

**Geneva Industrial Development Agency  
City Hall, 47 Castle Street, Geneva, New York  
And via Zoom livestreamed to GIDA's YouTube Page  
April 7, 2023 at 8:30 am  
Meeting Minutes**

**In Attendance:**

Anne Nenneau  
Irene Rodriguez\*  
R.J. Passalacqua  
Jason Fulton  
Lowell Dewey  
Rick Bley  
Benjamin Vasquez\*  
*\*remote attendance*

**Others present:**

Tracy Verrier, MRB Group  
Emma Falkenstein, MRB Group  
Amie Hendrix, City of Geneva  
Myles Webster, Webster Properties\*  
Emma Powlin, Harris Beach  
James Nardozzi, Nardozzi Construction  
Alexis Munson, Nardozzi Construction  
Sarah Delmonico, Nardozzi Construction

**MEETING CALL TO ORDER**

Chair Anne Nenneau called the meeting to order at 8:30 am.

**ADMINISTRATIVE REPORTS**

**Meeting Minutes:**

- Motion to approve the February and March meeting minutes by RJ Passalacqua, second by Rick Bley. Motion carried unanimously.

**Financial Report:**

Tracy Verrier reviewed the February and March financial statements. Tracy noted the March financial report included the MRB administrative services fee which included additional costs for GEDC committee administration. Tracy stated that she expects to receive a draft of the audit in the next few weeks.

- Motion to approve the February and March financial reports by Lowell Dewey, second by RJ Passalacqua. Motion carried unanimously.

**UPDATES**

**Geneva City School District:**

No updates

**GEDC:**

Myles Webster noted an uptick in inquiries from potential tenants. Jason Fulton inquired if Webster Properties is collecting information on why potential tenants do not select the GEDC. Myles indicated that the available spaces are often too large for business needs. Myles noted there could be potential in subdividing available space. Jason requested a more detailed look at the current demand for space, and for the GEDC committee to explore alternative options for the space. Rick Bley inquired about the types of businesses interested in the GEDC. He emphasized the GEDC's intended purpose of helping nurture new businesses.

Jason inquired about why the utility bill for Q1 was so high. Anne requested information regarding current tenant rents and utility payment schedules be sent to the Board for review prior to the May regular board meeting. Jason emphasized the need to better manage rising utility costs.

**GEDC Committee Update:**

Tracy provided a review of the prior week's GEDC Committee meeting. The meeting was held to review the studies and reports commissioned to explore next steps for the GEDC.

Tracy stated that Jeremy Wolf from Marks Engineering reviewed the ESA report with the committee. The report noted potential environmental concerns regarding asbestos and lead paint in the GEDC building, as well as ground water contamination and vapors in the soils. However, Tracy stated that Jeremy indicated that these issues were not huge concerns as long that the building remains at its stands. However, Jeremy cautioned that additional environmental studies would be necessary if the building were to be demolished, the concrete slab was disturbed, or the use of the building changed.

Tracy noted that the main findings to come out of the GEDC Committee meeting were questions of 1) if the IDA wants to RFP the whole building or just a portion of it and 2) if IDA only wants to sell a portion of the building, additional information / outside resources may be required to examine the building's utilities. There is no easy way to determine how to best divide the current utility configuration.

Tracy stated that any RFP will also need to address a solution for the City's DPW as they currently use a portion of the GEDC building. She also noted the issue of the kitchen in the GEDC building is less of an immediate concern, although whatever path the IDA chooses to move forward with should also take this into consideration.

Anne inquired about the roofing estimates. Tracy stated that the estimates offered different solutions ranging from a minimum fix to the best possible solution.

Tracy indicated that she will schedule another GEDC committee meeting once the floor plans are received, which she expects to get next week. Jason emphasized the need to gather as much information as possible and explore potential partnership opportunities with the city to make the GEDC building more attractive to the market.

Anne inquired about potential grant opportunities. Tracy noted that MRB Group was exploring grant opportunities and that BOA and ESD might have some potential depending on the decided path. MRB Group will continue to explore federal and state grant opportunities.

Jason inquired about partnering with the City to create a property bundle for the GEDC. City Manager Amie Hendrix stated that the City is revamping how it does property sales and that there is currently a pause on all sales of city-owned property.

The Board engaged in a discussion regarding the need for a build-out if DPW were to be moved from its current location at the GEDC. Jason suggested adding the value of DPW's contract to use GEDC space to the IDA's financial statements to show its value.

### **City Council Update:**

City Manager Amie Hendrix provided an update on City Council and City affairs. She noted that City Council will meet next week. The City plans to announce the winner of the administration contract for the MAP grant funds in the next few days. The city's two open requests for applications for the positions of Assessor and Director of Planning & Economic Development will close in the next few weeks. Amie stated that City Council will have a work session on April 19<sup>th</sup> to discuss short-term rentals.

### **IDA Small Projects Press Release:**

Tracy noted the press release about the IDA's new fee policy went out. She stated she had not received any inquiries yet following the release.

### **Lakes Edge Partial Termination:**

Following the subdivision of the parcel, Harris Beach is now working to get the PILOT paperwork complete for the commercial component of the property. Emma Powlin from Harris Beach is waiting to hear back from the company's counsel to complete the name transfer paperwork.

## **NEW BUSINESS**

### **Nardozzi PILOT**

President of Nardozzi Construction James Nardozzi introduced his colleagues Sarah Munson and Sarah Delmonico and provided an overview of the proposed construction plans for their PILOT application. James outlined the need for this project as the current business location does not have enough space to accommodate current staffing or future growth. James emphasized his desire to stay in Geneva both for the benefit of the company and the community due to its strategic position in the Finger Lakes region. James expressed his desire for the community to be supportive of the project.

Jason Fulton inquired about the company's projected revenue for 2023, to which James stated the company expects to hit \$23 million. James indicated this would be a 26% increase compared to 2022. James stated that the business's fastest-growing area is utilities construction and maintenance.

Upon inquiry from Lowell Dewey, James indicated that the proposed construction will not infringe on wetlands and that the engineering reports will be handled by Lakeside Engineering.

James noted the project hopes to use 35-40% recycled materials, but that the building will likely not be LEED-certified due to certification costs. Upon inquiry from Jason, James stated the expected total project cost will be around \$2.5 million.

James circled back to the discussion of where to put the City's DPW, noting that the current Nardozzi facility might be a good fit if the IDA decides to sell the GEDC building.

Upon inquiry from Anne, James stated he would check with his engineers regarding whether the hydraulic study would be ready in time to present at the City's April Planning Board meeting.

- Motion to schedule a public hearing for the Nardozzi PILOT agreement by Rick Bley, second by Lowell Dewey. Motion carried unanimously.

## **UNFINISHED BUSINESS**

### **Legislative Update:**

Emma Powlin provided an update on recent legislation involving IDAs. She noted the new laws are intended to enhance transparency between IDAs and their taxing jurisdictions as IDAs will be under increased scrutiny at the state level. Emma stated that Harris Beach is working to incorporate new language into the IDA's documents to reflect the new legislation. Tracy and Emma will work to create an annual PILOT notice outlining the status and timeline of all existing PILOTS for the taxing jurisdictions.

## **EXECUTIVE SESSION**

- Motion to go into executive session to discuss the proposed sale or lease of real property at 9:43 by RJ Passalacqua, second by Lowell Dewey. Motion carried unanimously.
- Motion to exit executive session at 9:50 by RJ Passalacqua, second by Jason Fulton. Motion carried unanimously.

## **UNFINISHED BUSINESS (continued)**

### **Gateway Parcel:**

- Motion to retain Wendy Marsh from Hancock Estabrook, with the IDA responsible for 50% of associated retaining fees, to assist with real estate matters related to the Gateway parcel by Lowell Dewey, second by RJ Passalacqua. Motion carried unanimously.

### **Next Meeting:**

The next meeting is scheduled for May 5<sup>th</sup>, 2023 at 8:30 am at the City of Geneva City Hall.

## **ADJOURNMENT**

- Motion to adjourn by Anne Nenneau. The meeting adjourned by acclamation at 9:51 am.