Laura Pedersen seconded the motion.

The proposed supplemental resolution was prepared based on the Staff analysis and recommendations. Authorization of the proposed resolution would grant the standard abatement of real property taxes, consistent with the Agency's Uniform Tax Exemption Policy. The resolution provides for ten (10) year abatement with a base assessment of \$4,150,000, which is the current assessment of the property.

Don Culeton expressed his thoughts, reiterating some of the comments made at the public hearing. As a business owner himself, Don has had to look to book conferences and has not been able to consider the Inn on the Lake due to the lack of space for such an event. Don believes this would be an investment for the future generations and stated that he is in favor for the PILOT for the Inn on the Lake.

Lew Zulick explained that although he was not present at the public hearing, he has read the transcript and taken all comments and opinions into consideration.

Supervisor Jeff Gallahan spoke in opposition of the PILOT for the Inn on the Lake, stating that he has done his due diligence and looked at the numbers. Supervisor Gallahan explained his thoughts on the PILOT and that he is not comfortable with the proposal, stating that \$6.3 million of the assessment is no longer included. Supervisor Gallahan also voted in opposition for the PILOT request for the Finger Lakes Resort.

Kelly Mittiga asked the Board to discuss the terms and if there should be any changes. It was noted that the Inn on the Lake team had asked for a twenty (20) year PILOT and the proposed resolution is for a ten (10) year PILOT, consistent with the IDA's policy. No changes were made to the resolution.

The resolution was approved with five votes in favor and one opposed. Motion carried.

OLD BUSINESS:

Airport Update:

Bob Mincer gave the Board a brief update on the status of grants and explained that floor plan options for the terminal building should be available by the end of this month. McFarland Johnson continues to work on the site plan with the private jet hangars. Bob stated that complete construction of the Snow Removal Equipment (SRE) Building is scheduled for October 1st and that the construction is on schedule. Bob discussed fuel sales, indicating that it has been a busy month most likely due to higher traffic for CMAC performances and vacations. Bob explained that the fee schedule has been revised, adding a ramp fee for larger aircrafts. This fee can be waived for a fuel purchase in the same amount of the ramp fee. For example, a mid-size business jet may be charged \$200 as a ramp fee, or purchase 200 gallons of fuel with no ramp fee. Bob stated that this seems to be effective.

Bob also commented on the parking lot, stating that the reseal and striping have made the traffic flow more efficient and have improved the overall appearance.

Bob would like to attend the NYAMA conference in September. The conference will take place

in Syracuse over a few days.

Laura Pedersen made a motion to approve Bob's attendance to the NYAMA conference and hotel stay. Supervisor Jeff Gallahan seconded the motion. Unanimously approved. Motion carried.

KIUA lease assignment:

Bob spoke to the Board about George Hamlin's lease, which expires in April of 2021. Mr. Hamlin would like to assign his lease to a third party and negotiate an extension. Bob stated that the third party is most definitely a qualified tenant.

Laura Pedersen made a motion to approve the assignment of the lease to the third party. Don Culeton seconded the motion. Unanimously approved. Motion carried.

Supervisor Jeff Gallahan made a motion to waive the one year time period. Laura Pedersen seconded the motion. Unanimously approved. Motion carried.

ADMINISTRATION:

July 23, 2019 Minutes:

Kelly Mittiga presented the July 23, 2019 Meeting Minutes for approval.

Supervisor Jeff Gallahan made a motion to approve the July 23, 2019 minutes as presented.

Laura Pedersen seconded the motion. Motion unanimously carried.

Invoices for payment:

Michael Wojcik presented for approval, airport invoices for payment totaling \$64,265.20; Agency invoices totaling \$28,371.05 and total invoices in the amount of \$92,636.25. Bob Mincer clarified the airport related invoices. Michael Wojcik specified that the charges for the Inn on the Lake Public Hearing transcript will be reimbursed to the IDA.

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

Board member status:

Mike Manikowski explained that Brad Braddon recently resigned as a Board Member, due to a time conflict. Brad had taken on role at his employer that would require him to be out of town and most likely miss multiple meetings. Mike explained that the Staff will be looking for another representative of the manufacturing sector.

Laura Pedersen made a motion to accept the resignation of Brad Braddon. Don Culeton seconded the motion. Unanimously approved. Motion carried.

ADJOURNMENT:

Supervisor Jeff Gallahan made a motion to adjourn the IDA meeting at 6:05 p.m. Laura Pedersen seconded the motion. Motion unanimously approved.

Respectfully submitted,

Brigitte Larson