

**MINUTES OF THE MEETING OF THE  
CORTLAND COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**August 14, 2017**

Chairman Michael McMahon called the monthly meeting of the Cortland County Industrial Development Agency to order at 12:05 p.m. on Monday, August 14, 2017, at 3599 Route 281, Gutches Lumber Conference room, Cortland, NY.

**I. ROLL CALL AND CALL TO ORDER**

**The following members were present:**

Johanna Ames	Clint Brooks
Michael McMahon	John Reagan
Steve Servies	John Shirley

**The following staff was present:**

Garry VanGorder, Executive Director	Karen Niday, CFO
Sandy Griep, Office Manager	John Sidd, Counsel

**The following guests were present:**

Paul Simonet, Park Outdoor	Representatives from the Carpenters Union
Dr. Orinthia Montague	

**The following media was present:**

Brad Smith, WXHC

- II. APPROVAL OF MINUTES:** Michael McMahon made the motion to approve the June 2017 minutes, seconded by Clint Brooks. All were in favor, and the motion was carried.

**III. NEW BUSINESS:**

**Park Outdoors Proposal:** Park Outdoor Advertising Proposal: Garry clarified for the board a new Park lease proposal for outdoor signage in the IDA right-of-way. The proposal is prompted by the company's wish to convert its "static" signs in those areas to new, digital faces. The new lease agreement would be for 10 years as previously discussed, with Park reserving the right to renew the lease annually for five more years after that. Payments to the IDA under the new agreement would be \$6,750 for each new digital face for up to three new faces. The current annual lease payment for three "static" faces is \$4,000 (\$1,333.33 each) with that payment remaining unchanged for each face not converted to digital under the new lease agreement. The new lease would not take effect unless Park receives all regulatory approvals from the city of Cortland and the signs are installed. After some discussion a motion was made and seconded to approve of the new lease agreement with those contingencies. All in favor.

IV. **REPORTS**

**Financial Reports:** Karen Niday reported that there was little activity, which is why she did not include any comments in the board book. She noted she will start work on the 2018 budget, which has to be posted with the state by October 1<sup>st</sup>. The proposed budget will be ready for the September board meeting. She also noted that Crown Homes has made their payment per the PILOT agreement, and we will be disbursing the money to the City, County and the school district.

V. **ADJOURN:** 12:20 p.m.

Respectfully submitted:

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Secretary  
John Shirley

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Chairman  
Michael McMahon