ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY PUBLIC HEARING RE: GLDC

Public Hearing, held on June 12, 2012, at 584 Phoenix Drive, Rome, New York, commencing at 9:00 a.m., before Nicole B. Fanelli, Court Reporter and Notary Public in and for the State of New York.

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1	PUBLIC HEARING
2	APPEARANCES:
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4	David Grow
5	Steve DiMeo
6	Joseph Surace
7	David Nolan
8	Patricia Riedel
9	Paul Hagerty
10	Jeffrey Simmons
11	Christopher Militello
12	Joseph Saunders
13	Shawna Papale
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1	PUBLIC HEARING
2	PUBLIC HEARING RE: GLDC
3	JUNE 12, 2012
4	MR. GROW: Okay. We're going to
5	call the public hearing to order. I'm David
6	Grow, chairman of the IDA, and this is a
7	public hearing that was noticed by notice of
8	public hearing dated day 29, 2012.
9	We can have the notice of public
10	hearing read if anybody wants the notice
11	read, or does everybody have a copy of it?
12	MR. MILITELLO: This is Chris
13	Militello from the Rome City School District.
14	We would waive a reading of the public
15	notice. We've read it.
16	MR. GROW: And nobody else has
17	indicated that's present that they want the
18	notice read. Has everybody signed in with
19	the sign-in sheet?
20	SPEAKERS: Yes.
21	MR. MILITELLO: I believe so.
22	MR. GROW: All right. This is a
23	summary of a public hearing to determine or
24	to hear comments concerning the proposal of
25	the IDA to provide tax exempt arrangements

4 1 PUBLIC HEARING 2 with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of 3 4 parcels that were -- that have been 5 identified as parcels that are -- that are 6 generally not developeable, and they're 7 currently titled in the name of the IDA. 8 So I think we'll hear first from Mr. 9 DiMeo, who's representing, essentially, GLDC, 10 which has made the request to the IDA for 11 this action. 12 MR. DIMEO: Basically, this is just 13 an extension of the pilot, maintain the 14 taxable status of properties. This is 15 largely vacant land. There may be some 16 structures that are unoccupied, which are 17 probably demo candidates, are located on 18 these parcels, which is essentially vacant 19 land. And I think it's approximately 800 20 acres. And I haven't added up what the city 21 shows the assessments are. I think it's 22 over \$90,000,000, which is, frankly, an act 23 of fiction. 24 MR. SURACE: That's what's on the 25 books.

1	5 PUBLIC HEARING
2	MR. DIMEO: Well, we've got a list
3	here of all the assessments here, 50 I've
4	added them all up, 54, 56
5	SHAWNA PAPALE: \$90,922,940 is the
6	city of Rome assessor's tentative total
7	assessment for the remaining property.
8	MR. SURACE: Those are properties
9	that at this point have been put on the
10	rolls by appraisals that were done on behalf
11	of the air force base prior to its
12	dismantling.
13	MR. DIMEO: No, that's not true, but
14	
15	MR. SURACE: Okay. So where did
16	those figures came from.
17	MR. DIMEO: I have no idea where
18	they came from, but, you know I don't
19	know what you're using, where they came from
20	at all.
21	MR. SURACE: These are assessments
22	that have been in place for years.
23	MR. DIMEO: There's a difference
24	between an assessment and appraisal.
25	MR. SURACE: Properties on the base

6 1 PUBLIC HEARING 2 were all appraised, I believe. 3 MR. DIMEO: Only times appraisal's 4 been happening is when we sold properties or 5 bank requires appraisal for somebody who's 6 doing a project here. That's the only 7 time's appraisal's been done. 8 MR. SURACE: Since you have been here. 9 10 MR. DIMEO: Well, I have been 11 involved in this since 1993. 12 MR. SURACE: So when the base was 13 deciding what to sell --14 MR. DIMEO: Who's the base? 15 MR. SURACE: The air force base. 16 When they transferred the properties over to 17 GLDC --18 MR. GROW: They didn't transfer to 19 GLDC, only to the IDA. 20 MR. SURACE: Okay. When they 21 transferred all to the IDA --22 MR. DIMEO: They transferred them 23 for a buck. 24 MR. SURACE: And there were no 25 values on them? Because the assessor at the

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1	PUBLIC HEARING
2	time for the city of Rome didn't have any
3	control on any of those. And those values
4	were in place when I took the job in 2000.
5	So at some point
6	MR. GROW: Joey, we don't know where
7	the source
8	MR. SURACE: Yeah, but he's making
9	an inference that I had direct input on the
10	valuation.
11	MR. GROW: I think he referred to
12	the city assessor as the title. So whatever
13	they are on the rolls now, I presume you
14	reconfirm them every year, those values,
15	whatever they are. I don't think at this
16	point the issue of those values are really
17	the important thing to the IDA. The IDA is
18	here to provide an economic unit at the
19	base. And whatever assessments were put on,
20	I don't think there's ever been any
21	appraisals by anybody, that I know of, of
22	this property. But these are properties that
23	in the IDA's view are not developable, are
24	essentially worthless pieces of land and need
25	to be maintained as part of the overall

1	8 PUBLIC HEARING
2	ambiance and aesthetics of the base. That's
3	really what we're talking about.
4	MR. SURACE: With that being said
5	and without being privy to their highest and
6	best use, their access, what's on the site,
7	the overall assessments probably are something
8	that most necessarily and definitely I had no
9	control over. So as a result, their
10	existence, their current assessments, are what
11	we, the school district in the city, are
12	trying to determine. If they're put under
13	this umbrella and they're given a no tax for
14	10 years, of course that would be an
15	opportunity missed for the taxing
16	jurisdiction. Are they fair and accurate?
17	If they're not developable, chances are
18	they're not fair and accurate. But have I
19	had an opportunity to address any of this?
20	No. Because we haven't gone through and done
21	a re-val so that I could do as you suggest,
22	go into their files and see, so that's a
23	point, Dave, that we're trying to figure out,
24	what exactly they all consist of. And we're
25	trying to figure out if the assessments, as

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1	9 PUBLIC HEARING
2	Steve mentioned, might be excessively high,
3	but for what reason
4	MR. DIMEO: That's not the reason
5	why the request is being made. That's a
6	point that the fact that there's 800 acres
7	and you're showing it on the books as having
8	a value of \$90 million.
9	Point of the matter is the
10	property's requested to stay in the IDA name
11	as tax exempt property because the general
12	pattern here has been as property's sold or
13	developed, the property either goes on tax
14	rolls or becomes subject to payment in leu
15	of taxes, in which there are dollars that go
16	into each of the taxing jurisdictions. This
17	is property that's basically producing no
18	revenue. There is no source of revenues
19	coming from these properties. And the IDA
20	is a title holder for convenience purposes.
21	GLDC was set up to be a redevelopment arm
22	for transforming an air force base into a
23	business park and has done extremely well and
24	taken property that was producing zero taxes
25	and is now generating over \$4 million of

10 1 PUBLIC HEARING 2 various forms of property taxes in leu of 3 tax payments, not to mention the fact there's other fees being realized off of development 4 5 here in the park. So that's the nature of the request 6 7 here is that as property is sold and as 8 property is developed, of course then it 9 becomes subject to a different look and 10 either goes on the tax rolls, because it's 11 qualified for a pilot or applications are 12 made and it's treated as an individual 13 project. That's been the nature of the 14 operations here since 1994, when GLDC stood 15 up and asked. That's the practice that's been 16 here. So the notion that somehow there's 17 some loss revenue here, there's never any 18 revenue coming from these parcels to begin 19 with, so no lost revenue. 20 MR. SURACE: Well, the action that 21 for five years during the time that the air 22 force base owned it, it was exempt. And 23 then 10 years on top of fifty, sixty years 24 now that these properties, you're right, they

have not been generating any revenue. So

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1	11 PUBLIC HEARING
2	you would think that because they haven't
3	been producing revenue, it's not revenue
4	loss. Well, that's one side.
5	If the properties are assessed
6	properly and their fair market values were
7	established, then would there be this need to
8	transfer under this umbrella pilot.
9	MR. DIMEO: We're not transferring
10	anything. We're keeping it in the name of
11	the IDA.
12	MR. GROW: The IDA is another
13	municipality, Joe. That's what we are.
14	We're just like the school district, and
15	we're like the city. And we view the
16	property in a way if it's in our name, just
17	like it's in the city's name, it's not
18	taxable, and that's the law. There's no way
19	that you can put any IDA property on the tax
20	roll, period.
21	Now, the problem is s that we go
22	through the process to determine whether or
23	not we ought to have a payment in leu of
24	agreement, and that's what we're here today
25	to determine, whether or not there are

12 1 PUBLIC HEARING 2 comments as to the proposal that has been 3 made to the IDA whether this should continue 4 to be a tax in the IDA name and if so 5 under what tax circumstances. That's what 6 the IDA's going to consider. 7 So if it stays in the IDA's name, 8 it doesn't make any difference to the IDA or 9 anybody, cause it won't get -- it's not on 10 the tax roll. It's not an assessed taxable 11 parcel. 12 MR. SURACE: We all realize that. 13 MR. GROW: So we're here now to 14 really decide -- the IDA's going to decide 15 in connection with this proposal, whether or 16 not it's going to stay in the IDA name. 17 And then, under what circumstances, what kind 18 a pilot is there going to be and whether of 19 not it ought to be a zero pilot, which or 20 is what the proposal is, or whether it ought 21 to be different. 22 MR. SURACE: Do the members on your 23 IDA board all know the different aspects of 24 the different parcels that you're voting on? 25 MR. GROW: Well, we know we have

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1	PUBLIC HEARING
2	been told and been advised and the initial
3	proposal that all of these are undevelopeable
4	parcels.
5	MR. MILITELLO: Let me rephrase
6	Joe's question. Has the IDA board or will
7	the IDA board or you as the president of the
8	IDA at this point, Dave, and for the record,
9	this is Chris Militello from the school
10	district, cause I know she's trying to keep
11	track of everybody, have you actually created
12	a list by SBL number, cause that's the way
13	that everybody else is going to understand
14	this transaction, notwithstanding I
15	understand, Steve, the GLDC has its facility
16	numbers and all that sort of stuff, we
17	understand that's the language you speak, but
18	everybody else outside of your room speaks
19	the FDL numbers.
20	So have you actually identified which
21	SBL numbers, for tax purposes, are being
22	affected by this proposed master lease
23	MR. GROW: We have tax map numbers.
24	MR. MILITELLO: Okay. That is the
25	tax map, that's SBL, that's the same

14 1 PUBLIC HEARING 2 MR. GROW: I don't know what FBL 3 is. MR. MILITELLO: SBL, S as in Sam. 4 5 MR. GROW: Okay. But we have tax 6 map numbers that identify the parcels. 7 MR. MILITELLO: Okay. MR. SURACE: Then if there's any 8 9 buildings on those parcels, you're 10 knowledgeable of that. 11 MR. GROW: There may be unoccupied structures on them that are slated for demo. 12 13 MR. MILITELLO: Can you provide us 14 with a list of the parcels as the IDA 15 understand it. 16 SHAWNA PAPALE: It was part of the 17 application, yes. 18 MR. MILITELLO: We don't have the 19 application, Shawna. I asked for it two 20 years ago. 21 SHAWNA PAPALE: And the attorney's 22 handling it. 23 MR. MILITELLO: I understand, but 24 you're also going to vote on this in three 25 days from now.

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1	15 PUBLIC HEARING
2	MR. SURACE: That doesn't do any of
3	us any good.
4	MR. MILITELLO: I don't have
5	SHAWNA PAPALE: Joe, Joe, Joe, you
6	will receive a copy of it.
7	MR. SURACE: When, day before
8	SHAWNA PAPALE: You know what, give
9	me I'm going to go make Joe a copy right
10	now.
11	MR. SURACE: Make everybody a copy,
12	please. So, Dave, the question is they
13	might have building on them, the building
14	might be slated for demolition, or they might
15	be put to an alternate highest investors
16	MR. GROW: If they are, the GLDC
17	will come in and look for a pilot.
18	MR. DIMEO: If we lease a building
19	to a tenant, we have always had some
20	mechanism for providing revenues to the
21	taxing jurisdictions. The original agreement
22	was, before there was any assessment, there
23	was SFP agreement. And after that, when we
24	started selling property, obviously, then,
25	whoever the property owner, either pays full

16 1 PUBLIC HEARING 2 taxes or makes application to the IDA. In 3 cases where GLDC has been developer and has 4 developed property, there has been a payment 5 in leu of taxing agreement. 6 You know, this 800 acres includes a 7 mixture of landfills that the air force owned 8 and has capped, has been transferred. Ιt 9 does include some lands that could be developed, and obviously that would be the 10 11 go. And obviously includes a lot of areas 12 that's just open space. 13 MR. MILITELLO: Steve, can you speak 14 to the three facilities, GLDC 1, 2, and 3, 15 whose lease agreements have expired at this 16 time and what the status of those properties 17 are? 18 MR. DIMEO: Well, facility 1, I 19 think is the one where we have largely 20 transferred out most of the properties there. 21 That would have been the areas where Goodrich 22 is located, where MGS is located and Sovena, 23 I think that's facility 1. There may be 24 some scraps of land there. And each of 25 those particular properties is covered by a

117 PUBLIC HEARING2separate agreement of payment in leu of3agreement.4I'm not sure by know where5facility 2 is. I don't use the IDA's	tax
<pre>3 agreement. 4 I'm not sure by know where</pre>	tax
4 I'm not sure by know where	
5 facility 2 is. I don't use the IDA's	
6 nomenclature.	
7 MR. MILITELLO: And I apologize	if
8 this is off the track a second, but I wa	ant
9 to try to tie it back to what my question	on
10 was to Mr. Grow about tax parcel numbers	•
11 You have a list of tax parcels numbers,	but
12 can you relate those to Steve's GLDC fac.	ility
13 numbers? So if we were to look at that	map
14 that's laying in front of everybody or the	he
15 map I have hanging on my wall in my off.	ice
16 of the park, that I could go up with a	pen
17 and say SBL No. 24300 whatever is right	
18 here, and I I can drive by and look	at
19 it.	
20 MR. GROW: I personally can't.	It's
21 been presented in general terms to the II	DA
22 as undevelopeable land.	
We are here to have comments.	
24 Beyond that, when this gets presented to	the
25 IDA on Friday, I presume there will be a	an

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1	18 PUBLIC HEARING
2	exact indication of land. I don't know
3	where GLDC's attorney is today, but I know
4	they're working on those issues.
5	The proposal to us is that this
6	essentially is land that's undevelopeable
7	right now and is not producing any income.
8	MR. MILITELLO: And pardon me if
9	this seems challenging, but how do you know
10	it's undeveloped that's just GLDC's say so?
11	MR. GROW: That's right, they're the
12	applicant.
13	MR. DIMEO: The land's not
14	developed. There are parcels that will never
15	be developed for a variety of reasons.
16	MR. MILITELLO: That's part of our
17	trying to understand your process here, is
18	that you've got a big lump right now that
19	you're proposing to put under the pilot
20	agreement or the master lease agreement
21	MR. DIMEO: Not putting it; it's
22	already there.
23	MR. MILITELLO: I understand.
24	You're proposing to extend the current
25	circumstances for the for this property

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1	19 PUBLIC HEARING
2	under one big umbrella, as Mr. Surace put
3	it.
4	MR. DIMEO: Right. And as we take
5	the property out and if we sell property or
6	develop it, then obviously that's a separate
7	transaction and it will be subject to another
8	agreement. Either it will be go on the
9	tax rolls, because it doesn't qualify for
10	payment in leu of tax agreement, or the
11	applicant can make a request to the IDA and
12	receive a pilot agreement and, you know, what
13	the public pilot schedule is for the
14	Industrial Development Agency.
15	MR. MILITELLO: But is there an
16	overall development plan that the GLDC has
17	for any of this property? I mean, is there
18	any identified uses at this point?
19	MR. DIMEO: Yeah, there's a zoning
20	map and also a master plan.
21	SHAWNA PAPALE: Which you have a
22	copy of it.
23	MR. MILITELLO: We do have.
24	SHAWN PAPALE: And you received
25	copies of the maps. You received copies of

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1	PUBLIC HEARING
2	all the parcels. You came here and
3	personally had copies made and went through
4	all the documents that these pertains to and
5	they all had deeds associated with them that
6	detail it out where they are with maps.
7	MR. MILITELLO: Acknowledged and
8	agreed. What I'm trying to understand is if
9	there's particular uses identified for, let's
10	say, the old Skyline, is it?
11	MR. DIMEO: Skyline yes.
12	MR. MILITELLO: For example, do you
13	have
14	SHAWNA PAPALE: It's in the master
15	plan.
16	MR. MILITELLO: Well but, Shawna,
17	the master plan doesn't say we're going to
18	we're going to put a new distribution
19	center for Family Dollar where Skyline is
20	right now. Obviously that's a hypothetical.
21	But my point is, is there that level of
22	detail
23	MR. DIMEO: That's a developer side
24	that would hopefully either go to a
25	single-end user or it would be subdivided for

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1	PUBLIC HEARING
2	multiple uses.
3	That's basically a site that would
4	allow office we're doing zoning
5	modification that would allow certain types
6	of clean tech development, like Global
7	Manufacture, things like that, and there are
8	some commercial uses.
9	Clearly as those things happen, they
10	would be subject to either full-blown taxes
11	or some type of payment in leu of tax
12	agreement.
13	MR. MILITELLO: But right now
14	they're hypothetical, correct?
15	MR. DIMEO: There's no perspective
16	end users on the immediate horizon.
17	MR. MILITELLO: That's what I was
18	trying to understand. That was my question.
19	MR. DIMEO: Some of that property
20	you go further down the 825 corridor, when
21	you get away from Skyline, that's all open
22	space. If you go further down you're going
23	to find former landfills that the air force
24	capped. Nothing will ever be located in
25	those things. They will be forever

22 PUBLIC HEARING

maintained as a capped landfill.

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There are -- we've taken down most of the buildings that need to come down, but there are other buildings that's slated for demolition if and when money's ever available for those. But -- and that's a cost to GLDC.

9 GLDC plows back all of its real 10 estate proceeds from either leasing property 11 or selling a property to either create more 12 tax base in the form of trying to either get 13 more properties put on the tax rolls or to 14 furthering a long-term capital improvement 15 program for the park, which today public and 16 private investment, which you're included in 17 that, is -- over \$460 million has been 18 invested in Griffiss since 1995. GLDC has 19 made a significant amount of investment to 20 further a master plan that's been followed 21 faithfully from the one that was put forth 22 since 1994 so this place does not look like 23 a closed air force business. It is a 24 thriving business and technology park, and 25 the investment GLDC makes, it doesn't go to

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1	PUBLIC HEARING
2	some condos in Florida, like a lot of
3	developers do, it goes back here in the
4	park.
5	MR. GROW: To follow on what Steve
6	said, and I was on one of the committees
7	that developed the master plan back in '94,
8	the decision of the IDA to accept title to
9	this land is based upon the fact that the
10	city and county wouldn't do it. If in fact
11	the city had done it, this property would
12	all be tax free anyway. There wouldn't be
13	any issue at all. The city would own it,
14	the city would hopefully developed it. But
15	the city didn't want to do it. Neither did
16	the county.
17	And the only way that this property
18	got transferred to be able to be developed
19	is because you got IDA came forward and
20	said we would take the risk of taking title
21	to this land. And the city of Rome agreed
22	to indemnify us and county agreed to
23	indemnify us so both municipalities are on
24	the hook for this property at the end of the
25	day.

1	24 PUBLIC HEARING
2	This property has been developed in
3	a plan that was developed many years ago.
4	It's been faithful, essentially, to the plan.
5	It's been interrupted a few times. RFA was
6	built. It was not originally on the plan.
7	Property worth over a million dollars was
8	given to the school district as part of the
9	overall development of the park as part of
10	the ambiance of the park. That's not
11	taxable. That's not on the tax roll.
12	That's prime, developeable land. It could
13	have been developed for private use.
14	The IDA has looked at this as a big
15	package as if it's, in essence, the
16	municipality running the base, and its lands,
17	the roads, the parks and all that are part
18	of city and park land. That's the way we
19	view it. Some of it might get developed.
20	City tears down buildings, goes off the tax
21	roll. Sometimes it gets sold to a new
22	person, and it goes back on the tax roll.
23	That's how we viewed it, agency
24	views it. And I'm speaking for myself, but
25	the agency members have been on a long time.

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1	PUBLIC HEARING
2	I think I can speak for most of them.
3	That's how we operated in Rome, that's how
4	we operated in New Hartford Business Park, we
5	operated in Utica business park. I mean,
6	we've basically been the same way throughout
7	the county. And so part of the process here
8	is to make this work as an essence of the
9	city. If the city had run this, I don't
10	know what would have happened. I mean, we
11	can speculate on that. But it's been
12	successful, I think. We have, you know,
13	maybe almost six thousand people working
14	here. There wouldn't have been anybody
15	working here if the IDA hadn't taken the air
16	force would still own the whole park.
17	MR. DIMEO: Or they would have
18	auctioned it like they did Woodhaven, which
19	has been a wonderful example of development.
20	MR. GROW: So that's I'm giving
21	you a little philosophy from the IDA's
22	historical standpoint. I have been on the
23	IDA since 1989. I've lived through all of
24	this. I feel as though a part of the
25	growth of Rome has been the base and been

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1	PUBLIC HEARING
2	the park. And if it hadn't been for that,
3	I don't know where the city would be today,
4	and I don't know where any of the taxing
5	jurisdictions would be today.
6	So the process is we got to work
7	together to make this whole thing work. We
8	don't want to be adversaries. We want this
9	to work at the end of the day. We
10	certainly want We're here, first of all,
11	to provide jobs and, second of all, to
12	provide tax revenue. That's what happens at
13	the end of the day if we have private people
14	that are building, developing and renovating
15	buildings just like in the city, somewhere
16	else in the city.
17	So that's our thinking, that's where
18	we're that's the philosophy of the IDA,
19	not just in Rome but throughout the county.
20	And we would hope that the other taxing
21	jurisdictions would have a sense of that.
22	We understand we may differ on particular
23	things but
24	MR. MILITELLO: I just have one
25	question to follow up on what you said,

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1	27 PUBLIC HEARING
2	Dave, because I appreciate you giving us the
3	IDA's perspective on how they view this
4	transaction and
5	MR. GROW: That's just this one.
6	This is a general
7	MR. MILITELLO: Right, exactly, the
8	overall philosophy on how you treat the GLDC
9	and other entities that are up here engaged
10	in the redevelopment of the park.
11	What is it that the IDA sees,
12	though, that makes you believe that that
13	can't all happen with the developeable
14	parcels that are in this group generating
15	some level of revenue after 10 years of
16	being completely off the rolls in the initial
17	transfer from the government.
18	MR. DIMEO: Where'd that money come
19	from?
20	MR. MILITELLO: From GLDC.
21	MR. SAUNDERS: Where do you think we
22	got our money from?
23	MR. MILITELLO: From lease payments,
24	from wherever you derive revenue from.
25	MR. DIMEO: So we have operating

28 1 PUBLIC HEARING 2 expenses, we have debt service payments, we 3 have covenants with banks. 4 MR. MILITELLO: That would make you 5 look exactly like any other development 6 corporation. 7 MR. DIMEO: We'd immediately be in 8 the hole. We'd be upside down. 9 MR. MILITELLO: We're trying to 10 understand, though, whether that economic analysis had actually been presented to the 11 12 IDA. 13 MR. GROW: Let me answer that. We 14 feel these parcels don't produce any income 15 just like a demolished building in any city. 16 MR. DIMEO: Or any other industrial 17 park that has vacant land. 18 MR. GROW: At the end of the day, 19 when these get developed, there will be 20 revenue that comes from them. But until 21 that happens, there's not going to be any 22 revenue. Whatever revenue's generated by 23 other properties gets plowed back into the 24 park and makes everything else more valuable, 25 more potentially developable.

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1 2	PUBLIC HEARING
	MR. MILITELLO: Steve's plan about
3	the industrial park is exactly what I think
4	our concern is that if you're somebody that
5	owns the business park, if you're Larry
6	Adler, he has property over there that is
7	not developing revenue for them. There is
8	part there is part and parcel of
9	whatever is over there is not actually what's
10	developing revenue for him, but he still has
11	to pay taxes for it unless it's under an IDA
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13	MR. GROW: It's under an IDA pilot.
14	MR. SAUNDERS: He doesn't have to
15	invest his money in that park. He can take
16	it to Florida.
17	MR. MILITELLO: But then he has to
18	turn around and find a buyer, and then that
19	person's going to be on the hook to pay
20	taxes.
21	MR. DIMEO: We are looking for
22	buyers. We're not looking to hold back
23	property from development.
24	MR. MILITELLO: But as long as a
25	developer's hold that property, they got to

	30
1	SU PUBLIC HEARING
2	pay tax on it, don't they? And they may
3	get a benefit from the IDA in the initial
4	outlay.
5	MR. DIMEO: And that's why you don't
6	find very often, particularly in Upstate New
7	York, private individuals taking on those
8	type of real estate developments, because
9	there are completely speculative, there's no
10	predictable absorption of a rate factor at
11	all. That's why you generally have either
12	not for profit corporation or local
13	development corporations taking on, for the
14	long hall, the development of industrial
15	parks or business parks. It's unheard of to
16	see a private developer step forward and try
17	to put forward those types of initiatives,
18	because you can't possibly come up with a
19	rational economic analysis that says that's a
20	good investment.

21 MR. SURACE: Dave, I got a list of 22 property currently owned by IDA, GLDC. And 23 I know that they were transferred in 24 different times, different years. I'm not 25 really quite sure if because there are -- it

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1 PUBLIC HEARING	
2 seems like	
3 SHAWNA PAPALE: Those ar	en't all
4 just GLDC ones.	
5 MR. SURACE: Will these	also fit
6 into what Steve said, these will	eventually
7 be transferred out of IDA and in	to tax
8 payment individuals	
9 MR. SAUNDERS: Most of t	:he land
10 probably half of the land will b	e transferred
11 out in that way. The rest of i	t is land
12 that's either could not be develo	ped you
13 know, for example, there's probab	ly a hundred
14 over a hundred acres of roadw	ays up
15 there. That's going to be trans	ferred to
16 either the city or to the state,	all right.
17 MR. SURACE: To the city	y. City has
18 to pay the expense to maintain.	
19 MR. GROW: Right.	
20 MR. SAUNDERS: Right, wh	ich the city
21 does.	
22 MR. DIMEO: But GLDC too	ok
23 responsibility to rebuild the inf	rastructure,
24 the road infrastructure that's go	ing to be
25 conveyed to the city, on top of	it, the road

1	32 PUBLIC HEARING
2	that we built, which goes out to River Road,
3	we built it, we incurred \$660,000 debt
4	service, and we're making payments on it for
5	a road that's going to be owned by the city
6	of Rome. Where's a developer done that?
7	MR. SAUNDERS: So let's say there's
8	roughly 800 acres left, all right. So if
9	you subtract out a hundred or so for
10	roadways, probably another hundred or so, at
11	least, for landfills, all right, then you got
12	lands up here that are incumbered by
13	easements. For example, if you go over into
14	the Skyline area, there's a whole section in
15	there that's incumbered by a fairly large
16	drainage easement that relates to the
17	Parkway, Griffiss Parkway.
18	So there's areas you know,
19	there's power lines, things like that.
20	There's streams. There's things that are not
21	going to get developed, wetlands, that kind
22	of stuff. If you subtract that stuff, this
23	is just an estimate, but let's say half of
24	that land left is really could be developed
25	and sold to third parties, that's our

1	
1	33 PUBLIC HEARING
2	intention. That's what we plan to do.
3	MR. SURACE: My question to Dave was
4	on the properties that you already own,
5	buildings
6	MR. GROW: We own these, too.
7	MR. SURACE: Right. But the ones
8	that you already own, Hangar Road, Perimeter
9	Road, Ellsworth, Brooks Road, will those
10	buildings that you have ownership of right
11	now, will those be transferred at some point
12	in time so that they become
13	MR. GROW: You mean they're under
14	pilot agreements now?
15	MR. SURACE: Yeah. Just trying
16	the number of buildings that were on the
17	base when the air force left really didn't
18	have a great now that they're in your
19	ownership and they're occupied and they're
20	producing rents and an income stream, will
21	they forever maintain the same ownership?
22	MR. SAUNDERS: A lot of that
23	building fabric is gone, Joe. Remember when
24	I saw you a couple weeks ago I mentioned to
25	you about I mean, I don't know what the

34 1 PUBLIC HEARING 2 figure is carrying for buildings up here, but 3 it's mostly buildings --4 MR. SURACE: Close to 90 million. 5 MR. SAUNDERS: That stuff's gone. 6 Those buildings are gone. They've been 7 demolished. 8 MR. DIMEO: We've torn down well 9 over 2 million building fabric here in this 10 park. 11 MR. SURACE: With demo permits for 12 all of them, right? 13 MR. SAUNDERS: Um-hum. I mean, it 14 goes back many years. I don't know when we 15 started demolishing, Steve? Probably in the 16 '90s sometime. 17 MR. DIMEO: Yeah. Where Sovena, 18 Goodrich and MGS is located, those were all 19 World War II era warehouses that weren't 20 worth anything. And we incurred demolishing 21 And now we have three to take them down. 22 businesses with over four hundred people 23 working there, and all of them are paying 24 some form of taxes to the community. All 25 three of them are under pilot.

	35
1	PUBLIC HEARING
2	MR. SURACE: I'd really like to be
3	get things squared away and see if our
4	records can actually coincide with one
5	another eventually because being brought in
6	after maybe some of these things were demoed
7	in the mid '90s to late '90s and trying to
8	make common sense out of the assessed value,
9	and what's left is a daunting task when you
10	really you know, I'm not given the
11	opportunity to match it up. Cause I don't
12	want anybody to think they're over assessed
13	on a building that might not even be there.
14	That's not our intent. But at the same
15	time, when a pilot that takes place, it's
16	the average taxpayer that has to bear the
17	brunt of what's not being paid for in the
18	form of taxable property on the base. And
19	that's always a tough sell for us.
20	MR. GROW: The taxpayer pyas for the
21	park, Fort Stanwix parks, it pays for city
22	hall, it pays for the roads. I mean, if
23	those were taxable, then there would be less
24	taxes on the taxpayer. We're viewing that
25	very similarly here, that this is part of a

	20
1	36 PUBLIC HEARING
2	municipal operation that enhances the ability
3	of businesses.
4	MR. SURACE: Like a city within a
5	city.
6	MR. GROW: That's right.
7	MR. MILITELLO: Dave, do you not see
8	the problem with the IDA's stepping into that
9	role as opposed to taking this land let's
10	say you want to say that there's a 50-acre
11	green space that you like as park land and
12	is good for running trails, whatever, that
13	was one of the justifications there. What's
14	wrong with then deeding it back to the city
15	as city-owned land? If you want to take it
16	off the tax rolls
17	MR. GROW: Go talk to the mayor
18	about that one, because in the past the city
19	has not wanted that.
20	MR. MILITELLO: That was 17 or 18
21	years ago when you didn't have anything here.
22	SHAWNA PAPALE: The road that was
23	built. They didn't want to build the road
24	and pay for the road.
25	MR. MILITELLO: That's our biggest
37 1 PUBLIC HEARING 2 concern here, Dave. The IDA, as we 3 understand it, exists to support economic 4 development projects as inducing people to 5 come in, create economic activity, give them 6 a benefit for it, and then you establish 7 some economic activity that benefits the 8 whole community including --9 MR. GROW: And retain jobs, which 10 today is almost a bigger part of our thing 11 than anything else. 12 MR. MILITELLO: But the retention of 13 job thing is not -- is not very concrete 14 right now. 15 MR. GROW: Well, it is from our 16 standpoint. 17 MR. MILITELLO: You're making some 18 assumptions here that I don't know are 19 supported by anything you have in front of 20 you. What shows you that you're going to 21 keep a job just because --22 MR. SAUNDERS: Maybe you guys 23 already covered this before I got here. I 24 don't feel you guys recognize the fact that 25 we're tax -- we would be tax exempt under

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1	PUBLIC HEARING
2	428 under our right, in our opinion. We're
3	a not for profit 501C4 corporation.
4	MR. MILITELLO: With all due
5	respect, Jeff, you should go and get that,
6	then.
7	MR. SAUNDERS: The reason we're
8	asking the IDA is because the assessors,
9	because you guys are in here saying, no, no,
10	you guys are taxable.
11	MR. MILITELLO: Your recourse is to
12	go to court and say the assessor made the
13	wrong decision, not to go to a second body
14	to ask
15	MR. SAUNDERS: That's not something
16	we want to do.
17	MR. MILITELLO: You got to.
18	MR. GROW: What that's what
19	what applicants to the IDA, what alternatives
20	they have or don't have is the applicant's
21	issue. Here we're dealing with the IDA,
22	there's an application in front of us.
23	We have applications for assisted
24	living facilities, we have them for
25	apartments, we have them for townhouses, we

	39
1	PUBLIC HEARING
2	have them for all kinds of different things.
3	But we have to analyze and see if it fits
4	into the big picture or whether or not
5	there's a better way to help these things
6	grow.
7	For example, in Clinton we have a
8	town or development of high-end type
9	townhouses. And part of what we decided
10	there was that we felt while it generally
11	probably wouldn't fit normally but the
12	overall need in the Rome, Utica area is some
13	high-end housing for businesses who bring in
14	executives that need to live in places on
15	more or less temporary, two, three four-year
16	basis, they don't want to buy. So we
17	developed kind of a thinking that we would
18	help them build help a developer build
19	maybe one or two, three years, but as soon
20	as these things are occupied, they hit a
21	pilot that grows. So that at least we get
22	them constructed and then we get people in
23	here that want to live in a place that may
24	not normally be thought have as a proper
25	pilot operation.

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1	40 PUBLIC HEARING
2	So we're not adversary to taxing.
3	We're trying to find a way to get capital
4	improvements that will ultimately result in
5	much greater tax liability than vacant,
6	undeveloped land.
7	To me it just doesn't even make any
8	sense to think about putting taxable taxes on
9	property that's being used for a
10	governmental-type purpose that hopefully if it
11	gets developed will go on the tax rolls.
12	And the best way to do that is to make the
13	whole area business friendly.
14	MR. MILITELLO: Okay. And I can
15	say honestly, we're going this isn't going
16	to go well on the record, but we're like
17	this right now, as far as our view and your
18	view. We are not far from your concept.
19	The difference between where we're viewing
20	and what the IDA's doing and what your
21	viewing it as, is that we view that as
22	appropriate when you have, and that was my
23	point to Steve before, somebody who comes in
24	and says, "I want this piece of property. I
25	want to develop it." Okay. That's where

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1	41 PUBLIC HEARING
2	the IDA steps in and says, "We're ready to
3	help out." But when the land is being held
4	and it has value and it should be being
5	the value of that should be being recognized
6	on the tax rolls because under the all
7	the master planning that was done back in
8	the 1990s over this, indicating that there
9	would be a period of time for this to
10	happen, and now that period of time has
11	expiring for three of the facilities, and
12	it's going to expire for several of the
13	other ones as they come forward. The
14	intent, as we understood it, was for that
15	property to go back onto the tax rolls so
16	that it would eventually generate some income
17	for people even if it's not developed at
18	this point. And if somebody comes forward
19	to say, "We want that piece of property."
20	Then the IDA steps forward and says, "Okay,
21	we'll take title to it. We'll do a regular
22	IDA deal to develop this property, and it
23	will benefit everybody involved," cause you
24	always have that option to take it back off
25	the tax rolls.

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1	42 PUBLIC HEARING
2	MR. GROW: Right, I think you're
3	right, we're not right there. I mean, the
4	IDA
5	MR. MILITELLO: We are close but
6	
7	MR. GROW: IDA feels at this
8	point in accepting this application that it
9	will consider this as part of the overall
10	park development. And if that's the case,
11	we are going to consider, if this comes onto
12	the agenda Friday, which I think it will,
13	whether or not we are going to do it. We
14	have a responsibility, too. You have one as
15	a school district. You're doing your
16	responsibility. That's fine. We accept
17	that. We accept your comments. We
18	understand your position. I mean, you've
19	made it clear to us a number of times. We
20	understand that. We have ours.
21	And we don't you know, we will
22	make a discretionary as an agency, a
23	discretionary decision, just like when you
24	vote on your contracts. We're not in there
25	arguing whether you should have done it,

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1	PUBLIC HEARING
2	shouldn't have done it. You have those
3	responsibility to make those decisions. We
4	have been given a statutory responsibility to
5	make our decisions. And we we struggle
6	with these kind of things.
7	We struggle with Special Metals over
8	in Clinton and New Hartford that you
9	know, but what we did over there was unique
10	and hard to decide to do, but they are going
11	to expand, partially because of what you
12	know, what benefits we gave them. These are
13	jobs. These people not only the business
14	not only pay taxes but the individuals that
15	work there, building houses and live in them
16	and pay taxes.
17	And so and some of the businesses
18	we support pay sales taxes, unfortunately
19	maybe that's for another day, the school
20	district doesn't benefit from the sales tax,
21	but the other jurisdictions do benefit from
22	that.
23	So, you know, we we understand
24	your plight. I'm a taxpayer in the city of
25	Rome. I know very well what it costs to

	44
1	44 PUBLIC HEARING
2	live here. I'm not happy with any of the
3	taxes that I have to pay, but I know I have
4	to pay them. If I have to pay them to get
5	a good school district, good teachers, I want
6	to have that, because that helps in
7	attracting people here.
8	Unfortunately, historically we haven't
9	been able to convince many people that
10	new executives that come in here think they
11	want to live somewhere else in the county
12	because they think the school districts are
13	better. We don't agree with that. I don't
14	personally agree with that philosophy, but
15	that's what we've had to deal with. We're
16	trying to make an attractive city for people
17	to want to live and work in. And I think
18	we want to make that county-wide, too.
19	And our board is made up of a broad
20	geographic background in the county, all
21	interested in county-wide development. And
22	and we understand that this is an unusual
23	kind of thing. It was new for our IDA to
24	take over title to this property on the

base. We debated long and hard on that as

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1	PUBLIC HEARING
2	an IDA agency. And I don't think today that
3	it was a bad decision.
4	And, yeah, we've had to struggle
5	with these kind of things as we go forward,
6	but we sort of feel that, you know, there's
7	light at the end of the tunnel. We don't
8	know when the tunnel ends, but there is
9	light there. We've valued the counsel of
10	GLDC and EDGE from time to time. We've
11	valued your counsel. We want to work as
12	partners as best we can. Sometimes we don't
13	agree. That will always be the case, I
14	think.
15	MR. MILITELLO: I just like to tie
16	it back to this particular project and make
17	draw a distinction to what you're talking
18	about with Special Metals. You know the
19	project that you're discussing which and I
20	don't know the details of it, but from the
21	way that you're describing Special Metals'
22	involvement with the IDA, that makes perfect
23	sense, that you're going to go to somebody
24	who said, "Here's an identified project we're
25	going to do. Here's how you can help us do

1	46 PUBLIC HEARING
2	it. And here's the benefit that it's going
3	to produce to the community."
4	We're having a really hard time
5	seeing that with this particular project,
6	because there's a layer of removal here with
7	GLDC where everything seems speculative right
8	now, you know. It's up to we're not
9	suggesting that you haven't been successful
10	in the past, Steve, in bringing lots of
11	business here. But we're not seeing it
12	necessarily connected to giving this tax
13	break to these properties right now. Whether
14	you have to exempt these properties in order
15	for GLDC to continue to do its business, is
16	a major question mark from the school's
17	perspective right now, and that is that's
18	the biggest concern.
19	And the other concern with the
20	project as it's proposed right now is that
21	you've mixed apples and oranges here. You
22	have taken properties that you described,
23	Steve, as clearly undevelopeable, landfill
24	property that may be environmentally blighted
25	to a degree it can't be used for anything,

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1	PUBLIC HEARING
2	or landlocked parcels 20 feet between two
3	parcels that may just not be able to be
4	physically developed for anything, and you've
5	mixed them in with parcels that are clearly
6	something you're going to try to market and
7	try to use. And it makes it difficult for
8	us to be able to take one position on the
9	prospect of it. Some of it makes sense,
10	some of it doesn't make sense.
11	MR. DIMEO: The way the property
12	comes over to us here, the air force doesn't
13	go out and subdivide all the property and
14	convey it to us. They give us blobs of
15	property in which includes warts and all.
16	MR. MILITELLO: But, Jeff
17	MR. DIMEO: It only gets subdivided
18	as we subdivide it to sell a piece of
19	property or create some type of demisable
20	unit for another purpose here.
21	MR. MILITELLO: Jeff and I had
22	conversations about the master lease back in
23	September and August of last year when Jeff
24	had brought work to the IDA board the pieces
25	of everything that's involved here as

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1	PUBLIC HEARING
2	different transactions. And Jeff had said,
3	"You know what, we're really not crazy about
4	doing this in pieces. We'd rather do it in
5	a master lease." And there's never been a
6	conversation since then about what you plan
7	to do. And this literally came out of the
8	blue for us, less than two weeks ago. And
9	so now we're looking at it. Yes, you did
10	tell me that the concept was out there, but
11	we never talked about the concept.
12	And these are the concerns that have
13	been raised about the concept now that, in
14	examining it, make it seem like it might
15	make more sense, Steve, for you guys to do
16	this piece by piece so if you needed to keep
17	something off the tax rolls for 10 years
18	because you can show us it's environmentally
19	impaired, we don't have to sit back here and
20	say, "Why are you doing this?"
21	MR. GROW: Chris, I've made the
22	offer to the president of the school board
23	on two occasions to meet with him and
24	discuss our philosophy with them. It's never
25	been answered.

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1	49 PUBLIC HEARING
2	MR. MILITELLO: This, I think, is
3	more internal issues.
4	MR. GROW: If that's what you're
5	talking about, what are our long-term plan
6	is, and the school board's concerned about,
7	we've been willing to meet with them. I
8	personally
9	MS. RIEDEL: I never seen a letter
10	from you.
11	MR. GROW: No, but I talked to you
12	personally after meeting in Common Council
13	chambers and tell you I'd be willing to meet
14	with the school board on this, but I wanted
15	to meet with the school board without any
16	lawyers present. I wanted to explain our
17	position to the elected people of the school
18	board, just like when we meet with people of
19	the agency, we want to meet with the agency,
20	but that was not picked up.
21	And so I'm trying to explain as best
22	I can where we're coming. We're not I'm
23	the last person that would be adversary to
24	the school board, to the school district.
25	My wife is a teacher.

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1	PUBLIC HEARING
2	MR. MILITELLO: We're talking about
3	the specifics of this project.
4	MR. GROW: Part of what the school
5	board has to understand, I think, is what
6	where the IDA's coming from so they have a
7	sense maybe we don't agree on the
8	individual specifics of it because we still
9	have to exercise our discretion, too, as a
10	collective group. But at least we can
11	understand each other from the standpoint
12	that we're not trying to benefit anybody
13	other than the school district and the taxing
14	jurisdictions at the end of the day. That's
15	our sole purpose.
16	MR. DIMEO: You're not losing
17	anything. For 50 plus years this was never
18	on the tax rolls.
19	MR. MILITELLO: But that's
20	irrelevant, Steve.
21	MR. DIMEO: It's very irrelevant.
22	MR. MILITELLO: Real Property Tax
23	Law 300, every piece of property in this
24	state is taxable unless it's exempt.
25	MR. DIMEO: And this property was

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1	PUBLIC HEARING
2	exempt, and the IDA they just continue the
3	exemption. We would argue GLDC is, in its
4	own right, a tax exempt organization.
5	MR. MILITELLO: To say 60 years of
6	history matters here, all that matters is
7	whether the IDA thinks it ought to extend
8	it.
9	MR. GROW: I don't disagree with you
10	that at the end of the day you're correct.
11	But the IDAs, in my opinion, were created to
12	make the to kind of soften the issue of
13	taxes when economic development occurs. And
14	so we you know, we really struggle with
15	these kind of things. And we have turned
16	down good projects for no pilot, no real
17	estate pilot, particularly in marginal
18	situations, simply because we don't agree.
19	Even though there are for example, in
20	Onondaga County, everyone gets a pilot.
21	There's no issue, everyone gets it. Utica,
22	essentially, everybody gets a pilot.
23	We don't act that way. We look at
24	every single application to consider, first
25	of all, is it income producing? Is it job

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1	PUBLIC HEARING
2	producing? How are we going to help? And
3	you might be able to pick out a corner here
4	or something that maybe you can make an
5	argument. We feel that as a package, at
6	least that's been presented to us, and the
7	agency members will get a transcript of this
8	hopefully by Friday's meeting, be able to
9	read it, and that's one of the reasons I'm
10	here, is that I want to be able to relate
11	to the agency the comments and concerns.
12	And I think we've had a sense of them all
13	long. We understand what they are, but we
14	also understand what our fiduciary
15	responsibility is also. And that's one of
16	the things that that I just don't think
17	we connected on. And maybe at the end of
18	the day we'd be able to do that so
19	MR. SIMMONS: I think just a
20	comment what Chris was saying. I reviewed
21	we had a pretty lengthy meeting here
22	where we went through the map, and it was
23	very helpful, back in November to understand
24	the parcels that were being how they were
25	being divided up, what buildings were located

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1	DUBLIC HEARING
2	on what parcels, what the history was. And
3	there was a conversation at that time that
4	you had said, Jeff, that you were considering
5	taking these these groups of parcels and,
6	you know, moving them into an extension of
7	tax exemption.
8	Where I have concerns similarly that
9	we are not afforded enough time or
10	opportunity to understand proposals where they
11	are brought through the Oneida County
12	additional development agency board. And I
13	asked, I think, at that meeting or follow-up
14	meeting would you ever consider reviewing the
15	process and allowing us to be part of the
16	conversation initially as to what was being
17	proposed, what some of the details related to
18	the pilot agreement, and I was told flat out
19	no and
20	SHAWNA PAPALE: No. That's not
21	Jeff, that's not correct. You were
22	you've been advised that you have the you
23	know, when the IDA meets and you were told
24	you can come to all the IDA meetings. We

25 didn't tell you no, we would not discuss

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1	54 PUBLIC HEARING
2	projects with you. You asked to be
3	involved.
4	MR. SIMMONS: I asked specifically
5	as the project was being proposed or thought
6	about if including the proposal for the
7	level of pilot payments that would be
8	received by the municipality, whether or not
9	we could be involved in some of those
10	upfront discussions prior to receiving a
11	notice of hearing, and I was told no. And so
12	I think that that is contradictory to what
13	Dave is saying.
14	MR. GROW: Well, not totally, Jeff.
15	Not totally. It's like let me I
16	mean, you're I agree, if I were on your
17	side I'd be asking the same questions.
18	And I guess what we're saying is we
19	receive these applications at a meeting, and
20	I believe you can access our agenda. Do we
21	send the taxing jurisdictions
22	SHAWNA PAPALE: No. It's all posted
23	on our Web site as required.
24	MR. GROW: A week or so ahead of
25	time as to what applications are going to be

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1	PUBLIC HEARING
2	received at the meeting. And at that
3	meeting and I believe that as to other
4	than proprietary information that might be
5	part of the application, the applications are
6	available to review before the meeting.
7	That's the first time we get them, is when
8	that happens officially.
9	Now, we clearly, on big projects,
10	we, in Executive Session, essentially wait
11	like you do, discuss potential contracts,
12	potential items to see whether or not the
13	agency's comfortable with proceeding with the
14	project or are there other options that we
15	don't we'd rather do.
16	Preswick Glen's an example, for
17	example, that was an application to us, so
18	if you read about the problems with that,
19	and we elected not to get involved with
20	that, and we voted down that application.
21	So there are parts of every application that
22	may be proprietary, may contain some
23	financial information that the applicant
24	desires to remain confidential for competitive
25	reasons. We make they indicate that to

56 1 PUBLIC HEARING 2 We make an initial determination as to us. 3 whether that portion of the application gets 4 public. If they guilty FOILED or requested, 5 we contact the company to see whether or not 6 they're willing to defend their 7 confidentiality. We prefer to give 8 everything out. But as you could do in your 9 contract negotiations, not everything comes 10 out publically in the end of the day. So, 11 you know, we want to give as much as we can 12 as soon as we can, but frankly these 13 applications come in very close to our 14 meeting date. 15 Let me clarify. SHAWNA PAPALE: Ι 16 think Jeff wants to be involved before it 17 even becomes a topic discussion. He wants 18 to be involved in the negotiations, but I 19 think you wanted to weigh in and advise on decisions of the IDA. 20 21 MR. SIMMONS: I want to in -- our 22 position is that prior to receiving -- I --23 as you described, Dave, the board receives 24 these application for these financial 25 assistance and then reviews them. I'm pretty

1	57 PUBLIC HEARING
2	sure that there are a number of
3	particularly for big projects, as you said, a
4	number of discussions regarding between
5	the Oneida County Industrial Development
6	Agency and particular business and/or entity
7	prior to that. And the terms in terms
8	of trying to weigh what might be brought
9	forward. I think that school district has
10	good information as to how various proposals
11	would be would affect the school district
12	in light of changing circles. And I would
13	like to be, as a school district, part of
14	that discussion, so that we're not placed
15	into where we're at now, an adversarial
16	position with the efforts that you're trying
17	to make. I know the law does not
18	necessarily and I've heard at your board
19	meetings, particularly in the Augusta matter,
20	which I don't want to get into the details
21	of that, but the amount of process that was
22	afforded to the school district was what was
23	within the law. That doesn't mean that it's
24	right. That doesn't mean that it's helpful
25	to the school district. And I'm looking for

58 1 PUBLIC HEARING 2 more process. I'm looking for more information and more of a direct role for 3 the school district so that at the end of 4 5 the day, as we did this morning with Family 6 Dollar, we can say we support this project 7 and that we're not at odds. I'm asking you to --8 9 MR. GROW: Family Dollar issue's a 10 very complicated, very complicated, probably 11 the most we've ever done. 12 MR. SIMMONS: We understood the 13 complexity of that, and we appreciate the 14 consideration that's afforded to the school 15 district. And the fact that that agreement looked at the impact of the school district 16 17 perhaps in a more detail, substantive way 18 than some of these other proposals, we feel. 19 And we want to be -- we want to be a 20 partner. You used the word "partner," Dave, 21 several times today. We want to be a 22 partner. 23 We don't feel that getting the -- a 24 hearing notice, often a few days before the 25 board is going to meet, and then two days

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1	PUBLIC HEARING
2	after the board meeting we don't feel that's
3	treating the school district as a partner.
4	I just ask you to consider that. Maybe not
5	respond.
6	MR. GROW: I accept that. I think
7	that's a very plausible situation that you
8	are in. We have a process that applies not
9	only to Rome but applies to the entire
10	county, and you know, I'll just respond
11	in a way, I don't know how we could do it
12	for everybody. I just don't know how we
13	could do it.
14	And secondly, I think that a lot of
15	these projects, particularly with private
16	businesses, are very confidential. I mean,
17	to the point where only a few people are
18	aware of what's happening. And it isn't
19	until it gets to a point where the company's
20	comfortable with making a public presentation
21	are we permitted to even talk about it. And
22	that's impressed upon us enormously. I might
23	make an example, if you're negotiating a
24	union contract. You don't want any of that
25	stuff to get out until you've completed your

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1	60 PUBLIC HEARING
2	negotiations. And at that point in time,
3	then it comes out to the public.
4	We're the same way, in essence, for
5	these kind of things. And I I feel
6	sorry for you in that sense of the word that
7	you maybe don't get enough time to look at
8	all this stuff. But I can assure you on
9	big projects we spend a lot of time on this,
10	looking at the application and reviewing and
11	seeing if it fits in with the overall idea
12	of economic development that the agency sort
13	of has.
14	You know, the process is you
15	know, the legal process is the application
16	comes in, requires a public hearing, I don't
17	know how many days notice, maybe 30 days
18	notice to the public hearing. And during
19	all that time presumably you have an
20	opportunity to review whatever documents we
21	can give out for that public hearing.
22	The purpose of the public hearing,
23	and very frankly the numbers that I have
24	held, and I told Shawna today, my view of a
25	public hearing is similar to probably the

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1	PUBLIC HEARING
2	school board's public hearing. And it's not
3	a question and answer period. It's a
4	listening period. And, you know, I sort of
5	allowed the question and answer to continue.
6	I mean, typically we've had other ones where
7	we don't answer any questions. You just
8	comment on what you got, and we go ahead and
9	do our thing.
10	I think both, from Shawna's
11	standpoint who feels strongly that we should
12	try to respond to whatever questions are
13	there so at least we can get on the table
14	the issues that are pending as best we can.
15	But our process is similar to your school
16	board process in the sense there's only so
17	many things that we can share. We try to
18	share them as best we can. We understand
19	your dilemma. At the end of the day we
20	have to take responsibility for our
21	decisions, just like you have to do. And
22	the state is giving us that responsibility by
23	statute. And we take it very seriously that
24	responsibility, just like you take yours.
25	And your comments are taken very seriously by

I	
1	62 PUBLIC HEARING
2	us.
3	And as was your New York Mills,
4	for example, in the energy plan that was
5	tied into St. Luke's and Utica College.
6	That was a very difficult one for New York
7	Mills. I don't know how many of you know
8	about that deal, but that was not a that
9	was not one that they were very happy with,
10	and they told us, and we were sorry about
11	that, too, but, unfortunately, you know,
12	sometimes local people just don't have a
13	sense where the end what happens at the
14	in the big picture.
15	MR. SIMMONS: I just gave you an
16	example something that just occurred this
17	morning, what I'm talking about, okay. And
18	as I indicated, we support the changes that
19	are being made to the Family Dollar.
20	MR. GROW: And we thank you for
21	that.
22	MR. SIMMONS: There was a
23	discrepancy in the conclusion that Steve drew
24	regarding the pilot impact on our district
25	and analysis we did. We had an analysis

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1	OS PUBLIC HEARING
2	that indicate that in 2016, when the pilot
3	comes back on two third payments, I believe,
4	that we were going to be \$120,000 less than
5	we would have been if the pilot had expired.
6	Steven's conclusion was, when you
7	take under consideration if the assessment
8	was reduced, we would we were actually
9	doing better under this agreement.
10	So there's a discrepancy there. I'm
11	not saying he's wrong, we're wrong. Meeting
12	of the minds and discussion up front to be
13	able to analyze that so we're working from
14	the same numbers would help the process,
15	would help us to be able to come forward and
16	understand the impact.
17	Now we got this discrepancy, it's
18	minor in our mind compared to the overall
19	value of the Family Dollar proposal
20	MR. GROW: That's what I call a big
21	one.
22	MR. SIMMONS: Right. We're going to
23	support it, but those three days from now,
24	Friday, that's going to be approved. And,
25	you know, so we're not

1	64 PUBLIC HEARING
2	MR. GROW: I haven't heard the
3	transcript of the public hearing yet.
4	MR. SIMMONS: So we're not working
5	from the same analyze.
6	SHAWNA PAPALE: Sticking to this,
7	going back to this topic, and Dave is
8	correct, I been chastised by the IDA board
9	for conducting public hearings with give and
10	take. And Dave now understand part of the
11	reason why is to help educate people.
12	The last public hearing we had on
13	GLDC, when they came and asked for the pilot
14	extension, which included all the property
15	that is currently included in this
16	application less the property that was
17	removed, which was 770, 774, 776, 778, 780.
18	I think that was it. We spent three hours
19	going through that and going through the
20	maps.
21	So for the record, you've seen the
22	map. I believe I distributed the map less
23	those parcels that were removed. You had
24	been given it at the last public hearing.
25	At that meeting, too, we offered additional

	65
1	PUBLIC HEARING
2	time to sit and meet and talk about. I did
3	take back, Jeff, your request to be involved
4	in the process. So, I mean, the door's
5	always open to have those discussions. I
6	hear what you're saying, so does Dave, but
7	it becomes a challenge when we're also trying
8	to follow our process.
9	MS. RIEDEL: I guess, Mr. Grow, to
10	get back to your point where you said, well,
11	I'd like to explain something to you Pat or
12	something. When we as a board are looking
13	to meet with somebody, I don't give him much
14	peace of mind until he set up a meeting with
15	the person that we want to meet with.
16	I never heard back from you. I'm
17	not trying to be adversarial with you, but I
18	never heard back from you about us meeting
19	where I wanted us to have a meeting with the
20	chamber to explain to the chamber where the
21	district is coming from when we disagree with
22	you people. And I didn't give him any peace
23	until he worked that out. That's how we
24	operate as a board. If I wanted if you
25	were me or I were you and you really

66 1 PUBLIC HEARING 2 wanted to explain to the board, I would have heard from you either by phone or by letter 3 4 or by something, "Pat, I'd like to sit down 5 with your board privately and meet with you 6 and tell us where you're coming from." 7 That's how we operate. That may not be how 8 you operate, however. 9 MR. GROW: I operate on a more 10 personal basis. 11 MS. RIEDEL: We're here today. 12 You've said where you're coming from, and now 13 you're going to meet on Friday. 14 Now, obviously your group has already 15 pretty much met and know where you're coming 16 from and what you're going to do on Friday. 17 So what we have to say really is just for 18 the record. We the school board does not 19 agree completely with what you're proposing. 20 So we are going to walk in here, just as we 21 have done in previous meetings, and it's 22 going to be a cut-and-dry meeting. It's 23 already -- nobody -- it's not going to be 24 "We're going to postpone this out so we can 25 talk to our board and say to our board,

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1	PUBLIC HEARING
2	'school district and the city spent a lot of
3	time with us, and they still have problems
4	with this.'" We're going to come in, and
5	you're just gonna say, "Too bad about you,
6	school district." This is how we think.
7	I hate to say that because that's
8	what that's the impression that we get.
9	In two or three days that's exactly
10	MR. GROW: I think that probably is
11	a correct impression. I can tell you,
12	though, we have seven members of the IDA,
13	and we have many instances when we don't get
14	don't agree. So there isn't one person
15	on the IDA that could really tell you what
16	the vote's going to be next Friday. And
17	we've turned down votes when the GLDC or
18	private developers come in and we voted them
19	down. And so the public hearing does make a
20	difference to us. And I know we read those
21	minutes and we understand unfortunately we
22	all can't be at them, and typically I'm not
23	at the public hearing. I read the
24	transcript. But I know this was important
25	to the school district, so I wanted to be

4	68
1	PUBLIC HEARING
2	here, and I'm willing to meet with the
3	school board and explain where the IDA is.
4	And, of course, we're all volunteers, too.
5	As you are. And we don't have you have
6	more meetings than we have.
7	MS. RIEDEL: Yes, we do.
8	MR. GROW: So it isn't easy to get
9	everybody to go, but I can tell you I really
10	feel that we both have the same end that we
11	want. It's a question of how we get there.
12	And I'm I think meeting is important.
13	And we probably should have had that meeting,
14	and maybe I should followed up after my
15	little discussion with you that morning, and
16	I didn't. I probably got off on something
17	else and just didn't do it. And I probably
18	kicked myself for not doing it. But you
19	know I'm available any time. Our agency's
20	willing to meet with the school board.
21	We've had this discussion as an agency. We
22	don't want an adversarial relationship. I
23	mean, I can only tell you we feel very
24	strongly that adverse media publicity is not
25	good for economic development overall. At

	69
1	09 PUBLIC HEARING
2	the end of the day it hurts us. So we
3	need to have an understanding where
4	everybody's coming from as best we can and
5	then whatever happens ultimately after that,
6	it happens.
7	But, Pat, I'm sorry I didn't follow
8	up with you on that.
9	MR. MILITELLO: I'd just like to end
10	cap one thinking here. The distinction that
11	Jeff brought out is a really important one
12	for the IDA to get, which there is the legal
13	process that the general municipal requires
14	for you guys to go through in order to
15	consider and go through projects. And then
16	there is the process that is being discussed
17	right now, which is certainly far beyond,
18	and, Shawna, I recognize that you have gone
19	beyond what the statutes say that you
20	absolutely have to do. I don't think the
21	statute is clear what a public hearing is
22	for the IDA. I think it just says you have
23	a public hearing and it's up to you to
24	decide
25	MR. GROW: That's right

1	70 PUBLIC HEARING
2	MR. MILITELLO: And then you do it,
3	and if we didn't like it, if you come in
4	and say we're not allowed to get information
5	from you, then somebody else might have to
6	decide whether that's a sufficient public
7	hearing.
8	And the whole point being is we
9	don't necessarily want to get to that point.
10	If you're willing to continue to conduct the
11	public hearings in this manner, where we can
12	use them to get information about a project
13	and supplement what Shawna may be able to
14	provide us prior to the hearing so we can
15	understand, the process is going to work
16	better for everybody, and that's I I
17	just wanted to make sure that's what you're
18	taking out of a lot of these comments, which

19 is if the process is better, there's less of 20 a chance of us butting heads at the end of 21 day over our differences.

22 MR. GROW: Yeah. I mean, we have 23 to have some control over public hearings and 24 -- but in some of our public hearings we 25 have a lot of public here, where we need to

1	71
1	PUBLIC HEARING
2	have control over that. And there's some
3	issues that get emotional. I mean, we're
4	emotional about our position to some extent,
5	but sometimes you know, at your school
6	board meetings you get real emotional. So
7	we have to have control here today. We're
8	all adults and people and we can be a little
9	more little more free with our discussion.
10	And, you know, I'm I don't really you
11	know, I'm just one member of the agency,
12	just like Pat's one member of the school
13	board. And we try to do the best job that
14	we can. And we don't want to create
15	problems if we can avoid them.
16	One of the problems with the the
17	park is that we're an owner. We feel like
18	an owner of this property. And we want to
19	get it developed as best we can. You know,
20	just like you own the school the property
21	the school district is on. You want it to be

the best you can make it. And there are paths, you know, that are different to get there, maybe, but, you know, we try to do the best we can. We want to listen to your

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1	PUBLIC HEARING	
2	comments. We want to express our philosophy.	
3	We are not public figures. We don't like to	
4	be in the media. We don't like to be	
5	We feel that our job is to review these	
6	applications and provide the best decision we	
7	can make based upon all of the comments.	
8	And we appreciate the school board's	
9	investment in those decisions. We might not	
10	agree with them all the time, but we do	
11	appreciate it.	
12	And, you know, I mean if we've	
13	messed up a little bit in the past or if I	
14	have or our agency has, we can correct those	
15	things. And we're certainly willing to meet	
16	and work on them as best we can. We've met	
17	many times with the mayor and the city even	
18	before our current mayor, prior mayor on lots	
19	of economic development issues, and there's	
20	no reason why the school board can't be	
21	represented at those meetings. But	
22	historically it's been an issue that's been	
23	focused more on, you know, where this thing	
24	where the assessment should come out and	
25	what should happen. We're talking internal	
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1	PUBLIC HEARING	
2	city development.	
3	MR. SIMMONS: Dave, Pat has	
4	discussed this with me. And in my time as	
5	superintendent I can remember a couple	
6	occasions where this occurred. There was a	
7	time when whether it be a new business,	
8	IDA was considering a proposal from out of	
9	state that were you know, that any any	
10	information to be shared publically can put	
11	that project in jeopardy. So confidentiality	
12	you brought up confidentially. There had	
13	been a time when Steve or somebody from the	
14	agency would come to board Executive Session	
15	and share details	
16	MS. RIEDEL: That's gone away that	
17		
18	MR. SIMMONS: So that we would have	
19	a better understanding and more lead time in	
20	order to be able to understand the proposal	
21	impact on the project and then be a	
22	supportive partner. That has kind of gone	
23	away.	
24	MR. GROW: That's too bad.	
25	SHAWNA PAPALE: Also there have not	

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1	PUBLIC HEARING
2	been circumstances where there's been projects
3	that have required that. It's more Family
4	Dollar type things.
5	MR. SIMMONS: Why can't that be
6	done?
7	MR. GROW: I don't see why it can't
8	be.
9	MR. SIMMONS: As part of the process
10	for extension of pilot that you're
11	considering so that we are brought in, again,
12	with little more lead time that my one of
13	the dilemmas we have two board members here,
14	only board member we have a same position
15	you do. We have an obligation to keep our
16	full board informed what's happening.
17	And just to say if I were to have
18	our board was to have a public hearing on
19	something, our full board would have to be
20	there, and have to be open. Our laws are
21	different. Open session, public would be
22	able to participate and be a little more
23	transparency to the process.
24	But I'm just wondering for your
25	consideration if we can't restore that

	76
1	75 PUBLIC HEARING
2	process, I think work well, when the initial
3	stages of base development were considering.
4	And I think it would be helpful to us to be
5	able to involve our whole board in these
6	issues rather than, you know, the way it's
7	going now, so
8	MR. GROW: I certainly will pass
9	that on. I mean, my personal view on that
10	is that we should be open. I mean, I will
11	tell you that I think EDGE is understaffed.
12	I think that economic development is not well
13	funded, both by the city or the county,
14	which means that we're utilizing resources
15	very it's very difficult to do everything
16	at the same time. And I'm not going to
17	apologize for not continuing what you
18	discussed. I'm a big fan of doing that. I
19	was I had been for years, but there's
20	only so much time in the day. And you're
21	paid and Shawna's paid and the rest of us on
22	these boards aren't paid, not that that
23	should take away any of our responsibilities,
24	because it doesn't. I mean, we're when
25	we talk this job, we're responsible to do

76 1 PUBLIC HEARING 2 the best we can. And so -- I mean, I will 3 pass on that comment to Steve and to Shawna. 4 Steve is not a direct person related to the 5 Shawna is our executive director, IDA. and 6 in that position is responsible to us. 7 Steve is an EDGE consultant for us when we 8 need information on projects. 9 So I wish there were more people. 10 I wish we had a bigger staff of economic 11 development. If you look at the money that 12 goes into the economic development in this 13 county, it's small. So, you know, I would 14 -- and all of our money, all the IDA's 15 money, we get paid, you know, by -- from 16 fees from these things. That money 17 essentially goes back to EDGE or to GLDC. 18 We don't have any money ourselves. Our 19 budget is basically all our contract work, 20 money goes back into the system. So these 21 projects in the county comes back, funnels 22 back in \$150,000 a year, back into Edge's 23 cost to economic development. But that's 24 another source of revenue that isn't there if 25 we don't have projects.

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1	77 PUBLIC HEARING
2	So, you know, I I I've
3	wrestled with this thing particularly with
4	the Rome School District for a long time,
5	and I have trouble with it, but, you know, I
6	I think we're I really do believe
7	we're doing the best job we can. I think
8	you are. And you know if we can go forward
9	and remove some of the irritants that are
10	there that would be great, but I will tell
11	you I have I tried to get Shawna
12	yesterday and she was so busy I couldn't
13	reach her until this morning. So that's
14	another matter. I'm sure you have the same
15	problems, too many meetings, but sometimes
16	they are necessary.
17	MR. MILITELLO: I just want to kind
18	of end this since we are still on the
19	record for the public hearing, I just want
20	to end it by saying from the school's
21	perspective, we will send you a letter that
22	outlines our position, but for the record, we
23	do want to go on the record that we are
24	opposed to the project as it currently is
25	put into place. We've got a lot of reasons

78 1 PUBLIC HEARING 2 why we think that it could be done differently, possibly better, and we would 3 urge that at least the IDA give consideration 4 5 to maybe tabling and looking at whether --6 whether or not there is a more sensible way 7 that will relate what each parcel's value is 8 to what its tax treatment is going to be, 9 rather than trying to take it as one big 10 lump at this point. And say that 11 environmentally challenged property is going 12 to get the same treatment as much more 13 highly developeable property. So I just 14 wanted to make sure for the record that 15 position's out there. 16 MR. GROW: The agency will get the 17 transcript of this. 18 MR. MILITELLO: Understood. Thank 19 you. 20 MR. SAUNDERS: There's also, there's 21 two maps. I think you seen both of them 22 actually floating around, and I actually 23 thought there were copies out here. I think 24 we must have given them the to environmental 25 liability companies.

1	79 PUBLIC HEARING
2	I'm going to have copies run off.
3	I will send them to I'll send you a
4	duplicate. One big map is F parcels, and
5	the other map shows pieces of property we
6	conveyed out. So I ask the record be held
7	open and we'll include those two maps in the
8	record. You've seen copies of them before.
9	MR. MILITELLO: If they're
10	specifically marked for this project, it
11	certainly advances our understanding
12	MR. SAUNDERS: It's a map, helps a
13	little bit to look at the maps.
14	MR. MILITELLO: Right.
15	MR. GROW: Make sure you give them
16	to the city, too.
17	SHAWNA PAPALE: What we'll do is
18	we'll distribute it as our normal
19	distribution, Jeff, and, Pat, and I I
20	send them over to the mayor's attention.
21	MR. SURACE: Make sure I get one.
22	MR. SAUNDERS: We'll get you one,
23	one of each.
24	MR. SURACE: Thanks a million.
25	MR. GROW: Any other public comments

80 1 PUBLIC HEARING 2 anybody wants to raise? Yes. 3 MR. HAGERTY: I'd just like to make 4 a couple comments. If you're not already 5 aware of it, there's a new paradigm that's 6 impacting the funding of the school district 7 within New York state. And that is, as you 8 know, most of the upstate district and Rome, 9 in particular, is a high need, low wealth 10 district. So we're very dependant on state 11 aid.

12 As you're also aware, the state has 13 big financial deficit problems of their own, 14 which they've been sharing with the school 15 district for a number of years now in the 16 form of reduced revenues in terms of district 17 aid to the school districts as well as what 18 they call a gap administration aid, which is 19 sharing the gap they have in their budget, 20 which is passing down a deficit to us. So 21 we are in the position that we are trying to 22 fund a school district that has an increasing 23 requirement to educate our young.

If you've been following the regentsactivities at the state level, you will know

1	81
1	PUBLIC HEARING
2	that they're trying to increase career ready
3	and college ready proficiency, graduation
4	rates of all students in New York state.
5	So we have sort of the worst of all worlds
6	here in terms of declining revenues and
7	increasing anticipation for performance within
8	a school district. If you map that over
9	onto a district like Rome, which is so
10	dependent on state aid, and we know that
11	state aid is an issue, then we turn even
12	more so perhaps than we have in the past to
13	what our local contribution is. And that's
14	why this scrutiny of the assess value and
15	growing of our local tax base, even though
16	it only attributes say 20 percent of our
17	total revenues.
18	It's very important to us, and it's
19	getting more important in the future and
20	getting more important, I think, for a number
21	of reasons. If you have been downstate or if
22	you have been following what's been going on
23	downstate there's a lot of resistance within
24	the state and all coming out of wealthier
25	districts downstate that's headed up upstate

82 1 PUBLIC HEARING 2 to fund our district. And I think it's a 3 fair concern that they have when you look at the number of school districts and lack of 4 5 consideration, lack of expanded tax base 6 within given municipalities, i.e., what we're 7 talking about here. So I think we have a 8 reason to be sensitive and to follow very 9 closely what you as an economic development 10 agency is doing. And it's not because we 11 don't like you or we're trying to create 12 some adversarial relationship. It's because 13 we have some real issues and these are 14 long-term things that have to be sold on a 15 long-term basis.

16 So when Joe Surace talks about a 17 possible re-evaluation, to me that's a good 18 thing. Of course, he didn't clarify in terms 19 of any particular time frame, but those are 20 the things that we are going to have to do 21 locally, I think, in order to be able to 22 mirror the resources that we're deriving from 23 the rest of the state. We're going to have 24 to stand or our own to two feet. And I 25 think we're doing that in Rome pretty well.

	00
1	83 PUBLIC HEARING
2	We have done a lot of consolidations. We
3	have been able to hold our budget intact.
4	But we still haven't solved the problem. We
5	still have that deficit. And that deficit
6	has quickly been gobbling us up.
7	This is very important to, I think,
8	understand the motivation behind why the
9	school district, i.e., the school board,
10	wants to be involved in what you're doing as
11	well as anything else that will create a
12	better economic situation for our local
13	district.
14	MR. GROW: I appreciate those
15	comments. I've heard them personally from
16	probably six or seven other school districts
17	in the county. All of the school districts
18	are talking that similar tune as to yours.
19	And I view our role as very long
20	term. We are trying to develop a long-term
21	tax base that will be stable going down the
22	road and transitioning from a tax base that's
23	based upon full government in Rome,
24	essentially an air force base, to a private
25	diversified stable tax base. And it's not

84 PUBLIC HEARING

2 easy to do. And, yes, there are some things 3 that will short term, probably work against 4 the district and the city, but in the long 5 term, if our analysis was correct, we hope 6 at the end of the day you will be able to 7 grow your tax revenues without increasing the 8 tax rate.

1

9 And our goal is that. Our goal is 10 to provide stability to you so you don't 11 have a roller coaster ride. I guess the 12 answer is we're here to help you as best we 13 can, but we also have a concern that the 14 county is suffering, too. And all areas of 15 the county are suffering. And so we're 16 trying to provide a mechanism that stabilizes 17 the tax base in the county and -- which, I 18 think, over the last ten, 15 years has been 19 pretty good. School district's tax rate 20 hasn't gone up substantially, the city 21 hasn't, the county hasn't. We're probably 22 one of the few counties in the state that 23 can say that. Yes, I think that we have 24 problems down the road. And we will have to 25 deal with them collectively as best we can.

1	85 PUBLIC HEARING
2	But we really do appreciate your
3	time and giving us your feelings on it. And
4	
	as I say, I'm willing to offer the agency as
5	many members I can get to meet you guys and
6	discuss it further. And hopefully at the
7	end of the day we can at least come to some
8	sense of understanding about various positions
9	so we can deal with issues going forward.
10	All right, we'll close the public
11	hearing. There's no public comments. And
12	thank you for coming.
13	(Whereupon, the hearing was
14	concluded.)
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25	

1	86 PUBLIC HEARING
2	CERTIFICATE
3	
4	I, NICOLA BRUZZESE FANELLI, a
5	Shorthand Reporter and Notary Public in and
6	for the State of New York, DO HEREBY CERTIFY
7	that the foregoing is a true and correct
8	transcript of my shorthand notes in the
9	above-entitled matter.
10	
11	Micole Farelli
12	
13	Nicola Fanelli
14	
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1 2		1	
3		2	PUBLIC HEARING RE: GLDC
	ONEIDA COUNTY INDUSTRIAL DEVELOPMENT AGENCY	3	JUNE 12, 2012
4	PUBLIC HEARING	4 5	MR. GROW: Okay. We're going to call the public hearing to order. I'm David
5		6	Grow, chairman of the IDA, and this is a
-	RE: GLDC	7	public hearing that was noticed by notice of
6 7	/	8	public hearing dated day 29, 2012.
8	,	9	We can have the notice of public
9		10	hearing read if anybody wants the notice
10	Public Hearing, held on June 12, 2012, at 584	11	read, or does everybody have a copy of it?
	Phoenix Drive, Rome, New York, commencing at 9:00 a.m.,	12	MR. MILITELLO: This is Chris
11	before Nicole B. Fanelli, Court Reporter and Notary	13	Militello from the Rome City School District.
12	before widdle B. Fanerii, Court Reporter and Notary	14	We would waive a reading of the public
	Public in and for the State of New York.	15	notice. We've read it.
13 14		16	MR. GROW: And nobody else has
15		17	indicated that's present that they want the
16		18	notice read. Has everybody signed in with
17 18		19 20	the sign-in sheet?
19		20	SPEAKERS: Yes. MR. MILITELLO: I believe so.
20 21		21	MR. GROW: All right. This is a
21		23	summary of a public hearing to determine or
23		24	to hear comments concerning the proposal of
24 25		25	the IDA to provide tax exempt arrangements
20			
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1	-	1	
2	Page 2 APPEARANCES:	2	with GLDC for vacant and undevelopeable land
2 3	APPEARANCES:	2 3	with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of
2 3 4	APPEARANCES: David Grow	2 3 4	with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of parcels that were that have been
2 3 4 5	APPEARANCES: David Grow Steve DiMeo	2 3 4 5	with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of parcels that were that have been identified as parcels that are that are
2 3 4 5 6	APPEARANCES: David Grow Steve DiMeo Joseph Surace	2 3 4	with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of parcels that were that have been identified as parcels that are that are generally not developeable, and they're
2 3 4 5 6 7	APPEARANCES: David Grow Steve DiMeo Joseph Surace David Nolan	2 3 4 5 6	with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of parcels that were that have been identified as parcels that are that are
2 3 4 5 6	APPEARANCES: David Grow Steve DiMeo Joseph Surace David Nolan Patricia Riedel	2 3 4 5 6 7	with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of parcels that were that have been identified as parcels that are that are generally not developeable, and they're currently titled in the name of the IDA.
2 3 4 5 6 7 8	APPEARANCES: David Grow Steve DiMeo Joseph Surace David Nolan	2 3 4 5 6 7 8	with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of parcels that were that have been identified as parcels that are that are generally not developeable, and they're currently titled in the name of the IDA. So I think we'll hear first from Mr.
2 3 4 5 6 7 8 9	APPEARANCES: David Grow Steve DiMeo Joseph Surace David Nolan Patricia Riedel Paul Hagerty	2 3 4 5 6 7 8 9	<pre>with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of parcels that were that have been identified as parcels that are that are generally not developeable, and they're currently titled in the name of the IDA. So I think we'll hear first from Mr. DiMeo, who's representing, essentially, GLDC,</pre>
2 3 4 5 6 7 8 9 10	APPEARANCES: David Grow Steve DiMeo Joseph Surace David Nolan Patricia Riedel Paul Hagerty Jeffrey Simmons Christopher Militello Joseph Saunders	2 3 4 5 6 7 8 9 10 11 12	<pre>with GLDC for vacant and undevelopeable land and located in Griffiss Park. A number of parcels that were that have been identified as parcels that are that are generally not developeable, and they're currently titled in the name of the IDA. So I think we'll hear first from Mr. DiMeo, who's representing, essentially, GLDC, which has made the request to the IDA for</pre>
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1 (Pages 1 to 4)

	Page 5	Page 7
1		1
2	MR. DIMEO: Well, we've got a list	2 time for the city of Rome didn't have any
3	here of all the assessments here, 50 I've	3 control on any of those. And those values
4	added them all up, 54, 56	4 were in place when I took the job in 2000.
5	SHAWNA PAPALE: \$90,922,940 is the	5 So at some point
6	city of Rome assessor's tentative total	6 MR. GROW: Joey, we don't know where
7	assessment for the remaining property.	7 the source
8	MR. SURACE: Those are properties	8 MR. SURACE: Yeah, but he's making
9	that at this point have been put on the	9 an inference that I had direct input on the
10	rolls by appraisals that were done on behalf	10 valuation.
11	of the air force base prior to its	11 MR. GROW: I think he referred to
12	dismantling.	12 the city assessor as the title. So whatever
13	MR. DIMEO: No, that's not true, but	13 they are on the rolls now, I presume you
14		14 reconfirm them every year, those values,
15	MR. SURACE: Okay. So where did	15 whatever they are. I don't think at this
16	those figures came from.	16 point the issue of those values are really
17	MR. DIMEO: I have no idea where	17 the important thing to the IDA. The IDA is
18	they came from, but, you know I don't	18 here to provide an economic unit at the
19	know what you're using, where they came from	19 base. And whatever assessments were put on,
20	at all.	20 I don't think there's ever been any
21	MR. SURACE: These are assessments	21 appraisals by anybody, that I know of, of
22	that have been in place for years.	22 this property. But these are properties that
23	MR. DIMEO: There's a difference	23 in the IDA's view are not developable, are
24	between an assessment and appraisal.	24 essentially worthless pieces of land and need
25	MR. SURACE: Properties on the base	25 to be maintained as part of the overall
	-	
1	Page 6	Page 8
1	-	Page 8
2	were all appraised, I believe.	Page 8 1 2 ambiance and aesthetics of the base. That's
2 3	were all appraised, I believe. MR. DIMEO: Only times appraisal's	Page 8 1 2 ambiance and aesthetics of the base. That's 3 really what we're talking about.
2 3 4	were all appraised, I believe. MR. DIMEO: Only times appraisal's been happening is when we sold properties or	Page 8 1 2 ambiance and aesthetics of the base. That's 3 really what we're talking about. 4 MR. SURACE: With that being said
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MR. SURACE: And there were no values on them? Because the assessor at the

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2 (Pages 5 to 8)

what exactly they all consist of. And we're

trying to figure out if the assessments, as
	Page 9		Page 11
1		1	
2	Steve mentioned, might be excessively high,	2	you would think that because they haven't
3	but for what reason	3	been producing revenue, it's not revenue
4	MR. DIMEO: That's not the reason	4	loss. Well, that's one side.
5	why the request is being made. That's a	5	If the properties are assessed
б	point that the fact that there's 800 acres	б	properly and their fair market values were
7	and you're showing it on the books as having	7	established, then would there be this need to
8	a value of \$90 million.	8	transfer under this umbrella pilot.
9	Point of the matter is the	9	MR. DIMEO: We're not transferring
10	property's requested to stay in the IDA name	10	anything. We're keeping it in the name of
11	as tax exempt property because the general	11	the IDA.
12	pattern here has been as property's sold or	12	MR. GROW: The IDA is another
13	developed, the property either goes on tax	13	municipality, Joe. That's what we are.
14	rolls or becomes subject to payment in leu	14	We're just like the school district, and
15	of taxes, in which there are dollars that go	15	we're like the city. And we view the
16	into each of the taxing jurisdictions. This	16	property in a way if it's in our name, just
17	is property that's basically producing no	17	like it's in the city's name, it's not
18	revenue. There is no source of revenues	18	taxable, and that's the law. There's no way
19	coming from these properties. And the IDA	19	that you can put any IDA property on the tax
20	is a title holder for convenience purposes.	20	roll, period.
21	GLDC was set up to be a redevelopment arm	21	Now, the problem is s that we go
22	for transforming an air force base into a	22	through the process to determine whether or
23	business park and has done extremely well and	23	not we ought to have a payment in leu of
24	taken property that was producing zero taxes	24	agreement, and that's what we're here today
25	and is now generating over \$4 million of	25	to determine, whether or not there are
	Page 10		Page 12
1	-	1	-
2	various forms of property taxes in leu of	2	comments as to the proposal that has been
2 3	various forms of property taxes in leu of tax payments, not to mention the fact there's	2 3	comments as to the proposal that has been made to the IDA whether this should continue
2 3 4	various forms of property taxes in leu of tax payments, not to mention the fact there's other fees being realized off of development	2 3 4	comments as to the proposal that has been made to the IDA whether this should continue to be a tax in the IDA name and if so
2 3 4 5	various forms of property taxes in leu of tax payments, not to mention the fact there's other fees being realized off of development here in the park.	2 3 4 5	comments as to the proposal that has been made to the IDA whether this should continue to be a tax in the IDA name and if so under what tax circumstances. That's what
2 3 4 5 6	various forms of property taxes in leu of tax payments, not to mention the fact there's other fees being realized off of development here in the park. So that's the nature of the request	2 3 4 5 6	comments as to the proposal that has been made to the IDA whether this should continue to be a tax in the IDA name and if so under what tax circumstances. That's what the IDA's going to consider.
2 3 4 5 6 7	various forms of property taxes in leu of tax payments, not to mention the fact there's other fees being realized off of development here in the park. So that's the nature of the request here is that as property is sold and as	2 3 4 5 6 7	comments as to the proposal that has been made to the IDA whether this should continue to be a tax in the IDA name and if so under what tax circumstances. That's what the IDA's going to consider. So if it stays in the IDA's name,
2 3 4 5 6 7 8	various forms of property taxes in leu of tax payments, not to mention the fact there's other fees being realized off of development here in the park. So that's the nature of the request here is that as property is sold and as property is developed, of course then it	2 3 4 5 6 7 8	comments as to the proposal that has been made to the IDA whether this should continue to be a tax in the IDA name and if so under what tax circumstances. That's what the IDA's going to consider. So if it stays in the IDA's name, it doesn't make any difference to the IDA or
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3 (Pages 9 to 12)

GLDC, JUNE 12, 2012

Page 13 Page 15 1 1 2 been told and been advised and the initial 2 MR. SURACE: That doesn't do any of proposal that all of these are undevelopeable 3 us any good. 3 MR. MILITELLO: I don't have --4 parcels. 4 5 MR. MILITELLO: Let me rephrase 5 SHAWNA PAPALE: Joe, Joe, Joe, you 6 Joe's question. Has the IDA board or will 6 will receive a copy of it. 7 the IDA board or you as the president of the 7 MR. SURACE: When, day before --8 IDA at this point, Dave, and for the record, 8 SHAWNA PAPALE: You know what, give 9 this is Chris Militello from the school 9 me -- I'm going to go make Joe a copy right 10 district, cause I know she's trying to keep 10 now. 11 track of everybody, have you actually created 11 MR. SURACE: Make everybody a copy, a list by SBL number, cause that's the way please. So, Dave, the question is they 12 12 13 that everybody else is going to understand might have building on them, the building 13 might be slated for demolition, or they might 14 this transaction, notwithstanding -- I 14 15 understand, Steve, the GLDC has its facility 15 be put to an alternate highest investors --MR. GROW: If they are, the GLDC 16 numbers and all that sort of stuff, we 16 17 understand that's the language you speak, but 17 will come in and look for a pilot. 18 everybody else outside of your room speaks MR. DIMEO: If we lease a building 18 19 the FDL numbers. 19 to a tenant, we have always had some 20 So have you actually identified which 20 mechanism for providing revenues to the 21 SBL numbers, for tax purposes, are being 21 taxing jurisdictions. The original agreement 2.2 affected by this proposed master lease --22 was, before there was any assessment, there 23 MR. GROW: We have tax map numbers. 23 was SFP agreement. And after that, when we 24 MR. MILITELLO: Okay. That is the 24 started selling property, obviously, then, 25 tax map, that's SBL, that's the same. -25 whoever the property owner, either pays full Page 14 Page 16 1 1 2 MR. GROW: I don't know what FBL 2 taxes or makes application to the IDA. In 3 cases where GLDC has been developer and has 3 is. MR. MILITELLO: SBL, S as in Sam. 4 4 developed property, there has been a payment 5 MR. GROW: Okay. But we have tax 5 in leu of taxing agreement. map numbers that identify the parcels. You know, this 800 acres includes a 6 6 7 MR. MILITELLO: Okay. 7 mixture of landfills that the air force owned 8 MR. SURACE: Then if there's any 8 and has capped, has been transferred. It buildings on those parcels, you're 9 9 does include some lands that could be 10 knowledgeable of that. 10 developed, and obviously that would be the 11 MR. GROW: There may be unoccupied 11 go. And obviously includes a lot of areas 12 structures on them that are slated for demo. 12 that's just open space. 13 MR. MILITELLO: Steve, can you speak 13 MR. MILITELLO: Can you provide us to the three facilities, GLDC 1, 2, and 3, 14 with a list of the parcels as the IDA 14 15 understand it. 15 whose lease agreements have expired at this SHAWNA PAPALE: It was part of the 16 time and what the status of those properties 16 17 17 application, yes. are? 18 MR. MILITELLO: We don't have the 18 MR. DIMEO: Well, facility 1, I 19 19 application, Shawna. I asked for it two think is the one where we have largely 20 20 transferred out most of the properties there. years ago. 21 SHAWNA PAPALE: And the attorney's 21 That would have been the areas where Goodrich 22 is located, where MGS is located and Sovena, 2.2 handling it. 23 MR. MILITELLO: I understand, but 23 I think that's facility 1. There may be 24 you're also going to vote on this in three 24 some scraps of land there. And each of 25 25 those particular properties is covered by a days from now.

4 (Pages 13 to 16)

	. Page 17		Page 19
1		1	
2	separate agreement of payment in leu of tax	2	under one big umbrella, as Mr. Surace put
3	agreement.	3	it.
4	I'm not sure by know where	4	MR. DIMEO: Right. And as we take
5	facility 2 is. I don't use the IDA's	5	the property out and if we sell property or
6	nomenclature.	6	develop it, then obviously that's a separate
7	MR. MILITELLO: And I apologize if	7	transaction and it will be subject to another
8	this is off the track a second, but I want	8	agreement. Either it will be go on the
9	to try to tie it back to what my question	9	tax rolls, because it doesn't qualify for
10	was to Mr. Grow about tax parcel numbers.	10	payment in leu of tax agreement, or the
11	You have a list of tax parcels numbers, but	11	applicant can make a request to the IDA and
12	can you relate those to Steve's GLDC facility	12	receive a pilot agreement and, you know, what
13	numbers? So if we were to look at that map	13	the public pilot schedule is for the
14	that's laying in front of everybody or the	14	Industrial Development Agency.
15	map I have hanging on my wall in my office	15	MR. MILITELLO: But is there an
16	of the park, that I could go up with a pen	16	overall development plan that the GLDC has
17	and say SBL No. 24300 whatever is right	17	for any of this property? I mean, is there
18	here, and I I can drive by and look at	18	any identified uses at this point?
19	it.	19	MR. DIMEO: Yeah, there's a zoning
20	MR. GROW: I personally can't. It's	20	map and also a master plan.
21	been presented in general terms to the IDA	21	SHAWNA PAPALE: Which you have a
22	as undevelopeable land.	22	copy of it.
23	We are here to have comments.	23	MR. MILITELLO: We do have.
24	Beyond that, when this gets presented to the	24	SHAWN PAPALE: And you received
25	IDA on Friday, I presume there will be an	25	copies of the maps. You received copies of
	D 10		2
1	Page 18	1	Page 20
1 2	Page 18 exact indication of land. I don't know	1 2	Page 20 all the parcels. You came here and
	exact indication of land. I don't know		-
2	-	2	all the parcels. You came here and
2 3	exact indication of land. I don't know where GLDC's attorney is today, but I know	2 3	all the parcels. You came here and personally had copies made and went through
2 3 4	exact indication of land. I don't know where GLDC's attorney is today, but I know they're working on those issues.	2 3 4	all the parcels. You came here and personally had copies made and went through all the documents that these pertains to and
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2 3 4 5 6 7	exact indication of land. I don't know where GLDC's attorney is today, but I know they're working on those issues. The proposal to us is that this essentially is land that's undevelopeable right now and is not producing any income.	2 3 4 5 6 7	all the parcels. You came here and personally had copies made and went through all the documents that these pertains to and they all had deeds associated with them that detail it out where they are with maps. MR. MILITELLO: Acknowledged and
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5 (Pages 17 to 20)

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	. Page 21		Page 23
1		1	-
2	multiple uses.	2	some condos in Florida, like a lot of
3	That's basically a site that would	3	developers do, it goes back here in the
4	allow office we're doing zoning	4	park.
5	modification that would allow certain types	5	MR. GROW: To follow on what Steve
6	of clean tech development, like Global	6	said, and I was on one of the committees
7	Manufacture, things like that, and there are	7	that developed the master plan back in '94,
8	some commercial uses.	8	the decision of the IDA to accept title to
9	Clearly as those things happen, they	9	this land is based upon the fact that the
10	would be subject to either full-blown taxes	10	city and county wouldn't do it. If in fact
11	or some type of payment in leu of tax	11	the city had done it, this property would
12	agreement.	12	all be tax free anyway. There wouldn't be
13	MR. MILITELLO: But right now	13	any issue at all. The city would own it,
14	they're hypothetical, correct?	14	the city would hopefully developed it. But
15	MR. DIMEO: There's no perspective	15	the city didn't want to do it. Neither did
16	end users on the immediate horizon.	16	the county.
17	MR. MILITELLO: That's what I was	17	And the only way that this property
18	trying to understand. That was my question.	18	got transferred to be able to be developed
19	MR. DIMEO: Some of that property	19	is because you got IDA came forward and
20	you go further down the 825 corridor, when	20	said we would take the risk of taking title
20	you get away from Skyline, that's all open	20	to this land. And the city of Rome agreed
21	space. If you go further down you're going	21	
22	to find former landfills that the air force	22	to indemnify us and county agreed to
		23	indemnify us so both municipalities are on
24	capped. Nothing will ever be located in	24 25	the hook for this property at the end of the
25	those things. They will be forever	25	day.
	Page 22		Page 24
1	Page 22	1	Page 24
1 2	Page 22 maintained as a capped landfill.	1 2	Page 24 This property has been developed in
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2	maintained as a capped landfill.	2	This property has been developed in
2 3	maintained as a capped landfill. There are we've taken down most	2 3	This property has been developed in a plan that was developed many years ago.
2 3 4	maintained as a capped landfill. There are we've taken down most of the buildings that need to come down, but	2 3 4	This property has been developed in a plan that was developed many years ago. It's been faithful, essentially, to the plan.
2 3 4 5	maintained as a capped landfill. There are we've taken down most of the buildings that need to come down, but there are other buildings that's slated for	2 3 4 5	This property has been developed in a plan that was developed many years ago. It's been faithful, essentially, to the plan. It's been interrupted a few times. RFA was
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2 3 4 5 6 7	maintained as a capped landfill. There are we've taken down most of the buildings that need to come down, but there are other buildings that's slated for demolition if and when money's ever available for those. But and that's a cost to	2 3 4 5 6 7	This property has been developed in a plan that was developed many years ago. It's been faithful, essentially, to the plan. It's been interrupted a few times. RFA was built. It was not originally on the plan. Property worth over a million dollars was
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thriving business and technology park, and 24 25 the investment GLDC makes, it doesn't go to

6 (Pages 21 to 24)

the agency members have been on a long time.

1	Page 25	-	Page 27
1		1	
2	I think I can speak for most of them.	2	Dave, because I appreciate you giving us the
3	That's how we operated in Rome, that's how	3	IDA's perspective on how they view this
4	we operated in New Hartford Business Park, we	4	transaction and
5	operated in Utica business park. I mean,	5	MR. GROW: That's just this one.
6	we've basically been the same way throughout	6	This is a general
7	the county. And so part of the process here	7	MR. MILITELLO: Right, exactly, the
8	is to make this work as an essence of the	8	overall philosophy on how you treat the GLDC
9	city. If the city had run this, I don't	9	and other entities that are up here engaged
10	know what would have happened. I mean, we	10	in the redevelopment of the park.
11	can speculate on that. But it's been	11	What is it that the IDA sees,
12	successful, I think. We have, you know,	12	though, that makes you believe that that
13	maybe almost six thousand people working	13	can't all happen with the developeable
14	here. There wouldn't have been anybody	14	parcels that are in this group generating
15	working here if the IDA hadn't taken the air	15	some level of revenue after 10 years of
16	force would still own the whole park.	16	being completely off the rolls in the initial
17	MR. DIMEO: Or they would have	17	transfer from the government.
18	auctioned it like they did Woodhaven, which	18	MR. DIMEO: Where'd that money come
19	has been a wonderful example of development.	19	from?
20	MR. GROW: So that's I'm giving	20	MR. MILITELLO: From GLDC.
21	you a little philosophy from the IDA's	21	MR. SAUNDERS: Where do you think we
22	historical standpoint. I have been on the	22	got our money from?
23	IDA since 1989. I've lived through all of	23	MR. MILITELLO: From lease payments,
24	this. I feel as though a part of the	24	from wherever you derive revenue from.
25	growth of Rome has been the base and been	25	MR. DIMEO: So we have operating
1	Page 26	1	Page 28
1	-	1	-
2	the park. And if it hadn't been for that,	2	expenses, we have debt service payments, we
2 3	the park. And if it hadn't been for that, I don't know where the city would be today,	2 3	expenses, we have debt service payments, we have covenants with banks.
2 3 4	the park. And if it hadn't been for that, I don't know where the city would be today, and I don't know where any of the taxing	2 3 4	expenses, we have debt service payments, we have covenants with banks. MR. MILITELLO: That would make you
2 3 4 5	the park. And if it hadn't been for that, I don't know where the city would be today, and I don't know where any of the taxing jurisdictions would be today.	2 3 4 5	expenses, we have debt service payments, we have covenants with banks. MR. MILITELLO: That would make you look exactly like any other development
2 3 4 5 6	the park. And if it hadn't been for that, I don't know where the city would be today, and I don't know where any of the taxing jurisdictions would be today. So the process is we got to work	2 3 4 5 6	expenses, we have debt service payments, we have covenants with banks. MR. MILITELLO: That would make you look exactly like any other development corporation.
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	Page 29		Page 31
1		1	
2	MR. MILITELLO: Steve's plan about	2	seems like
3	the industrial park is exactly what I think	3	SHAWNA PAPALE: Those aren't all
4	our concern is that if you're somebody that	4	just GLDC ones.
5	owns the business park, if you're Larry	5	MR. SURACE: Will these also fit
6	Adler, he has property over there that is	б	into what Steve said, these will eventually
7	not developing revenue for them. There is	7	be transferred out of IDA and into tax
8	part there is part and parcel of	8	payment individuals
9	whatever is over there is not actually what's	9	MR. SAUNDERS: Most of the land
10	developing revenue for him, but he still has	10	probably half of the land will be transferred
11	to pay taxes for it unless it's under an IDA	11	out in that way. The rest of it is land
12		12	that's either could not be developed you
13	MR. GROW: It's under an IDA pilot.	13	know, for example, there's probably a hundred
14	MR. SAUNDERS: He doesn't have to	14	over a hundred acres of roadways up
15	invest his money in that park. He can take	15	there. That's going to be transferred to
16	it to Florida.	16	either the city or to the state, all right.
17	MR. MILITELLO: But then he has to	17	MR. SURACE: To the city. City has
18	turn around and find a buyer, and then that	18	to pay the expense to maintain.
19	person's going to be on the hook to pay	19	MR. GROW: Right.
20	taxes.	20	MR. SAUNDERS: Right, which the city
21	MR. DIMEO: We are looking for	21	does.
22	buyers. We're not looking to hold back	22	MR. DIMEO: But GLDC took
23	property from development.	23	responsibility to rebuild the infrastructure,
24	MR. MILITELLO: But as long as a	24 25	the road infrastructure that's going to be
25	developer's hold that property, they got to	25	conveyed to the city, on top of it, the road
	Dage 30		Dage 32
1	Page 30	1	Page 32
1 2	Page 30 pay tax on it, don't they? And they may	1 2	Page 32 that we built, which goes out to River Road,
	-		-
2	pay tax on it, don't they? And they may	2	that we built, which goes out to River Road,
2 3	pay tax on it, don't they? And they may get a benefit from the IDA in the initial	2 3	that we built, which goes out to River Road, we built it, we incurred \$660,000 debt
2 3 4	pay tax on it, don't they? And they may get a benefit from the IDA in the initial outlay.	2 3 4	that we built, which goes out to River Road, we built it, we incurred \$660,000 debt service, and we're making payments on it for
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Page 33 Page 35 1 1 MR. SURACE: I'd really like to be 2 intention. That's what we plan to do. 2 MR. SURACE: My question to Dave was 3 -- get things squared away and see if our 3 on the properties that you already own, 4 4 records can actually coincide with one buildings --5 another eventually because being brought in 5 6 MR. GROW: We own these, too. 6 after maybe some of these things were demoed 7 MR. SURACE: Right. But the ones 7 in the mid '90s to late '90s and trying to that you already own, Hangar Road, Perimeter make common sense out of the assessed value, 8 8 9 Road, Ellsworth, Brooks Road, will those 9 and what's left is a daunting task when you 10 buildings that you have ownership of right 10 really -- you know, I'm not given the now, will those be transferred at some point opportunity to match it up. Cause I don't 11 11 in time so that they become -want anybody to think they're over assessed 12 12 MR. GROW: You mean they're under on a building that might not even be there. 13 13 That's not our intent. But at the same 14 pilot agreements now? 14 MR. SURACE: Yeah. Just trying --15 15 time, when a pilot that takes place, it's 16 the number of buildings that were on the 16 the average taxpayer that has to bear the 17 base when the air force left really didn't 17 brunt of what's not being paid for in the have a great -- now that they're in your form of taxable property on the base. And 18 18 19 ownership and they're occupied and they're 19 that's always a tough sell for us. 20 producing rents and an income stream, will 20 MR. GROW: The taxpayer pyas for the 21 park, Fort Stanwix parks, it pays for city 21 they forever maintain the same ownership? MR. SAUNDERS: A lot of that 22 22 hall, it pays for the roads. I mean, if 23 building fabric is gone, Joe. Remember when 23 those were taxable, then there would be less 24 I saw you a couple weeks ago I mentioned to 24 taxes on the taxpayer. We're viewing that 25 you about -- I mean, I don't know what the 25 very similarly here, that this is part of a Page 34 Page 36 1 1 2 figure is carrying for buildings up here, but 2 municipal operation that enhances the ability 3 it's mostly buildings --3 of businesses. MR. SURACE: Close to 90 million. 4 4 MR. SURACE: Like a city within a MR. SAUNDERS: That stuff's gone. 5 5 city. Those buildings are gone. They've been MR. GROW: That's right. 6 6 MR. MILITELLO: Dave, do you not see 7 demolished. 7 MR. DIMEO: We've torn down well 8 8 the problem with the IDA's stepping into that 9 over 2 million building fabric here in this 9 role as opposed to taking this land -- let's 10 park. 10 say you want to say that there's a 50-acre 11 MR. SURACE: With demo permits for 11 green space that you like as park land and 12 all of them, right? 12 is good for running trails, whatever, that MR. SAUNDERS: Um-hum. I mean, it 13 was one of the justifications there. What's 13 14 goes back many years. I don't know when we 14 wrong with then deeding it back to the city 15 started demolishing, Steve? Probably in the 15 as city-owned land? If you want to take it 16 '90s sometime. 16 off the tax rolls --MR. GROW: Go talk to the mayor 17 MR. DIMEO: Yeah. Where Sovena, 17 Goodrich and MGS is located, those were all 18 18 about that one, because in the past the city 19 19 World War II era warehouses that weren't has not wanted that. 20 worth anything. And we incurred demolishing 20 MR. MILITELLO: That was 17 or 18 21 to take them down. And now we have three 21 years ago when you didn't have anything here. businesses with over four hundred people 22 SHAWNA PAPALE: The road that was 22 23 working there, and all of them are paying 23 built. They didn't want to build the road 24 some form of taxes to the community. All 24 and pay for the road. 25 three of them are under pilot. 25 MR. MILITELLO: That's our biggest

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Page 37 Page 39 1 1 have them for all kinds of different things. 2 concern here, Dave. The IDA, as we 2 understand it, exists to support economic 3 But we have to analyze and see if it fits 3 4 development projects as inducing people to 4 into the big picture or whether or not 5 come in, create economic activity, give them 5 there's a better way to help these things 6 a benefit for it, and then you establish б grow. 7 some economic activity that benefits the 7 For example, in Clinton we have a whole community including -town -- or development of high-end type 8 8 9 MR. GROW: And retain jobs, which 9 townhouses. And part of what we decided 10 today is almost a bigger part of our thing 10 there was that we felt while it generally probably wouldn't fit normally but the 11 than anything else. 11 MR. MILITELLO: But the retention of overall need in the Rome, Utica area is some 12 12 job thing is not -- is not very concrete high-end housing for businesses who bring in 13 13 14 right now. 14 executives that need to live in places on 15 MR. GROW: Well, it is from our 15 more or less temporary, two, three four-year 16 standpoint. 16 basis, they don't want to buy. So we 17 MR. MILITELLO: You're making some 17 developed kind of a thinking that we would 18 help them build -- help a developer build 18 assumptions here that I don't know are 19 supported by anything you have in front of 19 maybe one or two, three years, but as soon 20 you. What shows you that you're going to 20 as these things are occupied, they hit a 21 keep a job just because --21 pilot that grows. So that at least we get MR. SAUNDERS: Maybe you guys 22 them constructed and then we get people in 22 23 already covered this before I got here. I 23 here that want to live in a place that may 24 don't feel you guys recognize the fact that 24 not normally be thought have as a proper 25 we're tax -- we would be tax exempt under 25 pilot operation. Page 38 Page 40 1 1 2 428 under our right, in our opinion. We're 2 So we're not adversary to taxing. a not for profit 501C4 corporation. 3 We're trying to find a way to get capital 3 MR. MILITELLO: With all due 4 4 improvements that will ultimately result in 5 respect, Jeff, you should go and get that, 5 much greater tax liability than vacant, б undeveloped land. then. 6 7 MR. SAUNDERS: The reason we're 7 To me it just doesn't even make any 8 asking the IDA is because the assessors, 8 sense to think about putting taxable taxes on property that's being used for a 9 because you guys are in here saying, no, no, 9 10 you guys are taxable. 10 governmental-type purpose that hopefully if it MR. MILITELLO: Your recourse is to 11 11 gets developed will go on the tax rolls. go to court and say the assessor made the 12 12 And the best way to do that is to make the 13 whole area business friendly. 13 wrong decision, not to go to a second body 14 to ask --14 MR. MILITELLO: Okay. And I can 15 MR. SAUNDERS: That's not something 15 say honestly, we're going -- this isn't going 16 we want to do. 16 to go well on the record, but we're like MR. MILITELLO: You got to. 17 17 this right now, as far as our view and your 18 MR. GROW: What that's -- what --18 view. We are not far from your concept. 19 19 what applicants to the IDA, what alternatives The difference between where we're viewing 20 they have or don't have is the applicant's 20 and what the IDA's doing and what your 21 issue. Here we're dealing with the IDA, 21 viewing it as, is that we view that as there's an application in front of us. 22 22 appropriate when you have, and that was my 23 We have applications for assisted 23 point to Steve before, somebody who comes in 24 living facilities, we have them for 24 and says, "I want this piece of property. I 25 apartments, we have them for townhouses, we 25 want to develop it." Okay. That's where

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Page 41 Page 43 1 1 the IDA steps in and says, "We're ready to 2 2 shouldn't have done it. You have those help out." But when the land is being held responsibility to make those decisions. We 3 3 4 and it has value and it should be being --4 have been given a statutory responsibility to 5 the value of that should be being recognized 5 make our decisions. And we -- we struggle 6 on the tax rolls because under the -- all 6 with these kind of things. 7 the master planning that was done back in 7 We struggle with Special Metals over 8 the 1990s over this, indicating that there 8 in Clinton and New Hartford that -- you 9 would be a period of time for this to 9 know, but what we did over there was unique 10 happen, and now that period of time has 10 and hard to decide to do, but they are going 11 expiring for three of the facilities, and 11 to expand, partially because of what -- you it's going to expire for several of the 12 know, what benefits we gave them. These are 12 other ones as they come forward. The jobs. These people not only -- the business 13 13 14 intent, as we understood it, was for that 14 not only pay taxes but the individuals that 15 property to go back onto the tax rolls so 15 work there, building houses and live in them 16 that it would eventually generate some income 16 and pay taxes. 17 for people even if it's not developed at 17 And so -- and some of the businesses this point. And if somebody comes forward 18 18 we support pay sales taxes, unfortunately 19 to say, "We want that piece of property." 19 maybe that's for another day, the school 20 Then the IDA steps forward and says, "Okay, 20 district doesn't benefit from the sales tax, 21 we'll take title to it. We'll do a regular 21 but the other jurisdictions do benefit from 2.2 IDA deal to develop this property, and it 22 that. 23 will benefit everybody involved, " cause you 23 So, you know, we -- we understand always have that option to take it back off 24 24 your plight. I'm a taxpayer in the city of 25 25 the tax rolls. Rome. I know very well what it costs to Page 42 Page 44 1 1 MR. GROW: Right, I think you're 2 live here. I'm not happy with any of the 2 taxes that I have to pay, but I know I have 3 right, we're not right there. I mean, the 3 4 IDA --4 to pay them. If I have to pay them to get 5 MR. MILITELLO: We are close but 5 a good school district, good teachers, I want to have that, because that helps in 6 6 7 MR. GROW: -- IDA feels at this 7 attracting people here. 8 point in accepting this application that it 8 Unfortunately, historically we haven't 9 will consider this as part of the overall 9 been able to convince many people that -park development. And if that's the case, 10 10 new executives that come in here think they 11 we are going to consider, if this comes onto 11 want to live somewhere else in the county the agenda Friday, which I think it will, 12 because they think the school districts are 12 better. We don't agree with that. I don't 13 whether or not we are going to do it. We 13 14 have a responsibility, too. You have one as 14 personally agree with that philosophy, but a school district. You're doing your 15 that's what we've had to deal with. We're 15 responsibility. That's fine. We accept 16 trying to make an attractive city for people 16 17 to want to live and work in. And I think 17 that. We accept your comments. We 18 18 understand your position. I mean, you've we want to make that county-wide, too. 19 19 made it clear to us a number of times. We And our board is made up of a broad 20 understand that. We have ours. 20 geographic background in the county, all 21 And we don't -- you know, we will 21 interested in county-wide development. And 22 -- and we understand that this is an unusual 2.2 make a discretionary -- as an agency, a 23 discretionary decision, just like when you 23 kind of thing. It was new for our IDA to 24 vote on your contracts. We're not in there 24 take over title to this property on the 25 arguing whether you should have done it, 25 base. We debated long and hard on that as

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Page 45 Page 47 1 1 2 2 or landlocked parcels 20 feet between two an IDA agency. And I don't think today that it was a bad decision. parcels that may just not be able to be 3 3 4 And, yeah, we've had to struggle 4 physically developed for anything, and you've 5 with these kind of things as we go forward, 5 mixed them in with parcels that are clearly 6 but we sort of feel that, you know, there's 6 something you're going to try to market and 7 light at the end of the tunnel. We don't 7 try to use. And it makes it difficult for 8 know when the tunnel ends, but there is 8 us to be able to take one position on the 9 light there. We've valued the counsel of 9 prospect of it. Some of it makes sense, 10 GLDC and EDGE from time to time. We've 10 some of it doesn't make sense. 11 valued your counsel. We want to work as 11 MR. DIMEO: The way the property partners as best we can. Sometimes we don't comes over to us here, the air force doesn't 12 12 agree. That will always be the case, I go out and subdivide all the property and 13 13 14 14 convey it to us. They give us blobs of think 15 MR. MILITELLO: I just like to tie 15 property in which includes warts and all. MR. MILITELLO: But, Jeff --16 it back to this particular project and make 16 MR. DIMEO: It only gets subdivided 17 -- draw a distinction to what you're talking 17 about with Special Metals. You know the 18 18 as we subdivide it to sell a piece of 19 project that you're discussing which -- and I 19 property or create some type of demisable 20 don't know the details of it, but from the 20 unit for another purpose here. 21 way that you're describing Special Metals' 21 MR. MILITELLO: Jeff and I had 2.2 involvement with the IDA, that makes perfect 22 conversations about the master lease back in 23 sense, that you're going to go to somebody 23 September and August of last year when Jeff 24 who said, "Here's an identified project we're 24 had brought work to the IDA board the pieces 25 going to do. Here's how you can help us do 25 of everything that's involved here as Page 46 Page 48 1 1 2 it. And here's the benefit that it's going 2 different transactions. And Jeff had said, to produce to the community." 3 "You know what, we're really not crazy about 3 doing this in pieces. We'd rather do it in 4 We're having a really hard time 4 a master lease." And there's never been a 5 seeing that with this particular project, 5 because there's a layer of removal here with conversation since then about what you plan 6 6 7 GLDC where everything seems speculative right 7 to do. And this literally came out of the 8 now, you know. It's up to -- we're not blue for us, less than two weeks ago. And 8 so now we're looking at it. Yes, you did 9 suggesting that you haven't been successful 9 10 in the past, Steve, in bringing lots of 10 tell me that the concept was out there, but 11 business here. But we're not seeing it 11 we never talked about the concept. necessarily connected to giving this tax 12 And these are the concerns that have 12 break to these properties right now. Whether been raised about the concept now that, in 13 13 14 you have to exempt these properties in order 14 examining it, make it seem like it might 15 for GLDC to continue to do its business, is 15 make more sense, Steve, for you guys to do this piece by piece so if you needed to keep 16 a major question mark from the school's 16 17 perspective right now, and that is -- that's 17 something off the tax rolls for 10 years because you can show us it's environmentally 18 the biggest concern. 18 19 19 And the other concern with the impaired, we don't have to sit back here and 20 project as it's proposed right now is that 20 say, "Why are you doing this?" 21 you've mixed apples and oranges here. You 21 MR. GROW: Chris, I've made the have taken properties that you described, 22 offer to the president of the school board 22 23 Steve, as clearly undevelopeable, landfill 23 on two occasions to meet with him and 24 property that may be environmentally blighted 24 discuss our philosophy with them. It's never 25 to a degree it can't be used for anything, 25 been answered.

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	. Page 49		Page 51
1		1	
2	MR. MILITELLO: This, I think, is	2	exempt, and the IDA they just continue the
3	more internal issues.	3	exemption. We would argue GLDC is, in its
4	MR. GROW: If that's what you're	4	own right, a tax exempt organization.
5	talking about, what are our long-term plan	5	MR. MILITELLO: To say 60 years of
б	is, and the school board's concerned about,	б	history matters here, all that matters is
7	we've been willing to meet with them. I	7	whether the IDA thinks it ought to extend
8	personally	8	it.
9	MS. RIEDEL: I never seen a letter	9	MR. GROW: I don't disagree with you
10	from you.	10	that at the end of the day you're correct.
11	MR. GROW: No, but I talked to you	11	But the IDAs, in my opinion, were created to
12	personally after meeting in Common Council	12	make the to kind of soften the issue of
13	chambers and tell you I'd be willing to meet	13	taxes when economic development occurs. And
14	with the school board on this, but I wanted	14	so we you know, we really struggle with
15	to meet with the school board without any	15	these kind of things. And we have turned
16	lawyers present. I wanted to explain our	16	down good projects for no pilot, no real
17	position to the elected people of the school	17	estate pilot, particularly in marginal
18	board, just like when we meet with people of	18	situations, simply because we don't agree.
19	the agency, we want to meet with the agency,	19	Even though there are for example, in
20	but that was not picked up.	20	Onondaga County, everyone gets a pilot.
21	And so I'm trying to explain as best	21	There's no issue, everyone gets it. Utica,
22	I can where we're coming. We're not I'm	22	essentially, everybody gets a pilot.
23	the last person that would be adversary to	23	We don't act that way. We look at
24	the school board, to the school district.	24	every single application to consider, first
25	My wife is a teacher.	25	of all, is it income producing? Is it job
20		20	or arr, 15 to income producing, 15 to job
	Page 50	_	Page 52
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2	MR. MILITELLO: We're talking about	2	producing? How are we going to help? And
2 3	MR. MILITELLO: We're talking about the specifics of this project.	2 3	producing? How are we going to help? And you might be able to pick out a corner here
2 3 4	MR. MILITELLO: We're talking about the specifics of this project. MR. GROW: Part of what the school	2 3 4	producing? How are we going to help? And you might be able to pick out a corner here or something that maybe you can make an
2 3 4 5	MR. MILITELLO: We're talking about the specifics of this project. MR. GROW: Part of what the school board has to understand, I think, is what	2 3 4 5	producing? How are we going to help? And you might be able to pick out a corner here or something that maybe you can make an argument. We feel that as a package, at
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	. Page 53		Page 55
1		1	
2	on what parcels, what the history was. And	2	received at the meeting. And at that
3	there was a conversation at that time that	3	meeting and I believe that as to other
4	you had said, Jeff, that you were considering	4	than proprietary information that might be
5	taking these these groups of parcels and,	5	part of the application, the applications are
6	you know, moving them into an extension of	6	available to review before the meeting.
7	tax exemption.	7	That's the first time we get them, is when
8	Where I have concerns similarly that	8	that happens officially.
9	we are not afforded enough time or	9	Now, we clearly, on big projects,
10	opportunity to understand proposals where they	10	we, in Executive Session, essentially wait
11	are brought through the Oneida County	11	like you do, discuss potential contracts,
12	additional development agency board. And I	12	potential items to see whether or not the
13	asked, I think, at that meeting or follow-up	13	agency's comfortable with proceeding with the
14	meeting would you ever consider reviewing the	14	project or are there other options that we
15	process and allowing us to be part of the	15	don't we'd rather do.
16	conversation initially as to what was being	16	Preswick Glen's an example, for
17	proposed, what some of the details related to	17	example, that was an application to us, so
18	the pilot agreement, and I was told flat out	18	if you read about the problems with that,
19	no and	19	and we elected not to get involved with
20	SHAWNA PAPALE: No. That's not	20	that, and we voted down that application.
21	Jeff, that's not correct. You were	21	So there are parts of every application that
22	you've been advised that you have the you	22	may be proprietary, may contain some
23	know, when the IDA meets and you were told	23	financial information that the applicant
24	you can come to all the IDA meetings. We	24	desires to remain confidential for competitive
25	didn't tell you no, we would not discuss	25	reasons. We make they indicate that to
1	Page 54	1	Page 56
1	-	1	-
2	projects with you. You asked to be	2	us. We make an initial determination as to
2 3	projects with you. You asked to be involved.	2 3	us. We make an initial determination as to whether that portion of the application gets
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2	sure that there are a number of	2	after the board meeting we don't feel that's
3	particularly for big projects, as you said, a	3	treating the school district as a partner.
4	number of discussions regarding between	4	I just ask you to consider that. Maybe not
5	the Oneida County Industrial Development	5	respond.
б	Agency and particular business and/or entity	б	MR. GROW: I accept that. I think
7	prior to that. And the terms in terms	7	that's a very plausible situation that you
8	of trying to weigh what might be brought	8	are in. We have a process that applies not
9	forward. I think that school district has	9	only to Rome but applies to the entire
10	good information as to how various proposals	10	county, and you know, I'll just respond
11	would be would affect the school district	11	in a way, I don't know how we could do it
12	in light of changing circles. And I would	12	for everybody. I just don't know how we
13	like to be, as a school district, part of	13	could do it.
14	that discussion, so that we're not placed	14	And secondly, I think that a lot of
15	into where we're at now, an adversarial	15	these projects, particularly with private
16	position with the efforts that you're trying	16	businesses, are very confidential. I mean,
17	to make. I know the law does not	17	to the point where only a few people are
18	necessarily and I've heard at your board	18	aware of what's happening. And it isn't
19	meetings, particularly in the Augusta matter,	19	until it gets to a point where the company's
20	which I don't want to get into the details	20	comfortable with making a public presentation
21	of that, but the amount of process that was	21	are we permitted to even talk about it. And
22	afforded to the school district was what was	22	that's impressed upon us enormously. I might
23	within the law. That doesn't mean that it's	23	make an example, if you're negotiating a
24	right. That doesn't mean that it's helpful	24	union contract. You don't want any of that
25	to the school district. And I'm looking for	25	stuff to get out until you've completed your
	Page 58		Page 60
1	Page 58	1	Page 60
1 2	Page 58 more process. I'm looking for more	1 2	Page 60 negotiations. And at that point in time,
	-		-
2	more process. I'm looking for more	2	negotiations. And at that point in time,
2 3	more process. I'm looking for more information and more of a direct role for	2 3	negotiations. And at that point in time, then it comes out to the public.
2 3 4	more process. I'm looking for more information and more of a direct role for the school district so that at the end of	2 3 4	negotiations. And at that point in time, then it comes out to the public. We're the same way, in essence, for
2 3 4 5	more process. I'm looking for more information and more of a direct role for the school district so that at the end of the day, as we did this morning with Family	2 3 4 5	negotiations. And at that point in time, then it comes out to the public. We're the same way, in essence, for these kind of things. And I I feel
2 3 4 5 6 7 8	more process. I'm looking for more information and more of a direct role for the school district so that at the end of the day, as we did this morning with Family Dollar, we can say we support this project and that we're not at odds. I'm asking you to	2 3 4 5 6 7 8	negotiations. And at that point in time, then it comes out to the public. We're the same way, in essence, for these kind of things. And I I feel sorry for you in that sense of the word that you maybe don't get enough time to look at all this stuff. But I can assure you on
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Page 61 Page 63 1 1 2 school board's public hearing. And it's not 2 that indicate that in 2016, when the pilot a question and answer period. It's a comes back on two third payments, I believe, 3 3 that we were going to be \$120,000 less than 4 listening period. And, you know, I sort of 4 5 allowed the question and answer to continue. we would have been if the pilot had expired. 5 6 I mean, typically we've had other ones where 6 Steven's conclusion was, when you 7 we don't answer any questions. You just 7 take under consideration if the assessment 8 comment on what you got, and we go ahead and was reduced, we would -- we were actually 8 9 do our thing. 9 doing better under this agreement. 10 I think both, from Shawna's 10 So there's a discrepancy there. I'm 11 standpoint who feels strongly that we should not saying he's wrong, we're wrong. Meeting 11 try to respond to whatever questions are of the minds and discussion up front to be 12 12 13 there so at least we can get on the table able to analyze that so we're working from 13 14 the issues that are pending as best we can. 14 the same numbers would help the process, 15 But our process is similar to your school 15 would help us to be able to come forward and 16 board process in the sense there's only so 16 understand the impact. 17 many things that we can share. We try to 17 Now we got this discrepancy, it's 18 share them as best we can. We understand 18 minor in our mind compared to the overall 19 your dilemma. At the end of the day we 19 value of the Family Dollar proposal --20 have to take responsibility for our 20 MR. GROW: That's what I call a big 21 decisions, just like you have to do. And 21 one. 2.2 the state is giving us that responsibility by 22 MR. SIMMONS: Right. We're going to statute. And we take it very seriously that 23 23 support it, but those three days from now, 24 responsibility, just like you take yours. 24 Friday, that's going to be approved. And, 25 And your comments are taken very seriously by 25 you know, so we're not --Page 62 Page 64 1 1 2 2 MR. GROW: I haven't heard the us. 3 And as was your -- New York Mills, 3 transcript of the public hearing yet. 4 for example, in the energy plan that was 4 MR. SIMMONS: So we're not working 5 tied into St. Luke's and Utica College. from the same analyze. 5 That was a very difficult one for New York SHAWNA PAPALE: Sticking to this, 6 6 7 Mills. I don't know how many of you know going back to this topic, and Dave is 7 correct, I been chastised by the IDA board 8 about that deal, but that was not a -- that 8 was not one that they were very happy with, 9 9 for conducting public hearings with give and 10 and they told us, and we were sorry about 10 take. And Dave now understand part of the 11 that, too, but, unfortunately, you know, 11 reason why is to help educate people. 12 sometimes local people just don't have a 12 The last public hearing we had on sense where the end -- what happens at the 13 13 GLDC, when they came and asked for the pilot 14 -- in the big picture. 14 extension, which included all the property 15 MR. SIMMONS: I just gave you an 15 that is currently included in this 16 example something that just occurred this 16 application less the property that was removed, which was 770, 774, 776, 778, 780. 17 morning, what I'm talking about, okay. And 17 18 18 as I indicated, we support the changes that I think that was it. We spent three hours 19 are being made to the Family Dollar. 19 going through that and going through the 20 MR. GROW: And we thank you for 20 maps. 21 that 21 So for the record, you've seen the 22 MR. SIMMONS: There was a 22 map. I believe I distributed the map less 23 discrepancy in the conclusion that Steve drew 23 those parcels that were removed. You had 24 regarding the pilot impact on our district 24 been given it at the last public hearing.

25

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and analysis we did. We had an analysis

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At that meeting, too, we offered additional

Page 65 Page 67 1 1 2 2 time to sit and meet and talk about. I did 'school district and the city spent a lot of take back, Jeff, your request to be involved time with us, and they still have problems 3 3 with this.'" We're going to come in, and 4 4 in the process. So, I mean, the door's 5 always open to have those discussions. I 5 you're just gonna say, "Too bad about you, 6 hear what you're saying, so does Dave, but 6 school district." This is how we think. 7 it becomes a challenge when we're also trying 7 I hate to say that because that's 8 to follow our process. 8 what -- that's the impression that we get. 9 9 MS. RIEDEL: I guess, Mr. Grow, to In two or three days that's exactly --10 get back to your point where you said, well, 10 MR. GROW: I think that probably is 11 I'd like to explain something to you Pat or a correct impression. I can tell you, 11 something. When we as a board are looking though, we have seven members of the IDA, 12 12 to meet with somebody, I don't give him much and we have many instances when we don't get 13 13 peace of mind until he set up a meeting with -- don't agree. So there isn't one person 14 14 15 the person that we want to meet with. 15 on the IDA that could really tell you what 16 I never heard back from you. I'm 16 the vote's going to be next Friday. And 17 not trying to be adversarial with you, but I 17 we've turned down votes when the GLDC or 18 never heard back from you about us meeting 18 private developers come in and we voted them 19 where I wanted us to have a meeting with the 19 down. And so the public hearing does make a 20 chamber to explain to the chamber where the 20 difference to us. And I know we read those 21 district is coming from when we disagree with 21 minutes and we understand -- unfortunately we 2.2 you people. And I didn't give him any peace 2.2 all can't be at them, and typically I'm not 23 until he worked that out. That's how we 23 at the public hearing. I read the 24 operate as a board. If I wanted -- if you 2.4 transcript. But I know this was important 25 were me -- or I were you and you really 25 to the school district, so I wanted to be Page 66 Page 68 1 1 2 wanted to explain to the board, I would have 2 here, and I'm willing to meet with the heard from you either by phone or by letter school board and explain where the IDA is. 3 3 or by something, "Pat, I'd like to sit down 4 4 And, of course, we're all volunteers, too. 5 with your board privately and meet with you 5 As you are. And we don't have -- you have and tell us where you're coming from." more meetings than we have. 6 6 That's how we operate. That may not be how 7 7 MS. RIEDEL: Yes, we do. 8 8 MR. GROW: So it isn't easy to get you operate, however. MR. GROW: I operate on a more 9 9 everybody to go, but I can tell you I really 10 personal basis. 10 feel that we both have the same end that we 11 MS. RIEDEL: We're here today. 11 want. It's a question of how we get there. 12 And I'm -- I think meeting is important. 12 You've said where you're coming from, and now 13 And we probably should have had that meeting, 13 you're going to meet on Friday. 14 Now, obviously your group has already 14 and maybe I should followed up after my 15 pretty much met and know where you're coming 15 little discussion with you that morning, and I didn't. I probably got off on something 16 from and what you're going to do on Friday. 16 17 So what we have to say really is just for 17 else and just didn't do it. And I probably kicked myself for not doing it. But you 18 the record. We the school board does not 18 19 19 agree completely with what you're proposing. know I'm available any time. Our agency's 20 So we are going to walk in here, just as we 20 willing to meet with the school board. 21 have done in previous meetings, and it's 21 We've had this discussion as an agency. We 22 22 going to be a cut-and-dry meeting. It's don't want an adversarial relationship. I 23 already -- nobody -- it's not going to be 23 mean, I can only tell you we feel very 24 "We're going to postpone this out so we can 24 strongly that adverse media publicity is not 25 talk to our board and say to our board, 25 good for economic development overall. At

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Page 69 Page 71 1 1 2 2 the end of the day it hurts us. So we have control over that. And there's some need to have an understanding where issues that get emotional. I mean, we're 3 3 4 4 everybody's coming from as best we can and emotional about our position to some extent, 5 5 then whatever happens ultimately after that, but sometimes -- you know, at your school 6 6 board meetings you get real emotional. So it happens. 7 But, Pat, I'm sorry I didn't follow 7 we have to have control here today. We're 8 all adults and people and we can be a little 8 up with you on that. MR. MILITELLO: I'd just like to end 9 9 more -- little more free with our discussion. 10 cap one thinking here. The distinction that 10 And, you know, I'm -- I don't really -- you Jeff brought out is a really important one 11 know, I'm just one member of the agency, 11 just like Pat's one member of the school for the IDA to get, which there is the legal 12 12 board. And we try to do the best job that process that the general municipal requires 13 13 we can. And we don't want to create 14 for you guys to go through in order to 14 15 consider and go through projects. And then 15 problems if we can avoid them. 16 there is the process that is being discussed 16 One of the problems with the -- the 17 right now, which is certainly far beyond, 17 park is that we're an owner. We feel like an owner of this property. And we want to 18 and, Shawna, I recognize that you have gone 18 19 beyond what the statutes say that you 19 get it developed as best we can. You know, 20 absolutely have to do. I don't think the 20 just like you own the school -- the property statute is clear what a public hearing is 21 the school district is on. You want it to be 21 for the IDA. I think it just says you have 22 the best you can make it. And there are 22 23 a public hearing and it's up to you to 23 paths, you know, that are different to get 24 decide --24 there, maybe, but, you know, we try to do 25 25 MR. GROW: That's right the best we can. We want to listen to your Page 70 Page 72 1 1 2 MR. MILITELLO: And then you do it, 2 comments. We want to express our philosophy. 3 and if we didn't like it, if you come in 3 We are not public figures. We don't like to 4 and say we're not allowed to get information 4 be in the media. We don't like to be --5 from you, then somebody else might have to 5 We feel that our job is to review these decide whether that's a sufficient public applications and provide the best decision we 6 6 7 hearing. 7 can make based upon all of the comments. 8 And the whole point being is we 8 And we appreciate the school board's 9 don't necessarily want to get to that point. 9 investment in those decisions. We might not 10 If you're willing to continue to conduct the 10 agree with them all the time, but we do 11 public hearings in this manner, where we can 11 appreciate it. use them to get information about a project 12 12 And, you know, I mean if we've and supplement what Shawna may be able to 13 messed up a little bit in the past or if I 13 14 provide us prior to the hearing so we can 14 have or our agency has, we can correct those 15 understand, the process is going to work 15 things. And we're certainly willing to meet 16 better for everybody, and that's -- I -- I 16 and work on them as best we can. We've met 17 just wanted to make sure that's what you're 17 many times with the mayor and the city even taking out of a lot of these comments, which 18 18 before our current mayor, prior mayor on lots 19 is if the process is better, there's less of 19 of economic development issues, and there's 20 a chance of us butting heads at the end of 20 no reason why the school board can't be 21 day over our differences. 21 represented at those meetings. But 22 22 MR. GROW: Yeah. I mean, we have historically it's been an issue that's been 23 to have some control over public hearings and 23 focused more on, you know, where this thing 24 -- but in some of our public hearings we 24 -- where the assessment should come out and 25 have a lot of public here, where we need to 25 what should happen. We're talking internal

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	. Page 73		Page 75
1		1	
2	city development.	2	process, I think work well, when the initial
3	MR. SIMMONS: Dave, Pat has	3	stages of base development were considering.
4	discussed this with me. And in my time as	4	And I think it would be helpful to us to be
5	superintendent I can remember a couple	5	able to involve our whole board in these
6	occasions where this occurred. There was a	6	issues rather than, you know, the way it's
7	time when whether it be a new business,	7	going now, so
8	IDA was considering a proposal from out of	8	MR. GROW: I certainly will pass
9	state that were you know, that any any	9	that on. I mean, my personal view on that
10	information to be shared publically can put	10	is that we should be open. I mean, I will
11	that project in jeopardy. So confidentiality	11	tell you that I think EDGE is understaffed.
12	you brought up confidentially. There had	12	I think that economic development is not well
13	been a time when Steve or somebody from the	13	funded, both by the city or the county,
14	agency would come to board Executive Session	14	which means that we're utilizing resources
15	and share details	15	very it's very difficult to do everything
16	MS. RIEDEL: That's gone away that	16	at the same time. And I'm not going to
17		17	apologize for not continuing what you
18	MR. SIMMONS: So that we would have	18	discussed. I'm a big fan of doing that. I
19	a better understanding and more lead time in	19	was I had been for years, but there's
20	order to be able to understand the proposal	20	only so much time in the day. And you're
21	impact on the project and then be a	21	paid and Shawna's paid and the rest of us on
22	supportive partner. That has kind of gone	22	these boards aren't paid, not that that
23	away.	23	should take away any of our responsibilities,
24	MR. GROW: That's too bad.	24	because it doesn't. I mean, we're when
25	SHAWNA PAPALE: Also there have not	25	we talk this job, we're responsible to do
1	Page 74	1	Page 76
1 2	-	1 2	-
2	been circumstances where there's been projects	2	the best we can. And so I mean, I will
2 3	been circumstances where there's been projects that have required that. It's more Family	2 3	the best we can. And so I mean, I will pass on that comment to Steve and to Shawna.
2	been circumstances where there's been projects that have required that. It's more Family Dollar type things.	2	the best we can. And so I mean, I will pass on that comment to Steve and to Shawna. Steve is not a direct person related to the
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2 3 4 5	been circumstances where there's been projects that have required that. It's more Family Dollar type things. MR. SIMMONS: Why can't that be done?	2 3 4 5	the best we can. And so I mean, I will pass on that comment to Steve and to Shawna. Steve is not a direct person related to the IDA. Shawna is our executive director, and in that position is responsible to us.
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19 (Pages 73 to 76)

Page 77 Page 79 1 1 2 So, you know, I -- I -- I've 2 I'm going to have copies run off. wrestled with this thing particularly with 3 I will send them to -- I'll send you a 3 the Rome School District for a long time, 4 4 duplicate. One big map is F parcels, and 5 and I have trouble with it, but, you know, I 5 the other map shows pieces of property we 6 -- I think we're -- I really do believe б conveyed out. So I ask the record be held 7 we're doing the best job we can. I think 7 open and we'll include those two maps in the 8 you are. And you know if we can go forward record. You've seen copies of them before. 8 9 and remove some of the irritants that are 9 MR. MILITELLO: If they're 10 there that would be great, but I will tell 10 specifically marked for this project, it 11 you I have -- I tried to get Shawna certainly advances our understanding --11 yesterday and she was so busy I couldn't MR. SAUNDERS: It's a map, helps a 12 12 reach her until this morning. So that's 13 little bit to look at the maps. 13 14 another matter. I'm sure you have the same 14 MR. MILITELLO: Right. 15 problems, too many meetings, but sometimes 15 MR. GROW: Make sure you give them 16 they are necessary. 16 to the city, too. 17 MR. MILITELLO: I just want to kind 17 SHAWNA PAPALE: What we'll do is 18 of end this -- since we are still on the 18 we'll distribute it as our normal 19 record for the public hearing, I just want 19 distribution, Jeff, and, Pat, and I -- I 20 to end it by saying from the school's 20 send them over to the mayor's attention. 21 perspective, we will send you a letter that 21 MR. SURACE: Make sure I get one. 2.2 outlines our position, but for the record, we 22 MR. SAUNDERS: We'll get you one, 23 do want to go on the record that we are 23 one of each. 24 opposed to the project as it currently is 24 MR. SURACE: Thanks a million. 25 put into place. We've got a lot of reasons 25 MR. GROW: Any other public comments Page 78 Page 80 1 1 2 why we think that it could be done 2 anybody wants to raise? Yes. 3 differently, possibly better, and we would 3 MR. HAGERTY: I'd just like to make a couple comments. If you're not already 4 urge that at least the IDA give consideration 4 5 to maybe tabling and looking at whether --5 aware of it, there's a new paradigm that's whether or not there is a more sensible way impacting the funding of the school district 6 6 within New York state. And that is, as you 7 that will relate what each parcel's value is 7 8 to what its tax treatment is going to be, 8 know, most of the upstate district and Rome, in particular, is a high need, low wealth 9 rather than trying to take it as one big 9 lump at this point. And say that 10 10 district. So we're very dependant on state 11 environmentally challenged property is going 11 aid. to get the same treatment as much more 12 12 As you're also aware, the state has 13 big financial deficit problems of their own, 13 highly developeable property. So I just 14 wanted to make sure for the record that 14 which they've been sharing with the school 15 position's out there. 15 district for a number of years now in the 16 MR. GROW: The agency will get the 16 form of reduced revenues in terms of district 17 17 transcript of this. aid to the school districts as well as what 18 18 MR. MILITELLO: Understood. Thank they call a gap administration aid, which is 19 sharing the gap they have in their budget, 19 you. 20 MR. SAUNDERS: There's also, there's 20 which is passing down a deficit to us. So 21 two maps. I think you seen both of them 21 we are in the position that we are trying to actually floating around, and I actually 22 fund a school district that has an increasing 22 23 thought there were copies out here. I think 23 requirement to educate our young. 24 we must have given them the to environmental 24 If you've been following the regents 25 liability companies. 25 activities at the state level, you will know

20 (Pages 77 to 80)

Page 81 Page 83 1 1 2 2 We have done a lot of consolidations. We that they're trying to increase career ready and college ready proficiency, graduation have been able to hold our budget intact. 3 3 But we still haven't solved the problem. We 4 rates of all students in New York state. 4 5 So we have sort of the worst of all worlds 5 still have that deficit. And that deficit 6 here in terms of declining revenues and 6 has quickly been gobbling us up. 7 increasing anticipation for performance within 7 This is very important to, I think, 8 a school district. If you map that over 8 understand the motivation behind why the 9 onto a district like Rome, which is so 9 school district, i.e., the school board, 10 dependent on state aid, and we know that 10 wants to be involved in what you're doing as 11 state aid is an issue, then we turn even 11 well as anything else that will create a more so perhaps than we have in the past to better economic situation for our local 12 12 what our local contribution is. And that's 13 13 district. MR. GROW: I appreciate those 14 why this scrutiny of the assess value and 14 15 growing of our local tax base, even though 15 comments. I've heard them personally from 16 it only attributes say 20 percent of our 16 probably six or seven other school districts 17 total revenues. 17 in the county. All of the school districts 18 are talking that similar tune as to yours. 18 It's very important to us, and it's 19 getting more important in the future and 19 And I view our role as very long 20 getting more important, I think, for a number 20 term. We are trying to develop a long-term 21 of reasons. If you have been downstate or if 21 tax base that will be stable going down the 2.2 you have been following what's been going on 2.2 road and transitioning from a tax base that's 23 downstate there's a lot of resistance within 23 based upon full government in Rome, 24 the state and all coming out of wealthier 24 essentially an air force base, to a private 25 districts downstate that's headed up upstate 25 diversified stable tax base. And it's not Page 82 Page 84 1 1 2 to fund our district. And I think it's a 2 easy to do. And, yes, there are some things fair concern that they have when you look at that will short term, probably work against 3 3 4 the number of school districts and lack of 4 the district and the city, but in the long 5 consideration, lack of expanded tax base 5 term, if our analysis was correct, we hope within given municipalities, i.e., what we're at the end of the day you will be able to 6 6 7 talking about here. So I think we have a 7 grow your tax revenues without increasing the 8 reason to be sensitive and to follow very 8 tax rate. And our goal is that. Our goal is 9 closely what you as an economic development 9 10 agency is doing. And it's not because we 10 to provide stability to you so you don't 11 don't like you or we're trying to create 11 have a roller coaster ride. I guess the 12 answer is we're here to help you as best we 12 some adversarial relationship. It's because 13 we have some real issues and these are 13 can, but we also have a concern that the 14 long-term things that have to be sold on a 14 county is suffering, too. And all areas of 15 long-term basis. 15 the county are suffering. And so we're 16 So when Joe Surace talks about a 16 trying to provide a mechanism that stabilizes 17 possible re-evaluation, to me that's a good 17 the tax base in the county and -- which, I 18 thing. Of course, he didn't clarify in terms 18 think, over the last ten, 15 years has been 19 19 of any particular time frame, but those are pretty good. School district's tax rate 20 the things that we are going to have to do 20 hasn't gone up substantially, the city 21 locally, I think, in order to be able to 21 hasn't, the county hasn't. We're probably one of the few counties in the state that 22 mirror the resources that we're deriving from 22 23 the rest of the state. We're going to have 23 can say that. Yes, I think that we have

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to stand or our own to two feet. And I

think we're doing that in Rome pretty well.

21 (Pages 81 to 84)

problems down the road. And we will have to

deal with them collectively as best we can.

	Page 85
1	
2	But we really do appreciate your
3	time and giving us your feelings on it. And
4	as I say, I'm willing to offer the agency as
5	many members I can get to meet you guys and
6	discuss it further. And hopefully at the
7	end of the day we can at least come to some
8	sense of understanding about various positions
9	so we can deal with issues going forward.
10	All right, we'll close the public
11	hearing. There's no public comments. And
12	thank you for coming.
13	(Whereupon, the hearing was
14	concluded.)
15	
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2.5	
1	Page 86
1	
2	Page 86 CERTIFICATE
2 3	CERTIFICATE
2 3 4	CERTIFICATE I, NICOLA BRUZZESE FANELLI, a
2 3 4 5	CERTIFICATE I, NICOLA BRUZZESE FANELLI, a Shorthand Reporter and Notary Public in and
2 3 4 5 6	CERTIFICATE I, NICOLA BRUZZESE FANELLI, a Shorthand Reporter and Notary Public in and for the State of New York, DO HEREBY CERTIFY
2 3 4 5 6 7	CERTIFICATE I, NICOLA BRUZZESE FANELLI, a Shorthand Reporter and Notary Public in and for the State of New York, DO HEREBY CERTIFY that the foregoing is a true and correct
2 3 4 5 6 7 8	CERTIFICATE I, NICOLA BRUZZESE FANELLI, a Shorthand Reporter and Notary Public in and for the State of New York, DO HEREBY CERTIFY that the foregoing is a true and correct transcript of my shorthand notes in the
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22 (Pages 85 to 86)