

CENTRAL NEW YORK REGIONAL MARKET AUTHORITY
REGULAR BOARD MEETING
Tuesday, October 5th, 2021
7:00 P.M.

PRESENT: A. Emmi, C. Pratt, J. Berenguer, M. Mahar, R. Daratt

ZOOM: J.A. Delaney, M.E. Chesbro, M. Broccoli

ABSENT: D. Ross, K. Batman, J. Musumeci, M. Thurston, C. Nowak

OTHERS: A. Vitale, B. Vitale

The meeting was called to order at 7:06 PM by Board President, Chip Pratt.

APPROVAL OF AGENDA

A. Vitale recommended that the action item: Buda Lease Update, be moved to be discussed after the first quarter quarterly report. This was due to the fact that there were portions of that discussion, the vendor issue discussion, and the board discussion that would be advisable to discuss in executive session.

Resolved; a motion was made by J.A. Delaney and seconded by A. Emmi to approve the agenda with the recommended adjustment. All in favor; no one opposed; no abstentions.

APPROVAL OF PRIOR MINUTES

Resolved; a motion was made by M.E. Chesbro and seconded by J. Berenguer to approve prior minutes. All in favor; no one opposed; no abstentions.

DISCUSSIONS OF PROPOSAL FROM BYRNE DAIRY

A. Vitale presented that there was a meeting held between the Market and Byrne Dairy, and that Byrne Dairy is in growth mode and has interest in an option to expand their facility at the Market. A. Vitale then presented the proposal submitted by Byrne Dairy that was included in the Board Packet. After some minor discussion regarding the difference between an option and a right of first refusal, and other options for additional parking if the spot was lost, it was decided that this discussion would take place further in executive session for the discussion of rates and possible negotiations.

UTILITY COMPANY STORAGE UPDATE / COMMISSION HOUSE ELECTRICAL ISSUE

A. Vitale presented that the Authority has recently began an agreement with an electrical company that services storm for the entire northeast of the United States. They had bought a parking lot, but there were a lot of issues and they needed an immediate resolution for an area to park until their parking lot was ready for them. They were working with Jeff Kelson as a realtor, who recommended the Market and got them in contact with us. The parking area that they will be utilizing is an underutilized space behind the truck court. The lease that the market has entered into with the company is a one month lease, that will continue on a month to month basis upon the expiration of the first month, and continuing until they are no longer in need of the space. The company will be paying the Market \$10,000.00 a month for the space, and after a \$500.00 monthly realtor fee, the Market will profit \$9,500.00 monthly on that space. In addition to this revenue, when the company came in to check out the space, they discovered an extensive electrical issue with power running to two of our commission houses. As part of the agreement, they will do the work to repair the issue, given that we supply the materials and backup generators for the duration of the project.

B. Vitale gave a brief description of the electrical issue that was found. On the pole that they will be using for their electrical service, there is a box that houses the electrical for Commission House 1 and Commission House 2, that was installed during the restoration project. When they opened the box, they noticed that one of the grounds was deteriorated very badly. If there was any amount of stress placed on it, it would kick out the power to both commission houses. Since it will be the Market's responsibility to provide power to the commission houses while the power is cut to do the repairs, our electricians have already taken a look at what it will take to provide the power, and they will be lining up and hooking ups generators for us when the time comes.

FIRST QUARTERLY REPORT

A. Vitale discussed the issues that we are facing and continue to face due to the time that has passed since the completion of the restoration project. Being twenty plus years removed from the project and life span on many materials being only 20-25 years, the Market has had to deal with many catastrophic failures over the past year and a half. This in addition to revenue still being low as we are building back up from COVID with the loss of some vendors and the temporary closure of the Flea Market, means that we are operating a little closer to breaking even and this is all reflected in the expenses as we review the quarterly reports. Some large projects that had to take place immediately on an emergency basis this year include the air handling units for both the upstairs and downstairs of the administration building, the boiler in the administration building, and various other failures around the grounds. In addition to that, Lupini will be beginning repairs on the corner of the Administration Building this coming month.

A. Vitale highlighted that within the first quarter of this year, the Authority has seen an income of \$150,000.00 more than was seen in the first quarter of last year. This really shows the upward trajectory of the recovery from COVID that the Authority is experiencing. Outside of this, the first quarter was very normal on point with the basic income and expenses that we experience in the first quarter of every year. A. Vitale pointed out, that each year, the Authority sees the majority of its income and expenses in the first quarter of the year. This is when payment for the largest and most expensive season on the retail market comes in, and this is when many of the yearly bills such as insurance are paid. This is reflected when you look at the quarterly budget column where the budget is broken into four evenly. The reality for the Authority, is that there is a larger portion of those funds both coming in and going out in the first quarter in comparison to the other quarters. In addition to this, A. Vitale highlighted the repairs to buildings account, explaining that this account is where we are going to notice some additional expenses this year. Outside of these items, there is nothing outside of the norm. There were no questions.

Resolved; a motion was made by R. Daratt and seconded by M. Mahar, to approve the quarterly report as presented. All in favor; no one opposed; no abstentions.

Resolved; a motion was made by M. Broccoli and seconded by J. Berenguer, to go out of regular session and into executive session for the purpose of discussing lease negotiations and personnel matters. All in favor; no one opposed; no abstentions.

Resolved; a motion was made by A. Emmi and seconded by J. Berenguer, to go out of executive session and into regular session. All in favor; no one opposed; no abstentions.

Resolved; a motion was made by J. Berenguer and seconded by J.A. Delaney, to approve rate increases as presented for employees effective November 1, 2021. All in favor; no one opposed; no abstentions.

Resolved; a motion was made by M.E. Chesbro and seconded by R. Daratt to offer Byrne Dairy an option at the rate of \$10,000.00 per month. All in favor; no one opposed; no abstentions.

Resolved; a motion was made by A. Emmi and seconded by J.A. Delaney to offer Buda's Meats and Produce a one year extension of their current lease at the rate of \$13.05 per square foot. All in favor; no one opposed; no abstentions.

Resolved; a motion was made by J. Berenguer and seconded by R. Daratt to revoke the privileges of holding a license, lease, or permit from vendor Mike Musumeci effective at the expiration of his current license on October 31st, 2021. All in favor; no one opposed; no abstentions.

NEXT MEETING

The next meeting of the Board of Directors will be on November 9th, 2021 at 3:30pm.

ADJOURNMENT

Resolved; a motion was made by R. Daratt and seconded by J.A. Delaney, to adjourn at 9:17 pm. All in favor; no one opposed; no abstentions.
