



REGULAR MEETING MINUTES

February 6, 2019, Noon
One Franklin Square-Economic Development Conference Room, Exchange Street

Board Members in Attendance

Dave Linger, Chair
Steve Davoli
Kirin Makker
Rob Sollene
Richard Conoyer

Others in Attendance

Paul D'Amico, City Council Liaison
Adam Blowers, City Comptroller/Asst. City Manager
Sage Gerling, City Manager
Nancy Coluzzi, Secretary

Approval of Minutes (12-05-18) On motion from Mr. Davoli, seconded by Ms. Makker, the Board unanimously approved the minutes from December 5, 2018.

Financial Report

Mr. Blowers reported that a small amount of interest was gained in January and had an ending bank balance of \$38,000. Mr. Blowers noted that the \$80,000 CD is earning interest. On motion from Mr. Sollene, seconded by Mr. Conoyer, the Board unanimously approved the financials.

Video Update

Ms. Gerling informed the Board that the Marketing Committee looked at the video and it did not show Geneva in ways of diversity. LaBarge will make changes at an extra cost which the IDA has agreed to pick up. The goal is to have the video completed within the next month. Different downtown businesses will be featured. The video will be available to show to the public and open to anyone who would like to use it.

Zoning Update

Ms. Gerling reported that she met with John Steinmetz from Barton & Loguidice concerning the Zoning update. She will ask the City to contribute \$80,000, and ask the IDA & LDC to contribute \$10,000 each, which the IDA has agreed to do. Mr. Sollene stated that he does not think that the LDC & IDA should contribute; the cost should have been budgeted in the City Budget. The last time the City did a Zoning update was 1968. The LDC board supports the process, but did not put forward a motion to allocate funding to the Zoning update.

GENEVA LOCAL DEVELOPMENT CORPORATION

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(315) 828-6585 – sgerling@geneva.ny.us - www.cityofgeneva.ny.us

BOARD OF DIRECTORS

KIRIN MAKKER ('19) ~ ROBERT SOLLENE ('19) ~ DICK CONOYER ('20) CHEVANNE DEVANEY ('18) ~ STEVE DAVOLI ('20)
PAULA BUCKLIN ('18) ~ ROBERT KOCZENT ('19) ~ DAVID LINGER ('20) ~ KEVIN WHITAKER ('18)

2019 Economic Development Summit- LDC Participation

Ms. Gerling stated that the City would like to have the 1st Economic Development Summit in March or early April, and would like to get 1 or 2 people from the different agencies to participate. We have a William Smith intern helping with the planning.

Member Reappointments

Ms. Gerling informed the board that City Council will vote on board's reappointment recommendation of Ms. Bucklin, Ms. Devaney and Mr. Whitaker at tonight's (2/6/19) City Council meeting.

Executive Session

No Executive Session

Respectfully submitted by Ms. Coluzzi



REGULAR MEETING MINUTES

April 3, 2019, Noon

One Franklin Square-Economic Development Conference Room, Exchange Street, Geneva, NY

Board Members in Attendance

Dave Linger, Chair
Paula Bucklin
Richard Conoyer
Steve Davoli
Rob Koczent
Rob Sollene

Others in Attendance

Adam Blowers, City Comptroller/Asst. City Manager
Sage Gerling, City Manager

Approval of Minutes (02-06-19) On motion from Mr. Koczent, seconded by Mr. Sollene, the Board unanimously approved the minutes from February 6, 2019.

Financial Report

Mr. Blowers reported that \$6.13 of interest was gained in February and the LDC ended with a fund balance of \$117,931.54. On motion from Ms. Bucklin, seconded by Mr. Koczent, the Board unanimously approved the financials.

Video Update

Due to technical difficulties, the marketing video was not shown. The video will be shown in place of the next LDC meeting on Wednesday, May 1st at noon at City Hall, 2nd Floor conference room. The marketing committee will be meeting to discuss next steps for video promotion. Mr. Conoyer suggested promoting through the Syracuse and Rochester television channels. Mr. Conoyer noted that he has contacts to share.

Executive Session

At 12:10 PM on motion by Mr. Koczent, seconded by Mr. Conoyer, the LDC Board went into executive session for the purpose of discussions regarding the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof. At 12:29 PM on motion by Mr. Koczent, seconded by Mr. Davoli, the Board came out of executive session and resumed the regular meeting.

Gateway Parcel

On motion by Mr. Davoli, seconded by Mr. Conoyer, the board voted in favor to renew the listing agreement with Caliber Commercial Brokerage, LLC for 2 North Exchange Street, 14 North Exchange Street, 5 East North Street, 7 East North Street, 11 East North Street and 15 East North Street with no commission due for a sale associated with Ithaca Housing Neighborhood Services and pending the Geneva Industrial Development Agency approval.

Respectfully submitted by Ms. Gerling.

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REGULAR MEETING MINUTES

July 24th 2019 noon
47 Castle Street, Geneva, N.Y.

Board Members in Attendance

Dave Linger, Chair
Paula Bucklin
Steve Davoli
Rob Sollene
Chevy DeVaney
Kirin Makker
Kevin Whitaker

Others in Attendance

Adam Blowers, City Comptroller/Asst. City Manager
Sage Gerling, City Manager
Erica Collins, Secretary to the City Manager

Approval of Minutes (04-03-2019) On motion from Mr. Sollene, seconded by Ms. DeVaney, the Board unanimously approved the minutes from April 3rd, 2019.

Financial Report

Mr. Blowers reported that LDC ended with a fund balance of \$38,000 and an \$80,000 CD. On motion from Mr. Davoli, seconded by Ms. Makker, the Board unanimously approved the financials.

Video Update

Ms. Gerling stated that Ms. Anne Nenneau from the IDA presented marketing video at City Council meeting. A 2-phase roll out approach is being worked on. Utilizing it locally with a recruitment kit and then regionally and looking at social media outlets and specific industry marketing that may cost money.

Gateway Parcel

Tenant is out of remaining house and the property is scheduled to close this month. The City will maintain property in the meantime and will seek request for proposals for demolition. A 2nd proposal to purchase the property will be presented in August 7th meeting for both IDA and LDC (Local Development Corp.).

Respectfully submitted by Ms. Collins.

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REGULAR MEETING MINUTES

September 3rd, Noon

One Franklin Square-Economic Development Conference Room, Exchange Street, Geneva, NY

Board Members in Attendance

Paula Bucklin
Steve Davoli
Rob Koczent
Rob Solenne
Chevy DeVaney
Kevin Whitaker

Others in Attendance

Adam Blowers, City Comptroller/Asst. City Manager
Sage Gerling, City Manager
Erica Collins, City Admin
Paul D'Amico, Council Liaison

Approval of Minutes (07-24-2019) On motion from Mr. Whitaker, seconded by Mr. Davoli the Board unanimously approved the minutes from July 24th 2019.

Financial Report

Mr. Blowers stated no activity to report due to the timing of monthly meeting.

Video Update

Ms. Gerling, reports Rhonda is working on the 2nd phase projected cost that she would like the LDC and IDA to consider pushing out the video regionally and beyond to perhaps getting into a trade magazine, hopefully to discuss during the budget process.

Review of Financials

Ms. Gerling is requesting feedback from LDC on budget and process. Mr. Blower's mentioned budget for LDC is small and simple. Would be happy to look into any thing that comes up, and other budget questions. Mr. Koczent would like to take a deeper dive into other ways LDC can generate more revenue and what projects are coming up.

Food and Beverage Consortium Update

Ms. Gerling reports they have a draft action plan that is going out to the participants and then will be sent out further once reviews and edits are made. Looking at the next phase of transferring leadership from the City to a non-for profit whom will lead and be responsible for having the actions delivered and next steps moving forward.

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Executive Session

At 12:13 PM on motion by Ms. Bucklin, seconded by Ms. DeVaney, the LDC Board went into executive session for the purpose of discussions regarding the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof. At 12:42 PM on motion by Mr. Koczent, seconded by Ms. Makker, the Board came out of executive session and resumed the regular meeting. LDC and IDA will have a joint executive session on September 17th at 8am at City Hall.

Respectfully submitted by Ms. Collins.

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REGULAR MEETING MINUTES

November 6th 2019

12pm

One Franklin Square-Economic Development Conference Room, Exchange Street, Geneva, NY

Board Members in Attendance

Paula Bucklin
Kirin Makker
Steve Davoli
Rob Koczent
Rob Solenne
Chevy DeVaney
Kevin Whitaker

Others in Attendance

Adam Blowers, City Comptroller/Asst. City Manager
Sage Gerling, City Manager
Erica Collins, City Admin
Paul D'Amico, Council Liaison

Approval of Minutes (09-04-2019) On motion from Mr. Koczent, seconded by Mr. Whitaker the Board unanimously approved the minutes from September 4th 2019.

Financial Report

Mr. Blowers stated no activity to report due to the timing of monthly meeting. Mr. Blowers will circulate Budget 2020 and will bring to December meeting to vote on. Mr. Koczent is interested in revenue generating for LDC board as a whole.

Video Update

Ms. Gerling stated locate FLX did a blast on Marketing Video, Rhonda has sent out to 10 other regional partners, Finger Lakes Tourism Alliance, County Visit FLX, Greater Rochester Enterprise, Chamber of Commerce Rochester, Ontario County IDA etc. Rhonda has done research on national and international trade associations, or other food and beverage conferences. We will have to come back to LDC and IDA for some suggestions and price points. Katie our part-time planner will put together packets for when prospects call we can have something a little more formal ready to go.

Food and Beverage Consortium Update

Ms. Gerling reports they interviewed five candidates, they have one they are moving to the 2nd round but they will be putting another call out and change job description a little more due to interviews of what board was hoping to get, not exactly what they got. Need someone strong in marketing strategy but also have graphic and writing skills and work with a team.

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Gateway Update

Mr. Blowers stated, they have started a Joint Gateway Committee, to focus and discuss the gateway parcel on Exchange and North St. Mr. Koczent and Mr. Davoli are LDC reps. Committee met with Matt Chatfield who is the broker from Caliber Company. They have met to discuss what the driving force is behind the lack of offers for the parcel. Mr. Chatfield, mentioned our biggest competition is family video across the street due a building already existing and they could just lease it. An attraction our parcel has is ability to do new construction with a drive thru. He also mentioned as options of this parcel being the beginning or the end of a package deal, where other parcels throughout city or other projects other developers want to take on this could be added to that with developed parameters.

Member Appointments

Ms. Gerling mentioned Mr. Dick Conoyer resigned from the LDC board due to time constraints. We currently have 3 member re-appointments all re-appointments are currently interested will be have to send out for Mr. Conoyer's open seat. Mr. Blowers will be following up with members who need LDC training complete.

Ms. Gerling made a motion to adjourn, motion moved by Ms. DeVaney seconded by Ms. Bucklin.

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REGULAR MEETING MINUTES

December 4th 2019

12pm

One Franklin Square-Economic Development Conference Room, Exchange Street, Geneva, NY

Board Members in Attendance

Paula Bucklin
Kirin Makker
Steve Davoli
Rob Sollenne
Chevy DeVaney via phone
Kevin Whitaker
Dave Linger

Others in Attendance

Adam Blowers, City Comptroller/Asst. City Manager
Sage Gerling, City Manager
Erica Collins, City Admin
Paul D'Amico, Council Liaison
Dave Bunnell, Dove Block
Jim Spates, Dove Block

Agenda Items

Dave Bunnell and Jim Spates presented Dove Block project update. Have asked LDC to waive repayment of the \$25,000 loan for the Dove Block project.

Approval of Minutes (11-6-2019) On motion from Ms. Makker, seconded by Mr. Davoli the Board unanimously approved the minutes from November 6th 2019.

Financial Report

Ms. Gerling stated no activity to report due to the timing of monthly meeting.

Budget

Ms. Gerling noted that the 2020 Budget does not allocated specific amounts for specific programming as the LDC has previously done. If the LDC generates a project during the year, the board can make a budget amendment. Mr. Linger, clarified that the budget is just a guideline throughout the year and reiterates that an amendment to the budget can take place. Mr. Linger made a motion to approve the 2020 Budget. On motion from Mr. Sollenne, seconded by Ms. Makker, the Board unanimously approved. (LDC Budget attached)

Member Appointments

LDC board currently has 3 members up for re-appointment. Ms. Makker, is going to step down due to activeness in other committees and boards. Mr. Sollenne and Mr Koczent are looking to be re-appointed, members of the LDC board fall under certain categories. Ms. Makker falls under the 'Planner' category and all applicants who would like to

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be considered for the LDC due to City Council process do not qualify for that seat. We will need to do another formal call for requests or suggestions from members for someone who falls under the community development planner category that has urban design and neighborhood planning experience. An architect with solely building experience would not fit this background.

Appointment for Ms. Makker will not go before council yet, however other two member re-appointments will. We have two open seats with Ms. Makker stepping down and Mr. Conoyer's resignation.

On motion from Ms. Bucklin seconded by Mr. Whitaker the board unanimously approved the re-appointment of Rob Koczent and Rob Sollenne.

Executive Session

Mr. Linger made a motion to enter Executive Session at 12:28pm, motion moved by Ms. Bucklin, seconded by Mr. Sollenne. Board entered into executive session

- Regarding the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

Ms. Gerling made a motion to forgive loan with Dove Block contingent on certain stipulations. Motion moved by Mr. Whitaker, seconded by Ms. Makker board unanimously approved.

Other Business:

LDC and IDA will have a joint executive session before IDA meeting scheduled for Tuesday, December 17th at 8am.

- Regarding the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

Mr. Linger made a motion to adjourn.

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