

**Schuyler County Industrial Development Agency
216 N. Franklin Street - Watkins Glen, NY 14891
Meeting Minutes – May 14, 2025**

The meeting of the Schuyler County Industrial Development Agency was called to order at 5:00 pm by John Terry, Board Chair.

Roll Call:	John Terry	Chair
	Margaret Lawrence	Treasurer
	Laury Ward	Secretary
	Mark Taylor	Member
	Hon. Carl Blowers	Schuyler County Legislature
Staff:	Judy McKinney Cherry	CFO/CEO
	Michell Krossber	Office Manager
Absent/Excused:	Chad Hendrickson	Vice Chair
	Kevin Murphy	Board Emeritus
Guest:	Shawn Rosno	Schuyler County Administrator
	Carl Taber	Community Member
	Steve Berry	Community Member
	Steve Maier	Harris Beach Murtha, Atty
	Kurt Shrader	Nelson Properties, Atty
	James Capriotti	Capriotti Properties

Roll Call – Confirmation of Quorum

Conflict of Interest: No conflicts were reported.

Public Comment: No comments were made.

Meeting Minutes – April 2024

Mark Taylor made a motion to accept the April 2025 minutes, as written. The motion was seconded by Laury Ward. The motion carried, unanimously.

Financials

Margaret Lawrence reviewed the March 2025 financial statements. It was a light month.

A motion was made by Carl Blowers to approve the March 2025 financial statements. The motion was seconded by Mark Taylor. The motion carried, unanimously.

CCTC CD Maturing 5/16/25

Margaret Lawrence noted that we have a \$106,000 CCTC CD Maturing on 5/16/25. In projecting the upcoming expenses (legal fees, Camp Monterey study, etc.), she recommends cashing out half of the funds for operations and renewing the remaining \$50,000 back into an interest-earning CD. We have another CD maturing in Sep. 2025 and can reevaluate cash flow at that time. CCTC currently has the best available rate.

A motion was made by Laury Ward to proceed with a 50/50 split of the \$108,000 CD, renewing \$50,000 at CCTC for six months at 4.25% and utilizing the remaining \$56,000 for operating funds. The motion was seconded by Carl Blowers. The motion carried, unanimously.

New Business

Nelson PILOT Transfer Request**

Mr. Capriotti and the attorney for Mr. Nelson, Mr. Kurt Shrader, are in attendance today. Nelson Properties, LLC has requested a transfer of the existing PILOTs for Montour Falls House and Water Works Center to

Capriotti Properties, LLC. Included in the resolutions for transfer is also a mortgage tax exemption request for each project. These properties are in two different towns/villages but the purchase falls under one transaction within the LLC. The Montour Falls House PILOT currently has four (4) years left and the Water Works Center PILOT currently has three (3) years left.

**Authorizing Resolution: Montour Falls House, LLC Project – Assignment Authorization
(Resolution No. 2025-02)**

Carl Blowers made a motion to accept the Authorizing Resolution #2025-02. The motion was seconded by Mark Taylor.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<i>Yea</i>	<i>Nay</i>	<i>Abstain</i>	<i>Absent</i>
John Terry	[X]	[]	[]	[]
Carl Blowers	[X]	[]	[]	[]
Margaret Lawrence	[X]	[]	[]	[]
Laury Ward	[X]	[]	[]	[]
Mark Taylor	[X]	[]	[]	[]
Chad Hendrickson	[]	[]	[]	[X]

The Resolution was thereupon duly adopted.

**Authorizing Resolution: Water Works Center, LLC Project – Assignment Authorization
(Resolution No. 2025-03)**

Laury Ward made a motion to accept the Authorizing Resolution #2025-01. The motion was seconded by Mark Taylor.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<i>Yea</i>	<i>Nay</i>	<i>Abstain</i>	<i>Absent</i>
John Terry	[X]	[]	[]	[]
Carl Blowers	[X]	[]	[]	[]
Margaret Lawrence	[X]	[]	[]	[]
Laury Ward	[X]	[]	[]	[]
Mark Taylor	[X]	[]	[]	[]
Chad Hendrickson	[]	[]	[]	[X]

The Resolution was thereupon duly adopted.

Laury Ward, Secretary, noted that both resolutions need to have the former Chair's name removed prior to certification.

Judy McKinney Cherry noted that the board has approved the resolutions, including the mortgage tax assignments, in good faith, as they maintain their interest for the potential future housing opportunities at the Flats on Broadway property, as discussed at the initial meeting. Mr. Capriotti noted that he does intend to explore adding additional housing, likely at market rate or for seniors, a "cautious blend" of whichever the market shows is in highest demand. He does not intend to build any Section 8 housing units.

The current contract closing date of sale is scheduled for May 27, 2025.

Lucky Hare Brewing Co. – Schamel Marina Dock Sublease*

As a reminder, SCIDA leases the marina property from the County and then subleases out to our current tenants. Any subleases our tenants enter into, while their own binding legal agreement, must be approved by the Board. Historically, this process has not been followed, which was brought to our attention due to the dock sublease Schamel's had entered into with Horseheads Brewing Company. This agreement was (1) never approved by the Board and (2) did not follow the terms of HBC's lease of the building (Schamel's sublease provided a three-year dock lease and HBS only had a one-year site lease). Additionally, the rules of the SLA were not followed, and our previous tenant was serving alcohol outside of the approved licensed lease space. The Board asked if any of terms of the prior lease remain? That is an issue between Schamel's and Horseheads, as the rules weren't followed and the agreement is considered invalid. Schamel's have notified us that the previous contract has been satisfactorily rectified.

Margaret Lawrence made a motion to approve the sublease between Lucky Hare Brewing Company and Schamel's Marina. The motion was seconded by Mark Taylor. Carl Blowers abstained from the vote, due to his county role. The motion carried.

Summit to Streams – Schamel Marina Sublease*

In looking at the other Schamel Marina Subleases, we also need to approve their sublease with the kayak business, which has been in place for several years. In a review of the Schamel's financial records that they are required to provide us annually, the revenue from this business was included in their reported financials. As such, the IDA has always been made whole from the sublease, but we will follow proper protocol going forward.

The Board has asked for the lease dates of the subleases to be changed, to align to the terms of the initial sublease, April through November. Both subleases will be annual, allowing only a one-year term.

Margaret Lawrence made a motion to approve the sublease between Schamel's Marina and the kayak rental business, after the dates are changed to align with the initial sublease. The motion was seconded by Laury Ward. Carl Blowers abstained from the vote, due to his county role. The motion carried.

The Board asked how the county benefits from the subleases/do they receive a portion of the sublease income? The IDA has a direct sublease with Schamel's. Each year, as part of the terms of their sublease, they provide the IDA with a record of their annual earnings. Aligned with these annual reports, the county & IDA receive a percentage of their full annual earnings. A review of their financial records does show that they have always included the revenues earned from the subleases, as well as the dock slips sold.

The Board asked if their sublease also includes the main pier. The main pier was removed from the Schamel's sublease in 2013. The IDA now subleases directly to the pier tenants (FLX Paddleboat, True Love, etc.). It was suggested that a review of all subleases should be completed to ensure compliance and ensure consistency. The IDA was subject to a state audit in 2013, which reviewed those terms and the compliance thereof.

***New PILOT Application Received**

Today we received a new PILOT application, which includes the PILOT, and mortgage and sales tax abatement requests. We did receive the application fee, and the application is currently under review to ensure it is completed accurately. The Initial Authorizing Resolution should be on our agenda next month. The property is in Montour Falls, is one of the Forward New York awardees, and includes commercial space and apartments.

***2025 Select USA Summit Report**

Judy informed the Board that she has just returned from the 2025 Select USA Summit. There were around 4,500 people in attendance. The main topics discussed were AI, semiconductors, and energy. While some state agencies attended, no NY municipalities were represented. The attendees included mainly international companies looking to set up in the United States. No businesses from Europe, Canada, Mexico, South America,

or China were in attendance; they were mainly companies from Turkey, Armenia, Kazakhstan, etc. Judy connected with one company that has an interest in Camp Monterey – an indoor cherry tomato grower. She will continue to work with them and will report back with any updates or next steps.

ONGOING BUSINESS

Camp Monterey Facilities Assessment – Update

The cost of the wastewater study was confirmed with La Bella, at \$69,000.00. Judy has reached out to the state to confirm the availability of the reimbursement grant. The original agreement for the \$5M reimbursement has expired. A new contract has been created and is currently in the process of obtaining all the necessary signatures. This may take a little time, as it requires signatures from the IDA, the county, the DOC, the DEC, OGS, and ESD. It's believed this process should go smoothly, since everyone is interested in activating this non-performing asset. We will hold off on the wastewater study until we have a signed contract in place.

As an FYI, the onsite water and wastewater systems has shown to be a big point of interest in the property.

A.B.O./PAAA-

No updates/No report. Judy will be attending the NYSEDC Summer Meeting in Cooperstown next week.

Committee Reports

Finance Committee: Did not meet. No report.

Governance Committee: Did not meet. No report.

Audit Committee: Did not meet. No report.

BROADBAND

Mark Taylor reported that the IDA hosted a ConnectAll Broadband Discussion Event with the Southern Tier Network to learn more about the ConnectAll opportunity earlier today. We did have county representatives in attendance; however, no townships attended despite several outreach attempts.

Discussion was held regarding the data centers soaking up much of the available energy and the need for something to offset this usage (additional solar, gas, or other form of energy is needed). Solar is the “cheapest and fastest” form of energy creation. The hydropower plant between Keuka and Seneca Lakes was previously decommissioned.

Executive Session

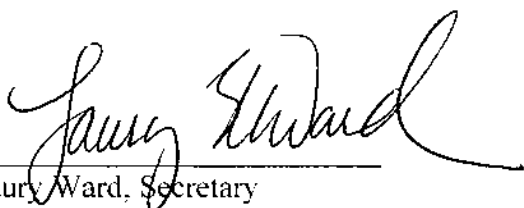
Not needed at today's meeting.

Adjournment:

A motion was made by Mark Taylor to adjourn the May 14, 2025 meeting. The motion was seconded by Laury Ward. The motion carried, unanimously.

The meeting adjourned at 5:52 pm.

Respectfully Submitted,



Laury Ward, Secretary
mak 05/22/25