Members Present: Michael Fitzgerald, David Grow, Kirk Hinman, Mary Faith Messenger, Eugene Quadraro; Steve Zogby; Teleconference: Ferris Betrus.

EDGE Staff Present: SJ DiMeo, S. Papale, G. Zyskowski, J. Waters, M. Kaucher.
Others Present: Laura Ruberto, Bond, Schoeneck & King; Rome Mayor Jackie Izzo; Jenna Peppenelli, Levitt & Gordon; Bill Maxon, Northeast Council of Carpenters; David Hill, The Rome Sentinel.

Chairman Grow called the meeting to order at 8:00 AM.

Chairman Grow stated that there is a request for an Executive Session to discuss potential contracts with the Agency. Board consensus was to enter executive session subsequent to addressing Agenda items

Minutes
The Agency reviewed the draft, corrected December 21, 2018 Meeting Minutes. Two actions were left off the originally-approved minutes. One was related to the Kris-Tech Wire Company sales tax exemption, and the other was related to the MVEDGE Program Dispersement. Both motions were acted upon subsequent to the Agency exiting Executive Session at the meeting. A motion to approve the December 21, 2018 Meeting Minutes as presented with the additional action items included, was moved by M Fitzgerald, seconded by E. Quadraro, and carried, 6-0. The Agency reviewed the draft, March 29, 2019 Meeting Minutes. M. Fitzgerald noted that John Howard was mistakenly referred to as John Barone. A motion to approve the March 29, 2019 minutes, with noted correction, was moved by M. Fitzgerald, seconded by F. Betrus, and carried, 6-0.

Financials
Interim Financials: G. Zyskowski reviewed. It was noted that the PILOT payments held for the Hampton Inn and The Hartford projects are included in the Agency balance sheet because the Agency bears responsibility for their payment processing. There is still a significant amount of budgeted application and administration fees outstanding. Hales Bus Garage closed in March. The Agency received the financials as presented.

M.F. Messenger entered the meeting.

Non-Disclosure Agreement (NDA)
Chairman Grow introduced a proposed NDA for the Agency’s use. S. Papale explained that this would only be used, should the Agency be asked to enter into such an agreement. Having one on hand would allow the Agency to react quicker to such requests. The NDA proposal was tabled pending further clarification of process related to its use.

Kris-Tech Wire Company, Inc.
Chairman Grow introduced a request from the company to increase the value of the mortgage recording tax exemption previously authorized by the Agency. The Agency previously approved a mortgage recording tax exemption valued at $22,000, but the mortgage was not ready to be closed on until now, so it was never used. A motion to authorize an increase in the value of a mortgage recording tax exemption for the benefit of the Kris-Tech Wire Co., Inc. facility (estimated value $32,625) and to join in a mortgage and related security agreements, and approving the form and execution of related documents, all containing the Agency’s standard language and subject to counsel approval, was moved by S. Zogby, seconded by K. Hinman, and approved, 6-0, with M. Fitzgerald abstaining.
Approved May 17, 2019

**Gutchess Vernon, Inc.**

Chair Grow introduced a request from the company for a one-year extension of the Agency’s appointment to utilize sales and use tax exemption on its project. S. Papale explained that the company had to deal with a lot of manufacturing equipment and utility upgrades before they could concentrate on other equipment and building improvements and are now ready to proceed with them. They are on track with their planned job goals. **A motion to extend the sales and use tax exemption status for the benefit of the Gutchess Vernon, Inc, facility for by one year was moved by S. Zogby, seconded F. Betrus, and carried, 7-0.**

**Cardinal Griffiss Realty, LLC/AIS Facility**

Chair Grow introduced a request from the companies for financial assistance in the form of exemption from sales and use tax related to an upgrades to the current server room within the facility and the installation of back-up power generation. SJ Dimeo spoke on behalf of the applicant. AIS currently employs around 300 nationwide, of which 180 are in Rome, including space leased in the neighboring bank building. They are on track to hire 194 people this year and have already hired 45. We are already discussing the specific needs of an additional/expanded building, which will be on the agenda for the 2020-21 time-frame. For this particular project, the tenant is committing to the creation of five additional jobs. The company services both private and governmental clients in cybersecurity applications. **A motion to approve an inducement resolution granting sales and use tax exemption (estimated value $43,800) for the server room/backup power generation project for the Cardinal Griffiss Realty, LLC/AIS facility was moved by F. Betrus and seconded by E. Quadraro.**

**DISCUSSION:** M. Fitzgerald voiced his opposition to granting exemption for this particular request stating that it is merely an equipment purchase for operational purposes and they should be subject to sales tax like any other business would. He stressed that he would be more than happy to support exemption for any future building/equipping project, but not merely an equipment purchase. Directors, Grow, Zogby, Quadraro, also voiced uncertainty as to whether granting tax exemption status is warranted under the current circumstances. Further discussion on the pros and cons regarding the proposal took place. Questions of cost of setting up the exemption vs exemption benefit value, taxable vs non-taxable expenditures, and the desire to assist a highly-valued growing locally-owned and operated company were all discussed. S. Papale explained that this action would also entail the creation of a job commitment document between AIS and the Agency. **The motion on the floor carried, 5-2.**

**A motion to approve a SEQR resolution related to the Cardinal Griffiss Realty, LLC/AIS Facility was moved by E. Quadraro, seconded by D. Grow, and carried, 7-0.**


S. Papale recently visited Collins Aerospace (UTC-Goodrich) will have a representative at the next Agency meeting. Research Associates of Syracuse will most likely be represented at the May meeting.

At 8:50 AM, a motion to enter Executive Session to discuss the potential sale/lease of property was moved by M. F. Messenger, seconded by E. Quadraro, and carried, 7-0.

At 9:54 AM, a motion to exit Executive Session was moved by F. Betrus, seconded by M. Fitzgerald, and carried 7-0.

At 9:54 AM a motion to adjourn the April 25 Agency meeting was moved by F. Betrus, seconded by M. Fitzgerald, and carried, 7-0.

Respectfully Submitted,

Mark Kaucher