

**COUNTIES OF WARREN AND WASHINGTON**  
**INDUSTRIAL DEVELOPMENT AGENCY**

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At the Board Meeting of the Counties of Warren and Washington Industrial Development Agency held on **November 18, 2019** at the Washington County Municipal Center, Fort Edward, NY, the following members were:

<b>PRESENT:</b>	Dave O'Brien	Chair
	Craig Leggett	Vice Chair
	Michael Bittel	Sec/Treasurer
	Brian Campbell	Member At-Large/Park Chair/Contracting Officer
	Bruce Ferguson	WWIDA/WWCDC Member
	Matt Simpson	WWIDA/WWCDC Member
	Nick Caimano	WWIDA/WWCDC Member
	Mike Wild	WWIDA/WWCDC Member
	Ginny Sullivan	WWIDA/WWCDC Member
	Travis Whitehead	WWIDA/WWCDC Member

**ABSENT:**

<b>ALSO PRESENT:</b>	Alie White	Office Administrator
	Kara Lais, Esq.	FitzGerald Morris Baker Firth PC
	Jack Kelley	Coldwell Banker Commercial
	Michael Dahl	Sr. Consultant W.L. Plastics
	Eon Nichols	W.L. Plastics Company Counsel
	Zach Middleton	Fort Edward Planning Board Member
	Pat Sullivan	Argyle Town Board Councilman
	Bob Henke	Argyle Town Supervisor
	Laura Oswald	Washington County Economic Development Director
	Dana Haff	Hartford Supervisor
	Bob Dillon	Hartford Deputy Supervisor
	Laura Chadwick	Washington County Real Property Tax Director
	Al Nolette	Washington County Treasurer
	Lester Losaw	Incoming Fort Edward Town Supervisor
	Dan Ward	Fort Edward School Superintendent
	Gwen Craig	Post Star
	Terry Middleton	Fort Edward Town Supervisor
	Dave Cutler	Fort Edward Resident

The minutes of the meeting were taken by Alie White, Office Administrator. Dave O'Brien called the meeting to order at 4:05 p.m. Attendance was taken by roll call and the needed quorum was confirmed.

**Approval of minutes:**

Mr. Simpson made a motion to approve the minutes of the October 21, 2019 Board Meeting. Mr. Wild seconded the motion and all voted in favor of the motion by voice vote.

### **Accounts Payable:**

Chair O'Brien presented the payables. Mr. Campbell made a motion to approve the October Accounts Payable and Mr. Leggett seconded the motion. Motion was carried and approved by roll call vote unanimously.

### **New Business – W.L. Plastics:**

Mr. O'Brien introduced Michael Dahl, Sr. Consultant for W.L. Plastics, to present information on the company. Mr. Dahl explained that W.L. Plastics is a manufacturer of high density polyethylene pressure pipe. The Fort Edward location would be the ninth location in the country with over five hundred employees combined.

Mr. Wild inquired why the interest in Fort Edward; Mr. Dahl explained there is currently no W.L. Plastics presence in the North East, shipments are freight sensitive and a customer requested them to be in the region.

Mr. Wild inquired how strong is W.L. Plastics' commitment to 50 job openings; Mr. Dahl explained their current eight plants are pretty consistent with this job count.

Mr. Campbell inquired if the local municipalities would receive sewer and water pipe savings; Mr. Dahl explained construction costs can be reduced by half in using trenchless installation and hopes the municipalities use their product.

Mr. Leggett inquired what the pipes are made out of; Mr. Dahl explained they are made of polyethylene, which is an inert material, and the pipes are continuously made 24/7.

Mr. Leggett inquired if spin-off businesses could come from W.L. Plastics' business; Mr. Dahl explained a fitting fabrication facility (which makes the fittings for the pipes) could possibly be attracted to this area.

Mr. Ferguson inquired what the smallest pipe is that they make; Mr. Dahl explained the range of size is from ½" to 54".

Mr. Caimano inquired what kind of waste do they produce, how much of it is produced and how is it taken care of; Mr. Dahl explained their waste is a closed-loop system, the hot pipes are cooled by water then that water gets filtered and goes back into the chilled water system for recirculation. Mr. Dahl further explained the water usage is equivalent to a domestic residence annually. Mr. Dahl also noted the scrap material gets grinded down and reenters into the raw material, creating net zero scrap.

Mr. Ferguson inquired if any recycled material is used in creating the pipes; Mr. Dahl explained their product is all regulated pressure pipe so the resin goes through rigorous criteria, including a fourteen-month advanced weathering process, in order to get approved as raw material.

Mr. Whitehead inquired about the air emissions; Mr. Dahl explained they typically have less than two tons of BOC emission per year, noting anything under one hundred ton of BOC emission in the U.S. is considered a non-emission source.

Mr. Wild inquired about advanced technology in the new plant; Mr. Dahl explained the new plant would receive state of the art equipment compared to their initial equipment being nineteen to twenty years old.

Mr. Bittel inquired the time line for the 50 jobs and how many of those jobs will be imports; Mr. Dahl explained that it depends on the quality of the workforce but predicts a full year before running up to schedule. Mr. Dahl also explained the plant manager and a couple of other production assistants would be transplanted to this facility.

Mr. Ferguson inquired how many units would there be in the plant; Mr. Dahl explained this facility would have seven manufacturing lines at three hundred feet long.

Mr. Caimano inquired where their tools come from; Mr. Dahl explained 90% of the tools they use come from the extrusion line manufacturer.

There being no further questions, Mr. O'Brien noted page fourteen on the application had not been filled out as the property value had not been assessed yet and noted a meeting was conducted on Friday, the 15<sup>th</sup>, with Fort Edward's Town, Village, School and Assessor to achieve these values. A completed page fourteen was included in the meeting packets for review.

Mr. O'Brien noted W.L. Plastics is looking to receive sales tax exemption status for 2019 to spearhead the purchase of ten million in equipment before the first of the year. A public hearing and special meeting were scheduled for December 4<sup>th</sup> at 10:00 a.m. for the PH and 4:00 p.m. for the SP.

Mr. O'Brien also noted the closing for the sales tax exemption would be in 2019 and a second closing can't happen until the property is sub-divided and the contracts are signed but estimates sometime in January-February to close. A map of the sub-division was included in the meeting packets.

A motion was made by Mr. Ferguson to accept the application and set the public hearing and Mr. Caimano seconded. All voted in favor by voice vote.

**Park Business –**

Mr. Kelley requested a short discussion with Ms. Lais in regard to the wetlands discovery made by U.S. Army Corps of Engineers.

Ms. Lais stated the discussions she has had referred to the following: the permit is expired due to it being attached to a piece of legislation that had expired. It's been indicated by the Corps that any future project would need to be re-delineated. It was agreed with counsel and the Corps that should a potential project come up in the future that a meeting shall take place with every party involved to discuss a mutually acceptable outcome.

Mr. O'Brien noted any project that is currently in the park is not affected until changes are made.

**Old Business –**

*PILOT Billing Update* – Ms. White stated there was only one project with an outstanding school PILOT payment due however they have been in contact with her and explained the check had been inadvertently sent directly and are currently reversing said payment to properly go through IDA.

*Priority List Update* – Mr. O'Brien stated the same three items are still in progress so no changes/updates to be made at this time.

*Recapture Policy* – Mr. O'Brien stated maps had been emailed previously to the board members showing existing empire zone, opportunity zones and highly distressed areas.

Ms. Lais stated these areas have waived minimum job requirements.

Mr. Whitehead stated many other IDA's have a 485B as their base PILOT where as WWIDA is more enhanced. He suggested WWIDA also have the base PILOT as a 485B.

Mr. Whitehead also noted the ABO suggests considering a recapture should a client not meet their pledge for job count. He also noted other IDA's have a blurb in their recapture policy stating a PILOT could go back to a 485B structure should their job counts not be met.

After discussion of several different scenarios it was majority decided by show of hands to keep the base PILOT as is.

*Sexual Harassment/Violence in the workplace training* – Ms. White stated no changes have been made since the last Board meeting.

*Marketing & Direction, Executive Director* – Mr. O'Brien stated the special meeting for marketing that was held a couple of weeks ago went very well and talk of another meeting is in the works to expand the discussion.

*Livestream Meetings* – Mr. O'Brien stated there were three quotes that he received for equipment to livestream the meetings, two quotes were between four and five thousand dollars and one quote was for one thousand dollars. The quote for one thousand dollars has been purchased and equipment will be delivered within the next couple of weeks.

*PARIS approval update* – Ms. White stated the 2018 PARIS report has been submitted and certified.

*Dec 16<sup>th</sup> Christmas Party Reminder* – Mr. O'Brien reminded the Board Members FMBF is holding a Christmas party at the Docksider Restaurant on December 16<sup>th</sup> immediately following the Board meeting.

**New Business (continued) –**

*By-Law change for Executive Committee* – Mr. O'Brien requested Ms. Lais to have language prepared for the Executive Committee to have a fifth member to maintain a quorum better. This new member would alternate between the two counties every two years.

*Collateral Mortgage Resolution* – Ms. Lais stated Irving Tissue is expanding a project in Georgia and their lending institution is requiring the project in Fort Edward to be used as collateral again.

Mr. O’Brien noted their PILOT expires in one year.

Mr. Campbell made a motion to accept this resolution, Mr. Bittel seconded and all voted in favor by roll call vote.

*Executive Session* – Mr. O’Brien requested to move to executive session to discuss contract negotiations for real estate.

Mr. Bittel made that motion, Mr. Campbell seconded and the motion was passed.

<b>VOTING:</b>	<b>AYES</b>	<b>NAYS</b>	<b>ABSTAIN</b>	<b>ABSENT</b>
Matt Simpson	X			
Dave O'Brien	X			
Michael Bittel	X			
Craig Leggett	X			
Bruce Ferguson	X			
Ginny Sullivan	X			
Nick Caimano	X			
Mike Wild	X			
Travis Whitehead		X		
Brian Campbell	X			
<b>TOTALS</b>	<b>9</b>	<b>1</b>		

Mr. Caimano made a motion to leave executive session and Mr. Whitehead seconded, all were in favor by voice vote.

Mr. Caimano made a motion to have Mr. O’Brien meet with Fort Edward Local Property Development Corporation for further discussion on contract negotiation for real estate and readdress the Board with more information. Mr. Campbell seconded and all voted in favor by voice vote.

**Adjournment:** There being no further business, a motion was made by Mr. Ferguson and seconded by Mr. Campbell to adjourn the IDA Board Meeting and move into the CDC Board Meeting. All voted in favor of the motion by voice vote.

Chair O’Brien adjourned the meeting at 5:43 p.m.

Date \_\_\_\_\_

\_\_\_\_\_ Sec/Treasurer