Minutes of the Meeting of the
Oneida County Industrial Development Agency
Held on May 15, 2015 at Mohawk Valley EDGE
584 Phoenix Drive, Rome NY


EDGE Staff Present: S. Papale, J. Waters, M. Carney, S. DiMeo

Others Present: M. Levitt, C. Levitt, L. Ruberto, C. Kahler, Thomas Valenti, Larry Adler, Fred Swayze, Bob Wilmott

D. Grow called the meeting to order at 8:05 AM.

A motion to enter into Executive Session to discuss contracts and pending litigation was made by S. Zogby and seconded by M.F. Messenger. Motion passed unanimously 6-0.

A motion to exit Executive Session at 8:32 AM was made by S. Zogby and seconded by F. Betrus. Motion passed unanimously 6-0.

A motion to recess the Oneida County Industrial Development Agency meeting at 8:36 AM was made by F. Betrus and seconded by S. Zogby. Motion passed unanimously 6-0.

D. Grow called the meeting to order at 8:37 AM.

The Agency received the April 17, 2015 Meeting Minutes. A motion to approve the April 17, 2015 minutes was made by M. Fitzgerald and seconded by S. Zogby. Motion passed unanimously 6-0.

Financials were distributed to the Agency. Agency accepted the financials as presented.

A request to consider an inducement resolution relating to the Utica First Insurance Company Facility and authorizing a public hearing. The Company is requesting financial assistance in the form of sales tax exemptions and real property tax exemptions (standard industrial) on the incremental assessment resulting from the construction of the addition. A motion to approve an inducement resolution relating to the Utica First Insurance Company Facility and authorizing a public hearing was made by F. Betrus and seconded by D. Grow. Motion did not pass 3-0-3 with E. Quadraro, S. Zogby and M. Fitzgerald abstaining.

After discussion with legal counsel, E. Quadraro disclosed that his son is the VP of Commercial Underwriting and he has a financial stake in the company. A motion to reconsider the initial motion to approve an inducement resolution relating to the Utica First Insurance Company Facility and authorizing a public hearing was made by F. Betrus and seconded by D. Grow. Motion passed 4-0-2 with S. Zogby and M. Fitzgerald abstaining.

A motion to approve an inducement resolution relating to the Utica First Insurance Company Facility and authorizing a public hearing was made by F. Betrus and seconded by D. Grow. Motion passed 4-0-2 with S. Zogby and M. Fitzgerald abstaining.
A request to consider an inducement resolution relating to the New Hartford Homewood, LLC Facility and authorizing a public hearing. The Company is requesting financial assistance in the form of mortgage tax exemption and sales tax exemption. Larry Adler and Tom Valenti addressed the Agency. They will be building an 85-room extended stay Hilton in the New Hartford Business Park. They provided the Agency with a market study that stated the need for an extended stay hotel, even with the Homewood Suites being built. The report stated that only 4% of customers will come from Oneida County, the rest will come from outside the area. The Hampton at the New Hartford Business Park currently has an 80% occupancy rate. They also stated that if they build the Hilton, they will also build a 24,000 square-foot restaurant in the same area. D. Grow questioned what makes this facility different than the others. Adler explained that an extended stay hotel is more costly to build than normal hotels. He said it would also cement the New Hartford Business Park as a hotel destination and will leave 80 acres for future development. E. Quadraro asked whether they will still complete the project if tax relief is not granted. Adler responded that construction cost is estimated to be $2 million more than their last project and relief is necessary to make it cost affordable. S. Zogby stated that the only reason they approved the last extended stay hotel, was because there were no other ones in the area, S. Papale stated that that project has not closed yet. M. Fitzgerald stated that in the Agency’s retail project definition- projects must not compete with other businesses in Oneida County, he would support the mortgage tax exemption but not the sales tax exemption. Adler stated that the mortgage tax exemption would be $75,000 and the fee to the OCIDA would be $40,000 and the cost isn’t worth it. He also stated that he is proud to have taken vacant land and turned it into a successful business park and stressed to the Agency to give consistent benefits. D. Grow stated that he recognized the need for extended stays in the region because the previously approved extended stay hotel isn’t built yet and there is still a perceived need. F. Betrus disclosed that the Hampton Inn and Suites is a member of the Clinton Chamber of Commerce. A motion to approve an inducement resolution relating to the New Hartford Homewood, LLC Facility and authorizing a public hearing was made by E. Quadraro and seconded by M.F. Messenger. Motion passed 4-2.

Old Business
S. Papale briefed the Agency on the Lewis Brothers project. They have just received their four-town water supply permit and will be starting to utilize their sales tax exemption. F. Betrus has abstained from discussion. S. Papale stated that Lewis Brothers would need an extension of their sales tax benefit because it took so long to litigate with the County on the water dispute. M. Fitzgerald questioned whether the IDA had a limit on length of sale tax exemption and if not it should be put in the policy. He also questioned whether the Agency had a separate fee structure for just sales and mortgage tax exemptions. L. Ruberto said that the Agency does not, but she would look into it.

A motion to approve a resolution authorizing the Agency to enter into a Third Modification to Mortgage relating to the Parco Properties Inc. Facility, approving the form and execution of related documents, subject to approval by counsel was made by M. Fitzgerald and seconded by D. Grow. Motion passed unanimously 6-0.

There being no further business, the meeting was adjourned at 9:30 AM upon a motion by F. Betrus and seconded by S. Zogby.

Respectfully recorded,
Jennifer Waters