



**Yonkers Industrial Development Agency  
Regular Board Meeting  
June 7, 2011**

**Board Members Present**

Mayor Amicone, Chairman  
Martin Ball, Sr., Vice Chairman  
William Regan, Secretary  
Joy Lawrence, Treasurer (arrived late)  
Cecile D. Singer, Member  
Peter Kischak, Member

**Absent Members**

Michael Baratta, Member

**Non-Members Present**

Melvina Carter, Yonkers IDA CFO  
Dennis Lynch, General Counsel  
David Rothman, Harris Beach  
Ralph Karanian, Kimber Manufacturing Inc.  
Dennis Shepherd, Yonkers City Council  
Michael Petralia, LAKPR

**Roll Call**

Mayor Amicone called the Board Meeting to order at 8:37 a.m. A roll call was taken. The following Board Members were noted to be present: Mayor Amicone, Martin Ball Sr., William Regan, Cecile Singer, Peter Kischak, Joy Lawrence was noted to be on her way to the meeting. Michael Baratta noted was excused. A quorum was established for the conduct of business.

**Approval of Minutes for the May 11, 2011 Meeting**

Mayor Amicone referenced the first item on the Agenda and noted that all the Board Members were provided with a copy of the Draft Minutes for the May 11, 2011 meeting in advance of this meeting. Mayor Amicone provided time for the Board Members to review the Minutes and then asked if there were any additions or changes needed and if the Board was ready to approve the Minutes. None of the Board Members indicated any changes were necessary.

A motion to approve the Minutes of the May 11, 2011 meeting was made by William Regan and seconded by Martin Ball, Sr. **Approved 5-0**

### **Approval of Financials for April 2011**

Mayor Amicone introduced the next Agenda item which was the Approval of Financials for April 2011. Melvina Carter, IDA CFO advised the Board that Pat Serenson, IDA accountant was unable to attend the meeting and that Ellen Lynch, IDA President/CEO was away on vacation. CFO Carter adds that the Financials were provided to the Board in advance and indicated that the 1<sup>st</sup> quarter of 2011 revenues were a little slow but spending was adjusted to offset it. CFO Carter goes on to highlight that May should be a better month.

A motion to approve the Financials for April 2011 was made by Cecile Singer and seconded by Peter Kischak. **Approved 5-0**

### **Approval of Inducement Resolution for Kimber Manufacturing, Inc.**

Mayor Amicone introduced the next Agenda item which was the Approval of Inducement Resolution for Kimber Manufacturing, Inc. David Rothman, Harris Beach, introduced Kimber Manufacturing, Inc. and advised that a representative from the company was present to speak about the project. Mr. Rothman added that the inducement resolution was for a straight lease transaction, agent agreement, lease leaseback tax agreement and sales tax exemption.

Ralph Karanian of Kimber Manufacturing, Inc. issued a brief overview of the Kimber project which is a sporting high quality firearm manufacturer and described their products to be typically double the average price of the regular sporting firearm. Mr. Karanian advised that Kimber's customer base includes commercial enthusiasts, hunters, people using firearms for personal defense, law enforcement and special operations of the U.S. government as well as the USA shooting team practice weapons. Mr. Karanian stated that Kimber currently employs approximately 480 full time employees and roughly 380 are in the Yonkers location already.

Mr. Karanian highlighted that Kimber currently has 110,000 sf of manufacturing space; the Saw Mill River property that will be leased has 100,000 sf. The purpose of acquiring the additional space is to double production over the next 3-5 years. Mr. Karanian added that Kimber is a privately owned and profitable company. Secretary Regan questioned the whereabouts of the new site. Mr. Karanian advised that the property is located at the foot of the Stew Leonard's building. Secretary Regan inquired if the new site will reduce the traffic at the existing location of Kimber. Mr. Karanian advised that in a few years it would reduce traffic because the final finished goods location would be at the new site. Mayor Amicone explained that there is a constant struggle with the neighborhood residents and manufacturers operation at Kimber's current location. Mayor Amicone commented that if the new space reduces the amount of trucks in and out of the neighborhood it would help benefit both sides.

Mr. Karanian advised that the current Kimber site was once a tire distributor that had numerous trucks in and out of the neighborhood, but when Kimber took over

the site, the traffic subsided and there was no additional trucking instead it was cut in half in comparison. Vice Chairman Ball questioned inventory type at the new site. Mr. Karanian responded that the site will consist of finished goods and that the intent is to start with raw material and go through final inspection process and store the finished goods prior to shipment throughout the United States to various distributors. Vice Chairman Ball inquired about any crime problems knowing that there are guns at Kimber's site. Mr. Karanian advised that there are none so far and that the site is equipped with gated security which is guarded 24/7. Mr. Karanian went on to add that they produce low levels of finished goods which are shipped out frequently, they do not build to store inventory.

Board Member Singer inquired about the job count. Mr. Karanian responded that the objective is to double the output of production capacity within 3-5 years not necessarily jobs. But if production does increase they will anticipate creating at least another estimated 100 jobs. Mr. Karanian adds that production in the building will begin at the end of the year. CFO Carter commented that Kimber's application represents jobs to be created will be 82 full time employees and it will be in phases so if there are 100 jobs then that would be optimum for the IDA.

Mayor Amicone advised that the record should reflect that Board Member Joy Lawrence has joined the meeting. Board Member Kischak questioned if there were any other companies in the neighborhood of the proposed project site. Mayor Amicone responded that Ferncliff was in that area. Mr. Karanian advised that Kimber would be taking over the entire building at the new site.

A motion to approve the Inducement Resolution for Kimber Manufacturing, Inc. was made by Cecile Singer and seconded by Martin Ball, Sr. **Approved 7-0**

#### **Approval of Inducement Resolution for Yonkers Racing Corporation**

Mayor Amicone introduced the next Agenda item which was the Approval of Inducement Resolution for Yonkers Racing Corporation. Counsel Lynch introduced Yonkers Racing Corporation as a continuation to what was done back in September 2003 to the Raceway when they first applied as well as a supplemental memo of agreement in June 2005. Counsel Lynch advised that Yonkers Raceway is looking to add 60,000 sf of additional space along with 179 construction jobs along with full time jobs. Counsel Lynch added that this phase 1-a of improvements will help the Raceway compete with the Aqueduct since 35% of customers are from the Queens and Brooklyn area. Mayor Amicone added that new restaurants and some additional machines but not all machines will be done in this phase. Mayor Amicone mentioned the majority of machines will be installed in the next phase. David Rothman, Harris Beach, highlighted that the additional machines will be part of the larger phase II.

A motion to approve the Inducement Resolution for Yonkers Racing Corporation was made by Peter Kischak and seconded by William Regan. Joy Lawrence and Cecile Singer abstained. **Approved 5-0-2**

### **Legal Updates**

Mayor Amicone inquired if there were any items under Legal Updates to be discussed. Counsel Lynch advised the Board that they are still waiting on a decision regarding the condemnation issued from the judge. Counsel Lynch stated that it has been about a year since it has been submitted.

### **Other Business**

Mayor Amicone inquired if there were any items under Other Business to be discussed and to let the record show that Council Member Dennis Shepherd was present at the meeting. Councilman Shepherd questioned if the IDA has any say as far as the permit for the Raceway and that he met with the Raceway on ideas of beautifying the section where the parking lot was taken down. Mayor Amicone advised that the City handles this but once the IDA induces the project then they are able to work with the Raceway regarding the parking lot.

Included in the board packets were articles on IDA projects: Altman Lighting, Westchester Assisted Living and a recap of all of the IDA project closings for 2010.

### **Adjournment**

The Mayor inquired if there was any further business. Hearing none, a motion to adjourn was made by William Regan and seconded by Peter Kischak. Meeting adjourned at 8:53 a.m. **Approved 6-0**