

Tompkins County Development Corporation

Administration provided by Ithaca Area Economic Development

**TOMPKINS COUNTY DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING
• Wednesday, January 8, 2025 • 2:00**

**Legislative Chambers
Governor Daniel D. Tompkins Building
121 E. Court Street, Ithaca NY**

THIS MEETING WILL BE LIVESTREAMED
Link to live stream channel: <https://tinyurl.com/weo3tkk>

Mission Statement: To promote economic development initiatives in Tompkins County by offering tax-exempt bonding opportunities to not-for-profit organizations.

AGENDA

- | | Page |
|--|------|
| 1. CALL TO ORDER | |
| 2. PRIVILEGE OF THE FLOOR | |
| 3. ADDITIONS TO AGENDA | |
| 4. BUSINESS | |
| • Friends of the Ithaca Farmers Market Request for Funding | |
| - Request Letter | 2 |
| - Capital Campaign Progress Report | 3 |
| • Shared Kitchen Ithaca Progress Update | |
| 5. CHAIRS REPORT | |
| 6. STAFF REPORT | |
| 7. MINUTES - APPROVAL | |
| December 11, 2024 Board Meeting | 4 |
| 8. ADJOURNMENT | |

Investing in the Future of the Ithaca Farmers Market

Request to Tompkins County Development Corporation for \$125,000 to support parking lot renovation that will improve access, safety, and circulation for the many users of the Ithaca Farmers Market and preserve the future economic viability of the Market.

Ithaca Farmers Market – a **unique community resource** that brings together local residents and visitors in a vibrant waterfront setting where they meet farmers, food vendors, and artisans all from within a 30-mile radius of Ithaca. This direct interaction between producers and consumers is rare in today’s marketplace. The quality and variety of products keeps people coming back - it’s A HAPPY PLACE!

IFM is a business incubator – a total of 160 small entrepreneurs utilizes the IFM as a place to start and grow their businesses, and many end up earning their entire livelihood at Market. As they grow, they create jobs and contribute to the local economy. There are many businesses who launched at IFM – familiar names include: Angelheart/FLAX clothing, Silk Oak, Emmy’s Organics, Ithaca Hummus, several cideries and wineries, as well as, new retail food outlets – Mama Said Hand pies and Asempe Kitchen in Press Bay, and Wide Awake Bakery in Franklin Plaza.

Each year IFM accepts 20-25 new vendors who sell at weekday or weekend markets. They benefit from exposure to many customers, hone their retailing skills, and enjoy the advice of experienced vendors.

IFM is a top Food Business incubator in our community offering an accessible venue for recent immigrants to start a business. The cuisine of at least 15 countries is represented at Market. It is food that attracts many shoppers (especially college students). IFM is excited to be partnering with Shared Kitchen Ithaca to help IFM vendors expand their product lines and marketing options.

Altogether, sales generated by IFM vendors combined amounts to 5 million dollars a year. And 50% of the 100,000 Market customers are visitors to the area (from more than 90 miles) making IFM one of the top visitor destinations in the county.

Planning for the Future - All of this activity started 50 years ago with a few vendors. 36 years ago, IFM moved to Steamboat Landing and built our beautiful pavilion to house 95 vendors. Our age is showing and our site needs many upgrades – starting with the parking lot.

IFM has a long-term lease with the City to operate the Farmers Market. This places the responsibility for site improvements on the IFM. For this reason, with City support, IFM was awarded a 3.2 million dollar grant from NYS Environmental Protection Fund (via NYS DOS LWRP) for parking lot improvements. This grant requires a 15% match (\$600,000) to secure the full amount of state funds and complete the project (\$420,000 secured to date).

We are asking TCDC to consider the impact the Market has on our community and make an investment of \$125,000 in the future viability of the Ithaca Farmers Market. Friends of the IFM, a non-profit tax-exempt charitable organization (EIN 87-0886187), is leading the capital campaign. Participation by TCDC would demonstrate the county’s commitment to supporting small businesses that contribute our local economy, and who may become large businesses one day. *Upgrades to Steamboat Landing will preserve the Market as a viable place to do business and an attractive destination for visitors.* Thank you for your consideration of this request.

Sincerely,

Monika Roth, President
Friends of IFM - Not for Profit, 501c3

Jan Rhodes Norman, President
Ithaca Farmers Market

Friends of the Ithaca Farmers Market

Capital Campaign Progress Report – Sept. 2023 to Dec. 2024

Who we are: Friends of the Ithaca Farmers Market is a newly formed Not for Profit (2022) with the mission of extending the community benefit of the Ithaca Farmers Market (IFM). As a charitable organization, we are able to raise funds and apply for grants that increase food security, support new local businesses, and improve the market to make it more accessible and enjoyable for all. Friends of IFM is run by volunteer board of directors comprised of community members and Market representatives.

Why a Capital Campaign? The purpose of this campaign is to raise matching funds required by a NYS DOS LWRP grant from the NY Environmental Protection Fund received to make site improvements at IFM Steamboat Landing (545 Third St), starting with the parking lot.

What is the Campaign Goal? The State grant pays for 85% (3.2 million) of project costs, and Friends of IFM must raise 15% match (\$600,000). In addition, to pay for project costs not covered by the State grant, we need to raise at least \$150,000 more. (Total goal is \$750,000).

What is the Project? Funds will be used for improvements to IFM that will create a safe, accessible, and welcoming parking lot and pathways to the IFM pavilion. Renovations include: improved bike and bus access, visibility to make it easier to find parking spots, a new circulation pattern, permeable pavers and porous paving for improved drainage, accessible walkways for pedestrians, strollers and wheelchairs, lighting for evening events, and a new native plant landscape.

The Project Team: Whitham Planning Design Landscape Architects is responsible for the overall design, and coordination with Hunt Civil Engineers, Ram-Tech Electrical Engineers, and the City of Ithaca. Grant administration is provided by Michele Palmer, Templeton Landscape Architecture & Planning. Boland's Excavating and Topsoil is the contractor. The project is being financed by Farm Credit East.

Major Sponsors to date:

- Ithaca Farmers Market
- Tompkins Tourism Capital Grants Program
- Park Foundation Loan
- Community Foundation of Tompkins County

Corporate Sponsor to date:

Ithaca Law	Wegman's
Miller Mayor	Greenstar
Hancock Estabrook	Cayuga Health

And many individual donors who have given generously during the past year.

Progress towards our goal: \$420,000 – 70% of the required \$600,000 match
And 55% of the \$750,000 total funds needed.

Construction Completion date: July 2025

Questions: Contact Monika Roth, Friends of IFM Board President, campaign@ifmfriends.org

**Tompkins County Development Corporation
Board of Directors Meeting DRAFT Minutes
December 11, 2024 – 2:00 PM
TC Legislative Chambers
121 E. Court Street
Ithaca NY 14850**

Present: Rich John, Jeff Gorsky, Jerry Dietz, Ducson Nguyen, Anne Koreman, Deborah Dawson

Excused: Todd Bruer

Admin: Heather McDaniel, Ina Arthur, Kellea Bauda (IAED), Russ Gaenzle (remote) Harris Beach, PLLC

CALL TO ORDER

Rich John called meeting to order at 4:00 pm.

PRIVILEGE OF THE FLOOR

Monika Roth – President of the Friends of the Ithaca Farmers Market

I am here on behalf of the Friends of the Ithaca Farmer’s Market to talk to you about investing in the future of the Farmer’s Market. You might know that we have received a large DOT local waterfront revitalization grant of \$3.6 million from the State. We are going to have a groundbreaking on Saturday with some of the State representatives there at 1pm. We certainly have gotten investment in this project locally including from the Park Foundation and other private sources but we are looking to come back to you at your next meeting with a proposal that the TCDC could help us out. The Farmer’s Market has been operating for 51 years, and we are, I would say, one of the very effective business incubators in our community. We have over 160 members, small businesses we recognize, and it is a place where local small entrepreneurs can get a start, get their product in front of over 100,000 customers a year and you know those businesses grow. They spin off. We’ve had names you will recognize like Emmy’s and Ithaca Hummus and Angel Heart. Quite a number of businesses that have spun out of the Ithaca Farmer’s Market over the years and so we think we fit your goals and objectives to support the community in terms of supporting individuals in our community who want to start businesses that hopefully two or three folks what work with them, and many have other outlets beyond the Farmer’s Market. Some depend on the Market fully for their income, so we want to keep it vital. That is why we are making improvements, and we are investing initially in the parking lot, but we do hope to make further investments down the road. So, I’ll be back in January, thank you.

ADDITIONS TO THE AGENDA – None

BUSINESS

Cayuga Medical Center at Ithaca 2022 & 2024 Bond – Affiliation Consent

Jeff Gorsky made a motion to approve the resolution authorizing the affiliation/merger of Cayuga Health System and Arnot Ogden Medical Center and the execution and delivery any and all documents in connection therewith. Anne Koreman seconded the motion. The motion was approved 6-0-1 (Bruer absent).

2025 Draft Memorandum of Agreement IAED & TCDC

Deborah Dawson made a motion to approve the 2025 Draft memorandum of Agreement between IAED and TCDC. Jeff Gorsky seconded the motion. The motion was approved 6-0-1 (Bruer absent).

CHAIRS REPORT – None

STAFF REPORT

Heather McDaniel reported that she met with Monika Roth of the Friends of the Ithaca Farmer’s Market will be coming to the January 8, 2025 meeting with a funding request to assist with the upgrades to their parking lot.

The initial check for the Block 14 loan is being reissued as the original was misplaced before it could be deposited. The project has also hired Joe Bowes of Holt Architects and formerly of INHS to help them do some community outreach and some planning.

MINUTES

Jeff Gorsky made a motion to approve the minutes from the November 13, 2024 Board meeting. Deborah Dawson seconded the motion. The motion was approved 6-0-1 (Bruer absent).

The meeting adjourned at 4:04 pm.