

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

5 Warren Street, Suite 210 Glens Falls, New York 12801 Tel. (518) 792-1312

The May Board Meeting for Warren Washington Industrial Development Agency was held on Monday, May 20, 2024 at the Warren County Municipal Building in Lake George at 4:00 pm. The following were:

PRESENT:	Juan Gonzales	Chair
	Tim Robinson	Vice Chair/Treasurer
	Dan Bruno	Park Chair
	Tricia Rogers	Member
	Craig Leggett	Member
	Brian Campbell	Member
	Ginny Sullivan	Member
	Nick Caimano	Member
	Chuck Barton	CEO

ABSENT:	John Taflan	Member
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The following were also present:

	Kara Lais, Esq.	FitzGerald Morris Baker Firth, PC
	Craig Darby	CBRE Upstate New York
	Dave O'Brien	Supervisor, Town of Hampton
	Bob Holmes	RU Holmes Engineering
	Lisa Tabor	Partner, Sciocchetti Tabor, PLLC.
	Afrim Nezaj	Owner, Afrim Sports
Minutes were taken by:	Alie Weaver	Office Administrator

Attendance was taken by roll call and quorum was confirmed.

Approval of Previous Meeting Minutes: Mr. Bruno made a motion to approve the April 15, 2024 Board Meeting Minutes and Mr. Caimano seconded with all voting in favor by voice vote. Mr. Bruno made a motion to approve the May 1, 2024 Special Board Meeting Minutes. Mr. Campbell seconded, and all voted in favor by voice vote.

Afrim Adirondack Dome Inducement Resolution – Mr. Barton stated that the WWIDA received an application on April 9, 2024 from 326 Sherman Avenue Assoc., LLC. to support the purchase and further development of the Adirondack Dome, originally built in 2004 on a nineteen-acre site off Sherman Avenue in Queensbury. During the May 1, 2024 IDA Special Meeting, this application was accepted by the Board.

The applicant proposed specific PILOT payments over ten years, prompting a deviation from the WWIDA's Uniform Tax Exemption Policy, requiring formal approval from the Town of Queensbury. This formal approval occurred on May 6, 2024. The Public Hearing for this project was held prior to this meeting.

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Kara Lais stated that the proposed resolution identifies the project incentives and the Town SEQRA determination on indoor improvements at this time. She noted that when the Town determines SEQRA for the outdoor turf and parking lot, the applicant will need to come before the IDA Board for adoption of the outdoor SEQRA requirement.

Due to the nature of this project's good or service providing a benefit to the community that would otherwise not be available, General Municipal Law requires the consent of both Warren and Washington County. Ms. Lais stated this item is on both County's Finance Committee Agendas and June Board Agendas.

Lisa Tabor, Partner at Sciocchetti Tabor, LLC. and acting Counsel for Afrim Sports, stated there has been significant growth with Afrim Sports Complexes within the past five years with the numbers being higher than anticipated. She noted four new tournaments scheduled this year.

Mr. Barton stated that the proposed PILOT is a predetermined annual tax payment of \$5,000 in years 1-3, \$10,000 in years 4-5, \$15,000 in years 6-7, \$20,000 in years 8-9, and \$25,000 in year 10. The estimated property tax benefit is \$234,540 over the course of 10 years. The State and County Sales Tax abatement based on \$575,000 is estimated at \$40,250 and the eligible Mortgage Tax abatement based on \$1,117,500 is estimated at \$13,969.

Mr. Barton stated that the estimated cost for all State, Town, and County incentives is \$288,759 while the estimated benefit to the community is \$11.5 million dollars over a period of 10 years.

Dan Bruno made a motion to approve the inducement resolution for 326 Sherman Avenue Assoc., LLC and Nick Caimano seconded. All voted in favor by roll call vote.

Accounts Payables and Financial Analysis: Mr. Robinson presented the April payables with the addition of two invoices and a correction on the substation amount.

Mr. Campbell made a motion to approve the payables and Ms. Rogers seconded. All voted in favor by roll call vote.

Mr. Robison presented and reviewed the year-to-date financial reports and Mr. Bruno made a motion to approve the financial reports as presented and Mr. Campbell seconded. All approved the April financial reports by roll call vote.

2023 Audit Report – Mr. Robinson stated that that the final Audit Report has been presented to the Board. With no questions or comments, Mr. Campbell made a motion to approve the 2023 audit report as presented, and Mr. Bruno seconded. All voted in favor by roll call vote.

2023 PARIS Report – Mrs. Weaver stated that the 2023 PARIS report was included in the meeting packets for review.

With no questions or comments, Mr. Leggett made a motion to approve the PARIS report for submittal and Ms. Sullivan seconded. All voted in favor by roll call vote.

Park Chair Updates – Mr. Bruno stated that RFP bids are due on May 30th for the wastewater Phase II. He also stated that Kiewit requested permission to construct a training area within their leased boundary for trench and installation demonstration and practice purposes. They will submit an engineering design of the proposed area for the Executive Park Committee to review.

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Mr. Barton stated three proposals were received for the substation maintenance RFP. DL Electric quoted their services at \$131,700; Gross Electric quoted their services at \$ 59,380; and Hour Electric quoted their services at \$32,727.39. Mr. Barton and Mr. Bruno recommended accepting Hour Electric's proposal to the Board.

Mr. Campbell made a motion to accept Hour Electric's proposal and Mr. Robinson seconded. All voted in favor by roll call vote.

Mr. Gonzales stated that a public hearing was held for the bridge replacement scheduled in 2026. The engineers complied questions from the public for review and response within the next two weeks.

Canalside Property Management – Mr. Barton stated that National Grid accepts responsibility for the replacement of the meter fuse and will need to have the power off at Canalside Park for 1-2 hours during this repair. He will alert the tenants before this occurs so they can plan accordingly.

Ms. Lais had no updates regarding the tower transfer of ownership to National Grid.

Canalside Tenant Activity – Mr. Barton stated that the CHPE/Kiewit temporary soil storage agreement was signed on April 26th and commercial operation began on May 13th for bin #1. The stormwater collection system installation is in the process for bins #2 and #3 with a completion date not yet determined.

Mr. Barton also stated that SMS Rail continues to offload grain for local agricultural businesses and volume is steady.

Mergers and Tax Rolls – Mrs. Weaver reviewed the assessment changes after the lot mergers.

Mr. O'Brien stated that the classification should be changed for Lot A to reduce taxes and fees as it is considered unusable.

Ms. Lais suggested exploring land conservation entities for conveyance.

Discussion ensued regarding the options of reducing costs for Lot A.

Lot Purchase Updates/Application Review – Mr. Barton stated Lot B has some developable acres and an interested party for this lot has hired an engineer to execute a site plan prior to application submittal.

Mr. Barton also stated OBECS Holding has decided to put their application on hold.

Ms. Lais explained the lot sale application process as the applicant first securing the property under contract prior to their due diligence. The WWIDA requests documentation at the time of the application to ensure a project will be constructed on the property. The applicant is required to forward Town approvals on their plans as they become available.

Colomb Sale – Ms. Lais stated the closing is scheduled for this Thursday.

Hilltop Sale – Otherwise known as BHB Management for the sale of Lot 32, Ms. Lais stated the Town approvals were received last Wednesday and the WWIDA resolution contingency required Board approval for final

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SEQRA adoption. Once the WWIDA adopts the findings and approvals of the Kingsbury Planning Board, the closing will be scheduled. Ms. Lais noted that there will be no outdoor storage for this project.

Mr. Leggett made a motion to accept the Kingsbury Planning Board determination and approvals for BHB Management and Mr. Bruno seconded. All voted in favor by roll call vote.

Boats By George Potential Sale – Mr. Barton stated that there has been no new activity. He reminded the Board that Mr. Pensel would need to obtain at least an easement with the local sewer district to utilize the WWIDA lot.

Sales Tax Exemption Report – Mrs. Weaver updated the 2023 sales tax exemption report to include revised numbers for Sun Valley Apartment’s exemption reporting. She noted Mr. Grasso had originally used estimated numbers that also included 2022’s amount, thus creating an overage of the allotted amount. The revised reporting for Sun Vally Apartments shows a total amount of \$152,498 in reported expenditures from the \$153,720 amount allotted.

Discussion ensued regarding the criteria for workforce housing classification and the WWIDA involvement to monitor workforce housing projects in the future.

CEO Staff Report – Mr. Barton reported that he has had forty-seven engagements year to date. Fourteen have been in manufacture/distribution, six have been hotel/resort related, one has been in food/beverage, nine have been tourism/recreation related, nine in housing, two in energy and six in “other” fields.

For the pipeline list within the past year, Mr. Barton noted that there are five entities pursuing application advancement, twelve entities developing a project for possible application submittal, and eleven entities exploring projects and an application.

Mr. Barton listed his recent activities, which included:

- Attended the ARCC Mixer at Chez Pierre
- Attended the Greenwich Chamber Annual Dinner
- Toured the Airport Industrial Park and Canalside Energy Park with Tricia Rogers and Mr. Gonzales
- Attended a Glens Falls Town Meeting with Carrie Woerner and Mayor Collins at The Hyde
- Attended the WMHT Community Challenges Session at SUNY Adirondack
- Spoke at the Warren County EDC Developer Community Workshop
- Attended the ARCC Mixer at Adirondack Winery

Mr. Barton stated that a social media intern has been hired. Her name is Alice Fox and is a resident of Lake George and a rising Senior at the University of Binghamton studying Business Administration. She will be starting her part-time position with WWIDA tomorrow.

Administrator Staff Report – Mrs. Weaver stated that she met with Karen Mattison, bookkeeper for Busy Bee Bookkeeping, who will be reviewing the monthly financial reports for the WWIDA.

Mr. Gonzales stated Ms. Mattison will be working with WWIDA on a three-month trial prior to bringing a formal proposal to the Board for Professional Services.

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Grant Distribution Agreement – Mr. Gonzales stated that the final grant distribution agreement was included in the meeting packets for review. Upon Board approval, Mr. Gonzales will sign the agreement for submittal towards the execution phase of the FAST NY disbursements. He noted the 1% committal fee and the public hearing fee will also be submitted.

Mr. Bruno made a motion to approve the grant distribution agreement and authorize the Chair's signature and Mr. Campbell seconded. All voted in favor by roll call vote.

Education Session – Mr. Craig Darby of CBRE Upstate New York represents the sales and marketing for Canalside Energy Park. He stated that CBRE is the #1 commercial brokerage house in the region and reviewed the current market for industrial properties, noting that it's not as robust as during COVID where warehouse space for inventory storage was in high demand. He also noted that Canalside is one of the best rail sites in the Northeast, however most warehouse companies desire close proximity to highways.

Discussion ensued regarding Hour Electric's current month-to-month temporary lease being below market value and the possibility of gradually increasing the rate while seeking other tenants for the building to secure a long-term lease or purchase.

Discussion moved on to real property taxes for long-term tenants at Canalside Energy Park. It was decided to reach out to the Town of Fort Edward for further research.

Mr. Darby stated that companies who are looking for space broaden their range through multiple counties and desire the overall costs up front to determine their bottom line. He noted the current estimated market value of Canalside Energy Park is in the range of \$10-\$12 million.

Public Comments – Mr. O'Brien stated that there is very little support in Albany regarding the proposal of IDA's being merged into regional districts.

Adjournment: There being no further business to discuss, Mr. Bruno moved to adjourn and Mr. Caimano seconded with all other voting in favor by voice vote. The May IDA Board meeting was adjourned at 5:46 pm.