

**Steuben County Industrial Development Agency
Board of Director's Meeting
Minutes of the Regular Meeting August 24, 2023**

- I. **Call To Order:** The Regular Meeting of the Steuben County Industrial Development Agency (IDA) was called to order at 12:06 pm by Chairman Mark Alger. Chairman Alger confirmed that there was a quorum present.

Present:	Mark Alger	Chairman
	Scott VanEtten	Vice Chair
	Dean Strobel	Secretary
	Tony Russo	Treasurer
	Mike Davidson	Member
	Christine Sharkey	Member
	Steve Maier	IDA Counsel
	James Johnson	Executive Director
	Jill Staats	Deputy Director
	Russ Gaenzle	IDA Counsel (via Zoom)

Absent: Michelle Caulfield Member

Guests: Russ Eliason Empire
Mark Bristol Empire

- II. **Secretary's Report:** A motion to approve the July 27, 2023 Regular Meeting Minutes of the IDA as presented in the board materials was made by VanEtten and seconded by Sharkey. All voted in favor and the motion passed.

- III. **Treasurer's Report:** Russo provided an overview of the July 2023 financials. Johnson added that there are other administrative fees to be collected in 2023. A motion to approve the financial statements as presented and included in the board materials was made by Davidson and seconded by Strobel. All voted in favor and the motion passed.

IV. **New Business:**

- a) **Empire Long Distance/Empire Telephone Corporation Application:** Staats presented the joint request for assistance for the \$4.390 million project in Prattsburgh. Russ Eliason, Empire's CFO, and the project's consultant, Mark Bristol, provided an overview of the company's success and growth to date as well as the need for the project. VanEtten asked if the service vehicles were incremental or would replace existing vehicles; Eliason confirmed they would be new vehicles added to the fleet due to growth. Sharkey made a motion to accept the application as presented and schedule a public hearing pending approval of

the environmental review; VanEtten seconded the motion. All voted in favor and the motion passed.

- b) **Clean Tech Corridor:** Johnson advised members that he's been working with the Broome County IDA and other regional agencies on a white paper to address the future of renewable energy and clean tech opportunities in the Southern Tier. The effort will lead to an RFP for a study to inventory assets and provide a SWOT analysis to recommend a direction for business attraction and retention in this field of next-gen technologies.

V. Old Business:

- a) **PPP Future Development Benefits Extension:** The Board passed a motion to accept an application for assistance from PPP Future Development at the November 2022 meeting. Johnson explained that the project has been stalled due to discussions with DOT about a turning lane. Because the project has not moved to final approval within six months, it must come back to the Board for an extension. Johnson cited the letter from PPP ownership requesting a six-month extension through October. Davidson made a motion to approve the request which was seconded by Strobel. All voted in favor and the motion passed.
- b) **Momentum Benefits Extension:** The Board passed a motion to accept an application for assistance from Momentum of Western NY at the July 2022 meeting and provided final approval at the January 2023 meeting. Because the project has not closed within one year of the date of the Initial Resolution, it must come back to the Board for an extension. Staats cited the extension request letter from Momentum management and explained that the company needs to be further along in the DEC approval process before it can start site work, which management hopes to receive in the coming months so it can close on IDA assistance and start before winter. Sharkey made a motion to approve the request which was seconded by Russo. All voted in favor and the motion passed.
- c) **LP Railroad Upgrade:** Johnson reminded members that ARC approved funding to upgrade the rail and rail crossing in Bath that will be used by the new LP facility. He noted that DOT, which is administering the grant and also providing funding, is concerned about cost increases due to inflation and asked who would be paying for those increases. B&H commented that there will be an increase of about \$115,000 associated with cement work, but because B&H employees are doing the work that number may come down. B&H is committed to covering any increase that results. While reviewing this with B&H, Johnson found that there was no official dollar amount in place for the fee to be paid to the IDA once B&H rail traffic gets to a certain point as has been established on other sections of the agency owned rail line. His initial thoughts are that if additional funds are

needed to cover capital expenses on this section of line, the IDA forfeits any income for an agreed amount of time. This will need to be worked out with B&H management and a formal proposal brought back to the Board for approval.

VI. Project Updates: Johnson noted that work on the Dana Lyon building in Bath will begin in November and reminded members that the IDA approved financial support, if needed, for the Waterman Arts Center once an acceptable business plan is provided. He also provided an update on David Riedman's projects in Corning. The Riedman projects are all performing well however substantial investment has been made to infrastructure at Academy Place to replace and protect the facility from hard water supplied by the City of Corning.

VII. Executive Session: Public Officers Law, Article 7 Open Meetings Law – Section 105, Paragraph 1g - Proposed acquisition of real property. The Board entered Executive Session at 12:50 pm. The motion was made by VanEtten and seconded by Russo. All voted in favor and the motion passed.

The Board left Executive Session at 1:05 pm. A motion to leave was made by VanEtten and seconded by Sharkey. All voted in favor and the motion passed.

VIII. Adjournment: Sharkey made a motion to adjourn the meeting at 1:06 pm, which was seconded by Strobel. All voted in favor and the motion passed.

Respectfully submitted,
Dean Strobel
Secretary