

Tompkins County Industrial Development Agency

Administration provided by Ithaca Area Economic Development

**TOMPKINS COUNTY INDUSTRIAL DEVELOPMENT AGENCY
BOARD OF DIRECTORS MEETING
Wednesday, June 10, 2026 • 2:00 – 4:00 PM
Legislative Chambers - Governor Daniel D. Tompkins Building
121 E. Court Street, Ithaca NY**

THIS MEETING WILL BE LIVESTREAMED: <https://tinyurl.com/weo3tkk>

Mission Statement: The Tompkins County Industrial Development Agency delivers economic incentives to business and industry to diversify and strengthen Tompkins County's tax base and enhance community vitality, by supporting job creation, business and industrial development, and community revitalization. We strive to develop the local economy in an organized, sustainable and environmentally beneficial manner.

AGENDA

- | | Page |
|---|-------------|
| 1. CALL TO ORDER | |
| 2. PRIVILEGE OF THE FLOOR | |
| 3. ADDITIONS TO AGENDA | |
| 4. BUSINESS | |
| 2025 Jobs Report | |
| - Memo | 2 |
| - Project Schedule | 5 |
| TCIDA Local Labor Policy – Amendment | |
| - Red Line Policy | 6 |
| 5. CHAIR'S REPORT | |
| 5. STAFF REPORT | |
| 6. COMMITTEE MINUTES - INFORMATIONAL | |
| Labor Construction Committee- June 1, 2026 | 9 |
| 7. MINUTES - APPROVAL | |
| May 13, 2026 Board Meeting Minutes | 11 |
| 8. EXECUTIVE SESSION | |
| 9. ADJOURNMENT | |

Tompkins County Industrial Development Agency

Administration provided by Ithaca Area Economic Development

Memorandum

To: TCIDA Board Members
 From: Kellea Bauda, Administrative Director
 Date: June 10, 2026
 Re: 2025 Project Jobs Report

I am providing this memo along with the 2025 Project Report Chart to assess the progress of active projects towards achieving job retention and creation goals. This assessment is required at least annually to comply with State rules and regulations as well as the TCIDA's [Recapture Policy](#).

There were 59 active projects in 2025 that were approved between 2003 and 2025. Fifty-two of those projects were under a PILOT agreement in 2025; they paid \$4,687,831 in new property taxes and benefited from property tax exemptions of \$8,422,802. Nine projects benefited from sales tax exemptions totaling \$3,102,463. One project secured mortgage financing and received an exemption from the state share of the mortgage recording tax totaling \$259,000. Projects reported 1,854 jobs in 2025. Of those that reported, total payroll was over \$142 million with an average wage of \$38.40 per hour. There were 16 solar projects representing 69.6 megawatts of renewable energy and 2,724 new housing units, 27.3% of which are affordable units.

In addition to the Project Report Chart, I am providing information below for projects that have been completed; are beyond the first three years of its PILOT and job creation or retention goals have not been met. Thirteen projects did not meet job creation or retention goals. I have provided a narrative for each of these projects below the chart along with my recommendations regarding termination and/or recapture. Three of the projects (Hotel Ithaca/Lenroc, Therm Inc., and Transonic Systems) ended their PILOT agreements December 31, 2025 and so there is no narrative provided.

Project Name	Exemption Period	Jobs at Application (Retained)	Projected New Jobs	Current Employment 12/31/25	Net jobs Gained	Payroll 2025	Average Wage (hrly)
15 Royal Road (Emmy's Organics)	2021-2030	27	5	26	-1.0	\$1,274,322	\$24.51
Carey Building	2019-2028	24	0	10	-14.0	\$413,391	\$20.67
Hancock and First	2019-2046	2	2	2.0	0	\$102,858	\$25.71
Hilton Canopy (Ithaca Downtown Assoc., LLC)	2019-2028	0	47	46.0	46.0	\$1,365,570	\$35.75
Hotel Ithaca (Marriott)	2019-2026	0	75	63.0	63.0	\$3,190,064	\$25.32
Incodema	2021-2033	47	8	35.0	-12.0		
Ithaca Beer	2014-2026	14	23	17.5	3.5	\$1,235,000	\$35.29
Organic Nature, LLC (Green Star Coop)	2021-2027	240	40	157.0	-83.0	\$4,837,608.	\$24.11
Tompkins Trust HQ	2020-2029	300	6	251.4	-48.6	\$25,527,730	\$50.77
Twenty Thornwood (Macom)	2017-2030	57	91	31.0	-26.0	\$3,450,452	\$55.65

1. **15 Royal Road (Emmy's Organics)** – This project grew out of a home-grown company and was acquired by an international company a few years after its receiving incentives. Current employment is just under the original number of jobs at application. ***I do not recommend any action on this project.***
2. **Carey Building (REV Ithaca Startup Works, retail, rental housing)** – This development did not project any new jobs because of the project, which is generally the case with community development projects. The benefits of this project were the addition of space to house the new community startup incubator and new housing units which is a well-documented need in the community. There were no job retention or creation requirements in the approval documents. The developer did indicate in the application that there were 24 existing jobs, which were the existing retail tenants in the building prior to the addition. The retail tenants have changed and thus the nature and number of jobs, so the base number of jobs has declined. The retail spaces are 100% leased. ***I do not recommend any action on this project.***
3. **Hancock and First** – This affordable housing project did project four positions on site and there are currently two. The primary benefit of this project was the increase in affordable housing units, not job creation. ***I do not recommend any action on this project.***
4. **Hilton Canopy** – The hospitality industry was particularly negatively impacted by the COVID-19 Pandemic and full recovery has lagged. Jobs remained steady at 40 in 2024 and have grown to 46 in 2025. ***I do not recommend any action on this project.***
5. **Hotel Ithaca (Marriott)**- Similar to the Hilton Canopy, this hotel was negatively impacted by the COVID-19 Pandemic and is working towards full recovery. Jobs are at 84% of projected to be created. The PILOT agreement with this project will end December 31, 2026. ***I do not recommend any action on this project.***
6. **Incodema** – Pre-COVID, the company was undergoing a time of expansion and accelerated growth hence the need for a new facility. During COVID the company experienced a booming economy for its services and capabilities which they believed would continue at a modest rate for the coming years. However, the marketplace took an unexpected slow down post covid accompanied with rising interest rates and an inflationary economy. Many of their top customers entered a period of contraction due to excess inventories and slowing sales. Since that time, they have been repositioning themselves in the marketplace, focusing on new market segments and customers, and developing a new growth strategy. ***I do not recommend any action on this project.***
7. **Ithaca Beer** – This company has struggled in the past few years, perhaps due to the growth and competition in the local beer industry. The PILOT agreement with this project will end December 31, 2026. ***I do not recommend any action on this project.***
8. **Organic Nature, LLC (GreenStar)** – This much-loved member owned supermarket was negatively impacted by the COVID-19 Pandemic and likely over estimated overall business growth along with job growth when the expansion was planned. Jobs have consistently grown, albeit at a much lower rate than what was originally projected. Jobs totaled 145 in 2021, 155 in 2022, 169 in 2023 and 179 in 2024. There is a slight dip to 157 in 2025. ***I do not recommend any action on this project.***
9. **Tompkins Trust HQ** – The company's job numbers are slightly under the projections that were provided prior to construction. This is primarily due to difficulty filling vacant positions as well as the company balancing some remote workers. The company, like most, was impacted by the COVID-19 Pandemic and has transitioned most positions back into the building. ***I do not recommend any action on this project.***
10. **Twenty Thornwood (Macom)** – The Board has already approved termination of the PILOT agreement for this project in 2026.

To recap, I do not recommend any action on the projects outlined above. ***I ask that the IDA consider the narrative I have provided along with my recommendations and make a determination in regard to the recapture policy.***

TCIDA SCHEDULE OF PROJECTS																				
DECEMBER 31, 2025																				
Project Name	Exemption Period	2025 Exemption Type	Project Purpose*	Project Value	Sales Tax Cap	2025	2025	2025	2025	2025	2025	Jobs at	Projected	Current	Net Jobs Gained	% Projected Jobs Created	% County Residents	Payroll 2025	Average Wage (hrly)	Notes
						Sales Tax Exemptions	Mortgage Tax Exemptions	Payments in Lieu of Taxes	Property Taxes if not Exempt	Property Taxes Abated	Total Exemptions	Application (Retained)	New Jobs	Employment 12/31/25						
121 - 125 Lake Street, LLC (The Breeze)	2023-2026	STE	Real Estate	\$ 38,634,655	\$ 960,347	\$ 322,099.59						0	0	0.0	0.0					under construction
Carroon Solar	2024-2026	STE	Electric/Solar	\$ 16,527,913	\$ 757,399	\$ 432,964.00						0	0	0.0	0.0					
City Harbor	2021-2027	STE	Real Estate	\$ 44,122,195	\$ 2,736,433	\$ -						0	4	0.0	0.0	0%				project on hold
Lit Thinking (Prostar)	2025-2027	STE	Manufacturing	\$ 2,900,000	\$ 98,000	\$ 124,388.80						0	9	4.0	4.0	44%	2%	\$ 900,000	\$ 112.50	
Living Essence Massage Institute	2025-2027	STE	Services	\$ 477,500	\$ 31,800	\$ 4,795.00						0	4	4.3	4.3	106%	80%	\$ 361,000	\$ 42.47	
Southworks (SHIFT Capital)	2025-2034	STE	Real Estate	\$ 587,936,000	\$ 20,074,500	\$ 109,901.62						0	0	0.0	0.0					
TETmedical, Inc.	2024-2026	STE	Manufacturing	\$ 900,000	\$ 72,000	\$ 30,486.41						6	11	11.0	5.0	45%	91%	\$ 622,033	\$ 28.27	
Carpenter Park Mixed Use	2024-2037	PILOT/STE	Real Estate	\$ 60,431,452	\$ 2,900,000	\$ 765,355.04		\$ 67,618.64	\$ 47,314.50	\$ (20,304.14)	\$ 745,050.90	0	3	0.0	0.0	0%				under construction
BVSHF III (401 E State Street)	2021-2036	PILOT/MRT/STE	Real Estate	\$ 166,367,389	\$ 4,443,971	\$ 1,312,472.14	\$ 259,000.00	\$ 50,325.69	\$ 94,629.01	\$ 44,303.32	\$ 1,615,775.46	0	10	0.0	0.0	0%				under construction
15 Royal Road (Emmy's Organics)	2021-2030	PILOT	Manufacturing	\$ 2,360,000				\$ 36,072.00	\$ 50,576.59	\$ 14,504.59	\$ 14,504.59	27	5	26.0	-1.0	Contracted	86%	\$ 1,274,322	\$ 24.51	
209-215 Dryden Assoc., LLC (Breazzano Family Business Center)	2015-2066	PILOT	Real Estate	\$ 39,350,000				\$ 231,243.00	\$ 164,023.62	\$ (67,219.38)	\$ (67,219.38)	1	0	63.7	62.7	Exceeded	54%	\$ 6,885,953	\$ 54.07	
323T, LLC	2021-2030	PILOT	Real Estate	\$ 4,614,574				\$ 17,490.60	\$ 116,709.11	\$ 99,218.51	\$ 99,218.51	0	0	0.0	0.0					
327 W Seneca	2022-2032	PILOT	Real Estate	\$ 1,778,422				\$ 18,105.61	\$ 46,683.64	\$ 28,578.03	\$ 28,578.03	0	0	3.0	3.0	Exceeded				
Arnot Ithaca 2	2024-2034	PILOT	Real Estate	\$ 38,258,169				\$ 56,777.41	\$ 719,180.47	\$ 662,403.06	\$ 662,403.06	0	2	0.0	0.0	0%				
Asteri Conference	2025-2035	PILOT	Services incl w housing					\$ -	\$ -	\$ -	\$ -	0	20	14.5	14.5	73%	73%	\$ 965,736	\$ 33.30	
Asteri Ithaca (Apts)	2022-2053	PILOT	Real Estate	\$ 103,695,152				\$ -	\$ 670,372.62	\$ 670,372.62	\$ 670,372.62	0	6	4.0	4.0	67%	100%	\$ 403,589	\$ 50.45	
Asteri Parking	2024-2053	PILOT	Other	\$ 1,100,000				\$ -	\$ 294,963.95	\$ 294,963.95	\$ 294,963.95	0	0	0.0	0.0					
Carey Building	2019-2028	PILOT	Real Estate	\$ 5,757,000				\$ 110,085.08	\$ 173,486.52	\$ 63,401.44	\$ 63,401.44	24	0	10.0	-14.0	Contracted	100%	\$ 413,391	\$ 20.67	
Carpenter Park Apartments	2024-2058	PILOT	Real Estate	\$ 10,084,214				\$ 18,316.00	\$ 214,492.42	\$ 196,176.42	\$ 196,176.42	0	1	1.0	1.0	100%		\$ 59,815	\$ 29.91	
Carpenter Park Medical Office Building (MOB)	2024-2051	PILOT	Services	\$ 32,290,117				\$ 21,960.00	\$ 514,150.95	\$ 492,190.95	\$ 492,190.95	0	63	96.0	96.0	152%	68%	\$ 7,562,772	\$ 39.39	
Cascade Plaza (Hilton Garden Inn Bldg)	2005-2025	PILOT	Services	\$ 29,000,000				\$ 726,119.93	\$ 801,192.28	\$ 75,072.35	\$ 75,072.35	0	305	362.0	362.0	119%	53.33%	\$ 39,482,140	\$ 54.53	
City Centre	2020-2029	PILOT	Real Estate	\$ 52,713,000				\$ 183,580.28	\$ 1,324,806.13	\$ 1,141,225.85	\$ 1,141,225.85	0	3	7.0	7.0	233%	71%	\$ 411,491	\$ 29.39	
College Circle Association	2003-2043	PILOT	Real Estate	\$ 21,500,000				\$ 296,600.00	\$ 855,058.52	\$ 558,458.52	\$ 558,458.52	0	0	0.0	0.0					
DRS NY Dryden I	2020-2039	PILOT	Electric/Solar	\$ 3,066,011				\$ 10,599.00	\$ 30,709.85	\$ 20,110.85	\$ 20,110.85	0	0	0.0	0.0					
DRS NY Dryden II	2020-2039	PILOT	Electric/Solar	\$ 3,066,011				\$ 6,172.00	\$ 12,864.64	\$ 6,692.64	\$ 6,692.64	0	0	0.0	0.0					
DRS NY Newfield I	2019-2038	PILOT	Electric/Solar	\$ 4,198,841				\$ 18,019.00	\$ 12,784.10	\$ (5,234.90)	\$ (5,234.90)	0	0	0.0	0.0					
DRS NY Newfield II	2019-2038	PILOT	Electric/Solar	\$ 4,198,841				\$ 18,019.00	\$ 11,409.33	\$ (6,609.67)	\$ (6,609.67)	0	0	0.0	0.0					
DRS NY Newfield III	2017-2038	PILOT	Electric/Solar	\$ 4,198,841				\$ 18,019.00	\$ 12,703.36	\$ (5,315.64)	\$ (5,315.64)	0	0	0.0	0.0					
DRS NY Newfield IV	2021-2039	PILOT	Electric/Solar	\$ 4,509,190				\$ 10,599.00	\$ 29,631.91	\$ 19,032.91	\$ 19,032.91	0	0	0.0	0.0					
DRS NY Newfield V - IV B as parcel merged	2021-2039	PILOT	Electric/Solar	\$ 4,509,190				\$ 10,599.00	\$ 29,631.91	\$ 19,032.91	\$ 19,032.91	0	0	0.0	0.0					
Dryden Tompkins Solar I	2020-2048	PILOT	Electric/Solar	\$ 35,566,956				\$ 121,626.00	\$ 29,691.28	\$ (91,934.72)	\$ (91,934.72)	0	0	0.0	0.0					
Dryden Tompkins Solar II	2021-2050	PILOT	Electric/Solar	\$ 17,431,772				\$ 64,946.00	\$ 33,411.68	\$ (31,534.32)	\$ (31,534.32)	0	0	0.0	0.0					
Enfield Solar	2020-2039	PILOT	Electric/Solar	\$ 4,615,469				\$ 17,665.00	\$ 28,955.98	\$ 11,290.98	\$ 11,290.98	0	0	0.0	0.0					
Ex Libris, LLC/Court Street Ithaca	2021-2035	PILOT	Real Estate	\$ 31,713,000				\$ 29,177.28	\$ 722,334.77	\$ 693,157.49	\$ 693,157.49	0	0	2.0	2.0	Exceeded	100%	\$ 180,000	\$ 45.00	
GPA Management (The Dean)	2025-2032	PILOT	Real Estate	\$ 19,558,226				\$ 148,252.11	\$ 148,252.11	\$ -	\$ -	0	0	0.0	0.0					
Green Street Development Partners/The Ithacan	2023-2053	PILOT	Real Estate	\$ 64,300,000				\$ 18,925.80	\$ 1,208,097.01	\$ 1,189,171.21	\$ 1,189,171.21	0	6	6.0	6.0	100%	83.3	\$ 262,200	\$ 21.85	
Hancock and First	2019-2046	PILOT	Real Estate	\$ 21,706,403				\$ 63,339.00	\$ 192,412.32	\$ 129,073.32	\$ 129,073.32	2	2	2.0	0.0	0%	67%	\$ 102,858	\$ 25.71	
Harolds Holding	2020-2031	PILOT	Real Estate	\$ 42,900,000				\$ 140,602.94	\$ 930,518.59	\$ 789,915.65	\$ 789,915.65	0	0	2.50	2.5	Exceeded	100%	\$ 126,764	\$ 25.35	
Hilton Canopy (Ithaca Downtown Assoc., LLC)	2019-2028	PILOT	Services	\$ 24,172,500				\$ 178,911.91	\$ 362,113.67	\$ 183,201.76	\$ 183,201.76	0	47	46.0	46.0	98%	100%	\$ 1,365,570	\$ 35.75	Food and Beverage \$26.50/hr; Service/Tech \$37.00/hr; Management/Professional \$43.75/hr
Hotel Ithaca (Holiday Inn/Lenroc)	2019-2025	PILOT	Services	\$ 15,000,000				\$ 336,996.07	\$ 375,361.74	\$ 38,365.67	\$ 38,365.67	78	21	70.0	-8.0	Contracted	76%	\$ 1,720,114	\$ 23.92	Food and Beverage \$17.50/hr; Service/Tech \$17.94/hr; Management/Professional \$36.34/hr
Hotel Ithaca (Marriott)	2016-2026	PILOT	Services	\$ 32,000,000				\$ 424,694.99	\$ 522,982.99	\$ 98,288.00	\$ 98,288.00	0	75	63.0	63.0	84%	70%	\$ 3,190,064	\$ 25.32	Housekeeping \$21.50/hr; Management/Professional \$31.12/hr
Incodema	2021-2033	PILOT	Manufacturing	\$ 2,127,000				\$ 31,176.00	\$ 26,966.92	\$ (4,209.08)	\$ (4,209.08)	47	8	35.0	-12.0	Contracted				
Ithaca Arthaus	2021-2030	PILOT	Real Estate	\$ 28,792,128				\$ 109,453.00	\$ 574,082.65	\$ 464,629.65	\$ 464,629.65	0	0	3.0	3.0	Exceeded	100%	\$ 279,089	\$ 46.51	
Ithaca Beer	2014-2026	PILOT	Manufacturing	\$ 7,200,000				\$ 74,922.62	\$ 85,625.85	\$ 10,703.23	\$ 10,703.23	14	23	17.5	3.5	15%	60%	\$ 1,235,000	\$ 35.29	
Ithacare (Longview)	2019-2029	PILOT	CCRC	\$ 4,600,000				\$ 1.00	\$ 321,096.95	\$ 321,096.95	\$ 321,096.95	37	19	72.4	35.4	187%	49%	\$ 3,932,414	\$ 27.14	
Knickerbocker Bed Company	2023-2033	PILOT	Manufacturing	\$ 10,525,000				\$ 78,690.00	\$ 110,114.94	\$ 31,424.94	\$ 31,424.94	0	88	85.0	85.0	97%	29%	\$ 6,165,011	\$ 36.26	not yet beyond 3 years
Lansing Renewables Solar	2021-2040	PILOT	Electric/Solar	\$ 7,938,137				\$ 23,272.00	\$ 56,208.27	\$ 32,936.27	\$ 32,936.27	0	0	0.0	0.0					
Mecklenburg Solar	2019-2038	PILOT	Electric/Solar	\$ 3,450,000				\$ 16,217.00	\$ 13,585.92	\$ (2,631.08)	\$ (2,631.08)	0	0	0.0	0.0					
Nine Brown Road (Odyssey)	2007-2030	PILOT	Manufacturing	\$ 24,632.25				\$ 24,632.25	\$ 38,487.89	\$ 13,855.64	\$ 13,855.64	0	0	8.0	8.0	Exceeded	100%	\$ 561,047	\$ 35.07	
Nineteen Brown Road (Q Squared Solutions BioScience)	2007-2025	PILOT	Manufacturing	\$ 7,450,000				\$ 104,953.90	\$ 117,259.77	\$ 12,305.87	\$ 12,305.87	125	0	164.0	39.0	Exceeded	51.83%	\$ 12,694,618	\$ 38.70	
NSF Enfield Solar 1	2025-2044	PILOT	Electric/Solar	\$ 6,700,000				\$ 21,000.00	\$ 3,866.97	\$ (17,133.03)	\$ (17,133.03)	0	0	0.0	0.0					
NSF Enfield Solar 2	2025-2044	PILOT	Electric/Solar	\$ 6,700,000				\$ 21,000.00	\$ 5,109.08	\$ (15,890.92)	\$ (15,890.92)	0	0	0.0	0.0					
NSF Nefield Solar 3	2025-2044	PILOT	Electric/Solar	\$ 6,700,000				\$ 21,000.00	\$ 4,570.05	\$ (16,429.95)	\$ (16,429.95)	0	0	0.0	0.0					
Organic Nature, LLC (Green Star Coop)	2021-2027	PILOT	Retail	\$ 14,700,000				\$ 99,675.89	\$ 126,172.01	\$ 26,496.12	\$ 26,496.12	240	40	157.0	-83.0	Contracted	88%	\$ 4,837,608	\$ 24.11	
Salt Point Brewing Company	2023-2029	PILOT	Manufacturing	\$ 934,850				\$ 9,311.00	\$ 17,273.91	\$ 7,962.91	\$ 7,962.91	2.5	6	11.0	8.5	142%	100%	\$ 496,666	\$ 22.58	
Therm, Inc.	2019-2025	PILOT	Manufacturing	\$ 2,500,000				\$ 70,256.01												

Tompkins County Industrial Development Agency

Administration provided by Ithaca Area Economic Development

Local Labor Utilization Policy

Adopted: December 9, 2021

Last Updated: ~~April 10, 2025~~ [July 1, 2026](#)

It is the goal of the Tompkins County Industrial Development Agency (TCIDA) to maximize the use of local labor. The Local Labor Policy (Policy) described herein applies to all general contractors, subcontractors, trade professionals, and their employees (collectively, the “workers”). The TCIDA encourages the use of workers enrolled in a New York State certified apprenticeship program. It also encourages the use of local suppliers whenever possible and can provide applicants with a vendor list upon request.

Project applicants who receive financial assistance from the TCIDA (e.g., sales tax exemption, mortgage recording tax exemption, real property tax abatement, or bond proceeds) are required to solicit bids from local contractors and use three-quarters (75%) local workers (measured in number of workers, not their hours or wages) for the construction of new, expanded, or renovated facilities. The local catchment area is defined as Tompkins County and the six contiguous counties of Cortland, Cayuga, Seneca, Schuyler, Chemung, and Tioga.

Applicants are required to comply with the following requirements:

1. **Notification** – Within five (5) business days of approval, the applicant must submit a description of the project and the anticipated financial assistance from the TCIDA via certified mail to the following agency:

Tompkins-Cortland Building and Construction Trades Council
~~Todd Bruer~~ [Marcus Williamee](#), President
~~134 Cecil A. Malone Drive~~ [107 Twin Oaks Drive](#)
[Syracuse](#) ~~Ithaca~~, NY ~~14850~~ [13206](#)
businessmanagermwilliamee@ualocal81.org ~~@ibewlocal241.com~~
~~(607) 272-2809~~ [\(315\) 437-7397](#)

2. **Proof of Local Bids** – The applicant will provide, as early as possible and in a format acceptable to the TCIDA, a bid list with the name, address, contact information, and detailed type of work for all of the companies it solicited, along with corresponding documentation that an invitation to bid was sent. If there are types of work for which no bid was solicited from a local company (i.e., no local companies provide that service), a written explanation must be attached.
3. **Construction Labor Reporting** – The applicant or general contractor will provide weekly labor reports for all workers on the project site. The reporting form is provided by the TCIDA and must include the name of the company and their total headcount, both local and non-local, for each day of the work week. Reports must be submitted the Monday following the prior week in which work was performed for the duration of construction.

Waiver

The TCIDA may on a case-by-case basis waive the local labor requirement for all or portions of a project. Warranty issues, documented lack of qualified local bids or available workers, documented need for specialized skills not available locally, or a cost differential of ten percent (10%) or more [are subject to approval by the TCIDA board of directors](#)~~will receive an administrative review~~; other extenuating circumstances [are subject to review and approval by the TCIDA board of directors](#)~~will receive an administrative review~~. Waivers are contractor-specific; those that receive a waiver still report weekly but are removed from the cumulative total percentage of workers on the project. The percent local labor is calculated using the remaining number of workers not approved for a waiver.

To obtain a waiver, the applicant must submit to the Administrative Director a waiver request form (provided by the TCIDA), certified by an authorized representative and accompanied by an explanation for the request and evidence of the inability to satisfy the requirements of the Policy. Waiver requests must be submitted forty-five (45) days in advance of the expected start date; failure to act within that period by the Administrative Director of board of directors is equivalent to an automatic waiver. If a waiver request is denied during administrative review, the applicant may appeal to the board of directors. All determinations issued by the board of directors are final.

The Administrative Director will provide a monthly report of all recent waiver requests at each regular meeting of the TCIDA.

Exemptions

Affordable housing, defined as those projects where at least seventy-five percent (75%) of units are made available to households earning eighty percent (80%) or less of area median income and are subject to a regulatory compliance agreement by a local, state, or federal agency for a period of at least twenty (20) years, are exempt from this Policy.

Default

If the applicant fails to comply with any of the requirements of the Policy the TCIDA, shall, at its discretion and in compliance with its Recapture Policy, have the authority to terminate and/or recapture all financial assistance provided to the project.

Prevailing Wage

The TCIDA is a public authority and as such, covered projects are subject to prevailing wage requirements contained in Section 200 and 220-b of the New York State Labor Law. Covered projects are defined as “construction work done under contract which is paid for in whole or in part out of public funds where the amount of all such public funds, when aggregated, is at least thirty percent (30%) of the total construction project costs and where project costs are over \$5 million.”

Acknowledgment

By accepting financial assistance from the TCIDA, the applicant acknowledges the Policy outlined above and agrees to comply with the requirements included herein.

Contact Information

~~[Kellea Bauda, Administrative Director](#)~~

Ithaca Area Economic Development

119 E Seneca Street, Suite 200

Ithaca, NY 14850

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The TCIDA will review the Policy annually and revise as needed.

Tompkins County Industrial Development Agency

Administration provided by Ithaca Area Economic Development

**Local Labor Committee Meeting Minutes
June 1, 2026 9:30 – 11:00 AM
119 E. Seneca Street, Suite 200, Ithaca NY**

LIVE STREAM LINK: <https://tinyurl.com/weo3tkk>

Committee Members: Prentice Smith (Chair), Greg Mezey (remote), Ducson Nguyen (remote), Fred Swayze, & Rick Warner

Staff: Kellea Bauda, Ina Arthur, Kurt Anderson (IAED), Russ Gaenzle (remote) (Harris Beach Murtha)

Policy Review and Waiver Process Update

Kurt Anderson gave an overview of the TCIDA Local labor policy from 2016 to present. The current policy requires projects to utilize 75% local labor (based on zip code of residency). Monitoring and reporting is overseen by Loewke Brille that is contracted by the TCIDA. The current policy also allows for waivers. Waivers must be submitted 45 prior to the work being bid begins.

Four of the five waiver allowances can be approved by the TCIDA Administrative Director. There are:

- Warranty issues
- Documented lack of qualified local bids or available workers
- Documented need for specialized skills not available locally
- Cost differential of ten percent or more.

It was suggested that these four types of waivers be reviewed and approved by the TCIDA Board moving forward.

Greg Mezey made a motion to change the waiver approval process so that the warranty types previously approved by the Administrative Director now be reviewed and approved by the TCIDA Board. Rick Warner seconded the motion. The motion was approved 5-0.

The recommended amendment will go to the TCIDA board for approval.

Other items that were discussed included the reasoning behind having affordable housing projects exempt from the local labor requirement and the need for contacts from local contractors by trade.

Carpenter Park Data Review

Labor data from the Carpenter Park project was reviewed.

Items for future committee meeting

- Affordable housing project exemption
- Support/funding for apprentice training programs from projects subject to the labor policy

The meeting was adjourned at 11:02 am.

**Tompkins County Industrial Development Agency
Board of Directors Meeting Draft Minutes
May 13, 2026
TC Legislative Chambers
121 E. Court Street
Ithaca, NY 14850**

Present: Deborah Dawson, Jeff Gorsky, Ducson Nguyen, Jerry Dietz, Shawna Black, Prentice Smith, Greg Mezey

Guests: Rob Martynowski (remote) (Prostar Technology d/b/a Visium f/k/a Lit Thinking)

Admin: Kellea Bauda, Ina Arthur (IAED), Stephen Maier (Harris Beach Murtha, PLLC)

CALL TO ORDER – Deborah Dawson called meeting to order at 3:01 pm.

PRIVILEGE OF THE FLOOR

Theresa Alt – 206 Eddy Street, City of Ithaca

I was wondering what the IDA staff decision was regarding Asteri’s tax abatement. That decision was to have been made April 4th, but there is no mention of it in the minutes of the April 8th meeting. I am also curious about how the decision was made. I think that there were times in the past when the IDA staff would just have asked the company “Did you fix all the problems? And would have accepted the company’s response as fact.

On quite another matter, I noticed that the revised Mission statement starts with a sentence that lacks a verb. I have not read the rest of the document all that carefully.

Shari Korthise – The IDA was created for manufacturing job creation. Housing development is not part of what the IDA is supposed to do.

ADDITIONS TO THE AGENDA – None

BUSINESS

Prostar Technologies, Inc. d/b/a Visium Sales Tax Exemption Increase – Final Approval

Jeff Gorsky made a motion to approve the sales tax exemption increase for Prostar Technologies, Inc. d/b/a Visium. Ducson Ngyuen seconded the motion. The motion was approved 7-0.

Rob Martynowski thanked the board and commented that the company is committed to staying for the long term.

TCIDA Uniform Tax Exemption Policy (UTEP) Revisions

Revisions to the TCIDA UTEP include and updated mission, clarification of bond and incentive language, an increase in the administrative fee for solar projects, and changing the heat pump requirement to a recommendation. Staff will also correct the missing word in the mission statement.

Ducson Ngyuen made a motion to approve the revisions to the TCIDA Uniform Tax Exemption Policy (UTEP). Jerry Dietz seconded the motion. The motion was approved 7-0.

CHAIR'S REPORT – Debra Dawson commented that the initial letter to the Asteri Ithaca project centered on the initial fire code violations that caused the city to have the building vacated. Those violations were cured. There is a second letter from the TCIDA to the project that has not been resolved.

STAFF REPORT – Kellea Bauda reviewed the Q1 2026 TCIDA Financial report. She noted that the first half of the Yellow Barn Solar administrative fee was received in April 2026. She also reported that the IAED annual meeting was held on May 7, 2026.

MINUTES

Shawna Black made a motion to approve the April 8, 2026 TCIDA Board minutes. Prentice Smith seconded the motion. The motion was approved 7-0.

Executive Session

Jerry Dietz made a motion to take the meeting into executive session to discuss potential litigation. Jeff Gorsky seconded the motion. The motion was approved 7-0.

Jerry Dietz made a motion to bring the meeting out of executive session. Ducson Ngyuen seconded the motion. The motion was approved 6-0. *Greg Mezey left the meeting during executive session.*

121-125 Lake Street/The Breeze Labor Waivers

Prentice Smith made a motion to deny local labor waivers submitted by the general contractor for 121 - 125 Lake Street/The Breeze that were submitted on April 23, 2026 for work done on the project over one year beginning September 2024. The denial would be based on the time between when the work was done and when the waivers were submitted. Ducson Ngyuen seconded the motion. The motion was approved 6-0.

The meeting was adjourned at approximately 3:44 pm.