



CITY OF UTICA

Utica Industrial Development Agency
1 Kennedy Plaza, Utica, New York 13502
(315)792-0195 fax: (315)797-6607

ROBERT M. PALMIERI
MAYOR

JOSEPH HOBICA, SR.
CHAIRMAN

JACK SPAETH
EXECUTIVE DIRECTOR

November 1, 2016 8:30a.m.
Utica Industrial Development Agency Regular Meeting
Utica City Hall – 1 Kennedy Plaza, Utica

Members Present: Vin Gilroy, Emmett Martin, John Zegarelli (Joe Hobika, Sr via phone)
Member Excused: Chairman Joseph Hobika Sr, John Buffa
Also Present: Jack Spaeth (Executive Director), Linda Romano (BS&K – Agency Counsel)
Others: Mark Wladis and Leann West (Strategic Development Specialists), Robert Oliviera,

1) CALL MEETING TO ORDER: The meeting was called to order by Mr. Gilroy at 8:31a.m. The Finance, Governance and Audit Committees, as they consist of sitting Agency members, meet as a committee of the whole, and in doing such, meet at every meeting.

2) APPROVAL OF MINUTES: A motion was made by Mr. Zegarelli, seconded by Mr. Martin, to approve the minutes of the September 6, 2016 meeting. All in favor.

3A) OLD BUSINESS: Local Labor Access Policy

Mr. Spaeth provided Agency members with a copy of a resolution passed by the Utica Common Council requesting the Agency to seriously consider adopting a local labor access policy whereby the UIDA would have language in its PILOT agreement stating that in order to receive a PILOT the applicant would need to utilize local labor for the construction/renovation of a property. Agency counsel will review and make recommendations.

3B) OLD BUSINESS: Review of Recapture Policy

Mr. Spaeth provided members a copy of a recapture policy from Ontario County that captured the thoughts of Agency members expressed at a previous meeting. Members were in favor with this language and as such will be reviewed and inserted into the Agency's Uniform Tax Exemption Policy.

3C) OLD BUSINESS: BG Warehouse – Request for extension of Sales Tax Exemption

Mr. Spaeth provided Agency members with a letter from David Mazloom of BG Warehouse expressing the need to extend the STE for one year due to delays in receiving certain construction materials. Because a number of materials being attributable to manufacturing operations they are inherently tax exempt, it is unlikely that the project will need the full amount of exemption as originally noted.

A motion was made by Mr. Martin, seconded by Mr. Zegarelli, to approve the extension of the Sales Tax Exemption for the BG Warehouse project for a period of one year. All in favor.

3D) OLD BUSINESS: MacSpace, LLC - Consider a final authorizing resolution

Mr. Spaeth informed Agency members that there were no comments at the public hearing held this morning.

With no discussion, Mr. Zegarelli made a motion, seconded by Mr. Martin, to adopt a final authorizing resolution relating to the MacSpace, LLC/Quanterion Solutions Incorporated facility, authorizing financial assistance consistent with the IDA's Uniform Tax Exemption Policy and authorizing the form and execution of related documents, in the Agency's customary forms and subject to approval by Agency counsel. All in favor.

3E) OLD BUSINESS: Bank of Utica

Mr. Spaeth provided Agency members with a letter from the Bank of Utica requesting that the number of jobs to be created by the project be changed from 5 FTE to 4 FTE. The four jobs have already been created.

With no discussion, Mr. Martin made a motion, seconded by Mr. Zegarelli to adopt a supplemental final authorizing resolution relating to the Bank of Utica facility, changing the employment obligation for recapture of financial assistance from 5 FTEs to 4 FTEs.

4A) NEW BUSINESS: International Economic Development Council

Mr. Spaeth requested the Agency to allow him to subscribe to the IEDC at a cost of \$400.00 per year. IEDC has a number of webinars and educational materials available to its members.

As such, Mr. Zegarelli made a motion, seconded by Mr. Martin to allow Mr. Spaeth to subscribe to IEDC. All in favor.

4B) NEW BUSINESS: Strategic Development Specialists – Proposal to provide economic development assistance

Mr. Spaeth introduced Mark Wladis and Leann West from Strategic Development Specialists. Mr. Wladis discussed his firm and the economic development assistance that they have provided to a number of communities across New York. Ms. West added the value that their firm brings to the table and how they are able to assist with grant writing, CFA development and lobbying for certain projects. While it was first thought that the UIDA would be the client, after some discussion it was thought that the City would be the client and the UIDA would provide funding.

After some discussion, Mr. Martin made a motion, seconded by Mr. Zegarelli to approve the commitment of funds for economic development assistance. All in favor.

As to a specific firm, a Request for Proposals will be published according to City and UIDA procurement policy.

4C) NEW BUSINESS: 2017 UIDA Budget

Mr. Spaeth briefly reviewed the budget.

Mr. Hobika, Sr suggested that the UIDA look into providing the office with a teleconference system. Mr. Spaeth will research.

After some discussion, Mr. Zegarelli made a motion, seconded by Mr. Martin to approve the 2017 UIDA Budget as presented. All in favor.

5) EXECUTIVE SESSION:

Mr. Martin made a motion, seconded by Mr. Zegarelli to enter Executive Session at 9:03am for contract discussion
Mr. Martin made a motion, seconded by Mr. Zegarelli to exit Executive Session at 9:11am

6) ADJOURNMENT: There being no further business brought before the Agency, Mr. Zegarelli made a motion to adjourn, seconded by Mr. Martin and the meeting was adjourned at 9:18am.

The next regular meeting of the Utica Industrial Development Agency is scheduled for Tuesday, December 6, 2016 at 8:30am.