

**Counties of Warren and Washington
Industrial Development Agency**

Special Meeting

Monday June 27, 2022 @ 4:30 pm via Zoom

IDA Special Meeting

Members of the public may also listen/view/comment via the livestreaming on YouTube under Warren Washington IDA.

Minutes of this Warren Washington Industrial Development Special Meeting will be transcribed and posted on the WWIDA website.

Agenda

- Call Meeting to Order
- Aviation Hospitality Mortgage Tax Exemption
- Adjournment

From: aweaver@warren-washingtonida.com
Subject: FW: Warren/Washington County IDA Berkshire Bank Refinance - PLEASE READ - At the meeting!

From: Susan Nixon <snixon@lemerygreisler.com>
Sent: Wednesday, June 22, 2022 8:07:03 PM
To: Kara I. Lais <KIL@fmbf-law.com>
Subject: RE: Warren/Washington County IDA Berkshire Bank Refinance - PLEASE READ - At the meeting!

Hi Kara –

If you could pass the following points on to the IDA Chair for consideration, it would be appreciated.

There are several economic benefits to consider with the granting of the IDA mortgage tax exemption to Aviation Hospitality LLC in connection with the mortgage refinance of their existing hotel property. The mortgage tax savings of approximately \$14,840.00 would allow additional funds to be added into the development of the vacant parcel directly across from the hotel.

Bhavik has entered into a contract again with PCGF NewCo LLC for the 3.78 acres of vacant land located at 528 Aviation Road (Tax Parcel 302.5-1-93.1), just across the street from Lot 96.1. The purchase price is \$800,000.00. Bhavik received a discounted purchase price if he closed on it quickly and the closing is scheduled for June 30, 2022. In order to close quickly, he refinanced Lot 96.1 (the hotel), allowing the purchase of 93.1 to be It is an all cash transaction. Lot 93.1 is on the Queensbury current tax roll valued at a Full Market Value of \$647,000.00. The sale to Bhavik will increase the property value by \$153,000.

Bhavik purchased the hotel property at 524 Aviation (Lot 96.1) from PCGF NewCo LLC in August 15, 2017. In approximately 16 months he developed that land into a Home2Suites by Hilton that brought in jobs during the construction period and now generates local jobs, sales and occupancy tax.

PCGF NewCo LLC acquired this title well over a decade ago in 2010 and the property has sat vacant. PCGF received the property from Pyramid Company of Glens Falls (a related company) who has held the property since 2003. This property has been sitting for almost two decades, vacant and undeveloped in a commercial area. Bhavik has already been to the IDA to discuss potential ideas for the development of Lot 93.1. He is still working through the research and development phase for the site but it is his intention to develop the site. The Board has the benefit of working with Bhavik on the hotel project and has seen that Bhavik puts forth a

quality project and sees it through. Considering that he owns the property across the street, he and his investors are highly motivated to research, develop and craft a complimentary project that makes the highest and best use of Lot 93.1 as a sister site to Lot 96.1.

I have attached two photos that show the vacant lot -one in 2009 and one, more recently in 2022. After 20 years of stagnation, Bhavik is planning to develop this lot. The construction alone will bring additional jobs to Warren County.

The anticipated development of the vacant lot will translate into additional jobs, the potential for sales, income and/or property tax together with the benefit of one more vacant parcel developed in the County into a quality product by a local developer.

Please re-consider our request for the mortgage tax exemption, as the savings can easily be realized in the development of Lot 93.1. Let me know if there are any further questions the board has or further information that they would like to see.

Thank you,
Sue

Susan A. Nixon, Esq.

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