



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes
Monday, March 22, 2021 Meeting
 Zoom Meeting

Members Present	Members Excused
Mike Davis, Chairman	Kelly Mittiga, Vice-Chair
Lewis Zulick, Treasurer	
Don Culeton	
Andy Molodetz	Guests Present
Supervisor Dan Marshall	Brian Young, Deputy County Administrator
Deb Brown	Michael DeBadts, Mengel Metzger Barr & Co, LLP.
	John Rynkiewicz, Mengel Metzger Barr & Co, LLP
	Sage Gerling, City of Geneva
Staff Present	
Mike Manikowski, Executive Director	
Suzanne Vary, Staff	
Michael Wojcik, CFO	Contract Staff
Jessica Kazmark, Staff	Jim Coniglio, Underberg & Kessler
Brigitte Larson, Staff	Barry Carrigan, Nixon Peabody
Bob Mincer, Staff	

CALL TO ORDER: Chair Mike Davis called the meeting to order at 5:24 p.m. A quorum was present.

NEW BUSINESS:

Poseidon Systems LLC:

Mike Manikowski and Suzanne Vary introduced Mark Redding and Ryan Brewer of Poseidon Systems. The Company is looking to purchase a building in the Town of Victor. The Company specializes in designing and manufacturing online monitoring equipment.

Ryan Brewer began by stating that Poseidon Systems is about machinery condition monitoring. This can include oil properties, vibrations, temperatures, pressures, or any other sensor data to help assess the health of a machine, transmission, gearbox, etc. Ryan stated that wind power generation is the Company's largest market, representing over half of their revenue. The Company has grown fairly quickly and has been recognized on Rochester's Top 100 for the last several years. Due to the rapid growth of the Company, the current building is becoming limited on space, which brings their interest to the new building in Victor.

Ryan presented a timeline that displayed the history of the Company, which was originally named Impact Technologies, founded in 1999. In 2011, Impact Technologies was acquired by Sikorsky and in 2013 the name was changed to Poseidon Systems. Ryan also shared a map of the Company's Distributor Network, noting that there is a distributor on almost every continent. Ryan explained that Poseidon offers an end to end solution and that most sensors are designed and manufactured in house. Current markets include marine, mining, wind energy as well as industrial/global. Ryan also spoke about future employment, indicating that the Company currently has ten job openings to be filled as soon as possible. It was also noted that the Company's average salary is \$63,000.

Andy Molodetz made a motion to authorize a public hearing. Supervisor Dan Marshall seconded the motion. Unanimously approved.

Ryan Brewer exited the meeting at 5:44 p.m.

Blackwood Logistics Center:

Suzanne Vary stated that there was a public hearing held for the project and that there were no comments made in opposition to the project. The Farmington Town Supervisor and Town Planner both spoke in favor of the project. The developer has also shared that he has spoken to potential tenants. The project will include a new 215,000 sq. ft., food-grade warehouse with multiple tenants, resulting in 15 FTEs over the next two years, which may be exceeded due to the tenants. Sue also shared that the project falls within the IDA's UTEP and strategic plan. The project also follows General Municipal Law. It was also noted that without OCIDA assistance the project will not proceed and the property will remain vacant.

Michael Wojcik presented the cost benefit analysis for the \$21.2 million project. He indicated that the grand ratio of cost to benefit is 8:1.

Don Culeton made a motion to authorize the PILOT agreement for Blackwood Logistics Center. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

Geneva Industrial Park – sale of 4 parcels:

Mike Manikowski introduced Sage Gerling, Geneva City Manager. Sage stated there are four parcels in the Geneva Industrial Park that Nardoizzi Paving & Construction would like to purchase to expand. The larger parcel is about 6 acres, which would be used to build a \$2.5 million facility and would serve at their home base facility. The other acreage would be used to house their equipment and materials. Sage indicated that the number of jobs will be determined at a later date but there will be a range of entry level positions. The market appraisals for the parcels are \$70,000 for the 6 acre lot, and \$45,000 for the remaining lots.

Mike Manikowski recommended approval.

Supervisor Dan Marshall made a motion to approve the resolution for the sale of the 4 parcels. Deb Brown seconded the motion. Unanimously approved. Motion carried.

Update on Sun East Manchester and 10 Chapin:

Mike Manikowski stated that the MRB Group has completed an analysis for Sun East Manchester project. They looked at the reasonableness of the project and have also provided a detailed decommissioning agreement with the town. With the necessary materials available, the

public hearing will be scheduled. The cost has been updated to a \$31 million project and will be the IDA's first alternative energy/solar project.

In terms of the agreement with the MRB Group, Mike indicated that the project at 10 Chapin Street has been a more complex project that is currently on hold. This is due to the nature of the project changing to affordable housing and needing additional City of Canandaigua approvals. Mike asked the Board to increase the agreement with MRB Group to do the necessity verification to \$14,000.

Andy Molodetz made a motion to amend the contract with MRB Group from a \$7,000 cap to a \$14,000 cap. Don Culeton seconded the motion. Unanimously approved. Motion carried.

OLD BUSINESS:

Airport Update:

Mike Davis asked if there were any questions on Bob Mincer's report. There were no questions.

Bob shared that the IDA will receive \$32,000 from the COVID relief American Rescue Plan.

ADMINISTRATION:

February 22, 2021 Minutes:

Mike Davis presented the February 22, 2021 Meeting Minutes for approval.

Supervisor Dan Marshall made a motion to approve the February 22, 2021 minutes as presented. Don Culeton seconded the motion. Motion unanimously carried.

2021 FAME Contract:

Mike Manikowski explained that this is an annual contribution made to the Finger Lakes Advanced Manufacturing Enterprise by the OCIDA to assist manufacturing workers in Ontario County.

Andy Molodetz made a motion to approve the 2021 FAME Contract in the amount of \$10,000. Deb Brown seconded the motion. Unanimously approved. Motion carried.

Annual Report:

Staff presented the 2020 Annual Report.

Don Culeton made a motion to approve submittal of the 2020 Annual Report. Andy Molodetz seconded the motion. Unanimously approved. Motion carried.

12/31/20 Audited Financial Statements/PARIS Report/Management Letter:

John Rynkeiwicz presented the Executive Summary and balance sheet for the Agency and Airport along with the above referenced reports to the Board. John stated there were no material weaknesses.

Annual Procurement Report:

Michael presented the Annual Procurement Report stating that it is repetitive and consistent with previous years.

Policies & Procedures Amendments:

Michael Wojcik explained that there were no amendments at this time, but there may be a few suggestions come summer.

Management's Internal Control Assessment Report:

Michael presented the Internal Control Assessment Report. This report is conducted by Mike and Michael on an annual basis.

IDA Mission Statement and Measurement Report:

Michael presented the IDA Mission Statement and Measurement Report for the Board.

Real Estate Report:

Michael presented the Real Property Report and stated that the IDA does currently own 3 properties. One is a vacant lot in Geneva and the other two are the airport.

Michael clarified that all reports will be available on the website.

Annual Board Survey:

Suzanne Vary thanked the Board for their participation and presented the survey results.

Andy Molodetz made a motion to block and approve the 2020 Audited Financial Statements and PARIS Report, 2020 Management Letter Annual Procurement Report, Management's Internal Control Assessment Report, Mission Statement and Measurement Report and Real Property Report. Deb Brown seconded the motion. Unanimously approved. Motion carried.

Invoices for payment:

Michael Wojcik presented for approval, airport invoices for payment totaling \$56,416.33; Agency invoices totaling \$4,100 and total invoices in the amount of \$60,516.33. Bob Mincer clarified the airport related invoices.

Supervisor Dan Marshall made a motion to approve the above referenced invoices for payment. Don Culeton seconded the motion. Unanimously approved. Motion carried

ADJOURNMENT:

Don Culeton made a motion to adjourn the IDA meeting at 6:25 p.m. Supervisor Dan Marshall seconded the motion. Motion unanimously approved.

Respectfully submitted,

Brigitte Larson