



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes

Monday, January 31, 2022 Meeting

Economic Development Conference Room/Zoom Meeting

5:00 p.m.

Members Present	Members Excused
Mike Davis, Chairman	Kelly Mittiga, Vice-Chair
Lewis Zulick, Treasurer	Don Culeton
Andy Molodetz	
Supervisor Dan Marshall (via Zoom)	Guests Present
Deb Brown (via Zoom)	Tom O’Gara, LeChase
	Greg Barkstrom, LeChase
	Michael N’Dolo, MRB Group
	AJ Magnan, Bristol
	Dan Unrath, City of Canandaigua
	Thomas Lyon, City of Canandaigua
Staff Present	David Hau, Canandaigua Corp. Counsel
Suzanne Vary, Interim Executive Director	
Michael Wojcik, CFO	Contract Staff
Jessica Kazmark, Staff	Barry Carrigan, Nixon Peabody
Brigitte Larson, Staff	Ed Russell, Underberg & Kessler
Bob Mincer, Staff	Mike Manikowski, Consultant

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:

Pinnacle North Phase 1A:

Barry Carrigan provided a recap of the North Shore Phase 1, 1A and Phases 2 through 5. This was originally a PILOT Increment Financing (PIF) agreement, where a portion of the PILOT payments were permitted to be used as a debt service on an infrastructure loan to help make the development of Pinnacle North feasible.

The original transaction closed in 2015 and was amended in 2018 with a single development company, Canandaigua Lakefront, with common ownership among all phases. Due to a federal investigation, Phase 1 was transferred to Steep Rock Capital and Phases 2 through 5 were never constructed due to the inability to get financing. The documents were still integrated and cross

defaulted even though there were different owners. A default by the owner of any Phase would create a default under the entire PIF, regardless of whether or not the other Phases are in compliance with their PILOT obligations. With different owners among the Phases the separate owners cannot finance or sell with the current structure in place.

In December there was a request by Steep Rock and Berkley Capital (the company which wishes to purchase Phase 1 from Steep Rock) to restructure the existing PIF so that the owners of Phase 1 can have their own PILOT agreement. The new PILOT would continue the payments to affected taxing jurisdictions under the same terms as exist under the PIF. A public hearing was authorized by the Board.

Phase 1A has made the same request, to restructure the existing PIF so that the owners of Phase 1A can have their own PILOT and continue their PILOT, pursuant to new documents. Phase 1A is the building where Young Lion Brewery is located and it is owned by LeChase Development. This request led to postponement of the Phase 1 public hearing so that both public hearings can be held on the same day.

Barry clarified that splitting up this transaction will allow Phase 1 to have its own PILOT and Phase 1A to have its separate PILOT, while Phases 2 through 5 go back on the tax rolls. This will increase the likelihood of future development of those parcels. All payments in arrears will have to be remedied before a closing is held. The Board will need to authorize a public hearing for Phase 1A.

Andy Molodetz made a motion to authorize a Public Hearing for Phase 1A. Lew Zulick seconded the motion. Unanimously approved. Motion carried.

Consultant Contract:

It was discussed that the contract with the MRB Group was originally set for \$8,000 but due to the complexity of the Pinnacle North project, Staff would like to recommend the Board authorizes additional funding. Mike N'Dolo has worked diligently on the project including the cost-benefit analysis and PIF restructuring. It was also clarified that the cost will be billed to the developers and the IDA will be reimbursed at closing.

Supervisor Dan Marshall made a motion to authorize additional funding to the MRB Group, in the amount of \$12,000. Lew Zulick seconded the motion. Unanimously approved. Motion carried.

OLD BUSINESS:

Design Work for Planned Apron & Taxi-lane Rehab:

Bob Mincer presented a resolution to accept the FAA offered grant for the apron design and taxi lane rehab. This was discussed at the Airport Committee and it was recommended for full Board approval.

Bob clarified that the IDA share is expected to amount to \$17,500 and it is budgeted.

Lew Zulick made a motion to accept the grant and authorize Suzanne Vary to sign as Interim Executive Director. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

Appraisal of Private Hangar:

Bob Mincer explained that one option is to potentially purchase an existing hangar at the airport, however; this would require an appraisal. Bob has received a quote for a “restricted” appraisal that would not go into as much detail as a traditional appraisal. The cost of the restricted appraisal is \$2,200 and will most likely be recoverable through the grant. The current owner has a lease agreement with the IDA.

Andy Molodetz made a motion to authorize Bob to proceed with the appraisal in the amount of \$2,200. Supervisor Dan Marshall seconded the motion. Unanimously approved. Motion carried.

AAAE Airport Planning Symposium:

Bob Mincer would like to attend a three day symposium that will be held in Nashville, Tennessee. The conference includes other general aviation airports and will pertain to current challenges. Bob has also been chosen to participate in a panel relevant to general aviation airports.

Lew Zulick made a motion to approve Bob’s attendance to the Nashville conference. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

ADMINISTRATION:

Annual Report:

Mike Manikowski and Suzanne Vary informed the Board that the OCEDC has agreed to fund half of the cost of the annual report, to be completed by Dixon Schwabl. The total cost is estimated at \$9,112.50 and is less than last year’s cost.

Supervisor Dan Marshall made a motion to fund half of the Annual Report for 2021. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

Annual Report - Infographic:

For the infographic portion of the annual report, Peter Fairweather of Fairweather Consulting would need to find updated data. Last year the invoice was split between the OCIDA and the OCEDC. The quote has come in at \$1,200.

Lew Zulick made a motion to fund half the infographic invoice for the Annual Report. Deb Brown seconded the motion. Unanimously approved. Motion carried.

Finger Lakes Works with their Hands:

Suzanne Vary shared that the Finger Lakes Workforce Investment Board usually hosts three events each year for Finger Lakes Works with Their Hands, Health Career Day and Ag & Food Day. This year in May at FLCC, FLWIB will host a larger event to merge the smaller events.

Supervisor Dan Marshall made a motion to approve \$2400 as the Gold Sponsor for the event. Lew Zulick seconded the motion. Unanimously approved. Motion carried.

December 20, 2021 Minutes:

Mike Davis presented the December 20, 2021 Meeting Minutes for approval.

Lew Zulick made a motion to approve the December 20, 2021 minutes as presented. Supervisor Dan Marshall seconded the motion. Unanimously approved. Motion carried.

Invoices for payment:

Michael Wojcik presented airport invoices for payment totaling \$33,276.78; Agency invoices totaling \$13,719.14 and total invoices in the amount of \$46,995.92. Bob Mincer clarified the airport related invoices.

Andy Molodetz made a motion to approve the above referenced invoices for payment. Deb Brown seconded the motion. Unanimously approved. Motion carried.

Questions on Reports:

Airport Update & Financial Statements:

There were no questions on the Airport Update or Financial Statements.

Supervisor Dan Marshall made a motion to block and approve the Airport Update and Financial Statements as presented. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

Next Meeting Date:

Due to the need to hold two public hearings, Staff has recommended to hold both public hearings on Monday, February 14th in the afternoon. The public hearings will be held via Zoom and followed by the February IDA meeting that was originally scheduled for the 28th.

ADJOURNMENT:

Lew Zulick made a motion to adjourn the IDA meeting at 5:41 p.m. Andy Molodetz seconded the motion. Motion unanimously approved.

Respectfully submitted,

Brigitte Larson