



SCHUYLER COUNTY INDUSTRIAL DEVELOPMENT AGENCY

PO BOX 1012, 208 BROADWAY, ROOM 305, MONTOUR FALLS, NY 14865 • (607) 535-4341

To: Board Members and Interested Parties  
From: Carl Taber, Chairman  
Date: April 7, 2022

**Re: Meeting Notice**

Please plan to join the Board meeting held at the Shared Services Building located at 910 S. Decatur St. in Watkins Glen, NY on **Wednesday, April 13, 2022, at 5:00 p.m.** Please respond via e-mail to [Michelle@fixgateway.com](mailto:Michelle@fixgateway.com) or call 607-535-4341 with questions or to respond with your attendance.

**AGENDA**

- **Call meeting to order - Confirmation of Quorum**
- **Public disclosure of any potential conflict of interest**
- **Roll Call**
- **Introduction of Guests**
- **Public Comment Period**
  
- **Minutes:**
  - March 2022
  
- **Financial Statements**
  - February 2022
  
- **New Business**
  - Insurance requirement for Wine & Glass Tours, Schooner & Lin Zhu
- **A.B.O. / PAAA Updates**
- **Committee Reports**
  - Finance Committee
  - Governance Committee
  - Audit Committee
  
- **On-Going Business**
  - Broadband
  - Camp Monterey
- **Adjournment**

**NEXT MEETING – May 11, 2022, at 5:00 PM**

**Schuyler County Industrial Development Agency**  
**910 South Decatur Street, Watkins Glen, NY 14891**  
**Meeting Minutes**  
**March 9, 2022**

Call Meeting to Order: The meeting of the Schuyler County Industrial Development Agency (SCIDA) was called to order at 5:02 pm Carl Taber.

Roll Call:	Hon. Carl Blowers Carl Taber John Terry Margaret Lawrence Kristin Van Horn Laury Ward Chad Hendrickson Kevin Murphy	Schuyler County Legislature Chairman Vice Chairman Treasurer Director, County Planning Secretary Member Retired
Excused:	Mark Taylor	Member
Guests:	Fonda Chronis Evan Cleveland	Schuyler County Insero
SCOPED Staff:	Judy McKinney Cherry Yvonne Zhao	CFO/CEO Sr. Econ & Community Dev. Specialist

**Public Comment**

Fonda Chronis commented that he would be leaving early due to other responsibilities. Since Village Marina Lease will be discussed, he recommends the board to give Judy McKinney Cherry full authorization for lease negotiation.

**Minutes**

A motion was made by Carl Blowers to approve the minutes of the February 2022 meeting, second by John Terry. Motion carried, unanimously.

**Financial Statements**

Margaret Lawrence reviewed the January 2022 financials.

A motion was made by John Terry to approve the January 2022 financial statements, second by Chad Hendrickson. Motion carried, unanimously.

**New Business**

2021 Financial Report

Evan Cleveland presented the audit findings and financial details for fiscal year 2021. Margaret

Lawrence moved to approve the 2021 financial report, second by Carl Blowers. Motion carried, unanimously.

#### 2021 Annual Accomplishments and Operations Report

Judy McKinney Cherry presented the report. The governance committee has discussed the report in the committee meeting. Some edits were needed in the board member contact section. Laury Ward moved to accept the edits and accept the report, Chad Hendrickson seconded. Motion carried, unanimously.

#### 2021 Mission Statement and Measurement Report

Judy McKinney Cherry presented the report. Carl Blowers moved to accept the report, second by Chad Hendrickson. Motion carried, unanimously.

#### 2021 Investment Report

Judy McKinney Cherry presented the report. Carl Blowers moved to accept the report, second by John Terry. Motion carried, unanimously.

#### Property Disposition Guidelines

Judy McKinney Cherry reviewed the guidelines with the board.

#### **A.B.O./PAAA Updates**

There was no update.

#### **Committee Reports**

##### Finance Committee

The committee did not meet.

##### Governance Committee

Governance committee met and approved the reports recommended and adopted by the board.

##### Audit Committee

The committee met to review the 2021 audit report. The committee made a motion to accept the draft and recommended to the board.

#### **Old Business**

##### Lin-Zhu Commercial Company Initial Project Resolution

Public hearing occurred at 4pm on March 9, 2021. Carl Blowers was the only guest. All requirements have been met. The property's address has been changed from 101 11<sup>th</sup> St to 202 S Franklin St. The owners hope to close on their mortgage before the end of the month and starts construction. The old house has been taken down and there were no changes since the last meeting. Chad Hendrickson moved to accept the final resolution, second by Carl Blowers. Motion carried, unanimously.

FLXGateway Enterprises LLC Lease Agreement

Judy McKinney Cherry gave a summary of the lease agreement. John Terry moved to approve the final resolution, second by Laury Ward. Motion carried, unanimously.

Village Marina Restaurant RFP for Lease Update

Judy McKinney Cherry updated the IDA on the Village Marina Restaurant lease. There were four proposals in response to the RFP. They were reviewed and scored by the committee and scored. The highest score was Horseheads Brewing Company. The county asked the brewery to consider finding a restaurant. The brewery teamed up with another proposer that provides food and dolley service. The restaurant will be a sub-tenant of the brewery. At the brewery's discretion, other events will be promoted as the County and the IDA request. At the current stage of negotiation, there is a possibility that the tenant will pay everything upfront. The IDA can get the books so that the county can see the numbers to learn more about the financial aspect of this partnership. The lease term is from April 15, 2022 to October 31, 2022. The brewery can quickly get the licenses, but the challenge is for the gas line being put back to run certain parts of the facility. The previous tenant followed their lease and took everything out.

Margaret Lawrence moved, second by Laury Ward. Motion carried, unanimously.

Broadband

Kristin Van Horn reported that we received some data and preliminary reports. In the next few weeks the county will start looking at the map and data in terms of locations considered underserved. Work is continuing in terms of identifying what gaps can be filled.

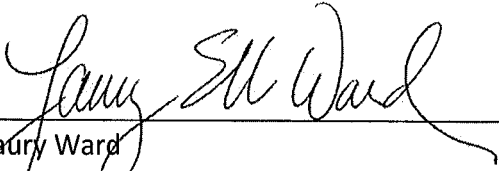
Camp Monterey

There are no updates.

**Adjournment**

A motion was made by John Terry to adjourn the meeting at 6:15 PM, second by Carl Blowers. Motion carried, unanimously.

Respectfully submitted,

  
\_\_\_\_\_  
Laury Ward  
Secretary

**Schuyler County IDA**  
**Balance Sheet Prev Year Comparison**  
As of February 28, 2022

	Feb 28, 22	Feb 28, 21
<b>ASSETS</b>		
Current Assets		
Checking/Savings		
OPERATING CASH		
CCTC -ICS Acct .50%	203,691.24	203,531.23
CCTC Savings .10%	24.14	24.14
Comm Bank Savings -Redec .02%	2,577.80	285,896.21
Community Bank Checking	92,868.53	198,223.02
ELM SAVINGS BANK .40%-CD 5/8/22	250,000.00	242,107.66
Tompkins Trust Co.Mat- 5/29/22	115,632.19	111,178.58
Visions FCU Flex M Mkt .50%	230,613.90	174,709.47
Visions FDC - .20%	11,216.06	11,209.06
Total OPERATING CASH	906,623.86	1,226,879.37
Total Checking/Savings	906,623.86	1,226,879.37
Accounts Receivable		
Accounts Receivable	25,790.00	0.00
Total Accounts Receivable	25,790.00	0.00
Other Current Assets		
Notes Receivable		
REDEC Fund	45,657.70	62,769.29
Total Notes Receivable	45,657.70	62,769.29
Total Other Current Assets	45,657.70	62,769.29
Total Current Assets	978,071.56	1,289,648.66
<b>TOTAL ASSETS</b>	978,071.56	1,289,648.66
<b>LIABILITIES &amp; EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	91,032.50	5,162.70
Total Accounts Payable	91,032.50	5,162.70
Total Current Liabilities	91,032.50	5,162.70
Total Liabilities	91,032.50	5,162.70
Equity		
Retained Earnings	1,329,176.57	1,261,465.92
Net Income	-442,137.51	23,020.04
Total Equity	887,039.06	1,284,485.96
<b>TOTAL LIABILITIES &amp; EQUITY</b>	978,071.56	1,289,648.66

## Schuyler County IDA Profit & Loss Budget Performance February 2022

	Feb 22	Jan - Feb 22	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense					
Income					
Operating Income					
Agency Fees	0.00	0.00	0.00	0.0%	380,000.00
Application Fees	0.00	3,000.00	0.00	100.0%	6,000.00
Interest - Community Bank	2.71	7.18	7.50	95.73%	45.00
Interest - Montour House	0.00	118.09	216.70	54.5%	1,300.00
Interest Income	11.83	22.32	216.70	10.3%	1,300.00
Lease - Admin Fee - Schooner	0.00	0.00	0.00	0.0%	193.19
Lease - Admin Fee - VM Docks	0.00	0.00	0.00	0.0%	1,862.00
Lease - Admin Fee - Wine & Gla	0.00	0.00	0.00	0.0%	750.00
Lease - Admin Fee Marina Rest	0.00	1,289.50	1,125.00	114.62%	1,125.00
PILLOT-Admin Fee-FL Railway	0.00	0.00	0.00	0.0%	3,500.00
PILLOT-Admin Fee -WG Brewery Ho	0.00	0.00	0.00	0.0%	500.00
PILLOT-Admin Wine & Glass Tour	1,500.00	1,500.00	0.00	100.0%	1,500.00
PILLOT-Admin Fee-WG Apartments	0.00	0.00	0.00	0.0%	1,500.00
PILLOT Admin Fee DIX 1 Solar	0.00	0.00	1,500.00	0.0%	1,500.00
PILLOT Admin Fee LSE MUSCA SOLAR	0.00	0.00	1,500.00	0.0%	1,500.00
PILLOT Admin Fee Orange 1 Solar	0.00	0.00	1,500.00	0.0%	1,500.00
PILLOT Admin FLX Gate Enterprise	0.00	0.00	0.00	0.0%	1,500.00
<b>Total Operating Income</b>	<b>1,514.54</b>	<b>5,937.09</b>	<b>6,065.90</b>	<b>97.88%</b>	<b>405,575.19</b>
Restricted Income					
Lease Pass Thru-Vlg Marina Rest	0.00	24,500.48	0.00	100.0%	21,500.00
Lease Pass Thru - Schooner	0.00	0.00	0.00	0.0%	3,670.00
Lease Pass Thru - Wine & Glass	0.00	0.00	0.00	0.0%	14,250.00
Lease Pass Thru Vig Mar Dock	0.00	0.00	0.00	0.0%	35,368.00
PILLOT- LSE Musca Solar- Due 2/1	0.00	0.00	35,336.19	0.0%	35,336.19
PILLOT-Wine & Glass Tour Holding	6,209.83	6,209.83	0.00	100.0%	6,238.00
PILLOT - NY DIX 1 Solar-Due 2/1	27,632.84	27,632.84	26,143.52	105.7%	26,143.52
PILLOT -NY Orange1 Solar-Due 2/1	17,411.85	17,411.85	15,873.18	109.69%	15,873.18
PILLOT Empire Pipe - Due 9/15	0.00	0.00	0.00	0.0%	440,070.00
PILLOT Finger Lakes Rail-Due 5/1	0.00	0.00	0.00	0.0%	51,597.00

## Schuyler County IDA Profit & Loss Budget Performance February 2022

	Feb 22	Jan - Feb 22	YTD Budget	% of Budget	Annual Budget
PILLOT FLX Gateway Enterpris 9/1	0.00	0.00	0.00	0.0%	825.00
PILLOT Montour House- Due 8/31	0.00	0.00	0.00	0.0%	6,989.00
PILLOT Seneca Mkt 1 Due 9/1	0.00	0.00	0.00	0.0%	239,852.00
PILLOT Water Works					
PILLOT Water Works Center 9/1	0.00	0.00	0.00	0.0%	4,100.00
Unit 41 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 43 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 45 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 47 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 49 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 51 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 53 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 55 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 61 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Unit 63 - Due Sept. 1	0.00	0.00	0.00	0.0%	1,757.49
Total PILLOT Water Works	0.00	0.00	0.00	0.0%	21,674.90
PILLOT Watkins Brew Apts- Sept 1	0.00	0.00	0.00	0.0%	9,000.00
PILLOT WGA -SEPP Due Sept 1	0.00	0.00	0.00	0.0%	50,542.17
Total Restricted Income	51,254.52	75,755.00	77,352.89	97.93%	978,928.96
Total Income	52,769.06	81,692.09	83,418.79	97.93%	1,384,504.15
Gross Profit	52,769.06	81,692.09	83,418.79	97.93%	1,384,504.15
Expense					
Grant Expense	375,000.00	375,000.00			
Operating Expenses					
Administration	0.00	70,000.00	0.00	100.0%	70,000.00
Advertising	0.00	134.60	0.00	100.0%	80.00
AUDIT	5,000.00	5,000.00	0.00	100.0%	8,000.00
Camp Monterey Expenses	0.00	0.00	0.00	0.0%	5,000.00
Dues and Subscriptions	0.00	850.00	850.00	100.0%	900.00
FLX Gateway Enterprise Expense	0.00	0.00	0.00	0.0%	0.00
Fund Adm Fees	0.00	0.00	0.00	0.0%	275.00
Insurance					

## Schuyler County IDA Profit & Loss Budget Performance February 2022

	Feb 22	Jan - Feb 22	YTD Budget	% of Budget	Annual Budget
Flex Plus Five - D&O Insurance	0.00	0.00	5,750.00	0.0%	5,750.00
Ultra Pack Plus-Gen. Liability	0.00	0.00	0.00	0.0%	320.00
<b>Total Insurance</b>	<b>0.00</b>	<b>0.00</b>	<b>5,750.00</b>	<b>0.0%</b>	<b>6,070.00</b>
NYSEDC	0.00	0.00	850.00	0.0%	850.00
Operating Reserve	0.00	0.00	1,166.70	0.0%	7,000.00
Professional Fees incl Legal	0.00	90.00	0.00	100.0%	5,000.00
Records Management	0.00	0.00	0.00	0.0%	500.00
Telephone/Postage	0.00	0.00	50.00	0.0%	150.00
Travel, Enter & Education	0.00	0.00	6,500.00	0.0%	6,500.00
Website & Hosting	0.00	0.00	0.00	0.0%	3,500.00
<b>Total Operating Expenses</b>	<b>5,000.00</b>	<b>76,074.60</b>	<b>15,166.70</b>	<b>501.59%</b>	<b>113,825.00</b>
Restricted Expense					
Lease - Schuyler Cty Pass Thru					
Lease - Wine & Glass Tours	0.00	0.00	0.00	0.0%	14,250.00
Lease - Schooner Excursions	0.00	0.00	0.00	0.0%	3,670.00
Lease - Village Marina Rest	0.00	24,500.48	0.00	100.0%	21,500.00
Lease - Village Marina Docks	0.00	0.00	0.00	0.0%	35,368.00
<b>Total Lease - Schuyler Cty Pass Thru</b>	<b>0.00</b>	<b>24,500.48</b>	<b>0.00</b>	<b>100.0%</b>	<b>74,788.00</b>
PILOT-Wine & Glass Tour Holding	6,209.84	6,209.84	0.00	100.0%	6,238.20
PILOT Finger Lakes Rail	0.00	0.00	0.00	0.0%	51,596.70
PILOT Empire Pipeline	0.00	0.00	0.00	0.0%	440,070.00
PILOT FLX Gate Enterprises	0.00	0.00	0.00	0.0%	825.00
PILOT LSE Musca	0.00	0.00	35,336.19	0.0%	35,336.19
PILOT Montour House	0.00	0.00	0.00	0.0%	6,988.88
PILOT NY Dix 1 Solar	26,132.83	26,132.83	26,143.52	99.96%	26,143.52
PILOT NY Orange1 Solar	15,911.85	15,911.85	15,873.18	100.24%	15,873.18
PILOT Seneca Mkt 1 Harbor Hotel	0.00	0.00	0.00	0.0%	239,852.00
PILOT Water Works Center	0.00	0.00	0.00	0.0%	4,100.00
PILOT Waterworks (Omnibus)	0.00	0.00	0.00	0.0%	17,574.90
PILOT Watkins Brewery Apts	0.00	0.00	0.00	0.0%	9,000.00
PILOT WG Apts / SEPP	0.00	0.00	0.00	0.0%	50,542.17
<b>Total Restricted Expense</b>	<b>48,254.52</b>	<b>72,755.00</b>	<b>77,352.89</b>	<b>94.06%</b>	<b>978,928.74</b>



**Schuyler County IDA**  
**Profit & Loss Budget Performance**  
 February 2022

Total Expense  
 Net Ordinary Income  
 Net Income

	Feb 22	Jan - Feb 22	YTD Budget	% of Budget	Annual Budget
	428,254.52	523,829.60	92,519.59	566.18%	1,092,753.74
	-375,485.46	-442,137.51	-9,100.80	4,858.23%	291,750.41
	<b>-375,485.46</b>	<b>-442,137.51</b>	<b>-9,100.80</b>	<b>4,858.23%</b>	<b>291,750.41</b>

## Schuyler County IDA

4/7/2022 1:58 PM

Register: OPERATING CASH:Community Bank Checking

From 02/01/2022 through 02/28/2022

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
02/09/2022			-split-	NY Orange 1 L...		X	45,044.69	281,633.80
02/11/2022	4332	Schuyler County Tre...	Accounts Payable		13,358.71			268,275.09
02/11/2022	4333	Town of Dix	Accounts Payable	NY Dix 1, LLC...	4,677.04	X		263,598.05
02/11/2022	4334	Town of Orange	Accounts Payable	NY Orange 1, ...	3,242.93	X		260,355.12
02/11/2022	4335	Watkins Glen Central...	Accounts Payable		20,766.00	X		239,589.12
02/17/2022			-split-	Wine & Glass ...		X	7,709.83	247,298.95
02/22/2022	4338	Schuyler County Tre...	Accounts Payable	Wine & Glass ...	1,584.44			245,714.51
02/22/2022	4339	Town of Dix	Accounts Payable	Wine & Glass ...	451.45			245,263.06
02/22/2022	4340	Village of Watkins G...	Accounts Payable	Wine & Glass ...	1,715.74			243,547.32
02/22/2022	4341	Watkins Glen Central...	Accounts Payable	Wine & Glass ...	2,458.21			241,089.11
02/22/2022	4342	Finger Lakes Media	Accounts Payable		134.60			240,954.51
02/22/2022	4343	Your Office Biz, Inc.	Accounts Payable	1099 Preperati...	90.00			240,864.51
02/22/2022	187	→FLXGateway Enterpr...	Grant Expense	Paid to FLX G...	375,000.00	X		-134,135.49
02/22/2022			OPERATING CASH:...	Funds Transfer ...		X	232,000.00	97,864.51
02/24/2022	4344	Insero & Co. CPA	Accounts Payable	Audit Decembe...	5,000.00			92,864.51
02/28/2022			Operating Income:Inter...	Interest			2.01	92,866.52
02/28/2022			Operating Income:Inter...	Interest		X	2.01	92,868.53