**SARATOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY MEETING**

**May 18, 2021 – 8:35 a.m.**

WITH REGARD TO THIS MEETING THERE WILL NOT BE A PUBLIC MEETING LOCATION AT WHICH THE PUBLIC MAY ATTEND IN PERSON.

Because of the Novel Coronavirus (COVID-19) Emergency and State and Federal bans on large meetings or gatherings and pursuant to Governor Cuomo’s Executive Order 220.1 issued on March 12, 2020 suspending the Open Meetings Law, the general meeting scheduled for May 18, 2021 being held by Saratoga County Industrial Development Agency (the Agency”) in accordance with the provisions of Article 18-A of the New York General Municipal Law will be held electronically via conference call instead of in a public setting open for the public to attend. Members of the public may listen to the meeting and comment during it by Dialing: (605)-475-4069 and entering Access Code 445131#. Pre-meeting comments may also be submitted to the Agency in writing or electronically ([mvalentine@saratogacountyny.gov](mailto:mvalentine@saratogacountyny.gov)). Comments may be made during the meeting following presentation of the agenda item by the speaker. Please provide your name clearly prior to the question or comment. Minutes of the preceding Public Hearing and general meeting will be transcribed and posted on the Agency’s website.

**PRESENT**: Members: Chairman Rod Sutton, Andrea DiDomenico, Michael Mooney, Kevin Tollisen, Phil Klein, Walt Wintsch.

**STAFF & GUESTS**: Scott Duffy, CEO; Jeff Many, CFO; Michael Valentine, Administrator; James Carminucci, Counsel to the Agency; Dennis Brobston, SEDC; Jeff Shorr, Saratoga Auto Body; Mike & Craig Arnoff, Arnoff Logistics; Dan Sagliano, Arnoff Logistics; Robin Cooper, Business Review; and Lori Eddy.

**ABSENT**: Tom Lewis.

Chairman Sutton called the meeting to order at 9:05 a.m.

**Approval of meeting minutes: March 26, 2021:**

Chairman Sutton stated the first item on the agenda is the approval of the minutes of the March 26, 2021 meeting. Chairman Sutton asked if there were any additions or changes to the minutes of March 26, 2021? Mr. Mooney made a motion to approve the minutes of March 26, 2021. The motion was seconded by Mr. Klein. As there was no further discussion, all were in favor and the minutes were approved.

**Application: Saratoga Auto Supply:**

Chairman Sutton stated the next agenda item is the application for Saratoga Auto Supply. It is a warehousing to be located at 288 Milton Avenue in Ballston Spa. It is a NAPA fund project for warehousing and retention of jobs and some maybe five new jobs as we go along. Chairman Sutton asked Mr. Brobston to discuss this application. Mr. Brobston thanked the Board. This is, as you mentioned, for NAPA, Saratoga Auto Supply. They are currently located on Milton Avenue in Ballston Spa in a leased facility. They are looking to purchase a 3.05-acre site at 352 Rowland Street in Milton. For those of you who wonder where that is, it is right across from the Town Hall property and right next to Cumberland Farms on that side of the road on Rowland Avenue. They want to build a 15,600 square foot facility. A majority of it would be warehousing. They will have some offices and they will a little bit of retail in a corner that is about 26%. The project itself is $3.5 million dollars. Currently they have 12 jobs in the facility in Milton. When they move to the new facility, they will grow to 23 and then over the next couple of years they will grow to 32. So, it is a total over three years of 20 jobs. The PILOT has been discussed with the Town. Mr. Shorr has a good relationship with the Town of Milton and he asked him to reach out to the Supervisor immediately. They discussed it at the Town level and they were very supportive of a five-year PILOT so that is the reason why it is shown as a five-year warehouse PILOT. For the first five years just on the assessable value of the land which would be moved to $600,000 which is the purchase price. The assessable amount right now is $353,000 approximately. You have seen a rendering which he included in the application. They do have approvals from the Town for the project. Mr. Shorr has been in business for a while. He has asked Mr. Shorr to go through and give a little history of what he’s done so you understand a little bit more about who he is and who the company is and then we can go from there. Mr. Brobston invited Mr. Shorr to speak about the business. Mr. Shorr thanked the Board stated he appreciates the time this morning to review this project. It is very important to his Company. Just as a quick background on the Company and himself, our Company has been around since 2014. We are a group of four NAPA Auto Parts locations. Two are in Saratoga County, one in Warren County and one in Washington County. Our business model is primarily a wholesale driven business model where we service all of the repair shops, Towns, municipalities, fleets, farms, automobile dealerships in the surrounding communities that we are in. Our business has evolved quite frequently or quite significantly in the last three to five years, especially in the last eighteen months where it is really driven on the ability for us to supply product in an extremely timely fashion to our customers. We are looking for this PILOT to be able to expand and actually add a warehouse to service ourselves and our locations. Currently all of our locations are serviced by a NAPA Corporately owned warehouse out of Latham, New York. And that will remain a vendor of ours. But we would actually like to bring the distribution closer to our own locations. There is obviously a benefit of size and scale of being able to buy product at a larger quantity at a lower price. It helps us remain competitive against online competitors, other local competitors and there is also just the need for us to supply product faster. Consumers have the ability to buy our type of products over the internet or in many other avenues than they used to in past times. We are just trying to remain competitive and we are a growing Company. We started with two locations, Saratoga and Ballston Spa in 2014. Since then, we have expanded with two additional locations. We have plans to add additional sites. This property is the first ground up facility that we are engaging in. All of our previous facilities have been leased spaces. Either we inherited the leases through the acquisition or they’ve been leases that we’ve gone out and sought on our own. This is us putting a footprint down in Saratoga County which is home to myself and my wife along with the majority of our employees. Saratoga County makes up about 70% of our business and a lot of our expansion plans are in surrounding Towns within Saratoga County. We very much appreciate your time this morning and your consideration for our project. Mr. Brobston asked Mr. Shorr to give a little background on increasing costs that have occurred during this process that you started. Mr. Shorr stated as you may be well aware, construction costs for a project of this size have really risen since we started this conversation with Munter Enterprises almost a year ago now. Originally, we had proposed this project in September. Since then, the project costs have gone up over $400,000. We don’t want to back off on doing the project. We don’t want to downsize the project. So, getting the help from the Committee here and Saratoga County is really important for us to be able to make this project a reality. Mr. Brobston added that the other thing you are working on is an SBA 504, Small Business Administration 504 Program which allows you 50/40/10. For those of you who don’t remember what that is, 10% of equity of the client, first position mortgage from the Bank at 50% and the SBA takes a second position mortgage at 40% and it’s also a fixed rate. The last time he checked it was 20 years. They’ve also reduced, because of COVID, the SBA has reduced those fees dramatically and that had a big part to play in this as well did it not? Mr. Shorr replied yes, there are some incentives to be aggressive now and expand now because the SBA has waived a couple of the fees that are involved in that and they are also willing to make the first three payments of our loan. Mr. Brobston stated our tax money at work ladies and gentlemen. Anyways, the sales tax exemption for this project is estimated to be about $121,800. The mortgage tax benefits are only on the bank portion because the SBA doesn’t have a mortgage tax because of their process. That is $11,813. The proposed PILOT has $286,315 in estimated tax savings over the five-year period. The incentives for this project from the IDA if given would add up to about 12% of the project. Just for your background, you look at those numbers, we’ll go from 10-25% depending upon the type of project and the type of PILOT that goes along with those over the years. Those are definitely at the lower end but he just wanted to make you aware of that. Mr. Brobston stated they would be glad to take any questions you may have. Chairman Sutton asked if there were any questions from the IDA Board? Mr. Valentine stated he does have a question for Mr. Brobston. There is one correction on the chart on page 14 Mr. Shorr, that gives us the type of employment and the number of employment but Mr. Brobston answered this but he just wants to make sure others realize this. He asked Mr. Brobston if he wanted to address the conversation they had. Mr. Brobston questioned if you were talking about the present employees? Mr. Valentine stated yes. Mr. Brobston stated at the site that we are talking about; it does show that the employment that is there now is at 288 Milton Avenue in the Village of Ballston Spa. Those jobs will be transferring to this new site and those are the 12 that are existing. The site is leased presently and he questioned Mr. Shorr if the lease is up next year? Mr. Shorr replied yes, September of 2022. Mr. Brobston stated so their plan is to vacate that building when the lease is done and hopefully it will be ready for them, it should be. But those where those jobs are at that present time. Mr. Valentine stated he brings that up mainly for the benefit of Mr. Duffy and Mr. Many as they take on next year’s reporting for ABO’s office. We usually show there are zero jobs at a vacant site that is started. Mr. Brobston stated he understands. Chairman Sutton asked if there were any other questions from the Board? Chairman Sutton stated to Ms. DiDomenico that she sat in on the preliminary conference, do you have any comments. Ms. DiDomenico stated she thinks it’s a good project and he is going to keep everything in Saratoga County which is positive for us and he is going to grow the business and trying to save his cost to his customer. He seems to be a very good businessman and seems to have a handle on what his customers need and what he needs to grow his business. So, the sub-committee is in support of the application and moved it over to the full Board for this morning’s meeting. Ms. DiDomenico stated she would make a motion to move it forward to a public hearing. Chairman Sutton stated okay before we get to that motion, is there any other comments from our members. Mr. Mooney stated he had no comments, it is a good project. Mr. Wintsch stated he also had no comments, it is a really good project, it’s what we are here for really. Chairman Sutton questioned Mr. Shorr regarding the employment of the additional staff members you would be creating are they basically coming from Saratoga County? Where do you get your staffing from? Mr. Shorr stated they would all primarily all be from Saratoga County. They would be based out of that facility and it is 352 Rowland Street and the bulk of our employees now are from Saratoga County. Out of between the 48-50 employees we have now, over 35 are Saratoga County residents at this point. Chairman Sutton stated okay. Chairman Sutton questioned Mr. Brobston you said that the Land Use Boards have approved the project at this point? Mr. Brobston stated yes sir, they have approved the site plan. This was the last step to get processed. They did it back in February which he thinks was the last meeting. Chairman Sutton questioned you also have approval of the SBA Loan; the financing is in place? Mr. Shorr replied yes. Chairman Sutton stated okay.

Chairman Sutton then asked for a motion to approve the application for Saratoga Auto Supply. Ms. DiDomenico made a motion to approve the application and move it to a public hearing. The motion was seconded by Mr. Wintsch. Chairman Sutton asked if there was any further discussion. There was no further discussion.

**RESOLUTION #1488**

RESOLVED, THAT the Saratoga County IDA accept the motion to approve the application for Saratoga Auto Supply as presented and discussed be acted upon. The results of the roll call vote were as follows:

AYES: Mr. Klein, Ms. DiDomenico, Mr. Lewis, Mr. Wintsch, Mr. Mooney, and Chairman Sutton.

NOES: None

ADOPTED: 6-0

Chairman Sutton stated we will set the public hearing at the end of this meeting and Chairman Sutton thanked Mr. Shorr for his time. Chairman Sutton stated to Mr, Brobston we will let you know when the public hearing date is set. We don’t know at this point. Right now, everything is still virtual. The public meetings law has not been rescinded, so we really don’t know how we will handle our next meeting until we have more directive from the State. Right now, as things are the same, it will probably be a virtual meeting such as we have today. We are hoping that we can meet in person shortly but Mr. Brobston will keep you informed of that Mr. Shorr. Mr. Valentine stated he just wanted to note that Mr. Shorr and his two NAPA facilities were one of those companies awarded a grant through the application, PPE application through the IDA. Chairman Sutton stated okay. Mr. Shorr thanked the IDA for their time this morning.

**Application:** **Tivoli Properties LLC/Arnoff Moving & Storage of Albany, NY:**

Chairman Sutton stated our next applicant is the Arnoff Moving & Storage of Albany. Chairman Sutton asked Mr. Brobston to discuss the application. Mr. Brobston stated this is a project which is the third project on the former Racemark facility in Malta on Stonebreak Road. This project will include two buildings, he calls them spec, they are a little bit between the two and he knows the Arnoff’s will explain that. Building of 175,000 square feet in two buildings, 125,000 in one and 15,000 in another. The facilities would fill out the property, the acreage that is there. They are currently working with companies to fill that space and utilize it for themselves as well as new space. They will explain that as well. The construction costs and other costs of this project bring it to be approximately $18,700,000. He included a couple things. He included a couple of things. He included aerials to show you the growth of that site and he also included the site plan that shows where the two buildings would be arranged on that site that would fill it up. He also gave you some information with regard to the amount of investment that had been made so far on the site. The request is for minimally the warehouse 10-year PILOT which is known as a five and five. We would like to leave open the opportunity to come back before the end of five years if there is a manufacturer that might go in one of the spaces. We could talk about that further. That being a majoring factor from outside the State. But that would be something could discuss at a later time if that was of any interest. We would show that the assessable value of the site has also gone up on my sheet that I showed you, it was set at $4.4 if there were any tertiary value rates from the Racemark folk and then acknowledge while it has increased on the assessable value roles of the Town, it is still on the $4.4 million as a PILOT base. So, they are acknowledging $7.3 million dollars of assessment. Mr. Brobston stated that Mike and Craig Arnoff are with us this morning. They would like to explain how things are going for them and talk about the need for the project. Mr. Mike Arnoff thanked Mr. Brobston and stated we also have Dan Sagliano, our Executive Vice President and CFO with us as well. Ms. DiDomenico stated to Mr. Mike Arnoff we just wanted to put on the record what she did at the sub-committee meeting if you don’t mind. For the IDA members who are unaware, she has to recuse herself due to the fact that her associate attorney has recently done some work and she is actually related to the Arnoff family, so she will recuse herself from any discussion or review or comments based upon the professional relationship that her law firm has recently had with Michael’s family and Craig’s family. Mr. Michael Arnoff thanked the Board for having them this morning. They greatly appreciate it. Just a quick briefing to refresh memories. We are a 97-year-old five generation family business. He is fourth generation and Craig is fifth generation and there are other members of the family who work with Craig and I each day to help us run our global logistics company. We are so proud to be headquartered in Saratoga County. Today we are calling this project Logistics Campus 4.0. For those of you that remember, we came in front of you about four years ago to present the concept of a Logistics Campus and what we meant by a logistics campus and what had happened today is we have absolutely become a destination for Companies, small, medium and some very, very, large Fortune 500 Companies that need logistic services, not only focused in and around the Northeast, but really on the Eastern seaboard of the United States. Companies like that we are very proud to mention, companies like Applied Materials. Companies in the semi-conductor industry. Companies like Harley Davidson, who many of you might know make motorcycles and are evolving into a company making electric bikes which you will be hearing quite a bit about in the near future. Companies like Kawasaki who are very, very interested in having Arnoff provide services to them but we don’t have enough space today to do what they want us to do. And the list, what we call our honor roll continues to go on and on. He would just like to go back to the Logistics Campus. We have created a place where companies that need any type of logistic services, and that could be anything from a FedEx package or a UPS package or a DHL because we are agents for all three of those global companies. Or a loading dock to unload a shipment or a package designed for a number of pieces that they have in our facility that are then being shipped overseas. We have built out the manufacturing capabilities at our property in Malta, New York to provide a multitude of different consultation services along with hands-on solutions for companies of all different shapes and sizes. That includes our last round with you guys building out a truck garage, not only for ourselves and for our fleet, but for all of the logistics companies that have requirements here in the Saratoga area that rely on us. If they have a truck that comes into our facility that needs service or breaks down or anything, right on our campus is a 24 hour a day truck garage that you helped us build. That operates today under a long-term agreement with Ryder, a Fortune 500 company. When Mr. Brobston speaks of spec buildings, he wants to make sure you understand we are not a real estate developer in the scheme of building spec buildings. We build buildings and what we’ve proven is to build buildings and acquire clients that not only use our labor and use our manufacturing capabilities within our building, but also may staff some of the space themselves. So, Applied Materials for instance, has about 125 workers that come to our property or are assigned to our property every day, but also Arnoff has staff, probably 10 or 15 people that work for them in outsourced capabilities side-by-side with their requirements and their people. It’s a wonderful marriage and we’ve continued to prove Companies over and over again that we can provide the solutions. They come to our site, they see what we are doing and they want to be a part of what we have envisioned and what our vision is evolving in to. Our needs today are for a lot more space. We need to have a significant amount more space than we have today just to meet the pipeline. Forget about our long-term goals of growing our business into 10 years from now. But, just to meet the pipeline of opportunities that have come our way, and quite interesting, Mr. Brobston mentioned a local manufacturer. We have a local manufacturer who is a customer of ours. They manufacture at another building in Saratoga County. They are a customer of ours for processing, packaging, shipping, trucking service at our facility and they want to move their manufacturing to a building on our site to be closer aligned to the packaging and the shipping that we are doing each day. So, every day they manufacture a product, we send a truck to their loading dock, we bring the product to our facility, we provide the packaging services and then the shipping services. They want to eliminate that trucking piece to just be right on our property and be aligned with what we do. So, hopefully that helps to outline for you what our goals are. At one time it was called a vision. Our vision has come to, we’ve seen the vision, and now we just want to expand upon it. Mr. Mike Arnoff asked if Mr. Craig Arnoff would like to add to that? Mr. Craig Arnoff stated no, he thinks you summed up our kind of vision for the site and we continue to expand upon what we’ve built and continue to build even with the existing tenant that was on the site when we came here, Biden Materials. We need to add services onto our agreement with them, with their landlord, where their creating shop, where their transportation firm, where their what they call forward stocking locations, any of the small parts they need for their machinery, whether it’s up the road here at Global Foundries, out at the new plant in Utica, up in Vermont or down in Fishkill where their local area stocking location for small parts, and then finally we are just rolling out a kitting operation to help them with their preventative maintenance service line that they have rolled out in a big way over the last 18 months. He has really needed to outsource a lot of that kitting to a firm like ours that can support putting some of the small parts together and delivering it on time to a Global Foundries type facility so that those preventative maintenance projects can get done on a timely basis. Mr. Brobston stated he is sorry to interrupt but you were talking about the plant in Utica. Could you explain a little bit more about the work you are doing for Create which is a new semi-conductor plant? Mr. Craig Arnoff explained that we have been awarded a three-year contract to become their transportation and local warehousing facility for the Utica plant. Obviously, the first thing that has to happen out there from the start-up phase of all of the tooling is actually the install of them. So, what we do is what we call a buffer warehouse of the logistics people over at Create are buying the capital equipment that are being installed into their manufacturing plant. Obviously, all of that can’t be coordinated on a day-to-day basis to bring in a tool whether it’s coming in air, freight, from overseas or whether it’s coming in an ocean freight from overseas. So, it drops into our warehouse, whether it’s for just a single night or it could be up to 30 days or longer so that we can kind of control the schedule into their dock as they can only receive a certain number of freights each day and then they use us to coordinate each one of those shipments. So currently we have about ten or so shipments in our warehouse and we are slowly starting to bring up to their fab so they can start to install those. But, one of the challenges that we’ve had, because we don’t have enough space here in Saratoga County, we have had to bring some of that freight into our Dutchess County facility and on top of that we have had to rent a secondary facility in Saratoga County in the Town of Ballston Spa to help us with those projects. We would hopefully get out of those ancillary warehouses and bring back to Saratoga County all of the projects that should be sit in this County rather than with employees and space in other Counties of the State. Mr. Michael Arnoff stated to add to what Mr. Craig Arnoff is saying, and he mentioned Harley Davidson. So, we started about a year and a half ago working with Harley Davidson on two projects that they had. One was for their proprietary oil and one was for tires. A shipping to dealers. So, when you bring your bike in for service, the dealer goes online, it orders a service kit with oil and it orders a tire if you need a tire and then outbound from our warehouse overnight, it goes to the dealer so they can do the service. They have a significant amount of warehousing that gets done in Pennsylvania presently that they would like to turn over to us based on the proven work that we’ve done over the last year and a half. However, gentlemen, the problem is we can’t accept the work because we don’t have the floor space in Malta to do. Some of you have toured the facility. We are busting at the seams and we would love to bring this Harley Davidson work in. It’s very, very, good work. It’s good work for the employees that we hire. What Mr. Brobston didn’t mention is that we have 26 jobs open right now. You can go on Craigslist and take a look. If any of you have CDL license we could put you on the road probably by tomorrow morning. Just handling work in our warehouse, 26 jobs open that we are interviewing for but this Harley Davidson is a typical example of a Fortune 500 Company that wants to come to our Campus, wants to move jobs from Pennsylvania. They want to be with Arnoff and we want to be able to meet the demand and we need your help to be able to do that. Mr. Brobston stated that the jobs that are created right now, you’ve got at the end of last year, he thinks 124 right now. We listed 121. He doesn’t know if that is just a little blurp in the numbers. But you are talking about over the course of a three-year project, would be billings creating another 45 jobs and that is shown of page 25 of the application. They are all over the map with regard to professional managerial skilled and also semi-skilled or unskilled. Mr. Brobston asked if there were any comments. What we all hear today is it is very difficult to find jobs. I think we are all hoping as this COVID thing starts to wind down even more that the system will shift back over to what it was, where people need to go to work. Chairman Sutton stated that was his concern, as PILOT’s are based on job creation and so on, and today’s environment there are so many openings right now and we base our PILOT program based on the number of jobs created, number of jobs that have been retained. We do have methods to clawback if those jobs have not been fulfilled. And then we will have to take a look at because of the current environment. Hopefully, things will be changing for us but that is one of the requirements. You are telling me you have 26 job openings right now; we’ve given you two PILOTs already. So, where do we stand as we go forward on the job creation and that is what the IDA is all about. Mr. Brobston stated last year they had 124 people. Their expected growth at the end of the first three years was 127. They still have, as we said, 26 jobs available. So, if they filled them all they would be at 150. But that is an issue, and going forward, no doubt, will be an issue. We have talked about that, and he doesn’t want to speak for Mr. Michael Arnoff, but you understand these are job creation issues and you can go ahead from there. Mr. Craig Arnoff thinks one thing to touch on in terms of our last round of growth. The last round of growth was surrounding both of our household good and our final mile, big and bulky delivery service which are two components of our business that are significantly more labor intensive and require drivers and crew members to be out in the field for 10-12 hours a day. We are finding that those jobs are the hardest jobs to fill currently. Across the nation, he is sure you are aware, the driver shortage, labor shortages in general. But on our fulfillment side of our business, the work we do for Harley, the work we do for Applied, the work we do for a company called Dealer Shop out of Detroit, we fill those jobs, not easily, but we fill them more easily than our final mile jobs and the jobs that require driver licenses and such. We have partnerships with different agencies and support people in need like Wildwood Programs or AIM Services or Crossroads Industries out of Albany. We are able to utilize labor in different formats that can pick and pack parts and then utilize supervision to double check some of that work. We’ve been pretty successful at keeping those jobs filled or even through growth, filling new jobs. That is really where this new facility is going to be used. The 26 job openings are more surrounding that previous line of business we need to continue to look and retain and grow that workforce. This next series of growth is really surrounding our fulfillment, pick pack, e-commerce business. Mr. Michael Arnoff stated to Chairman Sutton that we absolutely respect what you are saying, but he thinks the answer to that, and it’s not the final answer, but the answer to that is entrepreneurism and the American spirit of business to figure out the solution. And that is what we are here for right? As a 97-year-old five generation family business we can’t just lay back and say well I guess we aren’t going to grow because we can’t find any people. Right? Now there is plenty of companies and there is plenty of restaurants and there is plenty of businesses that have gone out of business because of that attitude. But our attitude is no. Yesterday in our Operations Team Meeting we came up with is can we support part-time jobs. We’ve never considered that. So, we are going down that path. Can we bring in workers that only want to work four hours a day and shift them. Traditionally we have worked 8- or 10-hour shifts. Can we do something with 4 hours. Maybe there is a population in the community that only wants to work that. But it’s about creating solutions to what is going on in the environment. We ask you to rely on us to be that local entrepreneur that is going to figure out how to overcome these barriers. Chairman Sutton stated understood. Chairman Sutton asked if there were any questions. Mr. Mooney stated he has one. Just to sum up the entire project, as he understands it, the total assessed value with the new project is going to be $22,000,000. You are asking for the PILOT to keep the taxes at $4.4 million dollars plus sales tax and mortgage tax, is that correct? Mr. Brobston stated the PILOT is, actually the assessment would stay at $4.4 million dollars, that is correct, until that rate goes up. So, for five years that are here on the PILOT sheet, he doesn’t know if you have that in front of you? That is an estimate. Those PILOT numbers may be higher earlier because the original PILOT goes to 50%. What he probably should have done. Mr. Brobston questioned Mr. Michael Arnoff if 2017 is when it tipped over, he thinks it was a half a year, so they are four years in he thinks. Mr. Sagliano stated he believes we took title in 2016. Mr. Brobston stated yes but your first tax payment came in January 2017. That assessment will be going up to whatever that number is now and 50% of the improvements. That is not showing up here. Mr. Mooney questioned when does that go up? How many years from now? Mr. Brobston replied he would say next year. The key here to these numbers are, and again, estimates, whatever that number is according to the PILOT is where it’s going to be held. We’d like that to be held for the next two buildings. One of the issues that he and Mr. Valentine talked about is the insanity that might exist with trying to figure out the PILOT’s for these and how they roll. He knows Mr. Carminucci is going to figure it all out. Mr. Valentine stated he and Mr. Brobston talked yesterday and this will again, we will go through it with Mr. Duffy and Mr. Many involving reporting and PILOT billing twice a year. We don’t want to throw Mr. Sagliano for a loop as we go along here. Right now, you are right. We have an amended and restated PILOT that brings the initial building and then additions into this under one PILOT. That project has an assessed value with the Town of Malta at $7.3 yet holds a PIIOT assessment of $4.4 million based on what we’ve put into the PILOT based on a tertiary. The question is, as you go along here, that amended and restated PILOT goes along based upon the years of that first PILOT. Now, one question to throw out is are we going to create an extension to that amended and restated PILOT which has a termination and include this next third project in or do we do a new, altogether new, third PILOT separate from the others? Then you get into the fact, and if you look on page 13, there are actually two buildings in this application. Construction is to start in about four months and the first building is completed in March of 2022. The second building is not completed and occupied and CO until a year and half later. That puts us in a position of we are carrying an open PILOT, we are carrying job numbers and the reporting type things that go on. These are almost like two distinct projects within one. That is just a complication on our end. Just as Mr. Brobston stated, as soon as Mr. Carminucci figures it out, we will be okay. Mr. Brobston stated he is just understanding what we’ve done in the past or what he’s heard in the past, is when we put a project on, when they close the PILOT, the number starts that year. When they start in the ground, that is when that PILOT would start, the year that it would take over. You break ground, that is the first year, if they don’t get the second one built that fast, they lose those years of the PILOT’s because if you do a single PILOT. That is what we have done in the past. Some people haven’t always gotten to the point where they, and they know that going in, he doesn’t know if that is going to be the way this one would work or not. The key here is he guesses, and this is where it is definitely fuzzy, where the idea of the PILOT is that the improvements for each building don’t go on until 50% goes on in year six. That is the benefit. So, for the first five years they don’t get taxed at all, other than what is on the site as it exists, whatever that is. Then in year six, 50% of each, when they go on, of each building goes on and they ramp up 10% each year until year eleven of that building and then they pay full tax. Mr. Carminucci stated that is actually different from what you just said. Mr. Brobston stated you are correct. Mr. Carminucci stated you’ve got to decide which way you are to go. You are either going to do one PILOT for two buildings and as the second building comes on it is going to get whatever is left of the PILOT approved or otherwise you are doing a separate PILOT for each building. Mr. Brobtston stated the way it is written now is that it would be one PILOT. As soon as they get the second building, the more benefit they get out. Mr. Carminucci stated right. Mr. Valentine stated the only thing that made him nervous is reading from this just from the paperwork part of it, we get back into this just as we mentioned yesterday when we talked, is we are back into the Quad Graphics 11 different projects on one site and trying to do a start and stop date for each phase. Mr. Brobston stated the good thing about this one is this will be the last one that site. They won’t be able to grow anymore but he understands your situation. Mr. Valentine stated okay. Chairman Sutton questioned Mr. Brobston of the 40 acres that they have purchased from Racemark, this is the last parcel to be developed, there are not other parcels. Mr. Brobston stated that is correct. Mr. Craig Arnoff stated this would basically use up the rest of the land that we could potentially build on between stormwater and buildings you are going to have very limited acreage to do anything with. Chairman Sutton questioned how were they doing with the land use Boards in Malta? Mr. Brobston questioned Mr. Arnoff if they have submitted to the Planning Board yet? Mr. Craig Arnoff stated no they are still in the final phase of the site plan with our site engineer. We are hoping to get on their docket very soon. Mr. Brobston questioned if they have had conversations with the Town? Mr. Craig Arnoff stated what we did is we got approval for them to run the road that accesses the larger of the two buildings and the utilities down that road so that we could be set up to have this and go back to them for a site plan approval on the building. The Buildings Department, the Town Supervisor is well aware of our intentions. They are very much for it but it still obviously still needs to go through the process. Mr. Brobston stated so the road was approved to go back there and to be able to do that they had to understand what you were doing with the two buildings basically. But they haven’t given final approval to that yet. Mr. Duffy questioned which building is going to be built first, the big one or the little one. Mr. Craig Arnoff replied the bigger one of the two. Mr. Valentine questioned Mr. Brobston regarding the jobs. We have our year-end report that we file with the ABO based upon the surveys that are submitted by the Companies in December and January. As he mentioned yesterday, the last one that Don sent him, we had in 2019 year-end we had 121 fte’s and then the next year for year-ended 2020 we had 124. His request is that the two pages that are in the application that address the fte’s, that be amended if you are doing any other work with the application or take up next time because we have to start with numbers as they are right now because we will be pulling up history when we go back to the State and start reporting. Mr. Brobston stated he would be glad to do that, it is no problem at all. Mr. Duffy stated you have two places on that application that you need changed to 124 is that what you are going to do? Mr. Brobston replied yes. Mr. Sagliano stated he would just like to speak to what the conversation was regarding the tax assessment and the lots. Mr. Sagliano addressed Mr. Valentine that he didn’t know if this was administratively possible, each building could be another dock, dock four and dock five because we have already started that protocol, that certainly could be something that you could from an administrative persepective finally have. After three years now, you and he have a kind of understanding clearly and he thinks that will also afford the comfort level that the Town will be kicking in after different times. Mr. Valentine agreed and stated that he thinks you are correct, when Mr. Carminucci and he had met with the Town Supervisor and the assessor and followed up with correspondence to you, that position has changed hands now, but the assessor who is most important with this process, she is all set with that process. The Town would allow us to suffix. So, you could do that and then again that goes back to Mr. Brobston and Mr. Carminuccci going through, how do you time these two that are coming in. Mr. Sagliano stated he is sure Arnoff would be amicable to whatever requirements you may need. Mr. Brobston stated Mr. Mooney had mentioned what the assessment, if they went to 100% according to construction costs would be on the site. What he’s noticed through this assessment process, the assessor in Malta, the two projects that we did in the second PILOT, the original cost of that was about $4.7 million and the assessment that she has down for those two buildings together is $2.7 million. So, it’s actually less than what the construction cost is even though they are at 100%. This $22 million may end up being less because of her assessment number at that time. It is ultimately what their assessor does on that assessment. He just wanted you0 to know that it may end up being less than that if they decide to do that. Mr. Valentine stated Mr. Carminucci had a follow up question to Mr. Sagliano’s comment. Mr. Carminucci stated at the public hearing if this is approved you just need to decide what you are approving, whether it is one 10-year PILOT for both buildings or separate 10-year PILOTs for each, that’s all, it makes a difference and if the applicant decides they are looking for separate PILOT for each building you need to modify the application and indicate that. Chairman Sutton asked Mr. Arnoff if the project is not approved by the IDA, would this project still go forward? Mr. Michael Arnoff stated definitely not in the presentation that you have in front of you. It would have to significantly reduce in size if it goes forward at all. Chairman Sutton stated okay. Mr. Craig Arnoff stated part of the significant savings if we do get awarded the PILOT and the mortgage recording tax and the sales tax, part of that savings is going to go directly into higher wages for our employees because what we’ve found especially on our warehousing jobs is with the competition we have, mainly with the Exit 16 warehouses, Target, Ace and down in Castleton with the Amazon facility, is those larger corporations have the ability to provide significantly higher wages than a family owned small company like Arnoff. What we are hoping is if we could be awarded these cost savings, we could bring the building in for significantly less money than what it would cost us to do it on our own and we can raise our wages with some of those savings to be able to bring in the correct talent to be able to staff the buildings. So, not only is it going to add the jobs, but at a higher wage that is more competitive with the landscape of the Ace and Target facility and Amazon facilities who are now giving base wages to labor at $18, $19 and $20 an hour? We’ve been able to raise our wages to a certain extent, but somewhat has been a limiting factor to us bringing on additional employees. Without those savings we just can’t make the whole project work whether it’s based on increased construction costs, increased labor costs, the difficult time of finding that labor. Bringing all of those challenges together without the County’s assistance in this project, it’s just not going to happen in the way that we are set for it today. Chairman Sutton asked if there were any other comments from the Board? Mr. Mooney stated he would make a couple of comments. First, he likes the project and it sounds great. Second, he has no issue with sales tax and mortgage tax and he just thinks the ask with the PILOT is a little bit high. Maybe we could do something to wrap everything up into one PILOT at one amount and that might solve some of the other problems that we’ve talked about as well and he doesn’t know if Mr. Carminucci has any comments on that. Mr. Carminucci questioned Mr. Mooney if he was proposing consolidating all of the PILOT’s including the ones that have been previously proposed or just doing one PILOT for the two new buildings? Mr. Mooney stated yes, so eliminate the other two, do the new one at a fixed amount for the 10 years. He would propose something less than what they are asking, but some number. He feels like we want to help and we want to be good, but he thinks the ask is just a little much there. Chairman Sutton stated he thinks before we make any adjustments to any of the PILOT’s, he thinks this project should be advanced and approved by the Land Use Boards at Malta before we make any type of amendments to any of our PILOTs. So, whether we consolidate everything and/or go with just a singular PILOT on that third project. He thinks that we don’t want to get the cart before the horse. In any event, he really thinks we really need to see what the Town Land Use Boards want to do with this project. Mr. Michael Arnoff questioned Chairman Sutton if he was talking about the Planning Board? Chairman Sutton stated yes. You don’t have approvals yet do you. Mr. Michael Arnoff replied no, just concept. Chairman Sutton stated and that is fine and, in his mind, this is a concept for us as well until it is approved. Once you get approval then we can sit down and really kind of hash out what the best route might go for your project and what is best for the taxpayers of Malta and Saratoga County. Chairman Sutton asked if there were any other comments from the Board? Mr. Wintsch stated he agrees that it should be approved at the lowest level, which is the local level and then it comes up to the County level, which is the IDA basically. He agrees that they should get approved by the Planning Board for the Town of Malta. Mr. Carminucci stated he would just like to mention that historically, the IDA’s requested that projects come in early and not wait until they’ve been approved before they come in because he thinks the thought process is if it’s a done deal, that makes it harder for the agency to determine that this project is not going to get done without IDA assistance. So, he’s not sure that is inconsistent with what you are saying, but he still thinks your policy is to encourage applicants to come in early, not late. Mr. Valentine stated the other thing to go with that is we have two stages of resolutions. The first resolution we would call the inducement resolution and most of the times local SEQR hasn’t been completed and then we come back with another resolution, the finance resolution. In that regard, you have something with regard to what you are looking at. You don’t give it that final blessing after the public hearing. That third resolution comes about at the speed at which the applicant wants to progress it. He thinks that is something to what Mr. Carminucci was alluding to. Chairman Sutton questioned Mr. Klein if he had any comments? Mr. Klein stated he can see where the progression is going here but it would also give us an opportunity to straighten out which buildings, what the terms are with regards to length, give us a more solid number to look at or at least a choice of numbers. He doesn’t want to usurp the Planning Board in the Town of Malta at all or give them any direction that they don’t need from us. But he does like the project and he thinks it is well thought out and he wouldn’t, with a couple of tweaks, it looks good to him. Chairman Sutton asked if there were any other comments? Chairman Sutton questioned if we want to set up a public hearing for the month of June. Mr. Valentine stated he would just like to throw something in there. Our regular vote on this is to accept the resolution as one thing and then establish a public hearing. Mr. Duffy stated before you have a public hearing you better establish what you are going to do with these PILOTs. That has to be sorted out first. Chairman Sutton stated he doesn’t think we can go forward with a public hearing without knowing what we are going to be voting on and what is going to be the presentation for the public hearing. Mr. Duffy stated he would like the opportunity to clean it up and have one and streamline this. He thinks probably both for Arnoff and Mr. Many and himself and just the Agency itself dealing with administrative side of it, that’s attractive he thinks. Chairman Sutton stated he would look to table this request until our administrative staff sits down with the Arnoff staff and look to see what is the best route to go in terms of either consolidating the PILOT or go on an individual basis, leave the two PILOT’s alone and go for your third PILOT. He thinks it is too confusing at this point in time to have a public hearing and not knowing what we are going to be voting on. Mr. Mooney stated he agrees and he will put forward a motion to table it until next month, we can negotiate the amount, clean up the PILOT with the Arnoff’s and then revisit it then. He thinks that makes sense since they are not that far along with the Town as well. Mr. Michael Arnoff questioned who they should be directly communicating to, Mr. Valentine? Chairman Sutton stated Mr. Valentine. Mr. Duffy stated Mr. Brobston and Mr. Carminucci are going to be involved in it too into the modeling of whatever option. We might end up having to look at the way it’s going right now or changing to one and streamline it and then make an assessment, the Board would make a judgement. Chairman Sutton stated we would also run this by Mr. Carminucci, our legals, to make sure that we are on track with what we can and cannot do. Mr. Carminucci stated we can do anything so don’t let that hold you back in terms of what you are looking to do. If you are looking to consolidate because you think it would be easier to administer a PILOT, that’s possible, but we can also do it without doing that. If you are looking to consolidate and reduce what they are currently getting, existing PILOT’s and then grant something for this project, that is a little bit of a different approach, that is all. He is not sure what your intent is, but he just wanted to point that out. Mr. Duffy questioned Mr. Mooney if he was talking about the value of their first two PILOT’s, keeping that the same and you are just talking about reducing the PILOT value on this third? Mr. Mooney stated no, what he is suggesting is we make one PILOT for all three projects at a fixed dollar amount. Chairman Sutton stated and we will see if that is a benefit for the Arnoff’s and see how it plays out. Let’s do the numbers first before we make any decisions. He thinks the IDA needs to be aware the current economic conditions and it will change as we know. It is very difficult to make the job requirements at this point in time. The more the government gives away money, the less people want to go to work. This is going to be a requirement that we have to have and it’s built into our agreements of meeting the job requirements for any recipient of our PILOT programs. He wants to be sensitive to the job creation. He thinks from the IDA’s point of view, when the Arnoff’s decided to move up to Malta, it was a great project, they did exactly what they intended to do. They created jobs; they created a number of jobs. We have had a tour of the campus. It’s wonderful and he thinks what they are doing is spot on. They did everything that they said they were going to do. But this third bite of the apple is a little bit more confusing to us and to see how we can better serve the Arnoff’s, how it can better serve Saratoga County and the taxpaying citizens of the County. This is a lot of money. Almost $3,000,000 in savings. That is a lot of money. He does think we have a fiduciary responsibility as the IDA Board to make sure we do what is logical, what is fair and equitable to both the Arnoff’s and the taxpayers of this County. His suggestion at this point is to have the Arnoff’s sit down with our administrative staff and see if we can hammer something out.

Chairman Sutton then asked for a motion to table the application for Tivoli Properties LLC/Arnoff Moving & Storage of Albany, NY as presented and asked that it be acted upon. Mr. Mooney stated he would make that motion to table it and meet with the Arnoff’s and Mr. Brobston to clean it up for that kind of model, one PILOT for 10 years for the whole site. Mr. Wintsch seconded the motion. Chairman Sutton asked if there was any further discussion. There was no further discussion.

**RESOLUTION #1489**

RESOLVED, THAT the Saratoga County IDA accept the motion to table the application for Tivoli Properties LLC/Arnoff Moving & Storage of Albany, NY as presented and discussed be acted upon. The results of the roll call vote were as follows:

AYES: Mr. Klein, Mr. Lewis, Mr. Wintsch, Mr. Mooney and Chairman Sutton.

NOES: None

ABSTAINED: Ms. DiDomenico

ADOPTED: 5-1

Chairman Sutton stated we will table the request for the public hearing and we will sit down with the Arnoff staff and team and with our team and we will hammer out some solution. Mr. Michael Arnoff stated we really appreciate your time and one final comment for the Board which we will make sure when we meet with Mr. Mooney etal and others, there are job numbers that are not included in that 124 that we just want to make sure at this juncture you are aware of and we will exasperate that. Ryder has a whole team of people and Amate has a whole team of people and we can show a modeling how their business has grown over time as well. So, when we look at the whole site, he knows that is sort of a hybrid difference in maybe other projects that he’s aware of that you’ve done, but we probably need to include those numbers as well. Chairman Sutton replied to Mr. Arnoff he doesn’t disagree with you on that because he thinks when you have, like you are saying, you are basically lending some of your staff to help apply for Harley or these others, that is bringing other jobs in. You might not be totally responsible because you are not paying those folks. If you can kind of summarize the potential of new jobs that are coming in, not ones that Arnoff is not responsible for, that should be part of the mix. He agrees with you. Mr. Valentine questioned if we could make that a supplement to the application and not confuse the numbers within the application? Chairman Sutton stated yes. Mr. Brobston stated the information is on the spreadsheet that he included with it. Chairman Sutton stated the Arnoff’s will have a particular goal to meet but he thinks the byproduct of what they want to do is bringing in more jobs other than just the Arnoff jobs. Keep that in consideration when we put the whole package together. Mr. Mooney stated absolutely. And just to make it clear, he can only speak for himself, but he thinks this is a great project and we are lucky to have it in Saratoga County. Chairman Sutton stated he totally agrees. They are building out the campus as they anticipated to do back 6 years ago and he thinks we are well appreciative of the work that the Arnoffs’ have done and we attracted them to Saratoga County and they have been good model citizens. He has no problems with any of that, but he just thinks we have to tighten up the ship to move forward. We will come to some kind of solution to the question. Mr. Michael Arnoff thanked Chairman Sutton. Chairman Sutton asked Mr. Brobston if he had any questions. Mr. Brobston replied no.

Chairman Sutton thanked the Arnoff’s and Mr. Sagliano.

**PVA Campus II: Request to Add Sub-Agents (BBL) for Sales Tax Exemption:**

Chairman Sutton stated the next agenda item is the PVA Campus request to add sub-agents and sales tax exemption. Chairman Sutton asked Mr. Valentine to discuss this agenda item. Mr. Valentine stated he and Mr. Carminucci had looked at this before and he thinks what it is, it came to a resolution that the Company will submit ST-60’s directly to us for any sub-agents that they bring in. It is not a practice that we have done many times, but we have done it with Global Foundries. You aren’t familiar with it but we what we do is we set up the sales tax exemptions. Mr. Carminucci sends him the paperwork which we end up filing and reporting to Tax and Finance and we name those companies, either the primary company or then what we call sub-agents as those who are afforded tax exemption status. Another sub-contractor at this site but it wasn’t within our paperwork. Mr. Carminucci added them and he could discuss what we wound up doing responding back to BBL. Mr. Carminucci stated we always allow applicants to appoint sub-agents for the purpose of sales tax purposes. That often doesn’t happen but when it does as in this instance, they have the right to do that but they need to provide a form to us that we can file with Tax and Finance. As opposed to appointing BBL as our direct agent, they are being appointed by the applicant as it’s agent and we are just going to be notifying Tax and Finance of that. Mr. Valentine stated thanks and stated to Mr. Brobston that he may want to note back to PVA that we have not received that ST-60 since that email chain. Mr. Valentine asked Mr. Brobston if he would touch base with them? Mr. Brobston stated he would. Mr. Valentine thanked Mr. Brobston.

**CEO Report:**

Chairman Sutton asked Mr. Duffy to discuss the CEO Report. Mr. Duffy stated he would like to discuss the grant reporting. We’ve had six applications in this eighth round. There was a total of $37,628.16 that we have reviewed and audited if you will. He, Jeff Many and Mike Valentine all agree that these all are correct and have the opportunity to have a vote. The remaining balance in this grant program is $34,749.18. We have one new application that has come that will fall in the next round if you will. But, obviously the dollar volume here and the number of applicants has reduced on this round. He doesn’t know if that is whether because most of the people that know about the program, this will make 126 applicants in this program, and there may be a couple in there that were denied because they have already gotten support from Clifton Park or something like that. Rough numbers, that is what it is. He would probably have the Board discuss an end point on this and maybe discuss any more funding and how you want to do it in maybe one last round or whatever the Board would like to do. That is where it stands right now. Chairman Sutton stated okay. We’ve allocated $750,000. Where do we stand on the total? Mr. Duffy stated you’ve allocated $750,000 and to-date, with this round here, you would have allocated about $715,000, so you’ve got about $35,000 left.

Chairman Sutton then asked for a motion to approve the new expenditures of the grant for applications #121-126 in the amount of $37,628.16. Mr. Tollisen moved to act upon the expenditure of $37,628.16 for grant applications #121-126 as presented and discussed. Ms. DiDomenico seconded the motion. Chairman Sutton asked if there was any further discussion. There was no further discussion.

**RESOLUTION #1490**

RESOLVED, THAT the Saratoga County IDA accept the motion to approve the new expenditures of the grant for applications #121-126 in the amount of $37,628.16 as presented and discussed be acted upon. The results of the roll call vote were as follows:

AYES: Ms. DiDomenico, Mr. Klein, Mr. Lewis, Mr. Wintsch, Mr. Mooney and Chairman Sutton.

NOES: None

ADOPTED: 6-0

Chairman Sutton thanked the Board. Chairman Sutton stated we should consider the need for further funding. We have $750,000 and things seem to be winding down a bit. Again, as the Communities and the State open up a little bit, he thinks there will less of a need for this project. Do we want to keep it at $750,000 and just expend that money at this point in time and then if there is any further applications that come in. Again, if you recall, the program will stay in place until the State designates that this is no longer an emergency funding mechanism. So, we can wait for the State to make that call and continue to fund until that time. But then we should probably have a cap as to how much we really want to spend. Mr. Duffy questioned Mr. Carminucci if it was 60 days after once the State declares that the disaster or emergency is over it is 60 days after that. Mr. Carminucci stated he thinks so, but he hasn’t looked at that in a while but that rings a bell. Mr. Valentine stated he thinks the original paperwork that you reviewed back in August or September had a termination date. Chairman Sutton stated he believes it is 60 days. Mr. Valentine stated the one thing we could do if it suits the Board is that just as you were saying, authorize up to here. We only have one more application so far back in the office. He thinks the reason for only 6 applications in this period is we were going from April 29th up until this point, late in April for considerations. He doesn’t think we are going to see a great number. But there is no harm in taking the applications and going into the June meeting and then seeing what you want to do then. If for whatever reason we have dollar amounts more than we have money, you can take up a Resolution at the meeting to fund those as an overage or something. Mr. Duffy stated that would be easy. The Board members agreed. Mr. Valentine stated so we will just go ahead with the process as we are doing now then. Chairman Sutton stated continue on and we have up to $750,000, about $35,000 left and if we expend those monies then we will reconsider. Mr. Mooney stated so you are stating you don’t want to put a drop-dead date for applications? Chairman Sutton stated not at this point. Let’s wait another month and see. If we get the monies allocated. Everything is changing on a fast forward basis right now with the State so who knows where we are going to be by mid-June or by our next meeting? Mr. Mooney stated he doesn’t think there is going to a big surge of applications. Chairman Sutton stated he thinks that the plastic shields are coming down and masks are coming down and gloves are coming off so he thinks that the $750,000 will probably be our contribution to this pandemic.

**CFO Report:**

Chairman Sutton stated the next agenda item is the CFO Report. Mr. Many stated he just wanted to add one thing that when Mr. Valentine talks to the applicants, he could probably just mention where our funding is between now and the next meeting because it could conceivably go over the $750,000 mark but we will see how that goes. On the financial side, there is nothing unusual in terms of our cash balances. The accounts have been reconciled. He did want to mention that in April we did receive our money from Luther Forest Technology Park for $125,000. We have reached agreement and finalized that contract to back out of the land purchase. On the balance sheet he left the $51,000. He left that there as that is our investment and our overall final investment for the development of the public utilities, etc. at the park so he thinks that was money well spent. But it will drop off our balance sheet as an asset. Also, he wanted to mention that we received our first principal payment and an interest payment from the Saratoga County Water Authority. That was $200,000 and that was deposited in early May. That will be paid off, we have four more payments plus interest to get to up to $200,000. Just a couple of things on the grant program. He just needed to go back and just check with a couple of people who haven’t cashed our checks. It is kind of unusual. He is following up on that. Thus far it has been a very quiet year, but Mr. Brobston is bringing in a few projects here so we will see how that goes in terms of closings, etc. Operationally, we are probably minus $16,000 to date. Mr. Valentine questioned if any of those people who have not cashed their check, they have been awarded a grant? Mr. Many stated yes, those are the people he is talking about. One is a check written on March 10th for $10,000, Spa Restaurants, we will have to follow up with that. There is actually one from December. He doesn’t know why that one has not cleared. But we are going to want to follow up on those. Mr. Duffy questioned who that one was, he can call. Mr. Many stated Dennis Conty, Lake Properties. Mr. Duffy questioned what project number was that? Mr. Many stated he doesn’t have that he would have to look it up, but he has the check number. Mr. Duffy stated okay between the two of us we can make those calls. Mr. Carminucci asked if that was Conty Lake Properties. Mr. Many replied yes. Mr. Carminucci stated that is the Mill at Round Lake.

Chairman Sutton stated he received a note from Brian Straughter and he is very thankful for the check they had received for the hotel projects. Chairman Sutton asked Mr. Many if there was anything else for the CFO Report. Mr. Many stated no, that was all.

**Other Business:**

Chairman Sutton asked if there was any other business to come before the Board? Mr. Brobston stated yes. He would like to ask for some clarity. He has five applications in process. He would like to understand what the expectations of the Agency is when it comes to Planning Board approvals because it is the third or fourth time over the last year, we have had this question come up. Our application allows it to be have you been in front, have you not, what is the anticipated approval date. He needs to be better able to tell those clients you’ve got to be doing it this way or you are going to be doing it this way. He just needs clarity on that. If we could have that discussion or a little bit of understanding of what we are looking for he would be more than happy to do whatever you need. Chairman Sutton stated he personally would like to see where the Town sits on the request for an applicant. That is his personal view. He has to confirm to Jim Carminucci he was not aware of the process as he has been on the Board for over 13 years. He didn’t realize that was a pecking order. He would like to see where the Town sits in because the Town is affected from a financial point of view and like he said to Arnoff, we have a fiduciary responsibility to the taxpayers of the County and the State and he just feels that we need to know a little bit more if these projects are being accepted and approved by the Towns and are these projects that the Towns really need to see and they want it? Mr. Carminucci stated 90% of your projects probably come before you before they have received site plan approval. Typically, what we do for those projects that get approved you adopt an inducement Resolution and one of the conditions of final approval is obtaining all necessary State and local permits. He thinks the reason for that is way back when there were a few projects that were brought in that were completely approved and there was a concern that those were, as he said earlier in the meeting, done deals, and the IDA expressed an interest in trying to have those projects brought in sooner rather than later. He thinks you can decide what you want to do but that is the way things have worked historically and that is the reason why. Mr. Brobston stated he would say that when we talk with clients about this process, before they spend money, they want to have a discussion about are they eligible, will there be incentives available to them and some are questioning whether they should spend $150,000 to get something approved at the Town level depending if it is a PDD or something of that nature, if he doesn’t have any chance of doing that it is sort of hand in hand at times. They want to know well I don’t want to spend it if I’m not going to get something, especially if they are eligible for it and if they are not going to do it anyway, if they don’t get that. It’s do I spend it, do I not? It’s just a quandary at times and that is why he brings it up. Chairman Sutton stated it is a fine line, no question. Mr. Brobston stated it is. Chairman Sutton asked if there were any questions from the Board?

Mr. Mooney stated he thinks it is appropriate to take an application certainly before they have full approval, but generally they have spoken to the Town, have a concept plan, etc. before they come to us. Mr. Brobston stated in most cases we will have that conversation with the Supervisor. Mr. Valentine stated that is one of the questions that used to come up in the meetings, termed to Mr. Brobston, have you spoken with the School District, have you talked with the Town about this application? Mr. Wintsch stated his personal thought is the Planning Board meets every month. He appreciates what Mr. Carminucci is saying, but he is saying you want to see what the Town has to say. The Planning Board meets every month. The same material that you submit for the application essentially is the same material that you are going to show the Planning Board. If the Town is on board with it so to speak, then he doesn’t see why we shouldn’t be as well. He wants to see what the Town has to say. Ms. DiDomenico stated she doesn’t need to see the Planning Board final approval, but she would like to know that there is some feedback from the Town one way or the other as to how they feel with the project and she understands that our application and the Town’s application almost go hand in hand because you are dealing with business people who want to present a financial package to their lender to try to work something out. She doesn’t have a problem with what Mr. Carminucci has said about historically how this has been handled but getting some kind of feedback one way or the other would be very helpful. Mr. Brobston stated that is very easy for him to do. Mr. Klein stated he thinks you have to look at it and really give it a good hard look from the developers respect and that is exactly what Mr. Brobston said. If he or she is going to invest $150,000 or $200,000 in soft costs or whatever you want to call them and then have this thing hang in the balance you’ve got to run a double track here. You’ve got to go to the Town, you’ve got to go to the School District, he realizes that, but he thinks also that you can’t sit here and not listen to the project and give it a preliminary or some comments that Mr. Mooney gave earlier that you like the project and that it looked good and it looked good to the IDA. It has to run a dual track. We have to be able to gather that information whether it is through Mr. Brobston or through our own people, the Chairman and the sub-committee, but you’ve got to know some background before we could ever make a decision that says no this is the horse that has to come before the cart. Mr. Duffy stated he thinks all the applicants are ever looking for is a general understanding that there is a preliminary approval. When you go through the SEQR process and start hiring landscape architects and all of the rest, you can spend $100,000 to $200,000 pretty quick and so he just thinks the applicant is looking for just an assessment. How does the Board think, do they like my project, do they not like my project and then they feel better about spending that money to go through the Town’s process? Mr. Mooney stated it would actually put the applicant at a disadvantage when they come before the Board, because then this Board would say hey, they are already doing this. Why do they need our help? Mr. Carminucci stated that is what he was referring to before because that actually happened way back when, the project came, it was already through the Planning Board, they had already spent hundreds of thousands of dollars on soft costs and the Agency said why do you need our help, this project is obviously happening or you wouldn’t have spent all that money. Chairman Sutton stated that is a good point. Mr. Valentine stated that is one reason why, and he knows Robin Cooper is on the line with us, but out of our office, we don’t give anything to anybody, whether it be the Gazette, the Business Review or anybody until we know that we’ve had a meeting and the Board is going to consider something. There is nothing out there before. Until we’ve received an application, then it is public information at that point. Again, we are not looking to jump the gun, but Mr. Carminucci had a very good point, there were occasions in the past of projects coming through for approval and then you get someone at home reading the paper and says look at this, these guys are giving money and that project has been under way for a month already and they are talking about giving money away and that is what is seen in some people’s minds. Chairman Sutton referred to Mr. Brobston. Mr. Brobston stated he will continue to communicate with the Town’s. If they are not through the process and hear what that feedback is, and present that to the members when I have an answer. Mr. Brobston questioned Mr. Tollisen if that works for the majority of his people too, the majority of the Supervisors that you know or is he missing anything? Mr. Tollisen stated for him we definitely want to see the project ahead of time. You know that if I like a project for something, he is going to send it over to you or if you have something that he hasn’t seen, you and he at least talk about it. I always try to give a litmus test to the Board and at least talk to the Board and say hey, is this something that the Town wants, is this something that we want to see more of or is this something of a dead-on arrival, don’t bother wasting your time. So, he thinks working on parallel tracks is the best way to go. But, again, he does know that things can get expensive with professionals so if they are moving forward, he certainly thinks IDA in the process is helpful. Chairman Sutton stated in talking with the LA Group, they run up a trial before they present so they have a better idea as to what to expect. He thinks if Mr. Brobston continues to get a general feeling from the Town Supervisor and what that person might be thinking, that is fine. Mr. Brobston stated he will keep doing that. Thank you very much.

Chairman Sutton questioned if there was anything further to come before the Board? Mr. Duffy stated he thinks we should look at our next potential meeting. Chairman Sutton stated the next meeting is scheduled for June the 8th at 8:00 or 8:35 if we have a public hearing. Is that time enough to have a public hearing for the NAPA application? Does that fit into anyone’s schedule? Mr. Tollisen stated this is fine with him. Mr. Wintsch stated he will not be here June the 8th. Mr. Brobston stated Ms. DiDomenico can’t vote on that right? Ms. DiDomenico stated she can vote on that but not on Arnoff. Chairman Sutton stated so June the 8th would be the next meeting and it may be virtual, it may be in person, we will keep everyone posted. Mr. Mooney questioned Mr. Carminucci if that was enough time? Mr. Carminucci stated yes, he was just looking at the calendar and he can get that done. Chairman Sutton questioned Mr. Carminucci if he could get the notices out in time? Mr. Carminucci replied yes. Chairman Sutton stated the next meeting will be June 8, 2021. Mr. Valentine questioned if we put in the notice if the meeting will be either or? Mr. Carminucci stated he thinks right now the temporary suspension of the public meeting law expires like May 27th and they never tell us in advance what they are doing. It is a tough dance because if we do it exclusively as a virtual meeting and then they don’t extend it, then we can’t do the meeting that way. He will figure it out. Mr. Valentine stated he will put a reservation in for Milton Town Hall then. Mr. Carminucci stated that might not be a bad thing and then we have to figure it out. Let him reach out and figure out what is going on. Chairman Sutton stated great.

Chairman Sutton then asked for a motion to adjourn the meeting. The meeting was adjourned on a motion made by Ms. DiDomenico, seconded by Mr. Tollisen, with all voting in favor.

Respectfully submitted,

Lori A. Eddy