

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

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The August Board Meeting for Warren Washington Industrial Development Agency was held on Monday, August 19, 2024 at the Washington County Municipal Building in Fort Edward at 4:00 pm. The following were:

PRESENT:	Juan Gonzales	Chair
	Tim Robinson	Vice Chair/Treasurer
	Tricia Rogers	Secretary
	Dan Bruno	Park Chair
	John Taflan	Member
	Brian Campbell	Member
	Jim Nolan	Member
	Nick Caimano	Member
	Chuck Barton	CEO

ABSENT:	Craig Leggett (Zoom)	Member
	Ginny Sullivan	Member

The following were also present:

Kara Lais, Esq.	FitzGerald Morris Baker Firth, PC
Ed Hanchett	Executive Director, Adirondack Radiology
Minutes were taken by: Alie Weaver	Office Administrator

Attendance was taken by roll call and quorum was confirmed.

Approval of Previous Meeting Minutes: Mr. Caimano made a motion to approve the July 15, 2024 Board Meeting Minutes and Mr. Nolan seconded. All others voted in favor by voice vote and the motion passed.

Accounts Payables and Financial Analysis: Mr. Robinson presented and reviewed the July Accounts Payables. He noted an entry from the bookkeeper that will need further explanation and will be addressed at the next meeting.

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

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

Adirondack Radiology/Carey Road Medical Bldg. Project Approval: Mr. Barton stated that Adirondack Radiology wishes to introduce new medical imaging technology to our region by investing 2.35 million dollars in an open MRI scanner, a PET/CT scanner, in addition to \$930,000 for building modifications. They are seeking sales tax abatement. Carey Road Medical Building, LLC. owns the land and building for this project and is applying for PILOT incentives and sales tax abatement to pass on to Adirondack Radiology as part of their triple net lease agreement. Mr. Barton noted that a Public Hearing was held on August 15th and both counties will now need to consent to the uniqueness of the proposed new technology servicing the counties.

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Mr. Barton introduced Mr. Ed Hanchett, Executive Director at Adirondack Radiology.

Mr. Hanchett stated that Adirondack Radiology Associates' strategy is to consolidate their Bay Road location to the Carey Road location to reduce operating expenses and bring in new technology to local counties. The open MRI reduces scan times and caters to patients who struggle with claustrophobia. The PET/CT scanner is extremely valuable to patients with cancer, Alzheimer's disease, and heart disease. This new technology will be the first located in Warren and Washington Counties and is expected to improve medical services and operational efficiency, as well as attract talented medical staff.

In addressing the financial need for WWIDA's assistance, Mr. Hanchett explained the extreme difficulties of surviving as a physician practice in the healthcare environment. The Medicare physician fee schedule has declined for the past ten years, and another 2.8% cut to the fee schedule was proposed for 2025. This decline, combined with the increase in staff costs due to shortages in this competitive medical field, creates the need for assistance. The WWIDA real property and sales tax incentives would help achieve the goal of expanding services at the Carey Medical Building and purchasing new technology.

Mr. Barton stated the estimated tax benefit for Carey Road Medical Building, LLC. is \$73,230 over ten years in real property taxes and \$21,000 in sales tax abatement. These benefits will be passed to Adirondack Radiology Associates.

Mr. Barton explained that Adirondack Radiology Associates, P.C.'s estimated sales tax abatement is \$166,600 from the \$2.83 million project expense.

Regarding the cost benefit analysis and community impact, Mr. Barton explained the cutting-edge medical services would be locally available, attraction of talented medical staff, enabling a more competitive service provider, and lowering the risk of closure. This project will facilitate \$600,000 in construction labor, \$300,000 in construction materials in New York State with 60% within Warren and Washington counties. This project will retain five full-time equivalent employment positions and create an additional 1.5 employment positions. The PILOT payments will generate an estimated \$122,050 over ten years. The cost of the tax abatements versus the benefits to the community is a ratio of 1:28.

Mr. Caimano made a motion to adopt the resolution to take action toward undertaking this project for Adirondack Radiology Associates, P.C. and Carey Road Medical Building LLC. Mr. Campbell seconded, and with all others voted in favor by roll call vote and the motion passed.

Park Chair Updates: Mr. Bruno stated that the bi-weekly meeting with LaBella was held to discuss the schedule for the final phase of the Canalside water/wastewater engineering project and to review updates on the storm sewer offset/flow monitoring project. A meeting was also held with the DEC to present LaBella's initial proposal on the flow metering report.

Mr. Barton stated that discussions have been under way regarding the detour during the Canalside bridge replacement and a meeting has been set in September to discuss further and brief the local officials all Canalside engineering matters.

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Canalside Maintenance Updates: Mr. Barton stated that Hour Electric is advancing with their electrical maintenance assessment and their interim report cited no major deficiencies. The report will be finalized upon the test results from the transformer oil test.

Mr. Barton stated that the Canalside landscaping has been challenging with recent weather. There is a concentrated effort to remove brush/trees less than 3” around.

Canalside Tenant Activity: Mr. Barton stated that the CSX consulting engineer is working with the IDA’s consulting engineer to determine best practice for Kiewit’s CSX soil storage.

Mr. Barton also stated that there continues to be increased grain shipment activity at the rail site.

For the Airport Industrial Park, Mr. Barton stated that an interested party is still in the process of evaluating a vacant lot and has contracted an engineer to produce a conceptual site plan.

He also stated that The Wetland Trust has decided to pursue higher priority wetland areas for their purposes and has passed on the Airport Industrial Park’s wetland lots.

Everything Under Foot Closing Update: Mrs. Weaver and Ms. Lais stated that there were no new updates at this time.

NYS Local Retirement – Mrs. Weaver stated that the New York State Local Retirement System sent an updated invoice for the first year of WWIDA participation. They explained that this payment needs to be sent by September 5th to avoid amortization. The initial payment made by the WWIDA on the estimated first year cost will be credited toward the 2024 invoice.

Brian Campbell made a motion to approve the payment to be made by September 5, 2024 and Mr. Taflan seconded. All vote in favor by roll call vote.

CEO Staff Report – Mr. Barton stated that the WWIDA has enrolled Canalside Energy Park in the New York State Energy Research & Development Authority (NYSERDA) site analysis project. He explained that NYSERDA’s goal is to assess up to twenty existing sites across New York State for five clean energy manufacturing industrial profiles leveraging site selection methodology. This assessment aims to provide insight and recommendation to enhance New York’s competitiveness in attracting significant investment in clean energy manufacturing supply chain projects.

Mr. Barton noted that the site analysis project had 213 questions with thirty-three documents downloaded regarding the Canalside Energy Park. A comprehensive report will be received in October showing comparisons with other manufacturing industrial sites. This program will provide more exposure to the site.

Mr. Barton reported that he has had seventy-one engagements year to date. Twenty-two have been in manufacture/distribution, nine have been hotel/resort related, one has been in food/beverage, thirteen have been tourism/recreation related, ten in housing, three in energy, one in medical and twelve in “other” fields.

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

For the prospect list within the past year, Mr. Barton noted that four applications have been processed, nine entities are developing a project for possible application submittal, and thirty-seven entities exploring projects and an application. Regarding the pipeline of projects, two have submitted applications, six are working on their applications, six are possible applicants for 2025, eleven are exploring their projects, and ten have gone inactive.

Mr. Barton listed his recent activities, which included:

- Participated at the DEC stormwater offset meeting
- Attended the Lake George Chamber of Commerce mixer
- Attended the Economic Development Counsel IDA Academy
- Attended the inspection at Canalside for Kiewit's soil storage area
- Attended the Heros of Hospitality event in Lake George
- Participated at the Cambridge Town Hall meeting
- Held the last meeting with Alice Fox before she went back to college, she will be working with the WWIDA remotely until graduation in the spring.
- participated in a conference call regarding the repurpose of the Great Meadow facility

Mr. Barton noted that copies of WWIDA recent support letters to local organization were included in the meeting packets.

Administrator Staff Report: Mrs. Weaver stated that Fort William Henry Village taxes have been received and Greenwich Preservation Village taxes were received in July and cannot be paid until the late fee for July and August has also been received.

Mrs. Weaver was made aware that the YouTube meetings are difficult to hear and the WWIDA is in the process of finding ways to improve the sound quality.

For the Airport Industrial Park, Mrs. Weaver stated that one quote was received out of four RFQ's that were sent for brush cutting services. Kelly Farm Enterprises LLC. quoted the job at \$2,000 per year for the next three years. She noted that Mr. Kelly has been doing this job for at least the past six years and this price is \$200 more than the last contract.

Nick Caimano made a motion to approve the brush cutting contract at \$2,000 for the next three years and Jim Nolan seconded. All voted in favor by roll call vote.

Member Training: Mrs. Weaver stated that Sexual Harassment and Workplace Violence Prevention member training can be included as part of Board meetings' education sessions, although each training item is approximately one-hour long. She noted that members who have already received this training at other venues can forward a copy of their certification to her for WWIDA records and forgo duplicate training. She then showed the members where and how to register for the Authorities Budget Office member training webinar.

COUNTIES OF WARREN AND WASHINGTON
INDUSTRIAL DEVELOPMENT AGENCY

Public Comments: There were no public comments.

Adjournment: There being no further business to discuss, Mr. Caimano moved to adjourn and Mr. Campbell seconded with all others voting in favor by voice vote. The August IDA Board meeting was adjourned at 5:09 pm.