

Counties of Warren and Washington Industrial Development Agency and Counties of Warren and Washington Civic Development Corporation

**AGENDA and ANNOUNCEMENT EXECUTIVE/PARK COMMITTEE**

January 8th, 2025 at 9:00 am  
Offices of FMBF 68 Warren Street, Glens Falls  
This meeting will also be live streamed via YouTube; Warren Washington IDA

Call to Order, Roll Call and Quorum Confirmation

Approval of Minutes of the October 9th, 2024 IDA Executive Park Meeting

Report of Committees

Park Chair Updates  
Canalside Project Updates  
Canalside Maintenance Updates  
Canalside Tenant Updates  
Airport Industrial Park Updates

Ongoing Business

New Business

Other

Public Comments

Adjourn

\*There are no items to discuss for the CDC Executive Park

**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 Meeting for Warren Washington Industrial Development Agency was held on Wednesday, October 9, 2024 at 9:00 am at 68 Warren Street, Glens Falls NY. The following members were:

<b>PRESENT:</b>	Juan Gonzales	Chair
	Tim Robinson	Vice Chair/Treasurer
	John Taflan	At-Large Member
	Chuck Barton	CEO

<b>ABSENT:</b>	Dan Bruno	Park Chair
	Tricia Rogers	Secretary

***The following were also present:***

	Kara Lais, Esq.	FitzGerald Morris Baker Firth, PC
	Bob Holmes	RU Holmes Engineering
<b>Minutes were taken by:</b>	Alie Weaver	Office Administrator

Roll call was taken and a quorum was confirmed.

**Approval of Minutes:** Mr. Robinson made a motion to approve the September 4th, 2024 IDA Executive Park meeting minutes and Mr. Taflan seconded. All voted in favor by voice vote.

**Canalside Master Plan Updates:** Mr. Barton stated that during the LaBella bi-weekly meeting, it was revealed that Washington County Sewer District did not receive funding for the stormwater offset, as required by the DEC for a 100,000 gallons-per-day connection to the Sewer District. Discussions are set to commence regarding alternative options including the installation of an expandable smaller-capacity on-site treatment facility. Mr. Barton noted that the water portion of the project is not affected and will be advancing as planned.

**Canalside Maintenance:** Mr. Barton stated that he and Mr. Bruno are still evaluating the vegetation growth to determine if outside services are needed for shrub and tree removal.

Mr. Barton stated that Kiewit has poured the concrete slab for their petroleum tanks as required by DEC. He also noted that Kiewit, SMS Rail, and Hour Electric are coordinating their winter snow removal plans.

**Canalside Tenant Updates:** Mr. Barton stated that the rail activity has decreased this month.

**Airport Industrial Park Updates:** Mr. Barton noted that the four signs at the entrance of the Airport Industrial Park are dated and suggested removing the three smaller signs with the larger sign remaining. The members present verbally agreed.

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Mr. Barton stated that there were 21 lots at the start of 2024 and due to lot mergers and dispositions, there are currently 11 lots. He reminded the Board members that updated appraisals of the remaining lots will be available within the next two weeks.

**Everything Under Foot Closing Update:** Ms. Lais stated this project closed last Friday.

**Adirondack Radiology/Carey Rd. Medical Bldg. Project Update:** Ms. Lais stated this project should close later this week or early next week.

**New Business:** Mr. Barton stated that a draft application was received and is currently being reviewed with the hope of being presented at the October Board meeting.

**Executive Session:** Mr. Barton stated that there are three topics for Executive Session discussion: real estate services RFP proposals, possible property acquisition at the Airport Industrial Park, and possible Canalside tenant lease modifications.

**Post Executive Session:** Mr. Gonzales stated that no action will be taken out of Executive Session

**Adjournment:** There being no further business to discuss, Mr. Taflan made a motion to adjourn the October IDA Executive Park meeting and Mr. Robinson seconded with all voting in favor by voice vote. The meeting was adjourned at 9:25 am.

**From:** [THERESE GILLIS](#)  
**To:** [Chuck Barton \(WWIDA\)](#)  
**Subject:** Re: Gillis Residence Trees  
**Date:** Friday, November 8, 2024 8:13:27 AM

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Good morning..... The leaves are down and my Christmas Village has returned (acceptable security lights).....the birds eye view has returned. Please contact me to come re-evaluate our 20 yr old Norway Spruces.. Thank you so much Therese  
Sent from my iPhone

On Jul 3, 2024, at 9:55 AM, Chuck Barton (WWIDA) <[chuckbarton@warren-washingtonida.com](mailto:chuckbarton@warren-washingtonida.com)> wrote:

Hello Therese,

The Executive/Park Committee re-evaluated your request for planting of eight Norway Spruce trees on your property. After viewing pictures of your property, the Committee would like to further evaluate your request in the fall after the leaves drop. Hopefully, it will be okay for me to return to your property this late fall and take additional pictures.

Thanks,

Chuck

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**From:** Chuck Barton (WWIDA) <[ChuckBarton@warren-washingtonida.com](mailto:ChuckBarton@warren-washingtonida.com)>  
**Sent:** Tuesday, June 18, 2024 4:09 PM  
**To:** 'THERESE GILLIS' <[tlgillis@verizon.net](mailto:tlgillis@verizon.net)>  
**Subject:** RE: Gillis Residence Trees

Hello Therese,

No problem. Thanks for your text with further insight and pictures.

Per the dying off vegetation, it would be helpful to take pictures. Please let me know if this or next week works for you.

Thanks,

Chuck

**Therese Gillis Residential Tree Pictures – East Road – November 19, 2024**

From Front Porch:



From South Side of House:



N Y S E R D A

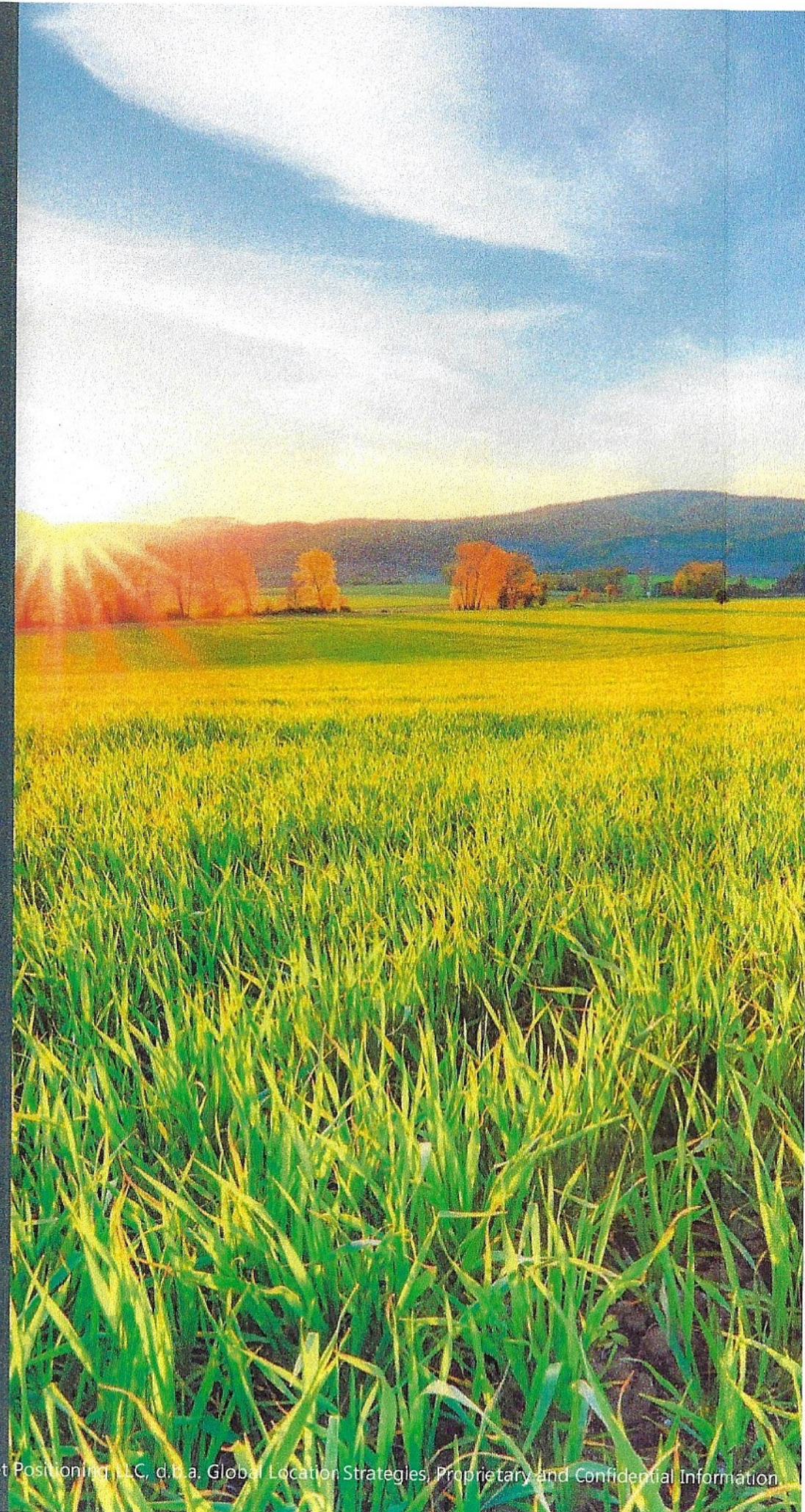
# Site Asset Analysis

## Canalside Energy Park

January 2025



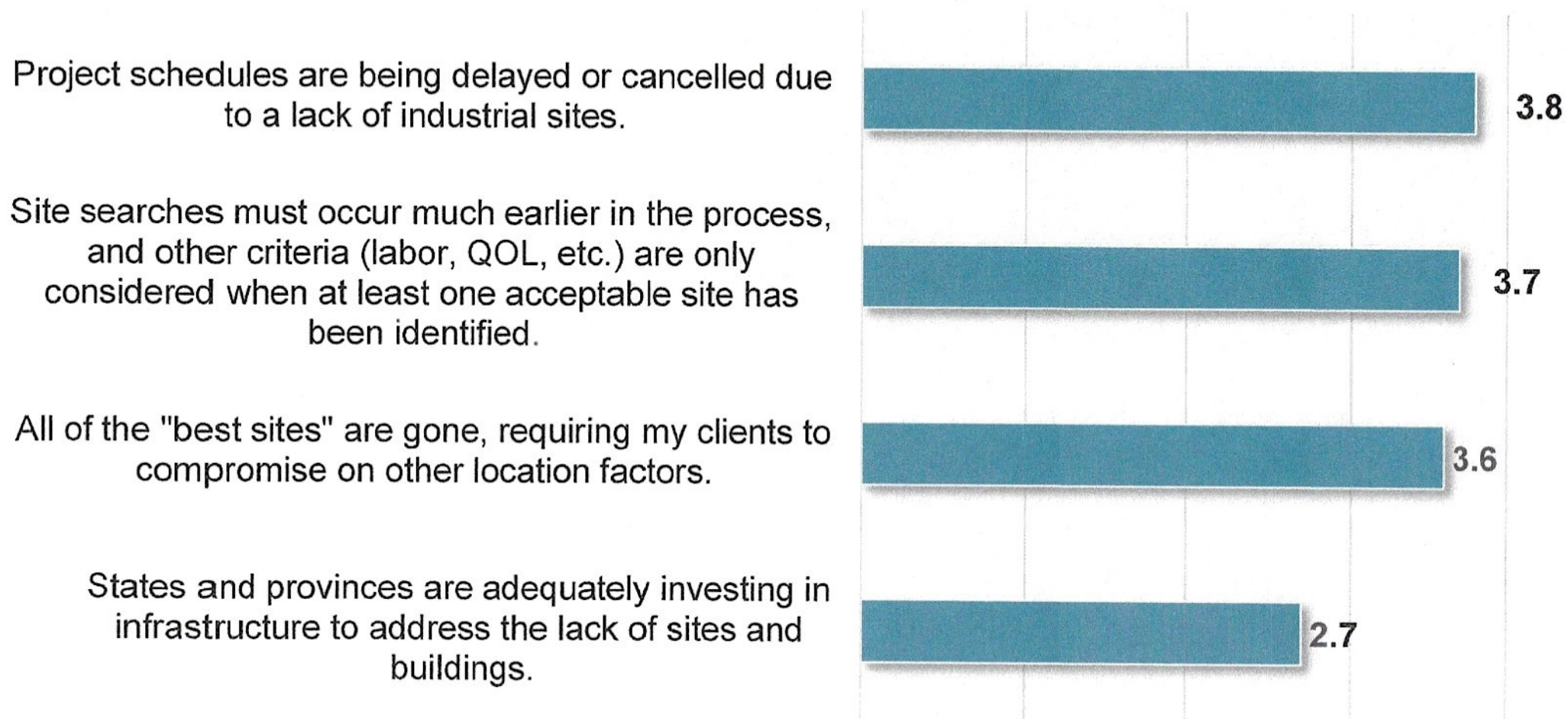
Primary Contact at NYSERDA:  
Jenny Kelley  
Senior Economic Development Manager  
[economicdevelopment@nyserda.ny.gov](mailto:economicdevelopment@nyserda.ny.gov)



# Product Development

Product development has become a forefront issue in site selection nationally due to the lack of ready industrial sites. The chart shows the results from a 2024 Site Selectors Guild survey that indicated that the lack of industrial sites were hampering site selection and availability of sites were more crucial than workforce. There are various reasons for a shortage in sites including the increase in projects following the pandemic, but also community opposition to development. While product development takes time, many states, communities, utilities, and rail providers are trying to catch up by readying and diversifying their property portfolios.

**Industrial Projects: Agreement with Statements on Real Estate, Sites & Buildings**  
(1 = Don't Agree at All, 5 = Completely Agree)



# Task Overview

## Task 06:

**Purpose:** GLS conducted simulated site selection evaluations for five clean energy manufacturing sectors identified by NYSERDA. This simulation mirrors GLS' established site selection process, utilizing the same tools employed in corporate site selection projects. The evaluation covered 15 sites within New York State, as well as three competing out-of-state locations.

For each industry subsector, GLS assessed the advantages and disadvantages of each site in terms of its ability to attract the target industries compared to its competitors. Additionally, GLS evaluated the estimated costs required to address identified deficiencies and analyzed these costs alongside the economic impact of each subsector to assess the cost-benefit of potential site improvements. A Gap and Cost-Benefit Analysis was provided for all assessed sites, identifying key investments that offer the greatest return on investment relative to cost.

This report summarizes the findings for all community sites submitted for the five selected industries. Please note that each project is unique, and the industry profiles and scoring provided are intended for general guidance.

- Battery Manufacturing
- Solar Panel Manufacturing
- Transportation (EV) Manufacturing
- Turbine Manufacturing
- Transformer Manufacturing



NYSEERDA SITE ASSET ANALYSIS

# Gap + Impact Improvement Analysis

# Gap + Improvement Impact Analysis

A gap and impact improvement analysis was provided for each site. This provides feedback on the items that can be completed to provide the biggest impact on the quality score of each site. Those items that are illustrated with a green bubble (●) indicate items that would not change the site score (already at max score), and those with "N/A" indicate items that are not drivers for that particular industry.

Keep items to note:

- The cost magnitude indicators are based on the costs provided in the Request for Proposal to each community. GLS has not further validated these costs and recommends NYSEERDA/ESD working through the cost estimates with the communities, where needed. Other cost assumptions are based on GLS experience on typical order of magnitude to complete the specific improvements (Ex: competition of due diligence studies) or the overall impact to the sites ability to meet the needs of the project.

Estimated Cost	<\$1MM	<\$3 MM	<\$5 MM	<\$10 MM	<\$15 MM	<\$25MM	<\$50 MM	>\$100 MM
Total Number of Dollar Signs	\$	\$\$	\$\$\$	\$\$\$\$	\$\$\$\$\$	\$\$\$\$\$\$	\$\$\$\$\$\$\$	\$\$\$\$\$\$\$\$

- The stars in the charts are used to relay where the improvements will have the largest impacts to the quality scores. The more stars, the more positive impact that change will have for that site and that particular industry. The table below summarizes the ranges leveraged to determine the level of impact of a sites overall quality score.

Impact on Quality Score	0.0-0.02	0.03-0.06	0.07-0.09	0.10-0.13	0.14-0.16	.17-0.2	0.21-0.23	0.24-0.27	0.28-0.3	.3-0.45	> 0.45
Total Number of Stars	★	★★	★★★	★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★

- While it is not realistic to do every improvement, these tables are provided to help guide prioritized investments for the sites for the select clean energy manufacturing industries. Please note that these improvement impacts would vary for other industries outside of those highlighted in this report.

# Canalside Energy Park

GAP + IMPACT  
IMPROVEMENT ANALYSIS

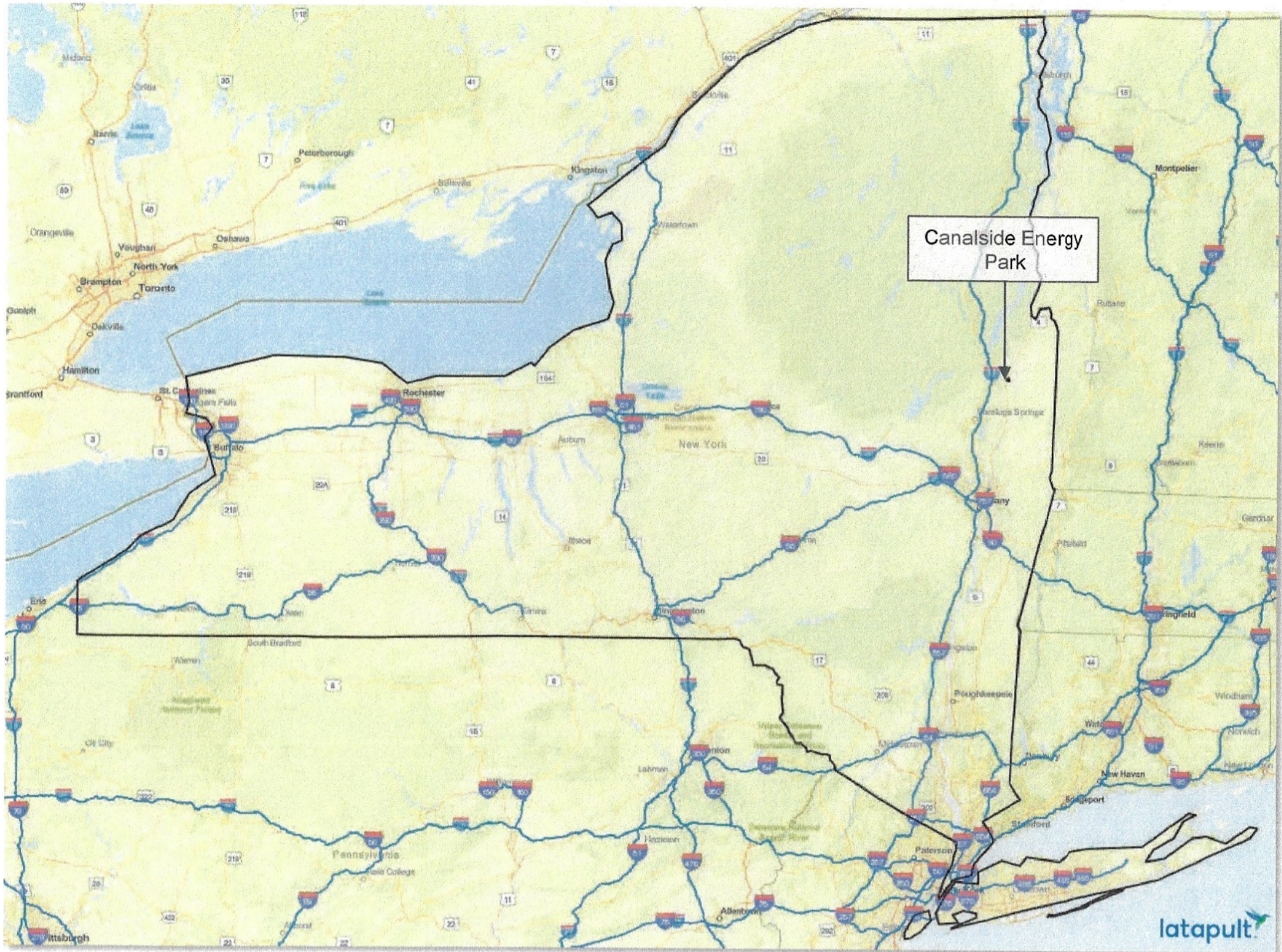
Improvement Description	Cost Magnitude	Manufacturing Industries				
		Battery	Solar Panel	Transportation	Turbine	Transformer
Wetlands Delineation and Mitigation	\$\$	★↓	★	★	★	-
Raise site out of Floodplain	\$\$	★↓	●	●	●	●
Acquire/Option Property*	-	●	●	●	●	●
Rezone to Industrial	-	●	●	●	●	●
Phase 1 ESA with no significant findings	\$	★★	★★	★★↓	★★	★★
Archeological/Historical studies with no significant findings	\$	●	●	●	●	●
Endangered Species study with no significant findings	\$	★	★	★↓	★	★↓
5 MW of Electric Service	\$\$\$\$	N/A	N/A	★★★★★★	★★★★★★	★★★★★★
25 MW of Electric Service	\$\$\$	N/A	★★★★★	N/A	N/A	N/A
50 MW of Electric Service	\$\$\$\$\$	★★★★★★	N/A	N/A	N/A	N/A
10 MCF/hour of Natural Gas Service	\$\$\$	N/A	★	★	★★★★	★★
50 MCF/hour of Natural Gas Service	\$\$\$\$	★★	N/A	N/A	N/A	N/A
20,000 GPD of Water Service	\$\$\$\$\$	N/A	N/A	★★↓	★↓	★↓
100,000 GPD of Water Service	\$\$\$\$\$	N/A	N/A	N/A	N/A	N/A
1.5 MGD of Water Service	\$\$\$\$\$\$\$\$	★★★★★★	★★★★★★	N/A	N/A	N/A
20,000 GPD of Wastewater Service	\$\$\$\$	N/A	N/A	★	↓	↓
500,000 GPD of Wastewater Service	\$\$\$\$\$\$\$\$	★★★★★	N/A	N/A	N/A	N/A
1 MGD of Wastewater Service	\$\$\$\$\$\$\$\$	N/A	★★★★★	N/A	N/A	N/A
Improve Site Access	\$\$	★	★	★	★	★
Upgrade Roads from Site to Highway/Interstate	\$\$\$\$	★★★↓	★★★↓	★★★↓	★★★★★	★★★↓
Extend Rail on site	\$	-	N/A	N/A	N/A	N/A

\*The estimated acquisition cost for the property was calculated based on its total acreage and the provided cost per acre. For sites where a cost per acre was not specified, an average value of \$50,000 per acre was applied.

NYSERDA SITE ASSET ANALYSIS

# Site Overview

# Site Location



# Site Overview

CANALSIDE ENERGY PARK

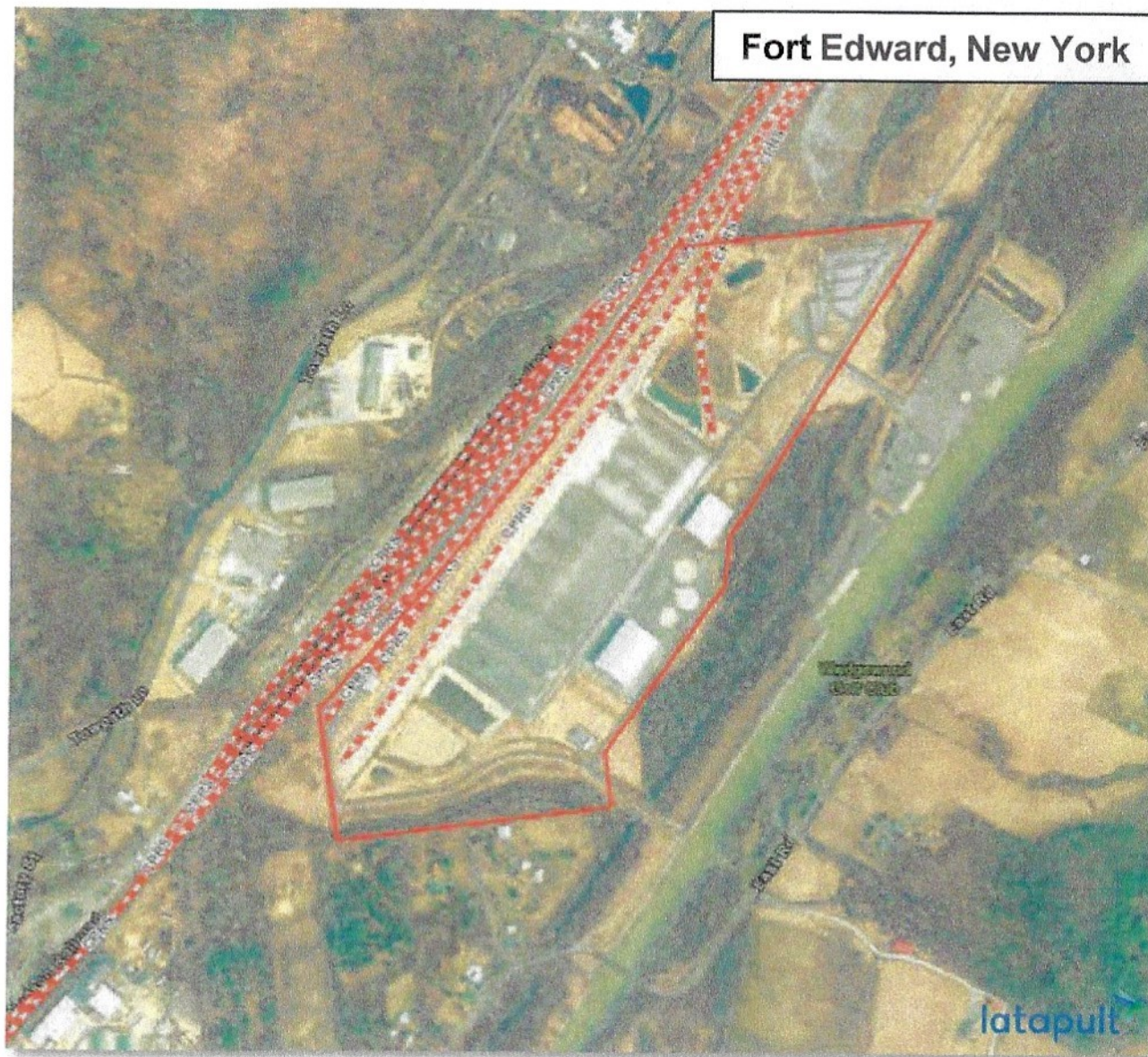


# Site Overview

DEVELOPABILITY



# Canalside Energy Park



## Advantages:

- The site is publicly owned and is available for sale or lease, currently functioning as an industrial park with existing tenants.
- Zoned for industrial use, requiring no rezoning for most activities.
- The site features active rail access with a turnout already in place.
- Comprehensive due diligence studies have been completed, identifying associated risks.
- The property includes an on-site substation operating at 34.5 kV, with the capacity to expand to 115 kV for larger power users.
- A nearby 8-inch water line requires only 600 feet of replacement pipe to serve small to medium-sized users
- An on-site, 340,000-gallon water tank is planned for development and is expected to be completed in 2025/2026, providing adequate pressure for fire suppression requirements.

## Disadvantages:

- The total area consists of only 79 acres, with limited lot sizes, including 9 acres classified as wetlands.
- The nearest interstate access is over 10 miles away.
- A new natural gas line will need to be extended 1,000 feet and will require boring under the rail line.
- A water usage of 1.5 MGD will require an upgrade to the village's water treatment plant.
- Wastewater service is the most constrained utility. Engineering analysis is underway for 100,000 GPD connection to local sewer and for lower capacity on-site treatment. Moderate to significant demands requires substantial upgrade.

## Fatal Flaw Screening

Battery	Solar	Transportation	Turbine	Transformer
Fatal Flaw	Marginal	Advance	Advance	Advance



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