

Wayne County Industrial Development Agency
Regular Meeting – April 27, 2022
MINUTES

The regular meeting of the Wayne County Industrial Development Corporation (WCIDA) was called to order by Chairman Scott Johnson at 9:02 a.m. on Wednesday, April 27, 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.

Members present in person Chairman Scott Johnson. Present via Zoom were Kaye Stone-Ganzs – Secretary, Julie DiLella – Treasurer, Robert DeBadts and Jeannie Brockmyre. Pamela Heald, and Ken Miller – Vice Chairman were absent. Also present were staff members Katie Bronson, COO, Jamie Corteville, CFO; Ariel Cardiel, Economic Development Specialist (via Zoom), and Deb Hall, Assistant Secretary plus John Morrell, agency counsel. Guests in attendance were Mary VanBortel and Tim Johnson from VanBortel Chevrolet, and Matt Bragg from Chrisantha. Also present via Zoom were guests Tom Starin and Felix Radesi from Optimax Pro.

Minutes from the March 23, 2022 board meeting were presented for approval as a motion by Ms. Stone-Ganzs and second by Mr. DeBadts. These were accepted with unanimous approval.

Mr. Johnson presented a Project Resolution for One Main Street Macedon LLC. Ms. Bronson explained that this project is seeking a PILOT and then invited guests Ms. VanBortel, Mr. Johnson and Mr. Bragg to describe the project for the board. Mr. Johnson described the project as demolition and construction of 34,000 sq. ft. Corvette retail automotive dealership space adjacent to VanBortel Chevrolet on Main St. in Macedon. The project cost is estimated at \$6 million and the project is anticipating to create 10 new FTE jobs over the next 3 years, with salaries ranging from \$30,000 to \$100,000 annually. Ms. Bronson stated the public hearing was conducted the week prior and the only comment was from the School District as to when the PILOT payments would go into effect. Mr. Johnson asked for a motion regarding the project resolution. Ms. Stone-Ganzs made a motion to approve the project resolution as written, with a second from Mr. DeBadts. Mr. Johnson asked for voice vote and the motion carried unanimously.

Mr. Johnson presented the next Project Resolution for MaxPro LLC & Optimax Systems. Ms. Bronson introduced Mr. Starin and Mr. Radesi from Optimax to describe their project. Mr. Starin stated the company has been in Wayne County for 30+ years and is growing rapidly. Over the next 12-15 months, they will add 36,000 sq ft to the southwest of the existing facility on lands currently owned. This will be entirely manufacturing space. An estimate 50 FTE to be added over the next 5 years and 50 FTE retained. Customers are demanding production and Optimax needs to keep up to grow with customers. Total project cost is \$15 million with about one-third allocated to construction. Ms. Bronson reported the public hearing was held March 16 and no public comment was submitted. Mr. Johnson expressed his support of this expansion and asked for a motion. Mr. DeBadts made a motion to approve the project resolution as written, with a second from Ms. Stone-Ganzs. Mr. Johnson asked for voice vote and the motion carried unanimously.

Ms. Bronson presented the results of the annual confidential Board Evaluation survey. The brief synopsis showed general agreement with the positive performance of the board. Focus will continue in the area of performance measures. Board members were invited to talk to Brain.

Mr. Johnson presented a Resolution for submission of revised 2021 Procurement Report to PARIS. Ms. Corteville explained that the previous report had errors based on when invoices were received

in 2020 and then subsequently paid in 2021. This was corrected and reported back through PARIS. Mr. Johnson asked for a motion to accept this resolution. Motion was made by Ms. Brockmyre with second from Ms. Stone-Gansz. All approved by voice vote.

Ms. Corteville was asked to discuss the 2021 PILOT Analysis which she prepared as a supplement to the required PARIS report. A map was shown with location “pins” on the county map showing where each 2021 IDA PILOT, WEDC Loan and Grant project is located. The next map showed locations of solar projects that are municipal, currently under PILOTs or proposed to the county planning board and are either in progress or not completed. There are a total of 13 solar PILOTs currently in effect. She then reported the assessed value of all PILOTs currently administered by the IDA to be just over \$18 million. The net tax exemption value provided by WCIDA in 2021 was \$2.9 million in exchange for 2,800 FTE jobs created and retained in the county by the beneficiary companies. The Salary Earnings commensurate to the majority of these jobs is calculated to be \$132 million earned in Wayne County. Ms. Stone-Gansz asked if the staff had annual economic projection numbers for the county, both financially as well as job creation, in terms of percentages for by geographic region of the county. Ms. Bronson stated that the agency does not have a specific metric that is suggested for all business in the County, although agency could provide a snap shot from the PILOT and loans customers. Ms. Stone-Gansz felt this could be useful to measure benefits and growth across the county, west to east. Ms. Brockmyre also asked if there was any way to measure where the earned income is spent, in the county or outside of the county. Ms. Corteville highlighted the jobs creation/retention requirements by each PILOT client for the last 10 years. Ms. Stone-Gansz stated that it would be interesting to see where job earners live, whether in the county or not. This is not a requirement of the PILOT. She reported that six companies were struggling to meet their FTE requirements.

Ms. Corteville then reviewed the Account Balances. There was no Executive Director’s update.

In other business, Ms. Hall described the public survey for Small Business Week and the overwhelming responses that were received. Instead of visiting a few business, the agency will recognize all the businesses that were nominated in a press release and on Facebook. Mr. Johnson stated it would be good to pick a few next year.

The next WCIDA Board Meeting was set for May 25, 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 Mr. DeBadts. Meeting adjourned at 9:39 a.m.

Respectfully submitted,



Deborah Hall, Assistant Secretary