

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

5 Warren Street, Suite 210, Glens Falls, NY 12801

Tel. (518) 792-1312

Agenda for Tuesday, January 20th, 2026 @ 4:00 PM

To be held at:

Washington County Municipal Building, 383 Broadway, Fort Edward NY

- 1 Call to Order, Roll Call and Quorum Confirmation
- 2 Approval of the December 15th IDA Board Mtg minutes *pages 4-8*
- 3 Treasurer
 - Accounts Payable Approval *page 2-3*
 - YTD Financial Reports *pages 9-17*
- 4 Reports of Committees
 - Park Chair Update
 - Canalside Project Updates
 - SEQRA Reviews
 - Technical Service Change Order #4
 - Canalside Maintenance Updates
 - Canalside Tenant Activity
 - Airport Industrial Park Updates
- 5 Ongoing Business
- 6 New Business
 - ARCC Event Sponsorships *pages 18-33*
- 7 Staff Report
 - CEO
 - Administrator
- 8 Public Comments
- 9 Executive Session
- 10 Adjourn

**COUNTIES OF WARREN AND WASHINGTON INDUSTRIAL DEVELOPMENT AGENCY
INDUSTRIAL DEVELOPMENT AGENCY - CURRENT ACCOUNTS PAYABLE**

FitzGerald Morris Baker Firth, P.C.

General Services	\$1,184.00
FAST NY (reimbursable)	\$288.00
Everything Under Foot (reimbursable)	\$400.00
Native Development (reimbursable)	\$400.00
North Creek NY Resort (reimbursable)	\$400.00 = \$2,672.00

P. Hoffman Realty

Office Rent -February 2026	\$1,000.00
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* **Spectrum**

Monthly Phone and Internet Service	\$185.00
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* **Payroll**

Net Payroll - December	Barton	\$11,557.96
Net Payroll - December	Weaver	\$4,528.06
Net Payroll - December	Scully	\$332.16
Net Payroll - December	Rodriguez	\$350.75

* **CDPHP**

December Employee Health Insurance	\$4,088.59
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* **First National Bank of Omaha**

credit card charges	\$1,069.49
Railroad Utility Application Fee (reimbursable)	\$3,090.00

* **National Grid**

Traffic Light Electricity	\$43.92
Pumpstation (shared expense)	\$24.65
Substation (partially reimbursable)	\$7,117.78

* **EFTPS**

December Fed Withholding Tax	\$5,102.27
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* **Promptax**

December State withholding tax	\$1,067.22
Q4 UI	\$74.44

ADK Techs

Agreement IT Managed Services	\$650.00
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CBRE

Monthly commission on Kiewitt laydown	\$576.00
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ARCC

Q1 Employee Vision Insurance	\$63.36
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RU Holmes Engineering

AIP	\$302.50
East Street Detour Modifications	\$4,536.90

Town of Fort Edward

Canalside Special District Taxes	\$12,986.24
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Thomas Darfler

Annual .org website maintenance	\$203.17
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Trophy Den

Plaques	\$280.00
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Town of Kingsbury

AIP Q4 Water Bill	\$100.00
AIP Special District Taxes	\$246.05

EDC

Annual Membership Fee	\$1,000.00
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COUNTIES OF WARREN AND WASHINGTON INDUSTRIAL DEVELOPMENT AGENCY
INDUSTRIAL DEVELOPMENT AGENCY - CURRENT ACCOUNTS PAYABLE

(payables continued)

LCLGRP

Q4 FASTY NY services (reimbursable) \$8,500.00

Q4 HUD services (reimbursable) \$2,000.00

Central Insurance

Q1 payment \$5,389.25

\$79,137.76

*** *notates payment has already been made***

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

The December Board Meeting for Warren Washington Industrial Development Agency was held on Monday, December 15, 2025 at the Warren County Municipal Building in Lake George at 4:00 pm. The following were:

PRESENT:	Juan Gonzales	Chair
	John Taflan	Vice Chair
	Dan Bruno	Park Chair
	Tim Robinson	Treasurer
	Jim Nolan	Member
	Ginny Sullivan	Member
	Kevin Mahoney	Member
	Brian Campbell	Member
	Chuck Barton	CEO

ABSENT:	Tricia Rogers	Secretary
	Nick Caimano	Member

The following were also present:

Kara Lais, Esq.	Fitzgerald Morris Baker Firth, PC
Connor McCoy	Commercial Relationship Manager, NBT
Bob Sears	Berkshire Hathaway Blake Realty
Andrew Mangini	Berkshire Hathaway Blake Realty
Lou Marocco	Berkshire Hathaway Blake Realty
Bob Holmes	RU Holmes Engineering
Charlie Tall	Supervisor of Dresden
Derek Leo	Owner of Services Unlimited
Liz DaBramo	LaBella Associates
Paul Guillet	LaBella Associates
Minutes were taken by: Alie Weaver	Office Administrator

Attendance was taken by roll call, and quorum was confirmed.

Approval of November 17th Board Meeting Minutes: Mr. Gonzales entertained a motion to accept the November Board Meeting minutes. Mr. Nolan moved to approve the minutes as presented, and Mr. Campbell seconded the motion. With Mr. Bruno abstaining, all other members voted in favor by voice vote.

Accounts Payables and Financial Analysis: Mr. Robinson presented and reviewed the November Accounts Payables. He noted additional payables: Fitzgerald Morris (\$2,815); WCC for Q1 rail costs (\$35,842.61) and Q2 rail costs (\$11,666.28); RU Homes for engineering services (\$2,935); and the Village of Fort Edward for a shared water bill (\$125).

With no questions or concerns, Ms. Sullivan moved to approve the payables, and Mr. Taflan seconded. All members voted in favor by roll call vote.

Mr. Robinson presented and reviewed the year-to-date financial reports. With no comments or concerns, Ms. Sullivan motioned to approve the financial reports as presented, and Mr. Campbell seconded. All members approved the November financial reports by roll call vote.

Canalside Project Updates

Water: Mr. Barton stated that all remaining HUD funds will be allocated to the water project and the FAST NY funds for the sewer project to avoid the NEPA re-approval process that could cause delays.

Mr. Gonzales noted that a potential line of credit may be needed due to reimbursement timing. The amount will depend on FAST NY's minimum reimbursement thresholds. Updates will continue as more information becomes available.

Mr. Barton stated that LaBella is coordinating with railroad authorities on the East Street Railroad Crossing, with 60% design plans submitted to Canadian Pacific Kansas City Railway.

SEQRA Modification Public Notification Approval: Mr. Barton stated that LaBella prepared the SEQR Environmental Impact Review and Part 1 Environmental Assessment Form for four associated projects: the water map plan report, water district formation, sewer map plan report, and the East Street entrance road widening. Board approval is requested to begin a 30-day public notice and agency review period. The IDA board will complete SEQR Parts 2 and 3 at the January 20th board meeting.

Mr. Nolan moved to approve the SEQRA modification public notification. Mr. Campbell seconded the motion, and all other members voted in favor by roll call vote.

Tenant Activity: Mr. Bruno stated that approximately 85% of Kiewit's off-site materials have been removed and are expected to be entirely off-site by the end of the month, although lease obligations remain.

Mr. Barton stated that snow removal responsibilities have been transitioned to SMS Rail and Hour Electric as Kiewit vacates the site.

Wastewater: Mr. Barton stated that a lower-capacity connection via East Street is being explored, with a meeting scheduled with the Washington County Sewer District to confirm feasibility. The project will also require DEC permits and an easement from WCC.

Road Detour During Bridge Replacement: Mr. Bruno suggested that the bid for this project be a lump-sum rather than itemized, given the project's simplicity and low risk of scope changes.

Mr. Barton reminded the Board that LaBella is managing the DEC general permits, which are currently under internal review. The SHPO application was submitted on December 11th; a DEC-approved wetlands delineation was submitted on the same date; and an endangered species non-jurisdictional letter was submitted on December 5, with DEC's response pending. He noted that a general permit is being pursued instead of an Article 24 permit to simplify and expedite the process. A Canal Corporation permit application is also being drafted.

Mr. Barton reminded the Board that the projected timeline anticipates completion of detailed engineering by the end of December; state permitting and bid award by the end of March; final Canal Corp permitting by the end of April; and construction in May–June, with completion by the end of June to allow the bridge replacement to proceed in July 2026.

Gas Connection: Mr. Barton stated that a prospective buyer is seeking natural gas service and that a request has been submitted to National Grid.

Industrial Park Airport: Mr. Barton stated that the DEC wetlands determination is still pending. A potential sale is in due diligence, with public disclosure expected upon receipt of a letter of intent.

Mr. Barton stated that the Glens Falls Rotary is exploring a tree farm on a wetland-impacted site and has received positive local feedback.

Sale of Phase I Lot: Mr. Barton introduced Mr. Derek Leo, owner of Services Unlimited, who applied to purchase a 14-acre, wetland-impacted lot in Phase I. Mr. Barton noted that the parcel was appraised in November 2024 at \$2,600, reflecting its limited value and lack of development potential.

Mr. Leo stated that a small portion of the land will provide access to the rear of their existing building at 22 Park Road and will be used for parking. A site plan or Planning Board approval is not required.

Mr. Robinson made a motion to approve the resolution authorizing the sale of property. Mr. Bruno seconded the motion, and all other members voted in favor by roll call.

Additional Funds for Water Escrow Account: Mrs. Weaver stated that the board previously approved \$7,500 for an escrow account with the Village of Fort Edward to cover engineering and legal costs for the water district formation. Those funds have been fully used, leaving a negative balance of \$1,400, and staff are requesting approval for an additional \$7,500 to replenish the escrow.

Mr. Campbell made a motion to approve payment of \$7,500 to the Village of Fort Edward for the WWIDA water escrow account. Mr. Nolan seconded the motion, with all other members voting in favor by roll call.

Berkshire Hathaway Blake Realty Contract Renewal: Mr. Barton stated that the board previously issued a three-year RFP for real estate services, but the contract with Berkshire Hathaway Blake Realty was executed for only one year. The contract has expired, and staff are requesting board approval to renew it for an additional year, citing their strong performance and proactive marketing of the Ferguson Lane Extension and Canal Side Energy Park.

Mr. Bruno made a motion to approve the renewal of Berkshire Hathaway Blake Realty’s contract for another year. Mr. Mahoney seconded the motion, with all other members voting in favor by roll call.

Everything Under Foot Sales Tax Exemption Extension: Ms. Lais stated that Everything Under Foot’s sales tax exemption will expire on December 31st. They have requested an extension through February 28th, 2026, with no increase in the amount.

Mr. Campbell made a motion to accept the resolution to extend the project completion date and to authorize

a sales tax exemption for Everything Under Foot LLC, for the purpose of constructing and equipping the project facility. Mr. Taflan seconded the motion, with all other members voting in favor by roll call.

North Creek, NY Resort Holding Co. Sales Tax Exemption Extension: Ms. Lais stated that North Creek, NY Resort Holding Co.'s sales tax exemption will expire on December 31st. They have requested an extension through March 31st, 2026, with no increase in the amount.

Mr. Campbell made a motion to accept the resolution to extend the project completion date and to authorize a sales tax exemption for North Creek, NY Resort Holding Co., for the purpose of constructing and equipping the project facility. Mr. Nolan seconded the motion, with all other members voting in favor by roll call.

Native Development Sales Tax Exemption Extension: Ms. Lais stated that Native Development's sales tax exemption will expire on December 31st. They have requested an extension through June 30th, 2026, with no increase in the amount.

Mr. Taflan moved to accept the resolution extending the project completion date and authorizing a sales tax exemption for Native Development to construct and equip the project facility. Mr. Campbell seconded the motion, with all other members voting in favor by roll call.

Insurance Renewals Update and Approval: Mrs. Weaver stated that the annual Canalside insurance premium increased by \$1,700 due to a higher replacement value for the property's buildings.

Mr. Nolan moved to approve the renewal of the annual Canalside insurance policy for 2026. Ms. Sullivan seconded the motion, with all other members voting in favor by roll call.

CEO Staff Report—Mr. Barton reported 50 engagements year-to-date: 17 in manufacturing/distribution, 5 in tourism/recreation, 2 in hotel/resort, 3 in food/beverage, 5 in mixed-use, 8 in housing, 2 in energy, 1 in medical, and 7 in other.

The pipeline currently has 17 projects: 3 applications are being drafted, 5 are being considered for submission, 9 are exploring options, and more than 10 have decided not to proceed.

Mr. Barton listed his recent activities, which included:

- Attended the ARCC "State of Warren County" event
- Attended the Lake Champlain Lake George Regional Planning Board EPS Brownfield Coalition kickoff, which included Hamilton, Essex, Clinton, Warren, and Washington Counties.
- Met with local art organizations at Warren County EDC
- Attended the Glens Falls East End Rising kickoff meeting with LaBella, as panel guests
- Met with the new SUNY Adirondack president, Anastasia Ertz
- Attended the Queensbury Town Board meeting in support of the West Mountain Project
- Met with Warren County Tourism Director, Heather Bagshaw, to discuss arts and tourism economic impact and opportunity analysis
- Attended the ARCC holiday party at the Carriage House in Lake George
- Met with Jason Pirozzolo of Glens Falls Associates to discuss the Canalside insurance annual renewal

- Attended the Fort Edward Town Board meeting to discuss the Canalside Water District formation
- Met with local art organizations at the Hyde Museum
- Toured Canalside with a property insurance inspector
- Attended the Warren County EDC holiday party

For **WWIDA 2025 Accomplishment and Operations**, Mr. Barton highlighted the completion of a SUNY Adirondack AI Agility course; approval of eight incentive projects totaling \$68 million, which created 64 jobs and retained 70; and the administration of 35 long-term projects valued at \$210 million, supporting 460 jobs. Community relations efforts expanded through increased social media engagement, attendance at over 30 community events, and more than 50 engagements. The organization strengthened its operations by hiring ADK Techs to upgrade IT systems and enhance cybersecurity.

Administrator Staff Report: Mrs. Weaver noted that the 2025-2026 school PILOTs have all been paid. The 2026 Town and County PILOT invoices will be prepared for mailing during the first week of January.

Public Comments: None.

Executive Session: An Executive Session was not held.

Adjournment: With no other business to discuss, Mr. Gonzales entertained a motion to adjourn the December WWIDA Board meeting.

Mr. Mahoney made a motion to adjourn, and Mr. Nolan seconded the motion. All members voted in favor by voice vote, and the meeting was adjourned at 4:48 pm.

Profit and Loss - PY Comparison
Counties of Warren & Washington Industrial Development Agency
 January 1-December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL	
	JAN 1 - DEC 31 2025	JAN 1 - DEC 31 2024 (PY)
Income		
Non-Operating Revenue		
2675 Lot Sales		-\$96,499.39
Legal Reimbursement-Lot Sales	0.00	
Sale of Land	-32,189.69	34,850.00
Total for 2675 Lot Sales	-\$32,189.69	-\$61,649.39
Investment Earnings		
2401 Interest Income	\$360.22	\$184.30
2401.2 Interest Income - Money Market @ 3.57%	83,295.97	89,049.49
Total for 2401 Interest Income	\$83,656.19	\$89,233.79
Total for Investment Earnings	\$83,656.19	\$89,233.79
Total for Non-Operating Revenue	\$51,466.50	\$27,584.40
Operating Revenue		
Canalside Lease Income	328,103.31	402,908.44
Charges For Services		
2116.1 Project Fees - Existing	8,700.00	16,500.00
2116.2 Project Fees - New	329,839.64	115,709.36
2116.4 Application Fees	9,000.00	9,000.00
2116.5 Rail Usage Fees Recieved	\$212,618.36	\$70,589.12
2116.6 WCC Share	-92,643.03	17,500.00
Total for 2116.5 Rail Usage Fees Recieved	\$119,975.33	\$88,089.12
2770 Project - Legal Reimbursable	50.00	30,813.70
Total for Charges For Services	\$467,564.97	\$260,112.18
Total for Operating Revenue	\$795,668.28	\$663,020.62
2116.3 Canalside Lease Income		-50,425.22
2770.2 Misc Income - Operating		0.00
Total for Income	\$847,134.78	\$640,179.80
Gross Profit	\$847,134.78	\$640,179.80
Expenses		
66900 Reconciliation Discrepancies (adj. of overstatement from 2024 audit)	-54,742.71	21,601.65
Nonoperating Expenses		
107 Airport Industrial Park	\$3,900.00	\$4,000.00
Property/Sewer/Water Taxes AIP	5,413.23	5,897.34
Total for 107 Airport Industrial Park	\$9,313.23	\$9,897.34
Other Nonoperating Expenses		
PILOT Penalties	175.99	1,639.46
Total for Other Nonoperating Expenses	\$175.99	\$1,639.46
Total for Nonoperating Expenses	\$9,489.22	\$11,536.80

Profit and Loss - PY Comparison

Counties of Warren & Washington Industrial Development Agency

January 1-December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL	
	JAN 1 - DEC 31 2025	JAN 1 - DEC 31 2024 (PY)
Operating Expenses		
6460.45 Staff Payroll - WWIDA	176,610.58	186,149.04
6460.5 Supplies and Materials		
Misc Office Expenses		
Institution Fees	55.45	33.24
Total for Misc Office Expenses	\$55.45	\$33.24
Office Supplies	2,524.05	2,809.58
Postage	579.93	365.29
Total for 6460.5 Supplies and Materials	\$3,159.43	\$3,208.11
7000 Canalside Energy Park		\$89,600.00
7001 Canalside Expenses		
7002 Realtor & Appraisal Fees	19,508.00	12,412.02
7003 Insurance	21,788.08	11,315.81
7005 Land & Building Maintenance	25,223.86	42,319.30
7006 Special District Taxes	14,701.76	14,836.80
7007 Electric	\$93,213.03	\$56,073.16
7007.1 Canalside Utility Reimbursement	-80,395.95	0.00
Total for 7007 Electric	\$12,817.08	\$56,073.16
7009 Engineering		\$44,864.43
7009.1 Reimbursables	-113,710.25	37,146.74
7009.2 CHPE Soil Storage	1,137.63	-7,017.82
Total for 7009 Engineering	-\$112,572.62	\$74,993.35
7010 Bridge and Detour	13,473.15	
7013 FAST NY Reimbursable	31,708.00	38,236.00
7008 Legal		2,240.00
7012 FASTNY Nonreimbursables		47,593.00
Total for 7001 Canalside Expenses	\$26,647.31	\$300,019.44
Total for 7000 Canalside Energy Park	\$26,647.31	\$389,619.44
9000 Employee Benefits		
9010 Employee Net Health Insurance	41,849.00	37,359.89
Employee Benefit - Retirement	19,487.45	11,379.96
Medicare - Company	2,581.64	2,674.88
Social Security - Company	11,108.28	11,107.86
Unemployment Insurance (deleted)	870.43	701.10
Vehicle Allowance	5,750.00	
Total for 9000 Employee Benefits	\$81,646.80	\$63,223.69

Profit and Loss - PY Comparison
Counties of Warren & Washington Industrial Development Agency
 January 1-December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL	
	JAN 1 - DEC 31 2025	JAN 1 - DEC 31 2024 (PY)
Other Operating Expenses		
1910.4 Insurance		
Disability Insurance	801.65	592.40
Liability/Commercial Insurance	1,210.00	9,786.25
Public Officials Liability	1,669.00	1,719.00
Workers' Comp Insurance	1,028.43	777.56
Total for 1910.4 Insurance	\$4,709.08	\$12,875.21
6460.4 Contractual Services	\$3,692.48	
Computer Related	10,490.56	2,350.14
Dues	5,005.19	6,382.73
Marketing/PR	7,086.84	3,173.98
Rent	12,000.00	12,000.00
Subscriptions	4,566.65	1,508.25
Telephone and Internet	2,413.91	2,423.69
Total for 6460.4 Contractual Services	\$45,255.63	\$27,838.79
Interest	274.78	17.89
2675.1 Sale of Lots		
Legal Exp. for Lot Sales 3.4		1,200.00
Total for 2675.1 Sale of Lots		\$1,200.00
Miscellaneous		0.00
Total for Other Operating Expenses	\$50,239.49	\$41,931.89
Professional Service Contracts		
Accounting	15,470.00	14,870.00
Engineering-Phase II & Wetlds	6,311.50	2,819.18
Legal		
General	8,849.00	720.00
Fees for Project		12,451.00
Total for Legal	\$8,849.00	\$13,171.00
Total for Professional Service Contracts	\$30,630.50	\$30,860.18
Reimbursable Prof. Svc Contract	575.00	14,243.30
Total for Operating Expenses	\$369,509.11	\$729,235.65

Profit and Loss - PY Comparison
Counties of Warren & Washington Industrial Development Agency
 January 1-December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL	
	JAN 1 - DEC 31 2025	JAN 1 - DEC 31 2024 (PY)
Payroll Expenses		
Taxes	-0.02	
Total for Payroll Expenses	-\$0.02	
Total for Expenses	\$324,255.60	\$762,374.10
Net Operating Income	\$522,879.18	-\$122,194.30
Net Other Income		
Net Income	\$522,879.18	-\$122,194.30

Balance Sheet Comparison
Counties of Warren & Washington Industrial Development Agency
As of December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL	
	AS OF DECEMBER 31, 2025	AS OF DECEMBER 31, 2024 (PY)
Assets		
Current Assets		
Bank Accounts		
200 Cash	\$2,767.26	
Checking - NOW-10459405 Escrow	200,703.66	214,140.26
- PILOTs 3528097 - ICS Money	3,285.92	15,862.41
Market Acct @ 3.57%	2,328,796.62	1,845,500.65
Total for 200 Cash	\$2,535,553.46	\$2,075,503.32
220 Checking CHPE 0736	5,880.29	7,017.92
250 Certificates of Deposit	0.00	0.00
Arrow Debit Card	0.10	0.10
Total for Bank Accounts	\$2,541,433.85	\$2,082,521.34
Accounts Receivable		
379 Accounts Receivable NBRC	0.00	34,487.50
379B Accounts Receivable HUD	0.00	0.00
380A Accounts Receivable	-20,743.76	39,175.48
380B Accounts Receivable - PILOTS	-552.21	-552.21
Total for Accounts Receivable	-\$21,295.97	\$73,110.77
Other Current Assets		
200A Undeposited Funds	0.00	1,500.00
210 Petty Cash	55.10	55.10
380C Due from Other Governments	0.00	0.00
380E Due From WWCDC	0.00	0.00
380G Receivable-Grant Reimbursement	159,611.48	
480 Prepaid Insurance	4,265.03	4,265.03
481 FE Water Escrow	6,067.40	7,500.00
Lease Receivable	44,594.51	536,034.14
Prepaid Retirement	733.50	733.50
Total for Other Current Assets	\$215,327.02	\$550,087.77
Total for Current Assets	\$2,735,464.90	\$2,705,719.88
Fixed Assets		
101 Land	209,914.08	244,098.77
102 Land-Canalside Energy Park	11,769,482.00	11,769,482.00
104 Machinery and Equipment	-\$357.38	-\$357.38
Furniture and Equipment	357.13	357.13
Office Equipment	1,614.49	1,614.49
Signs & Mailboxes	7,583.50	7,583.50
Total for 104 Machinery and Equipment	\$9,197.74	\$9,197.74
114 Accumulated Depreciation	-9,197.74	-9,197.74
Total for Fixed Assets	\$11,979,396.08	\$12,013,580.77
Other Assets		
457 Long Term Receivable	0.00	0.00
Deferred Outflows - Pension	58,016.00	58,016.00

Balance Sheet Comparison
Counties of Warren & Washington Industrial Development Agency
As of December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL	
	AS OF DECEMBER 31, 2025	AS OF DECEMBER 31, 2024 (PY)
Total for Other Assets	\$58,016.00	\$58,016.00
Total for Assets	\$14,772,876.98	\$14,777,316.65
Liabilities and Equity		
Liabilities		
Current Liabilities		
Accounts Payable		
600 Accounts Payable	6,843.87	12,131.39
Total for Accounts Payable	\$6,843.87	\$12,131.39
Credit Cards		
Other Current Liabilities		
600.1 Unrecorded Accounts Payable	0.00	0.00
601 Accrued Payroll Expenses	0.00	0.00
602 Payroll Liabilities	\$241.87	\$241.87
603 Payroll Liability - Retirement	101.86	
Federal W/H	-705.13	-895.12
Medicare - Employee	180.40	171.58
NYS Employment Taxes	-0.02	
PFL W/H	0.00	0.00
Social Security - Employee	55.94	18.66
State W/H	-27.29	1,999.03
Total for 602 Payroll Liabilities	-\$152.37	\$1,536.02
615 Customers' Deposit	0.00	0.00
631 Due To Other Governments	0.00	0.00
650 Loan	0.00	0.00
690 Deferred Revenue	0.00	0.00
Total for Other Current Liabilities	-\$152.37	\$1,536.02
Total for Current Liabilities	\$6,691.50	\$13,667.41
Long-term Liabilities		
Deferred Inflows of Resources	61,408.49	522,051.43
Deferred Inflows - Pension	23,690.00	23,690.00
Due to Other Governments (CDC)	0.00	59,700.00
IDA Net Pension Liability	45,706.00	45,706.00
Total for Long-term Liabilities	\$130,804.49	\$651,147.43
Total for Liabilities	\$137,495.99	\$664,814.84
Equity		
924 Net Assets - Unrestricted	14,112,501.81	14,234,696.11
Net Income	522,879.18	-122,194.30
923 Opening Bal Equity	0.00	0.00
Total for Equity	\$14,635,380.99	\$14,112,501.81
Total for Liabilities and Equity	\$14,772,876.98	\$14,777,316.65

Profit and Loss

Counties of Warren & Washington Industrial Development Agency

December 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL
Income	
Non-Operating Revenue	
Investment Earnings	
2401 Interest Income	
2401.2 Interest Income - Money Market @ 3.57%	7,145.36
Total for 2401 Interest Income	\$7,145.36
Total for Investment Earnings	\$7,145.36
Total for Non-Operating Revenue	\$7,145.36
Operating Revenue	
Canalside Lease Income	23,210.35
Charges For Services	
2116.1 Project Fees - Existing	7,800.00
2116.5 Rail Usage Fees Recieved	
2116.6 WCC Share	-47,508.79
Total for 2116.5 Rail Usage Fees Recieved	-\$47,508.79
2770 Project - Legal Reimbursable	1,050.00
Total for Charges For Services	-\$38,658.79
Total for Operating Revenue	-\$15,448.44
Total for Income	-\$8,303.08
Gross Profit	
	-\$8,303.08
Expenses	
Operating Expenses	
6460.45 Staff Payroll - WWIDA	6,262.80
6460.5 Supplies and Materials	
Misc Office Expenses	
Institution Fees	39.00
Total for Misc Office Expenses	\$39.00
Office Supplies	324.93
Postage	78.00
Total for 6460.5 Supplies and Materials	\$441.93
7000 Canalside Energy Park	
7001 Canalside Expenses	
7002 Realtor & Appraisal Fees	576.00
7005 Land & Building Maintenance	150.00
7007 Electric	\$7,142.43
7007.1 Canalside Utility Reimbursement	-846.16

Profit and Loss

Counties of Warren & Washington Industrial Development Agency

December 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL
Total for 7007 Electric	\$6,296.27
7010 Bridge and Detour	13,473.15
7013 FAST NY Reimbursable	1,424.00
Total for 7001 Canalside Expenses	\$21,919.42
Total for 7000 Canalside Energy Park	\$21,919.42
9000 Employee Benefits	
9010 Employee Net Health Insurance	4,151.98
Employee Benefit - Retirement	113.03
Medicare - Company	225.67
Social Security - Company	965.00
Unemployment Insurance (deleted)	0.00
Vehicle Allowance	0.00
Total for 9000 Employee Benefits	\$5,455.68
Other Operating Expenses	
1910.4 Insurance	
Liability/Commercial Insurance	
Workers' Comp Insurance	783.34
Total for 1910.4 Insurance	\$783.34
6460.4 Contractual Services	
Computer Related	650.00
Dues	778.00
Marketing/PR	350.00
Rent	1,000.00
Subscriptions	1,115.90
Telephone and Internet	185.00
Total for 6460.4 Contractual Services	\$4,078.90
Interest	92.16
Total for Other Operating Expenses	\$4,954.40
Professional Service Contracts	
Accounting	300.00
Engineering-Phase II & Wetlds	495.00
Legal	
General	816.00
Total for Legal	\$816.00
Total for Professional Service Contracts	\$1,611.00
Reimbursable Prof. Svc Contract	575.00
Total for Operating Expenses	\$41,220.23

Profit and Loss

Counties of Warren & Washington Industrial Development Agency

December 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL
Payroll Expenses	
Taxes	-0.02
Total for Payroll Expenses	-\$0.02
Total for Expenses	\$41,220.21
Net Operating Income	-\$49,523.29
Net Other Income	
Net Income	-\$49,523.29

Annual ARCC Events

Conversation with Legislators

Date TBD at The Queensbury Hotel, Glens Falls

ARCC Annual Dinner & J. Walter Juckett Award Ceremony

March 6, 2026 at The Sagamore Resort, Bolton Landing

Nonprofit Symposium, presented by the Adirondack Nonprofit Business Council (ANBC)

Date & location TBD

Workplace Health & Wellness Symposium

Date & location TBD

SUCCESSion Summit, presented by the ARCC Women's Business Council (WBC)

Date & location TBD

ARCC Golf Tournament

June 15, 2026 at the Glens Falls Country Club, Queensbury

ARCC Day at the Track

July or August 2026 at the Saratoga Race Course

ARCC Business Awards Breakfast

October 2026 at The Queensbury Hotel, Glens Falls

Annual ARCC Business Expo

November 2026 at The Queensbury Hotel, Glens Falls

State of the County Events for Warren & Washington Counties

Dates & locations to be determined

ARCC Holiday Mixer

December 2026 at the Carriage House, Fort William Henry Hotel, Lake George

Recurring ARCC Events

ARCC Networking Mixers

Educational Seminars, Workshops & Panel Discussions

ARCC council meetings & events

Other Sponsorship Opportunities

ARCC e-newsletter sponsorship

Leadership Adirondack Program

ANNUAL ARCC EVENT SPONSORSHIP OPPORTUNITIES

Conversation with Legislators

Date TBD at The Queensbury Hotel, Glens Falls

Join the ARCC in an informal discussion with elected state officials. This annual event provides attendees with the opportunity to learn more about the strategic relationships between the region’s business community and our state representatives.

The conversation is moderated by ARCC President & CEO Tricia Rogers.



	Presenting Sponsor	Supporting Sponsor	Audio/Video Sponsor
	\$1,250	\$1000	\$750
	✓		
Recognition during opening remarks	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓
Tickets to event	6	4	2

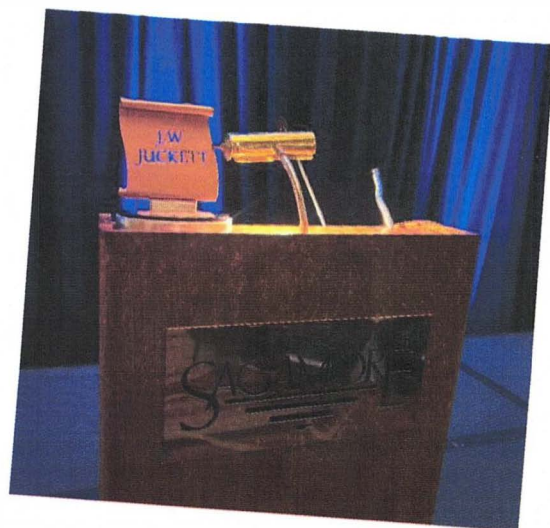


ARCC Annual Dinner & J. Walter Juckett Award Ceremony

Friday, March 6, 2026 at The Sagamore Resort, Bolton Landing

Join us for an evening of reflection and celebration at the beautiful Sagamore Resort. In addition, we honor the recipient of the Annual J. Walter Juckett Community Service Award.

	Premier Sponsor	Executive Sponsor	Platinum Sponsor	Gold Sponsor	Silver Sponsor	Bronze Sponsor
	\$6,000	\$3,500	\$2,500	\$2,000	\$1,500	\$1,000
Special recognition by ARCC President during program	✓					
Prominent placement on printed program & event marketing	✓	✓				
Bottles of wine at table	✓					
Recognition on printed program & slideshow	✓	✓	✓	✓	✓	✓
Recognition during opening remarks	✓	✓	✓	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓	✓	✓	✓
Tickets to event	20	10	8	6	4	2



Nonprofit Symposium

Date & location TBD

The Adirondack Nonprofit Business Council (ANBC) of the ARCC presents their annual Symposium event, featuring a topic geared towards nonprofit leadership, board members, and key staff.



SYMPOSIUM

	Premier Sponsor	Supporting Sponsor
	\$500	\$300
Prominent placement on event marketing	✓	
Opportunity to provide handout materials at event	✓	
Recognition during opening remarks	✓	✓
Logo on event page on ARCC website	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓
Logo on ARCC social media mentions	✓	✓
Tickets to event	2	1

Workplace Health & Wellness Symposium

Date & location TBD

The ARCC Workplace Health & Wellness Council is dedicated to advancing its commitment to developing and sustaining a culture of wellness in the business by hosting an annual symposium event focused on the health & wellness of our region.



Adirondack Regional Chamber of Commerce

WORKPLACE

health & wellness council

	Premier Sponsor	Supporting Sponsor
	\$500	\$300
Prominent placement on event marketing	✓	
Recognition during opening remarks	✓	✓
Logo on event page on ARCC website	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓
Logo on ARCC social media mentions	✓	✓
Tickets to event	2	1

Women’s Business Council Summit

Date & location TBD

The ARCC Women’s Business Council (WBC) holds an annual event, open to all, featuring a panel discussion on varying topics. In 2025 the topic will be on facing the challenges of a multi-generational workforce, and discussing solutions applicable to all industries.



	Presenting Sponsor	Premier Sponsor	Supporting Sponsor
	\$750	\$500	\$250
Prominent placement on event marketing	✓		
Recognition during opening remarks	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓
Tickets to event	4	2	1



ARCC Golf Tournament

June 15, 2026 at the Glens Falls Country Club, Queensbury

Don't miss the opportunity to swing clubs with regional business & community leaders at this premier business-to-business golf tournament. Close out the day with a cocktail reception and awards ceremony.



	Presenting Sponsor	Eagle Sponsor	Birdie Sponsor	Cocktail Reception Sponsor	Putting Contest Sponsor
	\$5,000	\$3,000	\$2,000	\$2,000	\$1,000
Prominent placement on program & event marketing	✓				
Signage at registration table, and display table at tournament (provided by member)	✓				
Logo on signage at clubhouse				✓	
Signage at hole					✓
Logo on golf program	✓	✓	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓	✓	✓
Tee sign with logo	✓	✓	✓	✓	✓
# of golfers	8	4	2	2	1

	Driving Range Sponsor	Closest to Pin Sponsor	Longest Drive Sponsor	Tee Sign Sponsors
	\$1,000	\$1,000	\$1,000	\$250
Display table at driving range (provided by member)	✓			
Logo on golf program	✓	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓	✓
Tee sign with logo	✓	✓	✓	✓
# of golfers	1	1	1	0

ARCC Golf Tournament

June 2026 at the Glens Falls Country Club, Queensbury
 Don't miss the opportunity to swing clubs with regional business & community leaders at this premier business-to-business golf tournament. Close out the day with a cocktail reception and awards ceremony.



Limited Sponsorships available for:

	Photo Sponsor	Cart Sponsor	Goody Bag Sponsor*
	\$1,750	\$2,000	\$750
Logo on all event keepsake photos	✓		
Logo on signage on each cart		✓	
Logo on golf program	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓
# of golfers	0	2	1

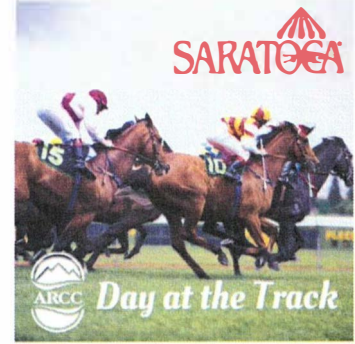
*Includes a donation of 150 company-branded bags & marketing items for inclusion in giveaway bags.



ARCC Day at the Track

July or August 2026 at the Saratoga Race Course

The ARCC invites members to enjoy a day of networking and fun at the Saratoga Race Course. Enjoy a buffet lunch and networking in a designated space, with fellow members & guests.



	Premier Sponsor	Presenting Sponsor	Gold Sponsor
	\$2,750	\$1,500	\$1,000
Prominent placement on event marketing	✓		
Branded giveaways to each attendee (provided my sponsor)	✓		
Logo on event signage	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓
Tickets to event	8	4	2

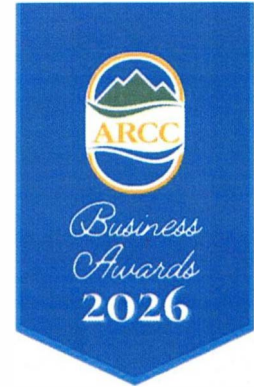


ARCC Business Awards Breakfast

October 2026 at The Queensbury Hotel, Glens Falls

The ARCC along with the Business Award Nomination Committee annually recognizes deserving chamber members for their achievements in business and commitment to community at this awards ceremony.

Nominees are submitted by their peers in 7 different categories and are recognized at this event.



	Platinum Sponsor	Gold Sponsor	Silver Sponsor	Bronze Sponsor
	\$1,750	\$1,250	\$1000	\$750
Prominent placement on event marketing	✓			
Recognition during opening remarks	✓	✓	✓	✓
Logo on event program & signage	✓	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓	✓
Tickets to event	10	6	4	2



Annual ARCC Business Expo

November 2026 at The Queensbury Hotel, Glens Falls
 Come discover, connect, and network at this business-to-business showcase featuring 80+ fellow ARCC Members. This showcase is open to the public and features product demonstrations, resources, food & beverage samples, and plenty of networking!



	Premier Sponsor	Presenting Sponsor	Gold Sponsor
	\$1,500	\$1,000	\$750
Includes premier placement of 8-foot exhibit	✓		
Includes 8-foot exhibit space		✓	✓
Prominent placement on event marketing	✓		
Logo on event page on ARCC website	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓

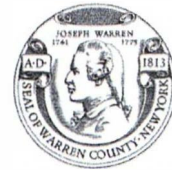


State of the County Events

Warren County

Date & location to be determined

This moderated discussion features a conversation with Warren County elected officials and administrative professionals on initiatives, successes, and challenges, of Warren County, and their vision for the future. The conversation is moderated by ARCC President Tricia Rogers.



Warren County
State of the County

	Platinum Sponsor	Supporting Sponsor
	\$500	\$250
Prominent placement on event marketing	✓	
Recognition during opening remarks	✓	✓
Logo on event signage	✓	✓
Logo on event page on ARCC website	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓
Logo on ARCC social media mentions	✓	✓
Tickets to event	4	2

Washington County

Date & location to be determined

This moderated discussion features a conversation with Washington County elected officials and administrative professionals on initiatives, successes, and challenges, of Washington County, and their vision for the future. The conversation is moderated by ARCC President Tricia Rogers.



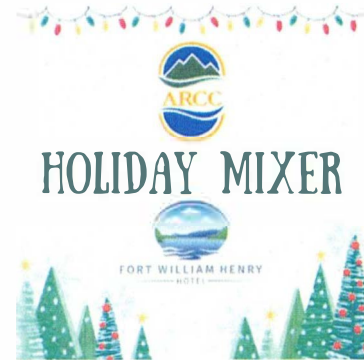
Washington County
State of the County

	Platinum Sponsor	Supporting Sponsor
	\$500	\$250
Prominent placement on event marketing	✓	
Recognition during opening remarks	✓	✓
Logo on event signage	✓	✓
Logo on event page on ARCC website	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓
Logo on ARCC social media mentions	✓	✓
Tickets to event	4	2

ARCC Holiday Mixer

December 2026 at the Carriage House, Fort William Henry Hotel, Lake George

The ARCC's annual Holiday Mixer draws 250+ members and guests to enjoy the festive season at this networking mixer.



	Silver & Gold Sponsor	Jingle Bell Rock Sponsor	Mistletoe Sponsor	Photo Sponsor*
	\$1,500	\$1,000	\$750	\$2,000
Prominent placement on event marketing	✓			
Logo on all event keepsake photos				✓
Recognition during remarks	✓	✓	✓	✓
Logo on event signage	✓	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓	✓
Tickets to event	8	6	4	2

***Limited number of sponsorships available for Photo Sponsor**



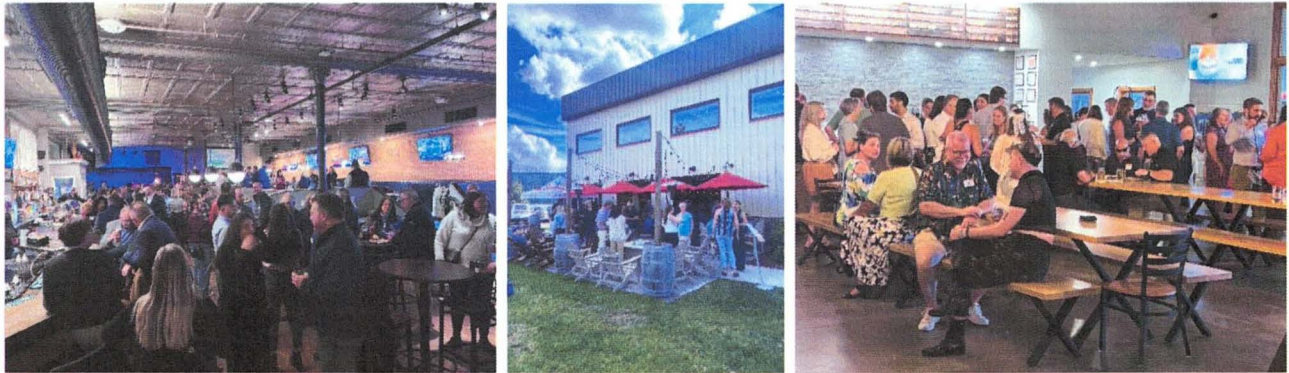
RECURRING ARCC EVENT SPONSORSHIP OPPORTUNITIES

ARCC Networking Mixers

Premier opportunity to sponsor one of the most successful ways to network. ARCC Mixers are typically held monthly, with a few exceptions.

\$250 per mixer sponsor

- Includes two (2) tickets to mixer
- Recognition on event signage, event page on ARCC website, ARCC e-newsletters, and social media mentions



Educational Seminars, Workshops & Panel Discussions

The ARCC offers educational seminars and workshops periodically, highlighting a different topic/speaker.

\$500 per event sponsor

- Includes two (2) tickets to event
- Recognition on event signage, event page on ARCC website, ARCC e-newsletters, and social media mentions



Women's Business Council meetings

The Women's Business Council (WBC) aims to promote and to encourage increased business & collaboration amongst the affinity group of women-owned businesses, and women professional members of the ARCC through its monthly meetings.



	Margaret Thatcher Sponsor	Eleanor Roosevelt Sponsor	Malala Youzafzai Sponsor
	\$2,500	\$1,250	\$250
Logo featured at	10 meetings	5 meetings	1 meeting
Prominent placement on event marketing	✓		
Special recognition during meeting remarks	✓	✓	✓
Logo on event signage	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓

Veterans Business Network meetings & events

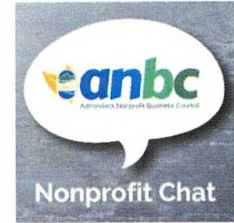
The purpose of the ARCC Veterans Business Network (VBN) is to promote and to serve the affinity group of Veteran and military member sole proprietorships, and Veteran and military service professional members of the ARCC and to encourage increased business and collaboration among its ranks.



	Pentagon Sponsor	Color Guard Sponsor	National Anthem Sponsor
	\$2,500	\$1,250	\$250
Prominent placement on event marketing	✓		
Logo featured on marketing for Educational session, Veteran Walk & Holiday Mixer	✓		
Logo featured on marketing for Educational session, Veteran Walk		✓	
Logo featured on marketing for Educational session			✓
Special recognition during meeting remarks	✓	✓	✓
Logo on meeting signage	✓	✓	✓
Logo on event page on ARCC website	✓	✓	✓
Logo on event mention in ARCC e-newsletters	✓	✓	✓
Logo on ARCC social media mentions	✓	✓	✓

Nonprofit Chats presented by the Adirondack Nonprofit Business Council (ANBC)

The Nonprofit Chats are an informal gathering of nonprofit organizations designed to create a space for networking, resource sharing, and education. The location of each meeting moves to a different nonprofit location, allowing them to showcase their space and share their mission.



\$100 per meeting sponsor

- Recognition on event page on ARCC website, ARCC e-newsletters, and social media mentions
-

ARCC Workplace Health & Wellness Council meetings

The ARCC Workplace Health & Wellness Council is committed to developing and sustaining a culture of wellness in the business community. Their monthly meetings feature guest speakers and robust conversations on health & wellness resources in our community.



\$100 per meeting sponsor

- Recognition on event page on ARCC website, ARCC e-newsletters, and social media mentions
-

NEW! Young Professionals Network (YPN)

In 2026 the ARCC is building a Young Professionals Network with a goal of empowering emerging leaders through education, connection, collaboration, and advocacy.

\$500 sponsorship for 2026

- Recognition on marketing for YPN meetings and events
- One (1) complimentary ticket to YPN event(s)

OTHER SPONSORSHIP OPPORTUNITIES

ARCC e-newsletter sponsorship

ARCC e-newsletters are part of our effort to communicate efficiently with our members & partners. They are sent twice a week to **over 2,300 readers**, with an **average open rate of 42%**.

Sponsorship of ARCC Monday Memo or ARCC Connections (Thursday) e-newsletter:

- Sponsorship pricing
 - \$150 per email, or;
 - \$400 for three emails
- Sponsorship details
 - Sponsorship artwork and/or logo is provided by member
 - Artwork or logo can link out to website, or landing page provided by member
 - Limit 2 e-newsletter sponsors per email; first come, first served

NEW! ARCC Website Banners

Sponsor a website banner on the ARCC website, on popular pages such as the ARCC Events Calendar, Membership Directory, and JobBank.

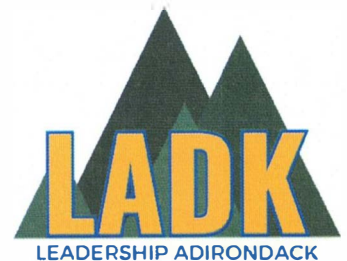
\$1,500 per banner per webpage for one (1) quarter period

- Banner measures 480 X 150 pixels; artwork is provided by member and can link out to website or landing page

LEADERSHIP ADIRONDACK PROGRAM SPONSORSHIP

September 2026 – January 2027

The ARCC Leadership Adirondack program is dedicated to the development of leaders who will serve their communities now and in the future. The program focuses on community discovery, servant leadership, and community service.



\$750 Leadership Adirondack Program Sponsor

- Logo on all promotional and recruitment materials
- Logo on all announcements, class events, etc.
- 2 (two) tickets to the *Get Acquainted* event & 2 (two) tickets to the Leadership Adirondack Graduation Ceremony