

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

5 Warren Street, Suite 210
Glens Falls, New York 12801

Tel. (518) 792-1312
Warren-WashingtonIDA.com

The Executive Park and Special Meeting for Warren Washington Industrial Development Agency was held on Wednesday, January 6th, 2021 at 68 Warren Street in Glens Falls and also via Zoom from 4:20-5:12 p.m. The following were:

PRESENT:	Dave O'Brien	Chairman
	Craig Leggett	Vice Chair
	Michael Bittel	Secretary/Treasurer
	Brian Campbell	Park Chair
	Ginny Sullivan	Member
	Mike Grasso	Member
	Dan Bruno	Member
	Nick Caimano	Member

ABSENT:	Mike Wild	Member
	Bruce Ferguson	Member

The following were also present:

	Kara Lais, Esq.	FitzGerald Morris Baker Firth, PC
	Eugene Sneeringer	Sr. VP and Sec. of SMPR Title Agency, Inc
	James Griffith	Supervisor, White Creek
	Chris Falvey	Vice President, Rosetti Properties
	George Pensel	President, Boats by George
Minutes were taken by:	Alie Weaver	Office Administrator

Roll call was taken and a quorum was confirmed.

Approval of Fowler Square Resolution – Mr. Falvey briefly described his project as potentially being a 142-apartment complex on the corner of Bay and Blind Rock. There will also be admin space, a clubhouse, 55-car parking garage and some commercial office space for lease. He stated that COVID's impact has created an 89% increase in lumber costs, as well increases in all other building material.

Mr. Bittel noted that there is a waiting list for this type of residence in the area and added that this project and the applicant have been through numerous public meetings and provided much information over the past several months.

Ms. Lais stated that the IDA has found this project to be beneficial to the community by supporting economic development initiatives in the region from having people reside in the community. Ms. Lais also noted that the final resolution will include additional information consisting of the Queensbury Planning Board's reaffirmation of the SEQRA Negative Declaration dated October 27, 2015.

Mr. O'Brien stated that the benefits being sought are mortgage and sales tax exemptions and a 485b PILOT and

Ms. Lais noted that this project will be undertaken in three phases so the PILOT agreement will be drafted accordingly.

Mr. Leggett made a motion to amend the resolution to define the determination of the IDA's reason to go forward with approving benefits for this PUD project to be under the current economic climate.

Mr. Bruno seconded and all voted in favor by voice vote.

Mr. Leggett also made a motion to approve the resolution with the added amendment and Mr. Bruno also seconded. All but Ms. Sullivan voted in favor, with Ms. Sullivan abstaining.

Approval of Boats by George Resolution – Mr. Pensel briefly described his plan to repurpose the old Forum in Lake George in an effort to expand his growing business. He projects an increase of eight jobs within the next two years. Mr. Pensel noted that with the history of their boat sales, Boats by George has become a tourist destination and also intends to hold weekend boat shows post -COVID.

Ms. Lais explained that this project falls into the criteria of being a tourism destination, attracting a large number of visitors from outside this economic development region, as defined by New York State. This was based on provided information that listed a significant number of customers who have traveled to Mr. Pensel's current location with anticipation of continued travel. Ms. Lais also requested that the board consider an amendment to the proposed resolution to include a sentence that reads "it is anticipated that a considerable number of persons will visit the facility from outside of the economic development region to engage in purchasing and to attend boat shows and the like when able to do so".

Mr. Grasso made a motion to approve the amendment to the proposed resolution and Mr. Bittel seconded. All voted in favor by voice vote.

Mr. Caimano made a motion to approve the proposed resolution, as amended and Mr. Bruno seconded. All voted in favor by roll call vote.

Nolan Propane Contract – Mr. O'Brien stated that this contract has been finalized and sent for signatures.

Delineation – Mr. O'Brien stated that a meeting will be set up with Mr. Jarrett to discuss options for the Industrial Park lots after reviewing the re-delineation findings. A revised map had been included in the meeting packets and Mr. O'Brien noted that some of the lots may need to be restructured to not include some wetland areas.

Mr. Grasso asked if the culverts can be reopened to allow the water to naturally drain out to possibly increase usable space. Mr. O'Brien stated that Mr. Jarrett will be reaching out to Ms. Roberts and/or NCES for further discussion on this matter.

Mr. Campbell asked if there were any updates on the dewatering site fill that Jarrett Enterprises planned on inspecting for viability. Mr. O'Brien stated that will also be discussed during the next meeting with Mr. Jarrett.

Discussion of RFP for Feasibility Study – Mr. O'Brien stated that a meeting was held to review the four proposals received for the feasibility study RFP. It was narrowed down to two possible candidates and those companies were interviewed individually; Weston and Sampson and Chazen Company. Mr. Leggett, Ms.

Gilles, Mr. Brillling, Mrs. Weaver, and Ms. Oswald were also present at these meetings. Mr. O'Brien stated it was concluded that although both would do a great job, that Weston and Sampson, being an "outside" firm, would bring a different approach to the study, noting that they were well-prepared and presented well. Their proposal came in at \$159,000 inclusive of all expenses. He asked the board to consider awarding the feasibility study to Weston and Sampson, to hopefully start within the next two weeks and be completed by September.

Mr. Grasso noted that the Chazen Company's proposal specifically listed a real estate component where as Weston and Sampson's proposal did not. He asked if Weston and Sampson did also have a real estate component included with their proposal, but hadn't specifically listed it in their proposal.

Mr. O'Brien stated that the real estate component was included in their proposal and listed the project cost as a lump sum.

Mr. Leggett also stated that both companies had real estate consultants included on their teams to help with market analysis.

Mr. Leggett made a motion to approve moving contract negotiations forward with Weston and Sampson to complete the feasibility study. Mr. Grasso seconded and all voted in favor by roll call vote.

Mr. O'Brien noted that there will need to be a cohesive effort with all the board members to move forward with this feasibility study as many components will be involved.

Mr. Campbell stated that Fort Edward has an opportunity for grant funding for water infrastructure on the south end and suggested that the IDA have a conversation with the town to possibly prevent multiple projects with the same purpose in the same area. Mr. O'Brien stated that Mr. Brillling will be speaking with the town to potentially package the project between the town and the IDA.

Year End Financials – Mr. O'Brien noted that the yearend financials were provided for review in the meeting packets. He stated that the IDA year did end in a small profit for net income. The CDC reported no income, as Mr. O'Brien reminded the members that the CDC does bonding for non-profit organizations and there has been very little activity in that field for some time due to the interest rates.

Evaluation of Board Performance - Mrs. Weaver stated that the board performance evaluations have been sent to the board members via email a few times and has only received three back so far.

Member Training – Mrs. Weaver noted that Mr. Leggett had completed his ABO Webinar in December.

Officer Elections – Mr. O'Brien stated that a nominating committee meeting will be scheduled in the near future. He stated that if anyone has an interest in an executive position to let him know.

Adjournment – There being no further business to address, Mr. O'Brien adjourned the meeting at 5:12.

