

**Steuben County Industrial Development Agency  
7234 Route 54 N, P.O. Box 393, Bath, NY 14810**

**Minutes of the Regular Meeting  
May 27, 2021**

Because of the Novel Coronavirus (COVID-19) Emergency and pursuant to Governor Andrew Cuomo’s Executive Order allowing for the extension of public meetings to be held remotely, the Steuben County Industrial Development Agency held this Board meeting via electronic webinar instead of a public meeting open for the public to attend in person.

- I. Call to Order** – The Regular Meeting of the Steuben County Industrial Development Agency (IDA) was called to order at 12:02 pm by Chairman Mark Alger. Chairman Alger confirmed that there was a quorum present via Zoom meeting.

Present:	Mark Alger	Chairman
	Dean Strobel	Secretary
	Tony Russo	Treasurer
	Mike Davidson	Board Member
	Mike Nisbet	Board Member
	Christine Sharkey	Board Member
	James Johnson	Executive Director
	Jill Staats	IDA Staff
	Russ Gaenzle	IDA Counsel
Absent:	Scott VanEtten	Vice Chairman

- II. Secretary’s Report** – A motion to approve the April 22, 2021 IDA Regular Meeting minutes was made by Nisbet and seconded by Davidson. All voted in favor and the motion was approved.

**III. Treasurer’s Report**

- a. April Financials** – Johnson reported that Keri Allison is no longer with the organization; Stacy Housworth has been hired in her place and will be starting on July 12. As such, there will be no financial reporting until after Stacy begins, at which time she will compile the financials for April, May and June in time for a presentation to the Board at the July meeting. Kathy Forester has agreed to come in once a week to assist with bills and deposits and will be meeting with Stacy in advance of her start date to help with the transition.
- b. Bank Resolutions** – Due to Keri’s departure, new bank resolutions for Chemung Canal and Five Star will have to be signed and approved by the Board, as reported by Johnson. A motion was made by Russo and seconded by Strobel. All voted in favor and the motion was approved.

#### IV. New Business

- a. **Jobs Performance Report** – Johnson presented the annual review of investment and jobs created by the 52 active projects that have received PILOT benefits. Over \$92 million in investment was made during the year and about \$10.6 million in PILOT revenue was distributed to taxing jurisdictions in the county. Jobs totaled 6,765 and accounted for over \$826 million in payroll. IDA projects would have exceeded the committed total by 226 if the Corning Incorporated Photonics jobs were removed. Johnson reviewed the 22 projects that did not meet their job commitments goal as reported in PARIS and made recommendations for the year. Nisbet motioned to approve the recommendations and the report as presented; Russo seconded the motion. All voted in favor and the motion was approved.
- b. **Back Bohne LLC Railroad Contract Review** – Johnson reviewed the report prepared by Back Bohne that analyzed the proposed railroad extension through 2041 with B&H Rail. The report indicated that both parties should be adhering to the reporting requirements in the original contract. It also showed that B&H Rail can only depreciate assets through the life of the lease, therefore the company needs the extension so it can continue to invest in upgrades. Johnson reiterated that he has no issues with B&H Rail, but felt it was prudent to have the contract reviewed. Nisbet asked if there was a cost to B&H Rail for the service, and Johnson explained there was an annual lease payment of \$1 plus the potential for additional revenue if usage on the line exceeds a certain threshold. Davidson asked about rail maintenance and Johnson noted that B&H pays for maintenance. A motion was made by Davidson to authorize an amendment to the existing contract to extend it through 2041 and change language in the agreement to reflect an engine sold to B&H Rail; Strobel made a second. All voted in favor and the motion was approved.
- c. **New HVAC System** – Johnson explained the current setup of the HVAC system and the various deficiencies. Three quotes were requested to fix/install a new system that will more-efficiently distribute heat and air conditioning. A motion to move money from the project costs account to the office maintenance account to pay for the system and choose Keeler as the company to install it was made by Nisbet and seconded by Strobel. All voted in favor and the motion was approved.

#### V. Old Business

- a. **Eight Point Wind** – Johnson presented the cost benefit analysis prepared by CGR for this project by Next Era. The analysis includes the PILOT schedules on both the turbines and the transmission lines. The benefit to cost ratio came in at 1.8:1. No action was required by the Board. The public hearing has been scheduled via Zoom for June 7. Nisbet asked about the number of

municipalities that will have transmission lines running through them and how the revenue will be distributed. Johnson noted that transmission lines will run through three towns and the funds will be distributed through the typical tax distribution formulas.

- b. Red Lilac Properties Sales Tax Extension** – This company was approved for benefits in 2019. Johnson noted that the operating company, Manufacturing Automation Systems, saw a huge decline in revenue in 2020 due to the pandemic. As a result, their expansion was delayed and management has requested an extension of benefits through the end of the year. Russo recommended that the extension be approved, but it would be the final extension. Strobel seconded the motion, and all voted in favor. The motion was approved.
  - c. Solar Discussion** – Staats highlighted recent discussions with solar companies that have projects in the county. Three project developers have said that our per MW fee of \$5,500 is too high given the increased interconnection costs and lower state incentives. Benchmarking shows that most IDAs are holding steady at or above \$5,500 per MW. Discussion with the Board resulted in the recommendation to continue at the rate of \$5,500 per MW.
- VI. Future Meetings** – Johnson asked the Board for thoughts on continuing with the hybrid Zoom/in-person meetings; no opposition was voiced. He continued to inquire about a summer function, which Board members agreed was not necessary given the continued COVID challenges.
- VII. Executive Session – Public Officers Law, Article 7, Open Meeting Law Section 105, Paragraph f (personnel)**
  - a.** A motion was made at 1:04 pm to go into Executive Session by Nisbet which was seconded by Russo. All voted in favor.
  - b.** Upon a motion by Russo and a second by Davidson, with all voting in favor, Executive Session was ended at 1:33 pm.
- VIII. Executive Director Compensation** – A motion was made by Nisbet to authorize IDA counsel, Chairman Alger and any other Board members interested in assisting to draft and execute an employment contract with Johnson on such terms as were discussed in Executive Session. Strobel seconded the motion and all voted in favor. The motion was approved.
- IX. Adjournment** – With no further business to discuss, a motion was made by Strobel to adjourn the meeting at 1:35 pm, which was seconded by Russo. All voted in favor and the motion was approved.

Respectfully submitted,

Dean Strobel  
Secretary

A full video recording of the meeting can be found at:

<https://www.steubencountyida.com/docs/wp-content/uploads/2021/05/2021-05-27-13-33-15.mp4>