

**Tompkins County Industrial Development Agency  
Annual Accomplishment and Operations Report  
2021**

The following information is intended to outline the basic operations and accomplishments of the Tompkins County Industrial Development Agency (TCIDA). TCIDA received administrative support from Tompkins County Area Development, Inc. d/b/a Ithaca Area Economic Development (IAED), a separate not-for-profit economic development agency. TCIDA receives attorney services from Harris Beach, PLLC and audit services from Insero & Company LLP as part of the Tompkins County Audit.

### Table of Contents

Operations – Policy and Procedures .....	1
Accomplishments .....	7
2021 Budget .....	8
2021 Board Roster .....	9
Other comments on operations .....	10

## **Policies and Procedures - 2021**

During 2021, the TCIDA adopted or updated the following policies copies of which are enclosed in this report:

TCIDA CIITAP Policy (update approved 6/9/21)

TCIDA Internal Controls Policy (approved 6/9/21)

TCIDA Fee Structure and PILOT transfer (as part of the UTEP) (update approved 7/14/21)

TCIDA Local Labor Policy (update approved 12/8/21)

## Major Accomplishments – 2021

During 2021, seven projects received final approval by the TCIDA as follows:

**Asteri Ithaca** – The TCIDA approved an incentive package to support this transformative project in the City of Ithaca Downtown. The project includes a 350 space public parking garage that will be operated by the City of Ithaca, a 54,921 square foot conference center that is a key economic recovery initiative, and 181 units of affordable housing. The TCIDA will be the conduit issuer of up to \$45,000,000 in taxable bond debt for the parking and conference center portions of the project. Property tax and sales tax incentives were awarded for each of the components of the project.

**Datapoint Labs** – The TCIDA delivered a sales tax exemption for the renovation of 17,000 square feet in a portion of a vacant building in the Town of Lansing into a fully equipped laboratory outfitted for mechanical, thermal and rheological testing of materials for product designers around the globe. Founded in Ithaca in 1995, Datapoint Labs invested \$1,280,000 in new facilities and plans to retain 20 and create 7 new positions.

**Incodema** – The TCIDA delivered an incentive package valued at \$78,000 to Incodema to assist with the purchase and renovation of a long vacant 27,000 square foot building in the Town of Dryden. Founded in Ithaca in 2001, the company supplies quick turnaround custom complex metal stampings, fabrication, cuttings, and assemblies to customers across the United States. The \$2,127,000 project will facilitate continued growth and investment in Ithaca and Tompkins County. Incodema will retain 47 and create eight new jobs.

**Salt Point Brewing Company** – The TCIDA delivered a sales tax exemption to help this four-year-old brewery purchase and construct a 5,600 square foot new building to expand the brewing operation, tasting room and restaurant in the heart of the Lansing Town Center. The \$934,850 project will retain two and half jobs and create six new jobs.

**NSF Enfield Solar I, II and III** – The TCIDA delivered an incentive package to Norbut Solar Farms for the construction of three separate 5-Megawatt community solar arrays on 157 acres in the Town of Enfield, furthering New York State and Tompkins County's renewable energy goals. The IDA incentive guarantees \$32,000 in additional property taxes on the now vacant land for the next 30 years.

**McKinley Ithaca (401 E State Street)** – The TCIDA delivered an incentive package to this infill development project in downtown Ithaca. The \$134,801,941 investment will replace an existing surface parking lot with 321 housing units, 239 garage parking spaces, and 7,500 square feet of public outdoor space along Six Mile Creek. The new development will contribute to a vibrant and thriving downtown and provide much needed residential units. The developer will pay an estimated \$7.9 million in new property taxes over the next ten years and contribute \$1,605,000 to the Tompkins County Community Housing Development Fund to support affordable housing throughout the county.

**Knickerbocker Bed Company** – The TCIDA delivered an incentive package valued at \$1.3 million for the purchase and renovation of a 220,000 square foot vacant building in the Town of Dryden along with the purchase of equipment. Knickerbocker is a third generation, family run bed frame manufacturer that will establish a new line and relocate existing operations from New Jersey. The company projects creating 88 jobs in the new facility.

The TCIDA also created the **TCIDA Emergency COVID-19 Grant Program** to support childcare facilities with grants up to \$10,000 for the purpose of acquiring personal protective equipment or installing fixtures necessary to prevent the spread of novel coronavirus (COVID-19).

During 2021, three grants were made to childcare facilities totaling \$18,505.

**Tompkins County Industrial  
Development Agency  
Approved October 14, 2020**

<b>Starting Balance</b>		\$	672,708
INCOME			
	Fees	\$	515,068
	Interest	\$	600
		\$	515,668
EXPENSES			
	Administration	\$	444,829
	Attorney Fees	\$	8,000
	Misc. Studies	\$	20,000
	Audit	\$	7,500
		\$	480,329
<b>Projected Ending Balance</b>		\$	708,047

**Tompkins County Industrial Development Agency/Tompkins County Development Corp.  
2021 Board of Directors**

Rich John ☆ \* # Chairperson

T.C. Legislature  
121 E. Court Street  
Ithaca, NY 14850  
Phone: 256-9794; 279-9332 cell  
*E-mail: rjohn@tom-pkins-co.org*

Martha Robertson ☆ @ + Vice Chairperson

T.C. Legislature  
121 E. Court Street  
Ithaca, NY 14850  
Phone: 272-0584; Fax: 274-5430; 592-3119 cell  
*E-mail: mrobertson@tom-pkins-co.org*

Mike Sigler ☆ # +

T. C. Legislature  
121 E. Court Street  
Ithaca NY 14850  
Phone: 339-7978  
*E-mail: msigler@tom-pkins-co.org*

Todd Bruer ☆ ☆ +

Business Manager  
IBEW Local 241  
134 Cecil A Malone Drive  
Ithaca N.Y. 14850  
( 607 ) 272-2809  
tbrueribew241@gmail.com

John Guttridge ☆ ☆ \* @

Brightworks Computer Consulting  
123 W. State Street  
Ithaca, NY 14850  
Phone: 277-8585 x 100; 227-6884 cell  
*E-Mail: john@urbancoreithaca.com*

Jeff Gorsky ☆ ☆ \* Treasurer

TCAD Board Representative  
Sciarabba Walker & Co  
410 East Upland Drive  
Ithaca NY 14850  
Phone: 272-5550  
*E-mail: jgorsky@swcllp.com*

Laura Lewis ☆ ☆ ☆ # @ Secretary

Ithaca Common Council  
509 Willow Ave.  
Ithaca NY 14850  
Phone: 279-2075  
*E-mail: llewis@cityofithaca.org*

**Advisory Committee**

Katie Borgella, Commissioner of Planning  
T.C. Planning Department  
121 E. Court Street  
Ithaca, NY 14850  
Phone: 274-5560; Fax: 274-5578  
*Email: emarx@tom-pkins-co.org*

Richard Snyder \*  
Controller, T.C. Finance Dept.  
125 E. Court St.  
Ithaca, NY 14850  
Phone: 274-5502; Fax: 274-5505  
*E-mail: rsnyders@tom-pkins-co.org*

Lisa Holmes  
Interim County Administrator  
T.C. Administration  
125 E. Court Street  
Ithaca, NY 14850  
Phone: 274-5551; Fax: 274-5558  
*E-mail: lhomes@tom-pkins-co.org*

**Administration**

Heather McDaniel – Administrative Director  
Tompkins County Area Development  
401 East MLK Jr., Street, Suite 402B  
Ithaca, NY 14850  
Phone: 273-0005; Fax: 273-8964  
*E-mail: heatherm@tcad.org*

**Attorney**

Russ Gaenzle, Partner  
Harris Beach, PLLC  
99 Garnsey Road  
Pittsford NY 14853  
Phone: 585-419-8718  
*E-mail: rgaenzle@HarrisBeach.com*

☆ - annual appointment

☆ ☆ - two year term ends 12/31/22

☆ ☆ ☆ - two year term ends 12/31/21

\* = member of Finance/Audit Committee

# = member of Governance Committee

@ = member of Housing Committee

+ = member of Labor Committee

### **Comments on Operations**

Currently the TCIDA does not have any real property. Any information on outstanding bonds or notes for current TCIDA projects are reported in its Annual Financial Report. There is no compensation schedule, as TCIDA does not have any employees. Administrative management is provided by TCAD (d/b/a Ithaca Area Economic Development).

The County Comptroller maintains the IDA funds and the Administrative Director reports quarterly on financials to the Board. Administrative fees are paid via check or wire transfer.