# STATE OF NEW YORK COUNTY OF SARATOGA INDUSTRIAL DEVELOPMENT AGENCY

In the Matter of the Public Hearing on the Application

TWINBROOK REALTY, LLC

2600 Seventh Avenue

Watervliet, NY

#### LOCATION AND TIME OF HEARING

Saratoga Springs City Hall 474 Broadway Saratoga Springs, New York January 9, 2017 @ 8:00 a.m.

### M-E-M-B-E-R-S and S-T-A-F-F P-R-E-S-E-N-T:

RODNEY J. SUTTON, Chairman
ANDREA DIDOMENICO
MICHAEL MOONEY
PHILIP KLEIN
ARTHUR JOHNSON
PATRICK GREENE
TOM LEWIS

RICHARD FERGUSON, CEO
MICHAEL VALENTINE, Assistant Administrator
MICHAEL J. TOOHEY, ESQ., Agency Counsel
JAMES A. CARMINUCCI, ESQ., Bond Counsel
LORI EDDY, Secretary

#### A-L-S-O A-P-P-E-A-R-I-N-G

DENNIS A. BROBSTON
President
Saratoga Economic Development Corporation
RYAN VAN AMBURGH
Economic Development Specialist
JAMES ANGUS, SEDC

A-P-P-L-I-C-A-N-T

KENNETH HORAN, President Twinbrook Realty, LLC

DONNA L. MARTIN, CSR
Martin Deposition Services, Inc.
(518) 587 - 6832

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

IDA Public Hearing - Twinbrook Realty, LLC

CHAIRMAN SUTTON: Good morning. It is 8:00 a.m. on Monday, January 9, 2017. will call to order the public hearing of the Industrial Development Agency of Saratoga County that is being held at the Saratoga Springs City Hall located at 474 Broadway, Saratoga Springs, New York. We have received and reviewed an application from Twinbrook Realty, LLC, a limited liability company of New York State with a mailing address of 2600 Seventh Avenue, Watervliet, New York.

The Company has requested that this Agency undertake a project consisting of (A) the acquisition of an interest in an approximately 22.3-acre parcel (178.-1-43.11) located on Geyser Road in the City of Saratoga Springs, Saratoga County, New York (the Land), and (B) the construction on the Land of a 128,000 square foot facility to be occupied by SKS Bottle & Packaging, Inc., a New York business corporation having an address of 2600 Seventh Avenue, Building 60 in Watervliet, NY (the Tenant) to be used as a warehouse and distribution facility and corporate

# IDA Public Hearing - Twinbrook Realty, LLC

headquarters (known as the Facility) and (C) the acquisition and installation of certain machinery and equipment (the Equipment) in that building, together with the Land and the Facility, being the Project Facility. The total cost associated with the acquisition, construction and installation of the Project Facility was by application estimated to be \$15,960,357.

The Agency is considering whether to undertake the Project and finance the Project by executing and delivering a mortgage or mortgages (the Mortgage) to secure a borrowing or borrowings by the Owner (the Loan) in an aggregate principal amount sufficient to finance all or a portion of the cost to acquire, construct and install the Project Facility and the cost of the Loan, with a principal amount currently estimated to be approximately Fourteen Million Six Hundred Thousand Dollars (\$14,600.000).

If the undertaking of the Project and execution and delivery of the Mortgage is approved by this Agency, then (A) the Project

IDA Public Hearing - Twinbrook Realty, LLC

1

2

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

2.0

2.1

22

23

24

25

may be granted such exemptions with respect to real property taxes, mortgage recording tax, and state and local sales tax as are applicable to commercial service facilities as described in the Agency's Uniform Tax Exemption Policy adopted on October 14, 2014, subject to deviation as determined by the Agency, (B) The Project Facility will be acquired, constructed, and installed by the Agency to the Owner or its designee pursuant to a project agreement (the Agreement), and (C) the Applicant and the Tenant will be the initial user of the Project Facility, and (D) the Mortgage will be a special obligation of the Agency payable solely out of certain proceeds of the Agreement and certain other assets of the Agency pledged to the repayment of the Loan.

I will now ask our IDA Counsel Michael Toohey if proper legal notice was provided for the Public Hearing in accordance with the regulations.

MR. TOOHEY: As required by the statute, Mr. Chairman, notice has been given and published.

## IDA Public Hearing - Twinbrook Realty, LLC

2.2

CHAIRMAN SUTTON: Thank you. Agency members today are Andrea DiDomenico, Michael Mooney, Philip Klein, Arthur Johnson, Patrick Greene, Tom Lewis, and, myself, Rodney J. Sutton.

Staff present are Richard Ferguson, CEO; Michael Valentine, Assistant Administrator; Attorney Michael J. Toohey, IDA Counsel; and Attorney James A. Carminucci, Bond Counsel.

On the application, this request for the Project was last presented to this Agency on December 12, 2016. That application and supporting material have been available for review by any interested parties since that date at the IDA office at 50 West High Street in Ballston Spa.

Since the presentation of that application, are there any additional comments or thoughts from staff or the Applicant that need to be provided at this public hearing relative to the application that was previously submitted?

MR. BROBSTON: Nothing from the Applicant, at this time, sir.

# IDA Public Hearing - Twinbrook Realty, LLC CHAIRMAN SUTTON: I'm, therefore, now going to open the hearing for any input from the public for response or comments relative to the application. Any comments from anyone? (No response) CHAIRMAN SUTTON: Seeing none, we will now close the public hearing. (Proceedings concluded.)

### 2 C-E-R-T-I-F-I-C-A-T-I-O-N3 I, DONNA L. MARTIN, Certified Shorthand 4 Reporter and Notary Public in and for the State of 5 New York, do hereby CERTIFY that I recorded 6 stenographically the foregoing testimony taken at 7 the time and place herein stated and the preceding 8 testimony is a true and accurate transcript hereof 9 to the best of my knowledge and belief. 10 11 12 Donna L. Tharten, C. S. R. 13 DONNA L. MARTIN, CSR 14 15 Dated: 1-13-17. © PLEASE NOTE: This transcript is not to be 16 distributed to any third-party. You may copy it or send it internally within your own offices and branches. Notify this office first if you need to distribute or copy any portion of it for any other 17 18 purposes. 19 Martin Deposition Services, 2.0Malta Commons Business Park 100 Saratoga Village Boulevard 21 Building 37, Suite 37C Malta, New York 12020 Phone: (518) 587-6832 22 Toll free: (800) 587-6832

23

24

25

Fax: (518) 587-1539

website: www.martindepo.com

	acquire [1] 3/18	C
CHAIRMAN SUTTON: [4]	acquired [1] 4/9	-E-R-T-I-F-I-C-A-T-I-O-N
1/25 4/25 5/25 6/6	acquisition [3] 2/15 3/3	[1] 7/2
MR. BROBSTON: [1] 5/23	3/7	call [1] 2/4
	acre [1] 2/16	CARMINUCCI [2] 1/17 5/10
MR. TOOHEY: [1] 4/22	additional [1] 5/19	CEO [2] 1/15 5/7
\$	address [2] 2/11 2/22	certain [3] 3/3 4/16 4/17
\$14,600.000 [1] 3/22	Administrator [2] 1/16	Certain [3] 3/3 4/16 4/17 Certified [1] 7/4
\$15,960,357 [1] 3/10	5/8	CERTIFY [1] 7/6
<del></del>	adopted [1] 4/7	Chairman [2] 1/11 4/24
1	AGENCY [12]	City [3] 1/8 2/7 2/17
1-13-17 [1] 7/15	Agency's [1] 4/6	clty [3] 1/8 2/7 2/17 close [1] 6/8
100 [1] 7/21	aggregate [1] 3/16	comments [3] 5/19 6/4 6/5
<b>12</b> [1] 5/13	agreement [3] 4/11 4/12	commercial [1] 4/5
12020 [1] 7/22	4/16	Commons [1] 7/20
128,000 [1] 2/19	all [1] 3/17	company [2] 2/10 2/13
14 [1] 4/7	AMBURGH [1] 1/21	concluded [1] 6/10
1539 [1] 7/23	amount [2] 3/16 3/20	
17 [1] 7/15	ANDREA [2] 1/12 5/3	considering [1] 3/11
1781-43.11 [1] 2/16	ANGUS [1] 1/22	consisting [1] 2/14
	any [7] 5/15 5/19 6/3 6/5	construct [1] 3/18 constructed [1] 4/9
2	7/16 7/18 7/18	AND THE RESERVE AND THE PARTY OF THE PARTY O
2014 [1] 4/7	anyone [1] 6/5	construction [2] 2/19 3/8
2016 [1] 5/13	applicable [1] 4/4	copy [2] 7/16 7/18
2017 [2] 1/9 2/3	Applicant [3] 4/12 5/20	corporate [1] 2/25
22.3-acre [1] 2/16	5/25	corporation [2] 1/20 2/22
2600 [3] 1/5 2/11 2/22	application [8]	cost [3] 3/7 3/17 3/19
	approved [1] 3/25	Counsel [5] 1/16 1/17
3	approximately [2] 2/15	4/19 5/9 5/10
<b>37 [1]</b> 7/21	3/21	COUNTY [3] 1/2 2/6 2/18
37C [1] 7/21	are [4] 4/4 5/3 5/7 5/19	CSR [1] 7/14
	ARTHUR [2] 1/13 5/4	currently [1] 3/20
4	as [6] 2/24 3/2 4/4 4/5	D
<b>43.11 [1]</b> 2/16	4/8 4/23	date [1] 5/16
<b>474 [2]</b> 1/8 2/7	ask [1] 4/19	Dated [1] 7/15
5	assets [1] 4/17	December [1] 5/13
	Assistant [2] 1/16 5/8	December 12 [1] 5/13
<b>50 [1]</b> 5/16	associated [1] 3/7	delivering [1] 3/13
<b>518 [2]</b> 7/22 7/23	Attorney [2] 5/9 5/10	delivery [1] 3/24
<b>587-1539 [1]</b> 7/23	available [1] 5/14	DENNIS [1] 1/19
<b>587-6832 [2]</b> 7/22 7/23	Avenue [3] 1/5 2/12 2/23	Deposition [1] 7/20
6		described [1] 4/5
	В	designee [1] 4/11
60 [1] 2/23	Ballston [1] 5/17	determined [1] 4/8
<b>6832 [2]</b> 7/22 7/23	be [10]	<b>DEVELOPMENT</b> [4] 1/2 1/20
8	been [2] 4/24 5/14	1/21 2/5
	being [2] 2/6 3/6	deviation [1] 4/8
<b>800 [1]</b> 7/23 <b>8:00 [1]</b> 1/9	<b>belief</b> [1] 7/10	<b>DiDOMENICO</b> [2] 1/12 5/3
8:00 [1] 1/9 8:00 a.m [1] 2/3	best [1] 7/10	distribute [1] 7/18
0.00 a.m [1] 2/3	Bond [2] 1/17 5/10	distributed [1] 7/16
A	borrowing [1] 3/14	distribution [1] 2/25
A-L-S-0 [1] 1/18	borrowings [1] 3/15	do [1] 7/6
A-P-P-E-A-R-I-N-G [1]	Bottle [1] 2/21	Dollars [1] 3/22
1/18	Boulevard [1] 7/21	DONNA [2] 7/4 7/14
A-P-P-L-I-C-A-N-T [1]	<b>branches</b> [1] 7/17	
1/23	Broadway [2] 1/8 2/7	E
a.m [2] 1/9 2/3	<b>BROBSTON</b> [1] 1/19	Economic [2] 1/20 1/21
accordance [1] 4/21	<b>building [3]</b> 2/23 3/5	EDDY [1] 1/17
accurate [1] 7/9	7/21	equipment [2] 3/4 3/4
.,,,	business [2] 2/21 7/20	

E	its [1] 4/10	Nothing [1] 5/24
ESQ [2] 1/16 1/17	J	otice [2] 4/20 4/24
estimated [2] 3/9 3/20		Notify [1] 7/17
executing [1] 3/13	JAMES [3] 1/17 1/22 5/10	now [3] 4/19 6/2 6/8
execution [1] 3/24	January [2] 1/9 2/3	NY [2] 1/5 2/23
Exemption [1] 4/6	JOHNSON [2] 1/13 5/4	0
	K	
exemptions [1] 4/2		obligation [1] 4/15
F	<b>KENNETH [1]</b> 1/24	occupied [1] 2/20
facilities [1] 4/5	<b>KLEIN [2]</b> 1/13 5/4	October [1] 4/7
	knowledge [1] 7/10	October 14 [1] 4/7
facility [9]	known [1] 3/2	office [2] 5/16 7/17
Fax [1] 7/23	<b>T</b>	offices [1] 7/17
FERGUSON [2] 1/15 5/7	L	open [1] 6/3
finance [2] 3/12 3/17	<b>Land [3]</b> 2/18 2/19 3/5	order [1] 2/4
first [1] 7/17	<b>last [1]</b> 5/12	other [2] 4/17 7/18
foot [1] 2/20	legal [1] 4/20	our [1] 4/19
foregoing [1] 7/7	LEWIS [2] 1/14 5/5	out [1] 4/16
Fourteen [1] 3/21	liability [1] 2/10	own [1] 7/17
free [1] 7/23	limited [1] 2/10	Owner [2] 3/15 4/10
<b>G</b>	LLC [3] 1/4 1/25 2/10	Owner [2] 3/15 4/10
G	Loan [3] 3/15 3/19 4/18	P
Geyser [1] 2/17	local [1] 4/4	P-R-E-S-E-N-T [1] 1/10
given [1] 4/24	located [2] 2/7 2/16	
going [1] 6/3	· · · · · · · · · · · · · · · · · · ·	Packaging [1] 2/21
Good [1] 2/2	LOCATION [1] 1/7	parcel [1] 2/16
granted [1] 4/2	LORI [1] 1/17	Park [1] 7/20
GREENE [2] 1/14 5/5	M	parties [1] 5/15
		party [1] 7/16
H	M-E-M-B-E-R-S [1] 1/10	PATRICK [2] 1/14 5/4
Hall [2] 1/8 2/7	machinery [1] 3/4	<b>payable [1]</b> 4/15
has [2] 2/13 4/24	mailing [1] 2/11	PHILIP [2] 1/13 5/4
have [2] 2/8 5/14	Malta [2] 7/20 7/22	Phone [1] 7/22
having [1] 2/22	MARTIN [3] 7/4 7/14 7/20	<b>place [1]</b> 7/8
headquarters [1] 3/2	material [1] 5/14	<b>PLEASE [1]</b> 7/16
hearing [7] 1/3 1/7 2/4	Matter [1] 1/3	pledged [1] 4/17
	may [2] 4/2 7/16	Policy [1] 4/6
4/21 5/21 6/3 6/8	members [1] 5/3	portion [2] 3/17 7/18
held [1] 2/6	MICHAEL [7] 1/12 1/16	preceding [1] 7/8
hereby [1] 7/6	1/16 4/19 5/3 5/8 5/9	present [1] 5/7
herein [1] 7/8	Million [1] 3/21	presentation [1] 5/18
hereof [1] 7/9	Monday [1] 2/3	presented [1] 5/12
<b>High [1]</b> 5/16	MOONEY [2] 1/12 5/4	President [2] 1/20 1/24
HORAN [1] 1/24	morning [1] 2/2	previously [1] 5/22
Hundred [1] 3/21	mortgage [5] 3/13 3/14	principal [2] 3/16 3/20
I	3/24 4/3 4/14	Proceedings [1] 6/10
	mortgages [1] 3/14	proceeds [1] 4/16
I'm [1] 6/2	Mr [1] 4/24	project [12]
IDA [3] 4/19 5/9 5/16	my [1] 7/10	
Inc [2] 2/21 7/20	myself [1] 5/5	proper [1] 4/20
INDUSTRIAL [2] 1/2 2/5		property [1] 4/3
initial [1] 4/13	N	provided [2] 4/20 5/21
input [1] 6/3	need [2] 5/21 7/17	public [7] 1/3 2/4 4/21
install [1] 3/18	NEW [8]	5/21 6/4 6/8 7/5
installation [2] 3/3 3/8	New York [3] 2/8 2/12	published [1] 4/25
installed [1] 4/10	2/18	purposes [1] 7/18
interest [1] 2/15		pursuant [1] 4/11
interested [1] 5/15	No [1] 6/6	R
internally [1] 7/17	none [1] 6/7	
is [6] 2/3 2/6 3/11 3/24	not [1] 7/16	real [1] 4/3
7/9 7/16	Notary [1] 7/5	<b>REALTY [3]</b> 1/4 1/25 2/10
it [4] 2/2 7/16 7/17 7/18	<b>NOTE [1]</b> 7/16	received [1] 2/8
20 [1] 2/2 //10 //1/ //10		

R	T
recorded [1] 7/6	taken [1] 7/7
	tax [3] 4/3 4/4 4/6
regulations [1] 4/22	taxes [1] 4/3
	Tenant [2] 2/24 4/13
repayment [1] 4/18	testimony [2] 7/7 7/9
Reporter [1] 7/5	Thank [1] 5/2
request [1] 5/11	that [9]
requested [1] 2/13	then [1] 3/25
required [1] 4/23	there [1] 5/19
respect [1] 4/2	therefore [1] 6/2
response [2] 6/4 6/6	third [1] 7/16
review [1] 5/15	third-party [1] 7/16
reviewed [1] 2/9	this [8]
RICHARD [2] 1/15 5/7	thoughts [1] 5/20
Road [1] 2/17	Thousand [1] 3/22
RODNEY [2] 1/11 5/5	time [3] 1/7 5/25 7/8
RYAN [1] 1/21	today [1] 5/3
	together [1] 3/5
S	Toll [1] 7/23
S-T-A-F-F [1] 1/10	TOM [2] 1/14 5/5
sales [1] 4/4	<b>TOOHEY [3]</b> 1/16 4/20 5/9
SARATOGA [10]	total [1] 3/7
Secretary [1] 1/17	transcript [2] 7/9 7/16
secure [1] 3/14	true [1] 7/9
SEDC [1] 1/22	TWINBROOK [3] 1/4 1/25
Seeing [1] 6/7	2/9
send [1] 7/17	U
service [1] 4/5	
Services [1] 7/20	undertake [2] 2/14 3/12
Seventh [3] 1/5 2/12 2/22	undertaking [1] 3/23
Shorthand [1] 7/4	Uniform [1] 4/6
since [2] 5/15 5/18	used [1] 2/24 user [1] 4/13
sir [1] 5/25 Six [1] 3/21	user [1] 4/13
SKS [1] 3/21 SKS [1] 2/20	V
solely [1] 4/15	VALENTINE [2] 1/16 5/8
Spa [1] 5/17	VAN [1] 1/21
special [1] 4/15	Village [1] 7/21
Specialist [1] 1/21	W
Springs [4] 1/8 2/7 2/8	
2/17	warehouse [1] 2/24 was [4] 3/9 4/20 5/12
Springs, New [1] 1/9	was [4] 3/9 4/20 5/12   5/22
<b>square [1]</b> 2/20	Watervliet [3] 1/5 2/12
<b>staff [2]</b> 5/7 5/20	2/23
state [4] 1/2 2/11 4/4	we [2] 2/8 6/7
7/5	website [1] 7/24
stated [1] 7/8	West [1] 5/16
statute [1] 4/24 stenographically [1] 7/7	whether [1] 3/11
Street [1] 5/16	will [6] 2/4 4/9 4/13
subject [1] 4/7	4/14 4/19 6/8
submitted [1] 5/23	within [1] 7/17
such [1] 4/2	www.martindepo.com [1]
sufficient [1] 3/16	7/24
Suite [1] 7/21	Y
supporting [1] 5/14	
<b>SUTTON</b> [2] 1/11 5/6	YORK [9] you [3] 5/2 7/16 7/17
	your [1] 7/17
	7002 121 //2/