



INDUSTRIAL DEVELOPMENT AGENCY

Meeting Minutes Monday, January 26, 2026 Meeting

| Members Present | Members Excused |
|--------------------------------|---|
| David Phillips | Mike Davis, Chair |
| Brian Kolb | |
| Deb Brown | Guests Present |
| Mark Prunoske | Brian O'Shell, Ajay Glass |
| Kyle Ackart | Jim Stathopoulos, Ajay Glass |
| Supervisor Roslyn Grammar | Chris Biamonte, Cross Road Solar |
| | Mike Lewis, Cross Road Solar |
| Staff Present | Chris Schubert, Canandaigua Air Center |
| Ryan Davis, Executive Director | Chrissy Watkins, Empire Real Homes (via Zoom) |
| Suzanne Vary, Staff | Grace Grisset, MRB Group (via Zoom) |
| Brigitte Larson, Secretary | Hannah Ransom, MRB Group (via Zoom) |
| Michael Wojcik, Staff | |
| Jessica Kazmark, Staff | Contract Staff |
| Robert Mincer, Staff | Barry Carrigan, Nixon Peabody (via Zoom) |
| Melody Kuzniar, Staff | Ed Russell, III, Hodgson Russ |

CALL TO ORDER: Secretary Brigitte Larson called the meeting to order at 5:00 p.m. A quorum was present.

Appoint Chair for meeting:

Brian Kolb made a motion to appoint David Phillips to act as Chair for the meeting. Mark Prunoske seconded the motion. Unanimously approved. Motion carried.

Ryan Davis welcomed David Phillips back to the Board.

Introduce Supervisor Roslyn Grammar:

Ryan Davis introduced the new Supervisor of Seneca, Roslyn Grammar. Introductions were made by the rest of the members and Staff.

NEW BUSINESS:

Ajay Glass:

Ryan Davis and Suzanne Vary introduced Jim Stathopoulos and Brian O'Shell from Ajay Glass. The Company plans to relocate to a facility on Collette Road in Farmington.

Ajay Glass is one of the largest glass subcontractors in the Northeastern United States. The Company manufactures and fabricates standard and custom systems while also providing design assistance, drafting, structural analysis and more. Ajay Glass was founded in 1958 and is now a second-generation family-owned business, as the Stathopoulos family became the owners in 1969. The Company has a geographic footprint covering the Eastern Seaboard of the United States, including many projects that can be found on their website.

It was noted that Ajay Glass currently has 38 FTEs and upon relocation and expansion, project to add 8 more positions. The Company is also currently investing \$750,000 in building upgrades.

The Company is requesting IDA assistance in the form of a standard 10-year PILOT agreement, mortgage recording and sales tax exemptions.

Kyle Ackart made a motion to authorize a public hearing. Brian Kolb seconded the motion. Unanimously approved. Motion carried.

The Ajay Glass team exited the meeting at 5:17 p.m.

Cross Road Solar:

Ryan Davis introduced project developer, Mike Lewis. The project is a proposed community solar facility, located at 138 Cross Road in Phelps on a portion of a 25-acre parcel.

Mike Lewis shared that the project is estimated to cost around \$7.6 million and received unanimous Planning Board approval last year. The project will support 500 households, with residents in the utility territory eligible for savings on monthly electric bills. During the first year there will be up to 24 FTEs during the construction phase. The second year and thereafter for the life of the Project, there will be 3 to 4 part-time employees.

The Company is requesting IDA assistance in the form of a standard 10-year PILOT agreement and mortgage recording tax exemption.

Mark Prunoske made a motion to authorize a public hearing. Supervisor Roslyn Grammar seconded the motion. Unanimously approved. Motion carried.

The Cross Road Solar team exited the meeting at 5:33 p.m.

OLD BUSINESS:

LTEVM:

LTEVM has requested an accommodation whereby the IDA collects its agency fee and attorney fees in phases beginning at the closing and ending in October 2026. This is due to the inability to secure interim financing.

It was discussed that there are third party invoices that will need to be paid at closing and that essentially the IDA would agree to phase in its administrative fee to LTEVM. It was also suggested that there be a percentage set or increments for payments. The total dollar amount is \$280,000.

Brian Kolb made a motion to allow LTEVM to pay 25% (\$70,000) at closing, with 25% (\$70,000) due upon interim financing being secured and the remaining \$140,000 due no later

than October 15th, 2026. Supervisor Roslyn Grammar seconded the motion. Unanimously approved. Motion carried.

Akoustis:

The Company has requested an extension/new agreement of the terms awarded to Akoustis Technologies, Inc. in 2018. The request is for a PILOT agreement, mortgage recording and sales tax exemptions. It was noted that there were no comments at the public hearing.

Grace Grisset and Hannah Ransom from MRB Group presented the cost to benefit analysis for the \$37.3 million project. The local cost is estimated at \$335,500 and State at \$0. Local benefit is estimated at \$108,692,671 and State at \$5,613,497, bringing the grand total cost to benefit ratio to 1:341; \$335,500 to \$114,306,168. The Company plans to retain 40 FTEs and assumes they will add 75 FTEs in the next two years.

Kyle Ackart made a motion to authorize and induce the project. Supervisor Roslyn Grammar seconded the motion. Unanimously approved. Motion carried.

CooperVision:

It was noted that the Victor location has a PILOT that serves the building but that CooperVision has their own sales tax exemption. This is essentially an amendment to increase the sales tax savings and to amend existing documents. It was noted that there were comments in favor of the project at the public hearing.

Grace Grisset and Hannah Ransom from MRB Group presented the cost to benefit analysis for the \$1.6 million increase in sales tax exemptions, bringing the total project cost to \$22 million. The local cost is estimated at \$735,000 and State at \$840,000. Local benefit is estimated at \$167,293,118 and State at \$8,646,284, bringing the grand total cost to benefit ratio to 1:112; \$1,575,000 to \$175,939,402. The Company plans to retain 375 FTEs and assumes they will add 124 FTEs in the next two years.

Brian Kolb made a motion to authorize and induce the project. Deb Brown seconded the motion. Unanimously approved. Motion carried.

Empire Real Homes:

The Company is requesting a PILOT agreement, mortgage recording and sales tax exemptions. It was noted that at the public hearing there were comments from the neighbors, concerned about fencing and noise. It was also noted that after the public hearing the individuals met with the developer to discuss possible options.

Grace Grisset and Hannah Ransom from MRB Group presented the cost to benefit analysis for the \$4.8 million project. The local cost is estimated at \$998,624 and State at \$140,250. Local benefit is estimated at \$14,060,678 and State at \$669,055, bringing the grand total cost to benefit ratio to 1:13; \$1,138,874 to \$14,729,733. The Company plans to retain 2 FTEs and will create 18 temporary construction jobs.

Supervisor Roslyn Grammar made a motion to authorize and induce the project. Deb Brown seconded the motion. Unanimously approved. Motion carried.

Sunnking:

SunnKing plans to move to the former Crosmans building in Bloomfield and is requesting a PILOT agreement, mortgage recording and sales tax exemptions. It was noted that the

Supervisor spoke in favor of the project at the public hearing and that jobs will be brought to Ontario County.

Grace Grisset and Hannah Ransom from MRB Group presented the cost to benefit analysis for the \$6.6 million project. The local cost is estimated at \$48,827 and State at \$31,920. Local benefit is estimated at \$75,082,798 and State at \$3,880,537, bringing the grand total cost to benefit ratio to 1:978; \$80,748 to \$78,963,335. The Company plans to bring 90 FTEs to the County and assumes they will add 5 FTEs in the next two years.

Kyle Ackart made a motion to authorize and induce the project. Brian Kolb seconded the motion. Unanimously approved. Motion carried.

ADMINISTRATION:

Annual Report:

Ryan Davis shared that the Annual Report will be conducted by Studio 29 Design as it was last year. The cost for the Annual Report is estimated at \$8,000. The EDC will be contributing \$3,500 and Staff would recommend the IDA match the \$3,500 and the LDC contribute the remaining \$1,000.

Mark Prunoske made a motion to authorize funding \$3,500 for the Annual Report. Supervisor Roslyn Grammar seconded the motion. Unanimously approved. Motion carried.

December 15, 2025 Minutes:

David Phillips presented the December 15, 2025 Meeting Minutes for approval.

Mark Prunoske made a motion to approve the December 15, 2025 minutes as presented. Deb Brown seconded the motion. Motion unanimously carried.

Invoices for payment:

Michael Wojcik presented for approval, airport invoices for payment totaling \$64,130.30; Agency invoices totaling \$22,618.36 and total invoices for \$86,748.66.

Deb Brown made a motion to approve the above referenced invoices for payment. Kyle Ackart seconded the motion. Unanimously approved. Motion carried.

Airport Update:

Bob Mincer shared that the RFP is prepared and ready to be circulated. The IDA will need to accept the development and minimum standards, of which the development is new, minimum has been updated from 2010.

Brian Kolb made a motion to approve the standards as presented. Kyle Ackart seconded the motion. Unanimously approved. Motion carried.

Ag Appreciation Banquet:

The OCIDA has sponsored the banquet every year in the form of a full-page ad costing \$150.

Deb Brown made a motion to fund the Ag Appreciation Banquet in the amount of \$150.

Supervisor Roslyn Grammar seconded the motion. Unanimously approved. Motion carried.

Department Update:

Ryan Davis shared that since January of 2025, the IDA has been involved with around twenty projects; five of which have been housing related. The annual report will showcase the significant activity for the IDA as well as the EDC and their EAGLE loan program. Ryan also reminded the Board that he is up for reappointment in May.

The next IDA meeting is scheduled for February 23, 2026.

ADJOURNMENT:

Supervisor Roslyn Grammar made a motion to adjourn the IDA meeting at 6:20 p.m. Deb Brown seconded the motion. Motion unanimously approved.

Respectfully submitted,

Brigitte Larson