

MICHAEL P. GALIME, MAYOR
CITY OF UTICA



UTICA INDUSTRIAL DEVELOPMENT AGENCY
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August 20, 2025 8:34a.m.
Utica Industrial Development Agency Regular Meeting
City Hall, Utica, NY – WebEx Conference Call/In-Person

Members Present: Vin Gilroy, John Zegarelli, Kevin Martin, John Buffa

Excused: Haris Dervisevic

Also Present: Jack Spaeth (Executive Director), Laura Ruberto (BSK – Agency Counsel)

Others: Mike Maurizio (performance Plus Solutions), Anthony Morali and Michael Ferber (RED Adirondacks). Linda Romano (BSK), Ben Kfoury (True Storage), Bill Klehm (eBliss Global), and Ken Adamczyk (Center for Regional Growth) via WebEx

1) CALL MEETING TO ORDER: The meeting was called to order by Mr. Gilroy at 8:34a.m. The Finance, Governance and Audit Committees, as they consist of sitting Agency members, meet as a committee of the whole, and in doing such, meet at every meeting.

2) APPROVAL OF MINUTES: A motion was made by Mr. Zegarelli, seconded by Mr. Buffa, to approve the minutes of the July 9, 2025 meeting. All in favor.

3A) OLD BUSINESS – Mac-Clark Properties

Mr. Spaeth noted that a final resolution was needed to be approved.

Mr. Zegarelli made a motion, seconded by Mr. Martin to approve a final authorizing resolution relating to the Mac-Clark Properties, LLC facility, authorizing financial assistance in the form of exemptions from sales tax (valued at \$10,938.00), exemptions from mortgage recording tax (valued at \$9,000.00) and reduction of real property tax for a period of five years (valued at \$12,292.00), which financial assistance is consistent with the Agency's Uniform Tax Exemption Policy, approving a reduced annual administrative fee and a waiver of the Agency's closing fee, and approving the form and execution of related documents, subject to counsel review. The Agency was not required to conduct a public hearing because financial assistance is less than \$100,000. Mr. Buffa abstained.

3B) OLD BUSINESS – DePaul – Columbia Square

Mr. Spaeth noted that a final resolution was needed to be approved.

Mr. Martin made a motion, seconded by Mr. Buffa to approve a final authorizing resolution relating to the DePaul Columbia Square, L.P. facility, authorizing financial assistance in the form of reduction of real property tax for a period of 32 years (valued at \$10,143,535.00), which financial assistance is a deviation from the Agency's Uniform Tax Exemption Policy, and approving the form and execution of related documents, subject to counsel review. The Agency conducted a public hearing on August 5, 2025. All in favor.

3B) OLD BUSINESS – Schmalz Realty

Mr. Spaeth noted that the Schmalz brothers were all retiring and closing their business. As such, they are requesting a termination of their PILOT and Leaseback Agreements.

With no discussion, Mr. Martin made a motion, seconded by Mr. Buffa to approve the request from Schmalz Realty, LLC for early termination of the PILOT Agreement and other Agency documents. All in favor.

4A) NEW BUSINESS – True Storage Utica, LLC

Mr. Spaeth gave a brief overview of the project indicating that True Storage Utica will purchase the 501 Bleecker Street facility and convert it into self-storage units for public use. He then introduced Mr. Kfoury who further described the project. Mr. Kfoury noted that they have 50 similar projects across the country, Price Rite will remain in the building including improvements to their parking lot and local staff will be hired. Construction should take 4-6 months.

After little discussion, Mr. Zegarelli made a motion, seconded by Mr. Buffa to approve an inducement resolution relating to the True Storage Utica, LLC facility, granting preliminary approval for financial assistance in the form of exemptions from sales tax (valued at \$262,500.00), exemptions from mortgage recording tax (valued at \$37,500.00) and reduction of real property tax for a period of five years (valued at \$242,042.00), which financial assistance is consistent with the Agency's Uniform Tax Exemption Policy, and authorizing the Agency to conduct a public hearing. All in favor.

Mr. Buffa then made a motion, seconded by Mr. Martin to approve a SEQR resolution relating to the True Storage Utica, LLC facility. All in favor.

4B) NEW BUSINESS – RED Adirondacks, LLC

Mr. Spaeth gave a brief overview of the project indicating that Mr. Morali and partners have purchased the former Dunlop-Hyosung property on the corner of Erie St and Oriskany Blvd for the purpose of developing rental-condo units and certain amenities. Mr. Morali added that there will be 35 units including commercial space for a restaurant and retail space. The property has been subdivided into three lots. Two of the lots will be dedicated to a hotel developer not yet known. Work that has occurred thus far include asbestos remediation, demolition, utilities installed, elevator upgrade, heat pumps in each unit and gas heaters in the garage space.

With some discussion, Mr. Martin made a motion, seconded by Mr. Zegarelli to approve an inducement resolution relating to the RED Adirondacks LLC facility, granting preliminary

approval for financial assistance in the form of exemptions from sales tax (valued at \$183,750.00), exemptions from mortgage recording tax (valued at \$30,000.00) and reduction of real property tax for a period of ten years (valued at \$1,059,968.00) which PILOT Agreement is assignable to a purchaser of a unit, which financial assistance is a deviation from the Agency's Uniform Tax Exemption Policy, making the finding that the project will prevent economic deterioration and promote employment opportunities, and authorizing the Agency to conduct a public hearing. Mr. Gilroy abstained.

Mr. Zegarelli then made a motion, seconded by Mr. Buffa to approve a SEQR resolution relating to the RED Adirondacks, LLC facility. Mr. Gilroy abstained.

4C) NEW BUSINESS – Performance Plus Solutions, LLC

Mr. Spaeth gave a brief overview of the project indicating that Mr. Maurizio purchased the soon-to-be former Falvo Manufacturing located on Harbor Road in the Harbor Point area for the purpose of housing eBliss Global, an electric bike manufacturer. Mr. Klehm added that currently the bikes are assembled in the US with parts from around the globe. The goal is to locally source all parts so as to have the 'Made in USA' label. He expects bikes to be out of the door by December.

With some discussion, Mr. Martin then made a motion, seconded by Mr. Buffa to approve an inducement resolution relating to the Performance Plus Solutions LLC facility, granting preliminary approval for financial assistance in the form of exemptions from sales tax (valued at \$35,807.00) and reduction of real property tax for a period of ten years (valued at \$89,073.00) which financial assistance is not a deviation from the Agency's Uniform Tax Exemption Policy, making the finding that the project will prevent economic deterioration and promote employment opportunities, and authorizing the Agency to conduct a public hearing. Mr. Gilroy abstained.

Mr. Martin then made a motion, seconded by Mr. Buffa to approve a SEQR resolution relating to the Performance Plus Solutions, LLC facility. Mr. Gilroy abstained.

4D) NEW BUSINESS – 2026 UIDA Budget

Mr. Spaeth gave a brief overview of the budget.

On the recommendation of the Finance Committee, Mr. Buffa made a motion, seconded by Mr. Zegarelli to approve the 2026 UIDA budget. All in favor.

4E) NEW BUSINESS – Center for Regional Growth MV Empowers Grant

Mr. Spaeth introduced Mr. Adamczyk from CRG who described an initiative for bringing career opportunities and occupational insights to high school students via virtual reality igloos. Those that will also benefit by the experience include students, guidance counsellors and out of work parents. CRG has applied for a grant to which they are asking for \$75,000 to be used as the upfront funding for the project. Once funded and the program is implemented, the grant would be used to reimburse those contributors.

Agency counsel noted that the UIDA cannot grant or lend funds so they will review and provide legal counsel before proceeding. Mr. Spaeth was asked to contact other IDAs to ascertain their method for providing funds.

5) EXECUTIVE SESSION: Not entered into

6) ADJOURNMENT: There being no further business brought before the Agency, Mr. Zegarelli made a motion to adjourn, seconded by Mr. Buffa and the meeting was adjourned at 9:27am.

The next regular meeting of the Utica Industrial Development Agency is scheduled for Wednesday, October 1, 2025 at 8:30am at City Hall via WebEx and in-person.