



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes
Monday, October 29, 2018 Meeting
 Economic Development Conference Room
 20 Ontario St
 Canandaigua, NY 14424

Members Present	Members Excused
Mike Davis, Chairman	
Andy Molodetz, Vice Chairman	Guests Present
Kelly Mittiga	Brian Young, Deputy County Administrator
Supervisor Jeff Gallahan	Dave Crowe, Harris Beach
Laura Pedersen, Secretary	Doug Bennett, Inn on the Lake
Lewis Zulick, Treasurer	John Goodwin, City Manager
	Ellen Polimeni, Mayor
	Mike Yarger, Canandaigua 2020
Staff Present	Valerie Knoblauch, Tourism
Mike Manikowski, Exec. Dir.	Don Lasher, Capstone Real Estate
Michael Wojcik, CFO	Bob Polumbo, City Council Member
Suzanne Vary, Staff	
Jessica Kazmark, Staff	Contract Staff
Brigitte Larson, Staff	Jim Coniglio, Underberg & Kessler
Bob Mincer, Staff	Bill Weir, Nixon Peabody

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

NEW BUSINESS:

Factory 243 Presentation:

Sue Vary reminded the Board of Factory 243, a project that will consist of a mixed use development located at 243 Gorham Street in Canandaigua, at the former G.W. Lisk site, which has been vacant for many years. The project proposes 88 market rate apartment units along with commercial space. The developer will demolish 40,000 ft² of buildings and renovate 79950 ft², also to include 2200 ft² of commercial space and 2500 ft² of accessory space to potentially be utilized as a fitness or business office. Factory 243 will be a \$16.7 million investment that will create four jobs. Sue explained that there was a public hearing with regard to Factory 243 held this morning at 9:00 am. The public hearing was well attended and most comments were positive about the project; however, most participants were not pleased of the OCIDA's

involvement with the project. Sue went on to say that there was also a council person in attendance who was not happy that the public hearing was held on the same day as the OCIDA's Board meeting, and that it was not posted on the website. The notice of public hearing was posted in the community newspapers. It was also noted that there was a stenographer present at the public hearing and there will be a complete transcript. Michael Wojcik went over the cost benefit summary explaining state and regional benefits of the project, as well as the cost-benefit ratio.

Laura Pedersen inquired if the project fits to the Strategic Plan. Mike Manikowski explained that Factory 243 corresponds to the Strategic Plan because it will attract people as well as entrepreneurship. Kelly Mittiga made reference to a comment made at the public hearing about potential saturation in the market with respect to housing. Mike Manikowski explained that there was a market study done and that saturation of the area was not part of the findings. It was also discussed that the property has been in its blighted state for over 50 years. Factory 243 would be a chance to reverse that blight with assistance and make it into a productive property. Lew Zulick asked Mike to explain what would happen if the PILOT was not approved by the Board. Mike explained that the developer, Don Lasher, who was present, will not go forward with the project without assistance, ultimately leading to continuation of the blighted property.

Lew Zulick made a motion to approve the PILOT agreement and corresponding documentation for Factory 243, seconded by Laura Pedersen.

Andy Molodetz questioned if the Board and Staff was comfortable with the way the public hearing was advertised as required by law. Bill Weir noted that the public hearing was in fact advertised as required by law, through posts in the local newspapers as well as letters sent to the taxing jurisdictions. Mike Manikowski stated that all future public hearings will also be listed on the website in addition to the methods required by law.

Unanimously approved. Motion carried.

The Board took a brief break at 5:10 pm, and resumed the meeting at 5:17 pm.

Inn on the Lake/Constellation Brands:

Mike Manikowski introduced Doug Bennett and Dave Crowe to inform the Board of the progress of the Inn on the Lake project. Doug Bennett began the presentation by explaining to the Board how Canandaigua is the heart of the Sands family, forever their home. Doug clarified that this is not a request for a PILOT program, but is a request for sales and use tax abatement. Doug went on to say that the original transformation idea was to emphasize this as a venue for weddings and events, but later added conferences and business gatherings, an amenity that Canandaigua needs. Brooklyn based design firm Studio Tech has been hired to design the remodel. Doug said that Studio Tech has designed an incredible hotel. LeChase builders has been hired for the project along with local contractors, a PR firm, and social media team. The new Inn on the Lake will open in the summer of 2020.

Dave Crowe, an architect with Harris Beach, spoke of the concept and inspiration for the new Inn on the Lake. Dave went through a slideshow of layouts and plans for the property, which will include the main manor house, Sand Bar, restaurant, event center and smaller meeting rooms

within the campus. It was also stated that the entire sea wall and boardwalk are going to be replaced.

Doug verified that the New York Kitchen is not changing, but will be incorporated into the new campus. The main manor house will have conference and meeting rooms on the first floor, with guest rooms on the second and third floors. Within the meeting rooms will be a series of doors that can be opened to create a large conference area. In addition to the conference areas in the manor house, there will be an event barn. The four seasons, 5800 sq. ft. standalone timber frame structure can be used for weddings, seating up to 250, events and conferences of up to 508 seats, a full service kitchen and bar, as well as large restrooms within the building. There will also be glass windows looking out to the lake and a covered area outside. The entire barn will be fully conditioned and will run on geothermal energy. Audio-visuals are a highly necessary investment they intend to make. Doug went on to say that there are currently 123 rooms planned in total on the campus and added that the Inn will also be looking into transportation, either by partnering with a firm or purchasing buses for the property. The group opened the floor for questions and comments.

Supervisor Jeff Gallahan asked if they had a contractor in mind for the timber frame and referenced New Energy Works, a company that specializes in timber frame structures, located in Farmington. Doug explained that it had been mentioned, but the project will be bid upon and no specific company has been awarded yet. Bill Weir asked if the Inn will be sourcing locally for food and beverage. Doug confirmed that the Inn on the Lake will be trying to source locally for most needs for the project. Bill Weir explained there will be a feasibility study prepared, part of which will show how the project will generate significant sales tax, hotel and occupancy taxes for the municipality. Mike Manikowski identified Valerie Knoblauch, from Ontario County's Visitors Connection, who commented that she's already learned of business lost due to the Inn on the Lake being closed, but with the new campus and its amenities, it will bring considerable opportunity to the area. Mayor Ellen Polimeni also commented that there have been conferences in the past that were booked elsewhere, due to the need of conference space that the Inn on the Lake could not provide at the time.

Bill Weir explained that the Board will need to accept the application as submitted, along with other documentation, and explained the next steps in the process. The Board will receive the feasibility study at the December OCIDA meeting after the Staff has had a chance to review it. A public hearing will then be held, followed by a formal resolution to present to the Board.

Supervisor Jeff Gallahan made a motion to accept the application for the Inn on the Lake sales tax and use abatement. Laura Pedersen seconded the motion. Unanimously approved. Motion carried.

OLD BUSINESS:

Airport Update:

Bob Mincer informed the Board of the grant status explaining that there would need to be approval of a resolution to accept the grant from the FAA for the construction of the snow removal equipment building (SRE). Bob indicated that this construction would start this year, and the building will be built by spring of 2019. It was also stated that there was a kickoff meeting for the environmental assessment pertaining to obstruction removal on both ends of the

runways. This will affect about seven properties. Bob will meet with McFarland Johnson to work on hangar design operating in conjunction with the terminal, and to discuss opportunities for tenants. Fuel sales in August were great, but there has been a drop this month compared to this time last year. Bob said that with the summer concerts at CMAC, comes more traffic at the airport. The Airport Maintenance contract was discussed at the Airport Committee meeting that was held prior to tonight's OCIDA meeting. The Airport Committee recommends to approve the Airport Maintenance contract to Sandman RCD for 24 months. This will involve mowing the lawn, snow removal, and other various airport maintenance needs. Bob also stated that the Airport Committee spoke in depth about purchasing deicing equipment, an \$8000 investment for the airport. This will be another important amenity that will be offered at KIUA and pilots will pay for this service. The Airport Committee recommends the purchase of deicing equipment. Bob stated that he has met with the Canandaigua Fire Chief and developed an emergency response plan. He explained that the emergency procedures in place at the airport have been put to use a few times for minor situations and have gone quite smoothly. Bob clarified to the Board that there is need of approval for 4 items: to accept the grant for construction of the SRE building, approval of the airport maintenance contract to Sandmans RCD, approval of the deicing equipment purchase, and purchase of signs for the airport. *Supervisor Jeff Gallahan made a motion to block and approve the resolutions for the acceptance of grant for construction of the SRE building, Airport Maintenance Contract, deicing equipment purchase, and signs purchase. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.*

ADMINISTRATION:

September 24, 2018 Minutes:

Chairman Mike Davis presented the September 24, 2018 Meeting Minutes for approval. *Andy Molodetz made a motion to approve the September 24th, 2018 minutes as presented. Lew Zulick seconded the motion. Motion unanimously carried.*

Investment Policy Review:

Michael Wojcik presented the OCIDA Investment Policy for Board Review indicating that the OCIDA Audit Committee recommended approval at a prior meeting. *Kelly Mittiga made a motion to approve the OCIDA Investment Policy as presented. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.*

2019-2022 budget:

Michael Wojcik presented the 2019-2022 budget to the Board, stating that the Audit Committee had reviewed it the previous week and recommended approval from the Board. *Lew Zulick made a motion to approve the 2019-2022 budget as presented. Kelly Mittiga seconded the motion. Unanimously approved. Motion carried.*

Invoices for payment:

Michael Wojcik presented for approval, airport invoices for payment totaling \$13,448.90; Agency invoices totaling \$93,475.90 and total invoices in the amount of \$93,475.90. *Andy Molodetz made the motion to approve the payments of the above referenced invoices. Lew Zulick seconded the motion. Motion unanimously carried.*

Financial Statements:

Michael Wojcik presented the financial statements for September 2018.

Andy Molodetz moved to approve the financial statements as presented. Lew Zulick seconded the motion. Unanimously approved. Motion carried.

Board Member Update:

Mike Manikowski and Sue Vary informed the Board that they had met with Board candidate, Donald Culeton, to potentially take over Dave Reh's term. Don Culeton is President and CEO of IDI Billing Solutions, located in Victor. Don has spent more than 25 years as a software developer and manager at leading telecommunications and technology innovation companies. Don would be part of the technology services sector and would like to participate as a Board member. Mike and Sue will send out Don's resume to the Board and with their approval, create a resolution to bring to the appropriate committees for Don's appointment.

ADJOURNMENT:

Andy Molodetz made a motion to adjourn the IDA meeting at 6:40 p.m. Lew Zulick seconded the motion. Motion unanimously approved.

Respectfully submitted,

Brigitte Larson