

Wayne County Industrial Development Agency
Board Meeting – April 26, 2023
MINUTES

A regular meeting of the Wayne County Industrial Development Agency (WCIDA) was called to order by Chairman Scott Johnson, at 9:30 a.m. at 9 Pearl Street, Lyons, Second Floor Conference Room. The meeting was held in person for board members. Members present in-person were Vice-Chairman Phil Eygnor, Secretary Kaye Stone-Ganz, Treasurer Julie DiLella, Kenneth VanFleet, and Amanda McDonald. Jeannie Brockmyre, Pamela Heald, and Robert DeBadts were absent. Also present in person were staff members Brian Pincelli, CEO; Katie Bronson, COO; Jamie Corteville, CFO; Ariel Camp, Economic Development Specialist, and Deb Hall, Assistant Secretary. Counsel John Morrell was present via Zoom. Guests present were Dirk Biemans of Intergrow and Jeff Davis, representing SunGrow.

The meeting was broadcast and available live on YouTube channel.

Mr. Johnson presented Minutes from the March 22, 2023 board meeting for approval with a motion to accept by Mr. Eygnor and a second by Ms. Stone-Ganz. All approved.

Mr. Johnson introduced the Assignment Authorizing Resolution between Intergrow East, Inc. to SunGrow East LLC. Mr. Pincelli invited the guests to address the board. He explained that an existing PILOT with Intergrow is being modified due to a new business partnership with SunGrow. Mr. Biemans updated the board that the company is located in Ontario since 2018 and operates a combined total of 100-acre indoor greenhouse for tomato production in three locations, 35 of which is in Ontario, currently under a PILOT Agreement. Industry is consolidating at this time and in an effort to maintain employees and the business, they have been looking for a strategic partner in the industry. SunGrow has a strong marketing team. Operations will stay the same but the joint venture will commence at 49/51%; Intergrow/SunGrow. Marketing will grow into another label brand. Part of the process is to ensure the PILOT benefits remain intact. Mr. Davis represents the other company, who owns the Sunset tomato brand. This company operates a 100-acre site in Oneida County currently with a strong market brand. This request is an assignment request and somewhat urgent. They want to finish the deal by May.

Ms. Stone-Ganz asked if they were going to grow the business in Ontario County. Mr. Biemans explained that 25 acres are still available in Ontario as part of Phase 3 and that this could initiate that growth. All utilities in place. Currently 120 employees with 60 possible with build out. Mr. Johnson and Mr. Eygnor commended them on the business. Mr. VanFleet made a motion to approve the Assignment Resolution with a second from Mr. Eygnor. All approved.

Ms. Corteville presented the account balances, still looking at what to do when CD matures. She then presented the year-to-date budget vs. actuals. IDA is slightly above the revenue projection. Expenses near or below budget.

At 9:40 a.m. Ms. DiLella made a motion to enter into executive session to discuss matters regarding personnel matters. Ms. McDonald seconded. All approved. After discussion, Mr. VanFleet made a motion to return to regular session with second from Ms. McDonald. All approved.

Mr. Pincelli discussed the latest updates in Solar siting requirements wherein a solar developer must make notice to the State Dept of Ag and Markets if they intend to develop on farmland, and particularly on land that contains prime soils, or what is called, soils of statewide importance or mineral soil groups 1-10 (MSG) but especially groups 1-4. Ag and Markets then notifies the County Ag Board which is staffed by the Planning Dept. of which Mr. Pincelli is the Director. The towns have authority to respond to developers, and the

general objective is to balance farmland conversion. In the past, the Planning Dept has given advice to the towns on how and where to site these developments. The IDA is general utilized for the PILOT agreements that establish fees associated with number of MW in the development. He is researching and would like to suggest an option to the Board for increased fees to solar developers, especially those who intend to include battery energy storage as part of the project. Additional fees could be earmarked to purchase development rights in the county.

Last update was that the MasterCraft loan closed in March, and K2 Brewing project and loan will close soon.

In other business, Ms. Hall reminded everyone that IDA is a sponsor of the Wayne County Bicentennial. With sponsorship comes 4 tickets for the upcoming Gala on May 13. If any board member is interested in going, or suggesting a business to invite, please let her know.

Hearing no other business, Mr. Johnson stated that the next WCIDA Board Meeting was set for May 31, 2023 at 9:00 a.m. Ms. Stone-Ganzz made a motion to adjourn which was seconded by Ms. McDonald. Meeting adjourned at 10:28 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Deborah Hall". The signature is written in a cursive, flowing style.

Deborah Hall, Assistant Secretary