

**Chemung County Industrial Development Agency**

**December 16, 2016**

**AGENDA**

- 1. Public Comment**
- 2. Approval of Minutes – November 15, 2016**
- 3. Audit Committee Report**
- 4. Finance Committee Report**
- 5. Governance Committee Report**
- 6. New Business**
  - a. Rainbow Lettering**
- 7. Old Business**
  - a. John G. Ullman & Associates**
    - Approving Resolution
  - b. Chemung Properties LLC**
    - Approving Resolution
  - c. Finger Lake LLC Sales Tax Extension**
- 8. Other Business**
- 9. Executive Session**
  - a. West Washington Avenue School Project**
  - b. First Arena**
- 10. Adjournment**

**Chemung County Industrial Development Agency**  
**Minutes of the Meeting**  
**December 16, 2016**

A meeting of the Chemung County Industrial Development Agency was held Friday, December 16, 2016 at 8:40 AM at 203 Lake Street, Room 510 in Elmira, New York. The following members were present: Dawn Burlew, Donna Draxler, Michael Hosey, Donald Quick, Thomas Santulli and Alan Winston.

Also present were: Michael Krusen, Executive Director to the Agency; Thomas O'Mara, Counsel to the Agency, Mary Rocchi, Recording Secretary; Zsuzsi Kadar; George Winner, Keyser, Maloney & Winner; Arthur Ambrose, Realty USA; George Maloney, Rainbow Lettering; Michael Maloney, Rainbow Lettering; Darren Wilcox, Jason Nickerson, John G. Ullman, John G. Ullman & Associates Inc.; James Davis, Culligan Water; Jeffrey Evans, Welch & Zink, Marjorie Hamilton, Citizen; local labor and media representatives.

Mr. Winston called the meeting to order.

Public Comment: Mr. Winner, representing Delaware Solar Company, discussed solar development within the state. He asked the Chemung County Industrial Development Agency to consider adopting a policy for solar projects to provide these projects with certain incentives such as long term property tax provisions to make these projects viable. Mr. Winner would like to bring projects to the Chemung County IDA for discussion.

On Motion No. 2016-103 by Mr. Santulli, seconded by Mrs. Draxler, and unanimously carried, the minutes of the November 15, 2016 meeting were approved.

Mr. Quick stated there was no Audit report.

Mr. Quick presented the financial statement through November. Most of the income is from agency fees, rent and PILOT payments. The County donated \$750,000 from the sale of a donated building. Expenses were grants that were a pass through with the IDA. Money was used to purchase the arena. On Motion No. 2016-104 by Mrs. Draxler, seconded by Mr. Hosey and unanimously carried, the finance report was approved.

Mr. Hosey stated there was no Governance Report.

**NEW BUSINESS**

Mr. Krusen introduced George and Michael Maloney from Rainbow Lettering. Rainbow Lettering, located at 1327 College Avenue, is outgrowing their space and looking to expand their business and increase employment. The business is doing very well in that it is the only business in the country that offers the sublimation process, which is usually only performed by vendors like Nike and Under Armor and is done out of the country. They project \$2.5 - 3 million in sales next year. They are requesting property tax relief with a PILOT for 50% reduction over 10 years as well as sales tax relief on construction materials. An application for financial assistance will be submitted by Mr. Maloney.

Mr. Krusen reported that the certified application from John G. Ullman & Associates has been received. Public comment was received at the Public Hearing and submitted to the Board for their consideration. The PILOT is a 5-year extension of an existing PILOT. The company did try to expand in Steuben County but was unable to find suitable space. Mr. O'Mara presented an Approving Resolution. On Motion No. 2016-105 by Mr. Hosey, seconded by Mr. Quick and unanimously carried, a RESOLUTION DETERMINING TO UNDERTAKE A PROJECT FOR THE BENEFIT OF JOHN G. ULLMAN ASSOCIATES INC. AUTHORIZING THE

EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION PROJECT FOR THE BENEFIT OF THE COMPANY was approved.

Mr. Krusen reported that the certified application from Chemung Properties LLC was received. A public hearing was held and public comment received and reported to the Board. The project consists of co-locating two water distribution businesses, Culligan Water and Chemung Spring Water into one location at 465 East Water Street, Elmira. This project will enhance development opportunities at the former Honda dealership and fit in with the proposed Downtown Revitalization Initiative. All 35 jobs will be retained at the site. This is a Type 2 action through SEQR and no further action is needed. The company is requesting financial assistance in the form of sales tax relief on construction materials and property tax abatement. On Motion No. 2016-106 by Mr. Quick, seconded by Ms. Burlew and unanimously carried a RESOLUTION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF CHEMUNG PROPERTIES LLC THE PROJECT IS A "TYPE II ACTION" AND NO FURTHER ACTION IS REQUIRED UNDER SEQRA WITH RESPECT THERETO; AND AUTHORIZING THE EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION PROJECT FOR THE BENEFIT OF THE COMPANY was approved.

Mr. Krusen was contacted by Finger Lake LLC with a request for an extension to their sales tax abatement. Finger Lake LLC is building the Best Western Hotel on Corning Road, near Friendly's Restaurant. On Motion No. 2016-107 by Ms. Burlew, seconded by Mr. Hosey and unanimously carried, a one-year extension was approved for Finger Lake LLC. The letter will expire on December 31, 2017.

On Motion No. 2016-108 by Mr. Quick, seconded by Mrs. Draxler and unanimously carried, Executive Session was convened to discuss two projects.

On Motion No. 2016-109 by Mr. Quick, seconded by Mrs. Draxler and unanimously carried, Executive Session was dismissed.

On Motion No. 2016-110 by Mr. Quick, seconded by Mrs. Draxler an offer from the IDA to make a \$250,000 project investment to Edger Enterprises for the redevelopment of the George Washington school property was approved. Mr. Krusen will meet with Edger Enterprises to discuss this offer.

On Motion No. 2016-111 by Mr. Quick seconded by Mrs. Draxler and unanimously carried, the IDA will loan \$200,000 to First Arena to pay utilities on the facility was approved.

On Motion No. 2016-112 by Mr. Quick, seconded by Mr. Santulli and unanimously carried, the meeting was adjourned at 11:03 AM.

Respectfully submitted,

Mary K. Rocchi  
Recording Secretary