

**Tompkins County Industrial Development Agency
Board of Directors Meeting Final Minutes
August 14, 2019
2:30 PM
Tompkins County Legislative Offices
121 E. Court Street, Ithaca, NY**

Present: Rich John, Jennifer Tavares, Martha Robertson, Leslyn McBean-Clairborne, Laura Lewis

Absent: John Guttridge, Mike Sigler

Staff Present: Heather McDaniel, Ina Arthur (TCAD), Russ Gaenzle (Harris Beach)

Guests: Rick Snyder (TC Finance), Joe Fiori (Nexamp), Amanda McGonical (Ithaca Beer), Amina Omari (FoodBIP)

CALL TO ORDER

Rich John called the meeting of the **Tompkins County Industrial Development Agency** to order at 2:30 pm.

PRIVILEGE OF THE FLOOR

None.

ADDITIONS TO THE AGENDA

None.

NEW BUSINESS

Ithaca Beer – PILOT Extension Request

Heather McDaniel introduced the request from Ithaca Beer. The request is for a five-year freeze of the PILOT Agreement at its current exemption amount. This would provide assistance while the company stabilizes operations. The five year request coincides with the restructuring plan Ithaca Beer has put in place. The company has been dealing with a downturn in business due to increased competition in the market, which on its own would not have triggered any significant issues. However, the substantial cost of a new wastewater pre-treatment facility that was not originally required by the Ithaca Area Wastewater Treatment has impacted the financial situation. Had Ithaca Beer been notified of the need for the wastewater pretreatment facility when the building was built or during the expansion four years later, the company would have likely scaled back project costs to accommodate the significant cost of this facility. There was a failure in public notification somewhere along the line. The company has restructured its debt, established a five year plan that provides stability for the company and is asking for support from the IDA to further phase in the new property taxes on the building. As this request would

increase the amount of incentive, a new public hearing would be required. Ms. McDaniel recommended sending the request to a public hearing.

Amanda McGonical, CFO of Ithaca Beer, addressed the board briefly talking about the cost of the wastewater pretreatment facility and market conditions.

Laura Lewis asked what the company is doing to address the market changes. Ms. McGonical stated that they are creating up to 15 new brands a year to keep up with the need to continually provide new opportunities. They are also not replacing staff when someone leaves employment.

Martha Robertson stated that she is hesitant to support this request as competition is to be expected. Also, she is uncomfortable with asking the taxpayers to pay for an unexpected cost.

Heather McDaniel added that Ithaca Beer is a company that has been growing by 20% each year for a number of years. The wastewater treatment facility costs were truly significant and if they had known initially the costs could have been considered under the original application for incentives.

Leslyn McBean Clairborne moved to send the Ithaca Beer PILOT Extension Request to a public hearing. Laura Lewis seconded the motion. The motion was approved 5-0.

Lansing Renewables – Sales Tax Exemption Request

Joe Fiori of Nexamp addressed the Board regarding the updated application from Lansing Renewables, LLC. This application includes a sales tax exemption and slightly increased mortgage recording tax exemption for the project. Originally the project did not ask for the sales tax exemption as some parts of a solar project are already tax exempt in NYS. However, it was determined that the sales tax exemption offered by the IDA would also include ancillary equipment, which the State would not exempt.

Heather McDaniel pointed out that the amount of sales tax exemption exceeds the \$100,000 public hearing threshold. Therefore she asked that the Board move the application to a public hearing.

Martha Robertson moved to send the Lansing Renewable Solar Sales Tax Exemption application to a public hearing. Laura Lewis seconded the motion. The motion was approved 5-0.

OLD BUSINESS

TCIDA Bylaws Update

Heather McDaniel reported that the TCIDA Governance Committee met on July 9, 2019 to again review the IDA Bylaws updates, specifically the membership section of the document, per the request of the Board. The Governance Committee recommends updating the bylaws as recommended by the attorney and removing the additional requirements as set out in the membership section. As the IDA does not appoint the Board, it does not make sense to set requirements in the Bylaws.

Martha Robertson moved to accept the updates to the TCIDA Bylaws as recommended by the TCIDA Governance Committee. Laura Lewis seconded the motion. The motion was approved 5-0.

Food Business Incubation Program (FoodBIP) - Presentation

Amina Omari, Director of the Food Business Incubation Program (FoodBIP) gave a presentation on the program and progress to date (PILOT year of the program). The program received funding from the TCDC to include Tompkins County in the PILOT program.

EXECUTIVE SESSION

None.

CHAIRS REPORT

Rich John thanked Heather McDaniel for her follow up on the Arrowhead project and the information regarding the progress on the foundation for the first three of the housing units. The project is working on renewing its permit with the Army Corps of Engineers, which is needed prior to foundation work on the remaining units begins. The deadline on the IDA's request for financial data has past. Russ Gaenzle has been in touch with the project's attorney and will remind them of the deadline.

STAFF REPORT

IDA members were notified of the grand opening event for City Centre.

APPROVAL OF MEETING MINUTES

Martha Robertson moved to approve the draft minutes from the July 10, 2019 TCIDA Board meeting. Leslyn McBean Clairborne seconded the motion. The motion was approved 5-0.

ADJOURNMENT

Minutes were approved at September 11, 2019 Board meeting.