

**Wayne County Industrial Development Agency**  
**Regular Meeting – January 26, 2022**  
**MINUTES**

The regular meeting of the Wayne County Industrial Development Corporation (WCIDA) was called to order by the new Chairman, Scott Johnson, at 10:18 a.m. on Wednesday, January 26, 2022. The meeting was held in person at 9 Pearl St., Second Floor Conference Room, Lyons, NY and also via Zoom. This meeting was made available via livestream on the IDA Youtube channel.

Meeting began with roll call. Members present in-person were Scott Johnson, Ken Miller – Vice Chairman, and Kaye Stone-Gansz – Secretary. Members present via Zoom were Julie DiLella – Treasurer, Pamela Heald and Robert DeBadts. Jeannie Brockmyre was absent. Also present were John P. Morell, Esq. via Zoom, in-person were staff members Brian Pincelli, CEO; Kathleen Bronson, COO; Jamie Corteville, CFO; Ariel Cardiel, Economic Development Specialist, and Deb Hall, Records Management Officer/Assistant Secretary. There were no guests or members of the public in attendance.

Minutes from the December 15, 2021 board meeting were presented for approval as a motion by Ms. Stone-Gansz and second by Ms. DiLella. These were accepted with unanimous approval.

The board welcomed Mr. Johnson to his new position. The first order of business was to review the Board Officers and discuss membership on the combined Audit & Finance committee as well as the Governance committee. Each three person committee was missing a third participant. Ms. Bronson explained the meeting schedules and duties for each. Mr. Johnson volunteered to participate on the Audit & Finance Committee and Ms. Stone-Gansz volunteered to participate on the Governance Committee. Ms. Bronson also asked for updated contact information for each member.

A Resolution to Approve the Annual Organization and Calendar of Meetings was presented. This Resolution reflected the new committee members previously determined as well as the policies of the corporation. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Mr. DeBadts. All approved by voice vote. A copy of this Resolution will be executed by the Assistant Secretary, sealed with the corporation seal and entered into corporation official book.

A Resolution to Enter into Contract for Services with Wayne County was next presented, authorizing the CEO to execute the contract for 2022. This is an annual contract for shared staffing costs within the county budget correlating to a decrease in the IDA admin line offset by contracted services line item. A Motion to accept this Resolution was presented by Ms. Stone-Gansz, with a second from Ms. Heald. All approved by voice vote.

A Resolution to Approve the Official Newspaper Designation as the Times of Wayne County was presented. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Mr. Miller. All approved by voice vote.

A Resolution to Accept and Authorize the 2021 Annual Investment Report and Annual Procurement Report to NYS Authorities Budget Office (ABO) PARIS report was presented. Ms. Corteville explained the reports and clarified that procurements over \$5,000 must be reported. Ms. Heald reported that the Audit & Finance Committee reviewed the reports and recommended

acceptance by the board. A Motion to accept this Resolution was presented by Mr. Miller with a second from Ms. Stone-Gansz. All approved by voice vote.

A Resolution Authorizing Bank Signatories on all WEDC accounts was presented. Four signatories were named, two staff and two board members. Mr. Miller, Mr. Pincelli and Ms. Bronson remained signors while Mr. Johnson will be added, thus replacing the previous chairman. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Mr. DeBadts. All approved by voice vote.

A Resolution Authorizing Credit Card use for the corporation by Ms. Corteville was presented with a correction to the credit limit amount. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Ms. DiLella. All approved by voice vote.

Ms. Corteville presented the Fiscal Report and presented a table of account balances.

Mr. Pincelli reported that the PILOT billing season was now closed with all funds collected and distributed. He reported that the county solar project programs are now being modeled by other entities in the state, mentioning the host community benefits charges are built into WCIDA agreements. Mr. Pincelli restated his availability to local town members to discuss solar projects. The PILOT program review for solar shows WCIDA in good standing although the charge per MW could be increased. Mr. Pincelli then discussed a recent statewide change in the law related to assessment factors for solar. These assessments are now to use a discounted cash flow model against a typical 15-year PILOT. The use of farmland is also another factor being reviewed for a possible charge against soil-type. A portion of this charge would go back to local municipality to offset land use. Many solar projects, as well as battery storage projects, are being introduced and local boards are looking for advice. These are all tax exempt, and there is anticipation of an increase in projects in 2022.

Mr. Pincelli reported that the sale of property in the town of Ontario is complete. The 10-acre parcel lease expired and was sold to leaseholder. It is now back on the tax roll. There is one 30-acre parcel remaining on Timothy Lane which currently has a land development agreement underway, awaiting site plan approval.

Ms. Bronson presented a Cost Benefit Analysis worksheet that was purchased by the Agency for use in determining PILOT benefits. This Excel document calculates benefits and shows them in ratio to other benefits. Furthermore, as of January 1, there is new IDA law that states when a total benefit is 30% or more of project costs more than \$5 million, a project client must use prevailing wage for contracted services. Mr. Pincelli mentioned that the state has not provided guidance on applying this policy yet. Mr. Pincelli finished with a reminder to the board that their feedback on agency programs and strategies is always welcome since they are engaged in the economy and community every day.

The next WCIDA Board Meeting was set for February 23, 2022 at 9:00 am. Hearing no other business, Mr. Johnson called for a motion to adjourn, which was made by Ms. Stone-Gansz, with a second from Ms. DiLella. Meeting adjourned at 10:44 a.m.

Respectfully submitted,



Deborah Hall, Assistant Secretary