

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY
Big Bay Lodging LLC PROJECT
PUBLIC HEARING MINUTES
May 11, 2016

Bud Taylor, Chairman of the Counties of Warren and Washington Industrial Development Agency (the "Agency"), called to order a duly noticed Public Hearing for the Big Bay Lodging LLC Project at 10:00 a.m. on the 11th day of May, 2016 in the Supervisors' Room located at Queensbury Town Offices, 742 Bay Road, Queensbury, New York.

Present at the meeting were:

Harold (Bud) Taylor	WWIDA Chairman
Robert Morris, Esquire	Counsel for WWIDA
Bhavik Jariwala	Big Bay Lodging LLC
Jack Kelley	CB Prime Companies
John Strough (arrival 10:30)	Town of Queensbury Supervisor
Deborah Mineconzo	WWIDA Office Administrator

Deborah Mineconzo read into the minutes the published statement describing the proposed project and financing.

Mr. Jariwala made a brief presentation and answered several questions on the project for Attorney Robert Morris. Regarding the assistance being requested, Mr. Morris advised Mr. Jariwala on the Agency's other most recent hotel project in Lake George. He pointed out the project was given sales tax and mortgage tax abatements only without a PILOT. The Lake George project is targeted to be a year round hotel, unlike the others in the Village, and will hopefully attract more tourists. However, Mr. Morris added that the Lake George developer and his attorney, Jon Lapper, had decided not to seek a PILOT since there might be opposition from other hotels in Lake George.

Mr. Jariwala voiced concerns over two other hotels being planned for Exit 18. However, he added his planned Hilton suite hotel has the most square footage, with the most amenities for extended stays. Their hotel will offer bigger rooms with kitchenettes, saline pool, marketplace, gym, laundry facilities and be pet friendly.

Mr. Kelley arrived and voiced his pleasure from a regional standpoint of this project and large \$11 million investment in this area. He emphasized the creation of about thirty jobs in the service area. The impact to this area would be a positive one in his opinion. While the Exit 18 area has considerable traffic at the present time, studies show no unreasonable traffic impact by this new hotel. Mr. Kelley stated Mr. Jariwala has a very good track record with his other seven hotels. The benefits given by the IDA would offer Mr. Jariwala time to stabilize his project and make a profit. Mr. Kelley said the Hilton brand scrutinizes the areas of proposed site selections

extensively before giving approval with their brand.

In support of his project's PILOT request, Mr. Jariwala stated during the ten year PILOT, sales tax and occupancy tax revenue would be coming into the area from his project and potentially the other two hotel projects. After the 10 year PILOT ended, the real property taxes paid by the hotels would increase the tax rolls significantly. Mr. Morris responded that the concern is with setting a precedent with this hotel which would then need to be applied equally to the other two future hotels should they ask for the same assistance from our Agency. Mr. Morris emphasized the final decision on the project and its benefits would be made by the Agency Board.


Mr. Morris asked Mr. Jariwala specifically what property tax relief his project would be looking for. Mr. Jariwala responded he'd like 100% relief for ten years, which Mr. Morris responded would definitely need the Town's approval. Mr. Kelley interjected that he understands the Agency's normal PILOT policy for this type of project is 50% for five years and 25% for five years without the Town's approval. He added that ultimately the developer doesn't intend to be unreasonable in its request.

Mr. Strough arrived and was asked by Mr. Taylor to voice his comments on (the IDA) granting benefits to this project. Mr. Strough responded that he had already talked with all three developers about their planned hotels at Exit 18. Mr. Strough said he would support extending sales tax and mortgage tax exemptions to this project, same as the Lake George Marriott project. He added "staying consistent" was important with the upcoming hotels. However, he is reluctant to go along with the PILOT program because if you do one for one hotel project, you need to do for all of them. He added he said the same to the other two developers and Bud Taylor recently.

Mr. Kelley asked about the project qualifying for 485b benefits through the Town if the IDA does not offer a PILOT. Mr. Strough responded he would need to look into the specifics on a 485b and would get back to Mr. Kelley on the matter.

There being no comments from the public and no further comments from those in attendance, Mr. Taylor closed the hearing at 10:45 am.

Dated: 5/16/16



Harold G. Taylor, Chairman WWIDA

COUNTIES OF WARREN AND WASHINGTON INDUSTRIAL DEVELOPMENT AGENCY

Date: May 11, 2016

SIGN-IN SHEET

For

Big Bay Lodging LLC

	NAME	REPRESENTING
1	Deborah Munecongo	WWIDA
2	Buel Taylor	WWIDA
3	Bhavik Jariwala	Big Bay Lodging LLC
4	Robert C. Morris	WWIDA
5	Jack Kelley	Prime Companies
6	JOHN STROUGHT	TOWN OF QUEENSBURY
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