

CAYUGA COUNTY LEGISLATIVE COMMITTEE MINUTES



PLANNING & ECONOMIC DEVELOPMENT COMMITTEE

DATE: JANUARY 9, 2019, CHAMBERS – 5:30PM

COMMITTEE MEMBERS:

| | |
|------------------------------|--|
| <i>Paul Pinckney</i> | <i>Legislator, District 5, Chair</i> |
| <i>Keith Batman</i> | <i>Legislator District 7</i> |
| <i>Andy Dennison</i> | <i>Legislator District 2</i> |
| <i>Patrick Mahunik</i> | <i>Legislator District 12</i> |
| <i>Aileen McNabb-Coleman</i> | <i>Legislator District 6</i> |
| <i>Charlie Ripley</i> | <i>Legislator District 9, Vice Chair</i> |
| <i>Ben Vitale</i> | <i>Legislator, District 3</i> |

OTHERS: Chairman Tucker M. Whitman, Legislator Christopher Petrus, Legislator Joseph DeForest, Legislator Joseph Bennett, Legislator Elane Daly, Legislator Timothy Lattimore, Legislator Ryan Foley, County Administrator Justin J. Woods, County Attorney Christopher Palermo, Cayuga County Soil and Water Conservation District, Executive Director, Doug Kierst, CEDA Executive Director, Tracy Verrier, CEDA Economic Development Specialist, Maureen Riester, Tourism Executive Director Karen Kuhl, Deputy Director of Public Works Carl Martel, Sheriff Brian Schenk Engineer, Deputy Director Emergency Management Neil Rivenburgh, Probation Director Jay DeWispelaere, Emergency Management Director W. Douglas Whittaker, Planning and Economic Development Director Stephen Lynch, Director, Planning and Economic Development, Administrative Assistant Suzanne Gauthier, Ryan Franklin, The Citizen

CALL TO ORDER: By Hon. Paul Pinckney, Chair at 5:32 p.m.

EXCUSED: Benjamin P. Vitale

MINUTES TO APPROVE: December 5, 2018, Motioned by Charlie Ripley, 2nd By Aileen McNabb –Coleman, all in favor, passed.

APPOINTMENTS & RESOLUTIONS: Discussed with each committee report

STAFF:

| | |
|------------------------|--|
| <i>J. Justin Woods</i> | <i>County Administrator</i> |
| <i>Sheila Smith</i> | <i>Clerk of the Legislature</i> |
| <i>Amanda Morgan</i> | <i>Deputy Clerk of the Legislature</i> |

REPORTING DEPARTMENTS & AGENCIES:

- Cayuga County Office of Planning & Economic Development Stephen F. Lynch, AICP, Director
- Employment & Training | Cayuga Works Career Center Ann Kubarek, Director
- Cayuga Economic Development Agency – CEDA Tracy Verrier, Executive Director
- Soil & Water Conservation District – CCSWCD Doug Kierst, Executive Director
- Cornell Cooperative Extension of Cayuga County – CCE , Executive Director
- Cayuga County Office of Tourism Meg Vanek, Executive Director

CAYUGA COUNTY PLANNING & ECONOMIC DEVELOPMENT

STEPHEN F. LYNCH, AICP, DIRECTOR

APPOINTMENTS

Motioned by Keith Batman to bundle the appointments and present to the Legislature for approval, 2nd by Charlie Ripley. All in favor, passed.

Ag & Farmland Protection Board

Dennis Eckel, 12530 Follett Road, Martville, NY 13111, Term- 01/01/19 to 12/31/22 (Reappt.)

Christopher Gross, 9460 State Route 34, Weedsport, NY 13166, Term- 01/01/19 to 12/31/22 (Reappt.)

Jeff Ten Eyck, 384 Champlin Road, Groton, NY 13073, Term- 01/01/19 to 12/31/22 (Reappt.)

Cayuga County Planning Board terms- 1-23-19 to continuous until new nomination is submitted

David Lipiska, 2301 State Rte. 31, Weedsport, NY 13166

Gary Colella, 3357 Melrose Rd., Auburn, NY 13021

Nancy Sweet, 8810 Hooper St., Weedsport, NY 13166

Cayuga County Planning Board (Officers only) terms- one year – 1-1-19 to 12-31-19

Chairman – Slade Cox, 12318 Farnam Rd, Cato, NY 13033

Vice-Chair - Ann Robson, 4261 Westlake Rd., Auburn, NY 13021

Secretary - Darrin Rooker, 73 Green St., Port Byron, NY 13140

ROUTINE RESOLUTIONS

1-19-PL-1 Authorizing the filing of applications for State assistance from the Household Hazardous Waste (HHW) State Assistance Program and signing of the associated state contracts.

Charlie Ripley motioned to approve and move the resolution 1-19 - PL-1, 2nd by Pat Mahunik.

All members present voted in favor of resolution, passed.

1-19-PL-2 Designating the Cayuga County Convention and Visitors Bureau (“CCCVB”) Executive Director as the Cayuga County Tourism Promotion Agency (CCTPA”) Program Project Director for New York State Tourism Grant Funding for 2019 state program year.

Steve Lynch explained this resolution updates the name of the new Tourism Director and authorizes the Tourism Office to apply for New York State grants.

Keith Batman motioned to approve and move the resolution 1-19 - PL-2, 2nd by Pat Mahunik.

All members present voted in favor of resolution, passed.

RESOLUTIONS WITH BACKGROUND

- None

POLICY MATTERS FOR COMMITTEE

Discussion:

Keith Batman inquired about the Clean Energy Community Grant. Steve Lynch gave an update on the \$250,000 energy grant. The grant includes the purchase of two electric vehicles along with two electric charging stations, lighting upgrades at the County Jail and a Strategic and Operational Plan for Cayuga County Public Utility Service Agency (CCPUSA). Committee continued a discussion on the location of the charging stations.

The draft of the Watershed Rules and Regulations has been developed and will be bringing the report back to the stakeholder groups in March /April followed by presentations to the public.

CAYUGA COUNTY EMPLOYMENT & TRAINING | CAYUGA WORKS CAREER CENTER

ANN KUBAREK, DIRECTOR

ROUTINE RESOLUTIONS:

- None

RESOLUTIONS WITH BACKGROUND:

- None

APPOINTMENTS

- None

POLICY MATTERS FOR COMMITTEE:

- None

CAYUGA COUNTY SOIL & WATER CONSERVATION DISTRICT - CCSWCD

DOUG KIERST, AGENCY EXECUTIVE DIRECTOR

ROUTINE RESOLUTIONS

- None

RESOLUTIONS WITH BACKGROUND

- None

APPOINTMENTS

Motioned by Charlie Ripley to approve the appointments and present to the Legislature for approval, 2nd by Aileen McNabb-Coleman. All in favor, passed.

- Cayuga County Soil & Water Conservation District Board of Directors
 - Jim Young, 4549 State Route 34B, Union Springs, NY 13160, Term- 01/01/19 to 12/31/21 (Reappt.)
 - Ray Lockwood Jr., 1877 State Route 326, Auburn, NY 13021, Term – 01/01/19 to 12/31/21 (Reappt.)

SWCD POLICY MATTERS FOR COMMITTEE

The Cayuga County Soil and Water Conservation District would like to thank you for your consideration of funding and the resulting increase to our appropriation. We will continue our mission to enhance and protect the natural resources of Cayuga County through "hands on" implementation of best management practices.

Doug updated the committee on the award of a new \$4,000 streambank restoration grant. A Nutrient Management Planner has been hired and currently being trained for certification.

CORNELL COOPERATIVE EXTENSION OF CAYUGA COUNTY - CCE

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, AGENCY EXECUTIVE DIRECTOR

ROUTINE RESOLUTIONS

- Nothing received

RESOLUTIONS WITH BACKGROUND

- Nothing received

APPOINTMENTS

- Nothing received

CCE POLICY MATTERS FOR COMMITTEE

- Nothing received

CAYUGA ECONOMIC DEVELOPMENT AGENCY - CEDA

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TRACY VERRIER, AGENCY EXECUTIVE DIRECTOR

APPOINTMENTS

Motioned by Andrew Dennison to approve the appointments and present to the Legislature for approval,

2nd by Pat Mahunik. All in favor, passed.

- CCIDA
 - Andrew Rindfleisch, 1239 Great Gully Rd, Union Springs, NY 13160, Term – 1/1/19 to 12/31/20 (Reappt.)

- John Latanyshyn, 5663 Silver St. Rd, Auburn, NY 13021, Term – 1/1/19 to 12/31/20 (Reappt.)
- Paul Lattimore, 9 Rockingham Rd., Auburn, NY 13021, Term – 1/1/19 to 12/31/20 (Reappt.)
- Raymond Lockwood, 1877 State Rte. 326, Auburn, NY 13021, Term - 1/1/19 to 12/31/20 (Reappt.)

ED POLICY MATTERS FOR COMMITTEE

- Update on current and past NYS Consolidated Funding Application Recipients. Brief notes below, more detail to be presented at meeting.
 - 2018:
 - Volpi Manufacturing: Just awarded, in planning
 - Page Transportation (Keith Titus): Just awarded, in planning
 - 2017:
 - Auburn Public Theater Renovation & Expansion: Underway
 - Schweinfurth Memorial Art Center funding for new position: Complete
 - Cayuga Centers Employee Training: additional follow up needed
 - Schine Theater Renovation: Underway
 - Gavras Center workforce training program: Did not move forward
 - Copper John equipment and renovations: Underway
 - Currier Plastics expansion: In planning
 - DuMond Farms soybean processing spin off: Underway
 - Martens Companies expansion: Moved project to Fulton
 - CCIDA Industrial Park Sewer upgrade: In planning
 - Prison City Brewing expansion: In planning
 - 2016:
 - CIDEDEC expansion: Complete
 - SB Lattimore boutique lakeside hotel: In planning
 - Gavras Center preschool expansion: Near complete
 - Weaver Machine FF&E acquisition: additional follow up needed
 - CEDA Innovation Business Accelerator: In planning, changed scope
 - 2015:
 - Aurora Shoe Company Expansion: Complete
 - Inns of Aurora expansion (spa, event center, and support facility): In planning, spa starting soon
 - 2014:
 - Auburn Floors renovations: Complete
 - Stonewell Bodies expansion: did not move forward
 - US Intercorp facility: did not move forward

Tracy Verrier presented updates on current economic development projects.

- Sewer line upgrade at Aurelius Industrial Park: CCIDA is exploring the timeline of upgrades to the sewer line that services the Aurelius Industrial Park to accommodate expansion of existing tenants and attraction of new tenants. NY ESD funding has been secured and preliminary engineering has been completed. An application for US EDA funding is also underway. Cost estimates have been researched and CCIDA will be looking for additional funding to secure the gap funding for the infrastructure upgrades.

Discussion:

Legislator Lattimore asked about job and business retention within the area. Lattimore stated CCPUSA would be available if a potential project become available to request preferential power for projects in need of low cost energy.

Tracy distributed an updated 2018 CEDA Work Plan Progress report. CEDA is currently meeting with the Downtown Revitalization Initiative (DRI) Planning committee. The committee will continue the process of determining which projects will be in the final submittal. A report on General Business Demographics was included in the progress report.

Legislator Lattimore inquired about the composition of the committee; no County Representative were chosen for the DRI Committee. Tracy explained the no City staff was included also. The team was looking to have a larger selection of non-profit and local business representative in the group.

- Possible site visits: Some businesses are interested in having legislators visit their sites to see their operations and learn more about their projects. Seeking feedback on interest in and timing of such visits.

As requested, CEDA provided information on the Casino Gaming revenues.

- Casino Gaming Development Regions: Cayuga County is part of the Oneida Exclusive Gaming Zone and was not eligible for casino development at the time that New York State Gaming Facility Location Board was soliciting bids for casino development. This is also why Cayuga County does not receive a share of revenues from del Lago Resort & Casino. For additional information:
 - The Gaming Facility Location Board released a report outlining the eligibility and selection criteria for the process that occurred in 2013-2014 to approve permits to three new casinos: <https://www.gaming.ny.gov/pdf/12.17.14.GFLBSelection.pdf>
 - The Citizen outlined the exclusive gaming zone in an article regarding revenue shares, which was also a contributing factor to Cayuga not being included in one of the eligible regions: https://auburnpub.com/blogs/eye_on_ny/why-cayuga-county-doesn-t-get-cut-of-del-lago/article_543a1ebb-93d6-5dea-bf27-cfe34f94b86c.html

Economic Development Forecast Luncheon to be held on January 24, 2019. Randy Cohen, Vice President of Research & Policy for Americans for the Arts will be the keynote speaker.

Save the Date – March 28th – 2019 State of t Cayuga County/City of Auburn Luncheon.

CAYUGA COUNTY OFFICE OF TOURISM

KAREN KUHL, EXECUTIVE DIRECTOR

ROUTINE RESOLUTIONS

- None

RESOLUTIONS WITH BACKGROUND

- **Notation Only, this Resolution was discussed and approved in Planning**
- **1-19-PL-2 Designating the Cayuga County Convention and Visitors Bureau (CCCVB) as the Cayuga County Tourism Promotion Agency (TPA) for New York State Tourism Grant Funding for the 2019 State program year and designating the Program Project Director, Karen Kuhl, executive director, CCCVB.**

As the CCCVB is the corporation designated by the Cayuga County Legislature to develop and implement a comprehensive tourism promotion and marketing plan for the County and New York State requires that an agency be designated by resolution of the Cayuga County Legislature for the

2018 CEDA Workplan Progress

As of: 12/31/18

BUSINESS RETENTION AND EXPANSION (BR & E)

| Activity/Output | Goal | Actual YTD | 2017 |
|---|---------------------------|------------------------|----------------|
| Existing business visitations | 90 (incl. 20 unique) | 71 (35 unique) | 80 (44 unique) |
| Identify growth opportunities | 12 | 15 | 21 |
| Several identified growth opportunities have progressed over the year with applications for incentives and loans, such as Page Transportation, Volpi USA, and Preferred Quality Grain. Others have progressed even further by starting the implementation of their expansions, such as Aurora Ale & Lager and Cayuga Veterinary Services. | | | |
| Business to Business connections | 10 | 12 | 12 |
| Direct assistance to businesses submitting CFAs | 4 CFAs submitted | 4 submitted; 2 Awarded | 7 |
| Submitted: Keith Titus (Page Transportation)- awarded \$1.2m; Volpi USA- awarded \$320,000; Finger Lakes Fish; Live It Fitness & Training | | | |
| Loan assistance | 2 loans closed | 2 closed / 1 approved | 0 |
| Loans closed: Aurora Ale & Lager (\$130k) & The Muldrow Group (\$50k) Loan approved: Octane Social House (\$63,731) | | | |
| IDA assistance | 4 small projects / 2 full | 2 small / 2 full | 5 small/1 full |
| Small projects: ACMT (K&S Carwash); Cayuga Veterinary Services Full Projects: Page Transportation; Inns of Aurora (Shakelton) | | | |
| Resource referrals | 20 | 28 | 51 |
| Outcomes | | | |
| | Goal | Actual YTD | |
| Private Investment | \$12m | \$23.9m | \$31.3m |
| Incentives/loans | \$2m | \$5.1m | \$6.65m |
| Jobs retained | 75 | 362.5 | 139 |
| Jobs created | 50 anticipated | 116 | 225 |

Downtown Revitalization Initiative: In addition to Incentives/Loans listed above, Auburn was awarded \$10m for development in a specified area of downtown Auburn. CEDA worked with the City on DRI applications throughout all three rounds, and the CEDA Executive Director was on the scoring committee. The CEDA Executive Director is also a Co-Chair of the Local Planning Committee, which is the local group charged with determining a list of projects to submit to the state for use of these funds.

ATTRACTION & START UP

| Activity/Output | Goal | Actual YTD | 2017 |
|--|-------|------------|---------|
| Entrepreneur assistance | 60 | 96 | 124 |
| Identify attraction leads | 12 | 19 | 28 |
| New business open | 10 | 10 | 33 |
| FIERCE... with Love; Hum, LLC; Next Chapter Brew Pub; EM Video Productions; Lean on Me Business Solutions; QT's Creations; Sole Sister's Holistic Whispering Healing Center; Good Eats Farm; The Open Door; Phil Gilbo (scrap metal) | | | |
| Startup survival rate after 1 year* (businesses open in '17) | 85% | 85.3% | |
| Examples: 3 Little Pigs Pig Out; Uncreated Love; The Goblin Market; Summerhill Brewing; Grandpa Jon's Chili Sauce; Town & Country Grooming; Doc Gallery | | | |
| Startup survival rate after 2 years* (businesses open in '16) | 75% | 85.7% | |
| Examples: King's Auto Supply; LB Lightning Cyclery; Underground Bottle Shop; Whiskey Boots; Colella's Embroidery; Piccadilly Square; Simple Roast; Sterling Custom Canvas | | | |
| *national average ~80% after 1 year, ~66.6% after 2 years | | | |
| Outcomes | Goal | Actual YTD | 2017 |
| Private Investment | \$10m | \$250k | \$11.6m |
| Incentives/loans | \$2m | \$63.7k | \$2.1m |
| Jobs created | 50 | 27 | 58 |
| Regional/National leads responded to | 12 | 19 | 28 |

MARKETING & PROMOTION

| Activity/Output | Goal | Actual YTD | 2017 |
|---|--|--|----------------------------|
| Develop promotional materials | 2 marketing pieces 2 community narrative pieces | Google ad campaign; Citizen campaign; Manf. Workforce video released | 2 marketing 1 narrative |
| Manufacturing Workforce Video: http://www.cayugaeda.org/doing-business-here/manufacturing/ | | | |
| Expand utilization of digital media platforms | 3,000 unique visitors to CEDA website | 8,687 | 3,377 |

General Business Demographics

Establishments, Employment, and Wages- Second Quarter Data (most recent available) – NYS DOL

| Year | Qrt | Reporting Units* | Change from previous | Average Employment** | Change from previous | Average Wages | Change from previous |
|------|-----|------------------|----------------------|----------------------|----------------------|---------------|----------------------|
| 2018 | 2 | 1,757 | -0.2% | 25,896 | 0.2% | \$11,181 | 5.3% |
| 2017 | 2 | 1,761 | 0.0% | 25,834 | -2.2% | \$10,616 | 1.6% |
| 2016 | 2 | 1,761 | -1.2% | 26,404 | -0.6% | \$10,450 | 0.4% |
| 2015 | 2 | 1,782 | -2.7% | 26,564 | -0.2% | \$10,413 | 3.3% |
| 2014 | 2 | 1,831 | 1.2% | 26,617 | 0.6% | \$10,085 | 4.8% |
| 2013 | 2 | 1,810 | 0.4% | 26,446 | -0.3% | \$9,626 | 3.5% |
| 2012 | 2 | 1,802 | -0.2% | 26,529 | 0.1% | \$9,300 | 1.8% |

*Reporting Unit is an establishment, usually a single place of business, which is engaged in a single business activity, and operated by a single employer.

**Employment data include all employment covered under the New York State UI program.

Establishments, Employment, and Wages- Annual- NYS DOL

| Year | Reporting Units* | Change from previous | Average Employment** | Change from previous | Average Wages | Change from previous |
|------|------------------|----------------------|----------------------|----------------------|---------------|----------------------|
| 2017 | 1,753 | -1% | 25,445 | -2% | \$42,611 | 1% |
| 2016 | 1,765 | -1% | 25,954 | -1% | \$42,121 | 1% |
| 2015 | 1,782 | -3% | 26,085 | -1% | \$41,529 | 4% |
| 2014 | 1,828 | 1% | 26,237 | 1% | \$40,055 | 4% |
| 2013 | 1,816 | 1% | 26,025 | -1% | \$38,463 | 2% |
| 2012 | 1,799 | 0% | 26,180 | 0% | \$37,631 | 4% |

*Reporting Unit is an establishment, usually a single place of business, which is engaged in a single business activity, and operated by a single employer.

**Employment data include all employment covered under the New York State UI program.

UNEMPLOYMENT RATE – NYS DOL

| Year | Cayuga County | | Central New York | |
|------|---------------|----------------|------------------|----------------|
| | Nov | Annual Average | Nov | Annual Average |
| 2018 | 3.5% | | 3.5% | |
| 2017 | 4.9% | 5.1% | 5.0% | 5.2% |
| 2016 | 4.6% | 5.1% | 4.7% | 5.0% |
| 2015 | 4.8% | 5.3% | 4.8% | 5.4% |
| 2014 | 5.3% | 6.0% | 5.5% | 6.1% |
| 2013 | 6.4% | 7.4% | 6.6% | 7.5% |
| 2012 | 7.4% | 8.30% | 7.5% | 8.5% |

The number of residents participating in the labor force was slightly up from last year in October a November. These were the first year-over-year labor force increases since Q1 of 2016, and January 2013 before that.

These increases did not correspond with an increase in the unemployment rate, indicating that these new entrants are likely finding employment.

Largest Industries (2017)

| By Employment | | By Establishments | |
|----------------------|---|--|--|
| 1 | 722: Food Services and Drinking Places (1,755) | 238: Specialty Trade Contractors (151) | |
| 2 | 623: Nursing & Resid. Care Facilities (1,276) | 722: Food Services and Drinking Places (134) | |
| 3 | 621: Ambulatory Health Care Services (1,102) | 621: Ambulatory Health Care Services (98) | |
| 4 | 624: Social Assistance (967) | 541: Professional and Technical Services (92) | |
| 5 | 445: Food and Beverage Stores (802) | 811: Repair and Maintenance (68) | |

Fastest Growing Industries (2012-2017)

| By Employment | | By Establishments | |
|----------------------|---|--|--|
| 1 | 621: Ambulatory Health Care Services (+183 or 20%) | 561: Administrative and Support Services (+16 or 32%) | |
| 2 | 551: Management of Companies & Enterprises (+92 or 89%) | 623: Nursing & Resid. Care Facilities (+6 or 18%) | |
| 3 | 722: Food Services and Drinking Places (+86 or 5%) | 115: Agri. & Forestry Support Activity (+5 from 0) | |
| 4 | 311: Food Manufacturing (+78 or 64%) | 488: Support Activities for Transportation (+4 or 133%) | |
| 5 | 441: Motor Vehicle and Parts Dealers (+78 or 20%) | 523: Financial Investment & Related (+4 or 100%) | |

specific purpose of making application to and receiving grants from New York State grant programs, a resolution is required annually to include with the CCCVB's application for tourism matching funds and any other tourism grants that might be made available by NYS. As the CCCVB is the corporation designated by the Cayuga County Legislature to develop and implement a comprehensive tourism promotion and marketing plan for the County and New York State requires any changes to project director be verified by county government

OTHER

The committee discussed the need to bring a resolution to Ways and Means for the processing of the annual budgeted contracts for County agencies.

LEGISLATURE

RESOLUTIONS:

ADJOURNMENT

Andrew Dennison motioned to adjourn the Planning and Economic Development Committee meeting at 6:15 p.m., 2nd by Patrick Mahunik. All members present voted in favor of the motion, passed.

Next Planning & Economic Development Committee Meeting is scheduled for February 13, 2019 at the Cayuga County Office Building, 6th Floor, Cayuga County Chambers, at 5:30 p.m.

Respectfully submitted,

Suzanne Gauthier, Administrative Assistant

Cayuga County Department of Planning and Economic Development