Schuyler County Industrial Development Agency
216 N. Franklin Street - Watkins Glen, NY 14891
Meeting Minutes – October 14, 2026

The meeting of the Schuyler County Industrial Development Agency was called to order at 5:00 pm by Mark Taylor, Vice Chair.

Roll Call:	Mark Taylor	Vice Chair
	Erin Shawkey	Treasurer
	Laury Ward *(virtual)*	Secretary
	Hon. Carl Blowers	Schuyler County Legislature
	Kai D'Alleva	Member
	Carl Taber	Board Emeritus
Staff:	Judy McKinney Cherry	CFO/CEO
	Michell Krossber	Office Manager
Absent/Excused:	Chad Hendrickson	Chair
	Wendy Shutter	Economic Development Specialist
Guests:	Shawn Rosno	Schuyler County Administrator
	Scott Burnside	Community Member
	Richard Thiel	Lucky Hare Brewing Co. Inc.
	Ian Conboy	Lucky Hare Brewing Co. Inc.

Roll Call - Confirmation of Quorum

Conflict of Interest: No conflicts were reported.

Introduction of Guests: Scott Burnside, Shawn Rosno, Richard Thiel, and Ian Conboy in attendance.

Public Comment: Richard Thiel, Lucky Hare Brewing Co., thanked the Board for approving the Seneca Harbor Marina Restaurant lease extension through November 2027, but is asking for clarification of the lease payment amounts, the percentage of revenue share for the extension dates, and the due dates for each. Additionally, he requested the correct avenue to address the need for insulation on the exterior grease trap issue he discussed last month. Shawn Rosno, Schuyler County Administrator, directed Mr. Thiel to reach out directly to Ken Thurston, Schuyler County Building & Grounds. He believes a plan is already in place.

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Carl Blowers made a motion to approve the September 2026 meeting minutes as written. The motion was seconded by Kai D'Alleva. The motion carried, unanimously.

Financial Statements

Financial Report – August 2026

Erin Shawkey reviewed the August 2026 Financial Reports. Income includes several PILOT and lease administrative fees that weren't expected to arrive until September. Additionally, the restricted income/expenses also had payments made ahead of the September budgeted dates. August ended better than budget, as a result of the timing of those payments. She noted on the Balance Sheet that the CCTC CD that matured last week (10/6) was renewed at the best available rate, 12 months at CCTC for 4%. She noted that when the Visions CD's mature in April 2027, we will need to retain some of those funds to be able to pay our expenses for 2027. She noted that, again, the bottom line shows a reduction in total assets, but this is due to the equipment depreciation and the aging leases; however, operating cash has increased.

Carl Blowers made a motion to accept the August 2026 financial reports. The motion was seconded by Laury Ward. The motion carried, unanimously.

2027 Budget Assumptions & 2027 Budget:

Erin Shawkey reviewed the 2027 Budget Assumptions & 2027 Budget Proposal. The Finance Committee met directly before this meeting to review the proposals. She noted the increase in the ESD grant reimbursement for the Wastewater Study (from an assumed 50% reimbursement to an approved 80% reimbursement), noting that it was Judy's relationship with the state and her trusted leadership that afforded us the increase in reimbursement. As a result, the final cost of the study to the IDA will be less than $1,000. Regarding Item #7, Annual Meeting vs. Annual Training, she noted that the Finance Committee feels that the Board would be best served to approve the expense for both the Annual Meeting in December and the 2027 Economic Development Conference in February. The committee feels that new board members, especially, could benefit from the conference/training and that anyone able to attend could bring back the learning for those unable to. Additionally, the Annual Dinner is a great opportunity for team building and board development. She also noted that when Judy began her tenure with the IDA, the annual income was around $3,000. With the addition of the PILOT Administrative fees and the FLX Railway lease Judy helped to create a good income stream and the IDA now has an annual income of around $100,000. She thanked Judy for her work and diligence in getting the IDA in good standing.

Laury Ward made a motion to approve the 2027 Budget, to include both the cost of the Annual Meeting and the NYSEDC Conference expenses. The motion was seconded by Mark Taylor. The motion carried, unanimously.

New Business

Lucky Hare Brewing Co. Sublease Extension – Percentage of Revenue Request

Judy McKinney Cherry reminded the board that at the September 2026 Meeting, they approved the Sublease & Equipment Lease Extensions (Resolution #9/2026-04) for eight (8) months, to make up for the lost operating time. The percentage of revenue for the overage portion of revenues was not addressed. Discussion was held regarding (1) the percentage of revenue due and (2) the due date(s). The original lease has an increasing percentage of revenue over $400,000 to be paid annually. Year one was 4%, Year 2 was 5.5%, and Year 3 (revenues May 2026 through March 2027) will be 7%. The last two years, these were paid in July, based on revenues from June to May of the prior year. Discussion was held regarding the IDA's appreciation of their work, the challenges they faced at the start and stuck through, and the challenges they still have with the building needs that they continue to work around. It's in everyone's best interest to support their efforts as best as we can.

Erin Shawkey made a motion to approve the IDA approve a payment of 4% of revenues over $400,000 earned during the extension time-period. The motion was seconded by Kai D'Alleva.

Discussion was held regarding the due date for the revenue overage payment. According to their original lease terms, they have two (2) one-year extensions remaining, that they will need to request directly, and will need to be in place by December 1, 2027. The extensions were built into the lease to give the county the opportunity for redevelopment (in case they have a new plan for the site), so they're not bound by a full 5-year lease.

Erin Shawkey amended her motion to approve the 4% rate for revenues earned during the extension period be based on the revenues earned April 1, 2027 through the end of November 2027 (*the extension period*) and paid by December 31, 2027. The amended motion was seconded by Mark Taylor. The motion carried, unanimously.

Judy will confirm these terms with Mr. Thiel and draft the agreement to include:

- Year 3 will be 7% of revenues over $400,000, from sales June 1, 2026 through March 31, 2027, to be due by July 31, 2027.
- SCIDA will consider the eight extension months (April 2027 through November 2027) under the first-year terms of 4% of revenues over $400,000, which will be due by December 31, 2027.

*An official one-year extension needs to be in place by December 1, 2027 to continue operations.

ONGOING BUSINESS

PROJECT UPDATE NOT ON AGENDA: The housing development planned for Montour Falls will not be going forward. The state went out of their way to approve the application (by changing the boundary lines for the site to be included under the NYFWD grant, as previously discussed); however, the owner is unable to commit/obtain the necessary financing and the project will not be completed.

Haentges Holdings, LLC Mixed Use Project - Update:

The loan is still making its way through Community Bank. It's been approved and was in the hands of the underwriters, who gave preliminary approval, but it has not yet moved to closing. Judy asked the Board to confirm if the PILOT status they approved previously is still valid or if the process needs to be redone? Yes, the Board is committed to the PILOT terms previously approved and shared their concerns about the delay. Judy will also confirm with the attorney that the timeline for the approval/PILOT status is still valid. All members agree that a groundbreaking ceremony cannot occur until the process is officially approved/underway.

Camp Monterey – Update:

Additional cameras were added and two of the new cameras have now been damaged. There continues to be five (5) interested parties for the site. FOIL requests are a challenge, as now some projects are public before the companies were ready for them to be, which creates a lack of trust. We received another request this past week, which appears that AI was used. One of the interested parties didn't like what Judy had stated, tried to go around her directly to the state, and the company was redirected to work directly through the IDA. ESD is still working to transfer ownership to SCIDA. The $5 million available funding increases interest in the site. A developer must apply and their project must be approved before they're eligible for the funds. The basis for approval will depend on jobs created and the amount of private investment. One interested party is not from the USA and ESD is helping to research the company. If the project and company are real, it would be a great benefit for Schuyler County. She noted, for the record, it is not a smokestack, it is advanced manufacturing related.

The wastewater review is scheduled to begin ASAP and we're hopeful for results to be presented in Q1. Judy reminded the board that there is no power to the system due to vandalism. Two years ago, we could have checked this more thoroughly.

A local interested party has been assisting with monitoring the site. In one of the buildings, they discovered all the original building blueprints and as-builts, which they gave to Judy. She needs a very large (3-4 foot) scanner. She'd like to make these records electronic/digital but SCOPED does not have that large scanning ability. Shawn Rosno noted that the county has several large scanners and that they could possibly help. He will check with Real Property, Records Management, and the Planning Department to see if their equipment can scan large documents. If not, perhaps LaBella would be able to help with this project for a small fee.

2027 Board Vacancies – Update

To date, no interest has been received. Judy did reach out to a former banker, and they did have an interest, but they are not a Schuyler County resident. Discussion was held if the board would consider a contractor, considering they may not understand the capital stack portion but would understand construction needs. Concern was shared that a potential board member must be mindful of potential conflicts of interest, as some of the projects that come through the IDA could have a construction component that they would be the contractor for. Additionally, the idea was shared about asking local banks if they have a commercial banker that live in Schuyler County. Mark Taylor offered to reach out to his contacts at Corning and Laury Ward suggested someone who works for INHS, who lives in Seneca County but owns property in Schuyler County. Judy will research but believes a candidate does have to be a resident to qualify and owning a business or rental property does not count as residency. Judy thanked the board for being mindful of what the board needs and not just suggesting friends or family.

A.B.O./PAAA-
No updates.

Committee Reports
Finance Committee: Met earlier today. Report previously provided.

Governance Committee: Did not meet. No report.

Audit Committee: Did not meet. No report.

BROADBAND
Mark Taylor reported that the Beaver Dams project is now complete; however, customer buy-in is lacking. Southern Tier Network owns the fiber to the house, then an ISP provides services direct to the customer.

The Tyrone project should be finished by next month and they have a lot of interested customers.

Executive Session
A motion was made by Carl Taber to enter into Executive Session, pursuant to the Allowable OML List Item #4) Discussions regarding proposed, pending, or current litigation. The motion was seconded by Kai D'Alleva. The motion carried, unanimously.

The Board entered into Executive Session at 6:11 pm.

A motion was made by Erin Shawkey to leave Executive Session. The motion was seconded by Kai D'Alleva. The motion carried, unanimously.

The Board came out of Executive Session at 6:22 pm.

OTHER:
Judy McKinney Cherry invited Board members to attend the SCOPED's Continuous Learning Barstool University presentation on November 12th, at Lakewood Vineyards, beginning at 6:00 pm. The topic is NY's Power Problem and the speaker provides non-partisan, factual information. Michell will send the Board a copy of the flier with the details.

ADJOURNMENT:
A motion was made by Erin Shawkey to adjourn the October 14, 2026 meeting. The motion was seconded by Kai D'Alleva. The motion carried, unanimously.

The meeting adjourned at 6:23 pm.

Respectfully Submitted,

Laury M Ward

Laury Ward, Secretary
mak 10/15/2026