

SARATOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY MEETING

**Saratoga County Planning Department
50 West High Street, Ballston Spa, NY 12020**

June 10, 2025-8:30 a.m.

PRESENT: Members: Chairman Sutton, Phil Klein, Tom Lewis, Erinn Kolligian, Yvonne Manso, Mike Mooney

STAFF AND GUESTS: Scott Duffy, CEO; Jeff Many, CFO; Kimberly Lambert, Administrator; Nisha Merchant, Saratoga County Planning Department; James Carminucci, Counsel to the Agency; Greg Connors, SEDC; Steve Bulger, County Administrator; Cassie Drake
Malta Commons, LLC (631 Maple): Paul Goldman, Attorney; Richard Paulsen, Matt Paulsen, Ryan Paulsen, Lenny Goldstock
TCF II, LLC (One-Four-Six Marketplace): John Montagne, Gail Krause, Christian Luizzi
CBRE: Tom Savino

ABSENT: Kevin Tollisen

Chairman Sutton called the meeting to order at 8:30 a.m.

Approval of Meeting Minutes: May 13, 2025:

Chairman Sutton asked for the approval of the May 13, 2025, meeting minutes.

Ms. Kolligian made a motion to approve the minutes; Ms. Manso seconded the minutes. There was no further discussion, as all were in favor.

Chairman's Report:

Chairman Sutton stated that the subcommittee has been meeting on a regular basis to see what we can do to change the definitions of some of the criteria on the UTEP. To do that, we want to review the subject matter that we have and talk about some policies that we may want to adopt. To change the UTEP, we have to bring it to a public hearing. We would like to set a date in August or September that we vote on the changes that we are going to be recommending but when you do receive the notification from Mr. Duffy regarding the changes, think it over and share any ideas you may have.

CEO Report:

Chairman Sutton stated that the first application we have today is Maple Commons LLC (631 Maple Ave).

Mr. Connors stated the application before the IDA today and is submitted on behalf of Maple Commons LLC. The applicant appeared before the IDA subcommittee on April 7th and again on May 13th. A completed, signed and notarized application on the revised application, approved by this board on April 8th, together with the required filing fee and electronic copies of the application have been provided to the IDA administrator.

Mr. Connors stated that the application for consideration before you today propose to construct a mixed-use healthcare and residential campus at 631 Maple Avenue in the Town of Wilton. The project will consist of approximately 195,000 square feet allocated as approximately 30,000 square feet of medical

care space, designed and intended to address the unmet healthcare needs of Saratoga County residents and potentially residents in Washington County, Southern Warren County, as well as Eastern Montgomery and Fulton Counties. Along with 127 residential units accommodating an essential workforce with household income between 80-100% of the Capital Region Area Median Income. The campus itself is situated on approximately 15 acres of land with a total project cost of approximately 52 million dollars.

Mr. Connors stated that if approved, over the next three years, the project is projected to create 105 professional, skilled and semi-skilled full-time job opportunities and over the next year and a half, approximately 200 temporary construction jobs. Public benefits to the residents of the Town of Wilton are estimated to be valued at approximately \$867,000 and include traffic improvements, sidewalk connections, and sanitary sewer expansion.

Mr. Connors stated that the application requests IDA benefits and incentives including sales tax and mortgage tax exemptions, as well as real property tax relief totaling 3.2 million dollars estimated before the applicant's expenses. In attendance today to answer any questions the board may have, represented by Paul Goldman, is Dr. Lenny Goldstock on behalf of Ortho NY, Richard, Ryan and Matt Paulsen, representing Paulsen Development.

Chairman Sutton asked if the board has any questions for the applicant. He stated that the project kind of mirrors the 612 Project that was approved in late 2024. It does create several jobs that will be in the medical field, and it also helps the need for medical and health services in the communities that surround the Town of Wilton. The project before us is a bit different than what we approve on our UTEP. There are 127 units, about 1% retail space and about 14% commercial use.

Chairman Suttone stated that the request from the applicant is for mortgage recording tax of \$314,000, sales tax abatement of approximately \$1.5 million, and property tax abatement of approximately \$1.4 million. If anyone on our board has any questions, please speak up.

Ms. Kolligian stated that considering that is it only about 15% commercial, why are we not considering the percentage of commercial for sales tax relief vs. housing?

Chairman Sutton responded with the sales tax is going to be on the building materials. To break that out, it would be very complicated, and we wouldn't be able to differentiate between the commercial and housing.

Ms. Kolligian responded that without a definition of housing in our UTEP policy, we are backing ourselves in a corner. If it is housing, it must be two exceptional reasons. One is workforce housing, which this is not. And two, it has an exceptional community benefit. Sidewalks are mandatory in that area, road improvements have come with the other side of the road, and the sewer they have to have so those aren't exceptional community benefits.

Chairman Sutton stated those are part of the planning requirements and we do understand that. This is the purpose of reviewing the UTEP so we have clarification on how we determine the public benefit and how we want to proceed with housing. We don't have a written statement at this point on the housing, but this project mirrors what they have done on 612 so it is something that we think should go forward to the public hearing.

Mr. Carminucci stated that depending on the definition used for workforce housing, this could qualify because some definitions use 80% of AMI and that is where they are starting. However, there are a lot of different definitions for workforce housing.

Mr. Duffy stated that having the doctors and services being in one spot is more of a community benefit than the infrastructure.

Ms. Kolligian asked if the project has final approval from the planning board.

Dr. Goldstock responded that they have final approval for the initial site plan.

Ms. Kolligian asked if the initial site plan was changed last month.

Dr. Goldstock responded that the reason we are changing it is because the original project couldn't get financed. We took our numbers and brought them to the bank, and they stated they couldn't finance due to the number of leases we have outstanding. So, we had to redo the site plan. Instead of eight buildings, we went down to three. The town Planning Board had a meeting last month and all voted in favor of proceeding with the new site plan so we should have the new site plan approval this month.

Chairman Sutton asked what the is the schedule for construction?

Mr. Paulsen stated our target is to begin the fourth quarter of this year to try to coincide with 612 Maple opening. Because of the medical tenants that we have, we want the same synergy as 612 and to try to open very close to one another.

Chairman Sutton asked to expand on what the retail portion will entail.

Mr. Paulsen responded that the primary one we were looking for is a coffee and lunch spot, a place that can service 631 and 612. It will be Bears Cup out of Bolton Landing.

Dr. Goldstock stated that Mr. Paulsen works the numbers and I am out there as a broker. The town board was unhappy with us because this was the hamlet, and they wanted small retail sites and walkability. With the help of Matt and Ryan Paulsen, we sent them a list of all of the companies we contacted, there are almost 100 different organizations that I personally contacted to try to get them to fill the space, and out of that we got Bears Club. The small mom and pop that the board wanted, we just couldn't get them. So, what we came up with was medical. The overflow and enthusiasm of 612 moved over to 631. We even were able to get some of the most desired medical services. Which, access to healthcare was the number one concern of Saratoga County residents based on the Saratoga County Health assessment. I have given this speech before, but it is very hard to get a primary healthcare doctor and care at Urgent Care is terrible. We have a brand new six-person primary health care network, and these are six new providers coming into this site, a comprehensive imaging center, an orthopedic lab where surgeons are learning different surgeries, and a comprehensive pain management suite. So, these are the services that I do believe offer a tremendous community benefit along with sewer and sidewalk. What's more important, sidewalk or access to healthcare?

Chairman Sutton asked what the target is on the housing market?

Dr. Goldstock responded that we will have some studio apartments and one-bedroom apartments so hopefully we will meet the threshold for the registered nurses that work in the surgery center across the street, x-ray technologists, but maybe not the personal assistants like my secretary but the mid-level providers like the physician's assistants, the nurse practitioners and the physical therapists that is what we are trying to develop. People that work in that community can live in that community.

Mr. Paulsen stated that when we developed sites 612 and 631, we did it collectively, and the idea of trying to induce 125,000 square feet of medical practices to make an investment in Northern Saratoga County,

the concern was also for housing. Between 612 and 631, we are adding over 250-300 new jobs. So, those people with those new jobs have to have places to live. The multifamily on 631, we are targeting to be able to house those new jobs at 612 and 631. If you take a look, what we would consider to be 12 competitors for residential real estate, the vacancy rate is less than 1% which means they are typically 100% occupied. To try to house those 250-300 people, we had to have a housing component as well.

Ms. Kolligian asked how many people would be working in 612.

Mr. Paulsen responded conservatively, it will be 350-400 people. At 631, we are going to add about 55 new jobs, currently we are retaining 46 and projecting it to go up to 105 in year three. The primary job creation at 631 is the primary care and imaging because those are both new sites.

Ms. Kolligian asked, isn't 612 mostly transfers from people already working at Ortho NY and living in the area?

Dr. Goldstock stated that Ortho NY is doubling in size and creating a 4-room ambulatory surgery center. We were going to close Malta, keep a small satellite in Saratoga and do a bigger project in Glens Falls until we met Mr. Connors and changed course to open the 4-room ambulatory center and double in size. It is tremendous growth into Wilton.

Mr. Goldman stated that there was a letter I wrote about exactly where the tenants are coming from. It is an expansion and that is what generated the housing here. That is in the record for 612.

Dr. Goldstock said that the other growth at 631 is the imaging is totally new for the tenant we have at the space, the primary care is new, the orthopedic lab is doubling in size. He was in Malta and was going to move his practice to Vermont, Dr. Forillo is also doubling in size. So, it is not a transfer but a growth. The other option that we have that has been so successful is that the Doctor Groups are going to be owners of this space. They will own 90% of the space and that is why it is so attractive for them and an incentive for them to stay. We designed this so people can live where they work. Without your help, 612 would not have happened. The ceremony was incredible; the entire planning board was there. We had one person complain and we built a fence for his house on Maple Avenue so no one would drive over his lawn. This, I believe, this is a tremendous community benefit and without your help, we will not do 631. We really ask for your help to get this over the finish line.

Chairman Sutton asked if there were any other questions?

Mr. Lewis made a motion to move the application to a public hearing. Mr. Klein seconded the motion.

Mr. Mooney asked if this would be for sales and mortgage tax only or for a PILOT as well.

Mr. Lewis stated that we should put the whole application forward and then have a lengthy discussion after.

Chairman Sutton stated that the public hearing would be at the next meeting on July 8th at the Town of Wilton.

RESOLUTION #1619

RESLOVED, THAT the Saratoga County IDA does approve to move the Maple Commons LLC (631 Maple Avenue) application to a public hearing in the Town of Wilton on July 8th, 2025 at 8:30 a.m.

AYES: Mr. Mooney, Ms. Kolligian, Ms. Manso, Mr. Lewis, Mr. Klein, Chairman Sutton

NOES: None

ADOPTED:6-0

Chairman Sutton stated that the next order of business is the application for TFC II, LLC (One-Four-Six Marketplace).

Mr. Connors stated that the application before the IDA is submitted on behalf of TFC II, LLC more commonly known as One-Four-Six Marketplace. The applicant appeared before the IDA subcommittee on May 13, 2025. A completed signed and notarized application on the revised application together with the required filing fee and electronic copies of the application have been provided to the IDA administrator.

Mr. Connors stated that the application for consideration before you this morning proposes to construct a mixed-use development project consisting of commercial, retail, hospitality and residential occupancy in the area of Route 9 and Route 146 in the Town of Halfmoon. The project will consist of approximately \$614,000 square feet of space allocated as approximately 83,000 square feet of commercial space and 530,000 square feet of residential occupancy. The application notes that a portion of the residential units proposed are to address the workforce housing needs in Saratoga County for potential tenants and households earning between 50 and 80% of the Capital Region's Area Median Income. The project itself is situated on approximately 20 acres of land with a total project cost of approximately \$166 million and has been described by others as transformative to Halfmoon and Southern Saratoga County and designed to integrate public spaces and provide a seamless live, work, dine and play experience for all residents of Saratoga County.

Mr. Connors stated that if approved, the project is projected to create 385 professional skilled and semi-skilled job opportunities and approximately 290 temporary construction jobs. The public benefits to the residents of the Town of Halfmoon are estimated to be valued at approximately \$10 million and include traffic and pedestrian improvements optimizing traffic flow, enhancing safety, and expanding pedestrian connectivity. In addition, the applicant has granted National Grid and easement over the subject property to enable a natural gas pipeline expansion project enhancing residential and commercial occupancies in the surrounding neighborhoods, both existing and in the future.

Mr. Connors stated that the application requests IDA incentives and benefits including sales and mortgage tax exemptions, as well as real property tax relief, totaling approximately \$9.4 million before the applicant's expense. In attendance today to answer any questions the board may have are Christian Luizzi, John Montagne, and Gail Krause. A PowerPoint presentation has been provided to the CEO and distributed to the members for their information.

Mr. Montagne stated we thought we would do a PowerPoint so you can see what this project is about. The first thing I want to point out is that the project itself is designed as a neo-traditional development. The whole idea being that it is a pedestrian friendly, walkable environment that has a mix of residential, commercial and office use. It produces a live work environment in the area.

Mr. Montagne stated that in addition to it, it allowed us to work with the New York State Department of Transportation to improve the general traffic circulation at the 146 and Route 9 intersection and at Route 9 and Old 146 intersection as well as the entrance into the Lowes Plaza and a few other things in that area.

The project itself realigns how Old Route 146 comes into the area; it creates a ninety-degree intersection with the intersection you have at the Lowes. It provides a secondary means of access to the local roadways to pull traffic away from the 146 and Route 9 intersection. It is also included in with a bigger NYS DOT project to enhance the signal systems in the area and the pedestrian movement and walkway system in the area.

Mr. Montagne stated that as Mr. Connors has mentioned, one of the things the project does is bring significant public benefit to this region. The roadway improvements, while some are needed for the project and some are not, total about \$7.5 million general roadway reconstruction work in the area, including the work that will be done on the project. We are looking at another \$750,000 that goes into the traffic signal improvements and pedestrian walkability system like new sidewalks. On top of that, there is another \$300,000 in connective sidewalks in the whole region. The town recreation department will get recreation fees totaling about \$678,195. There are also economic development incentives as well that the Town General Fund will see from the project totaling about \$226,000. The Clifton Park/Halfmoon EMS also approached the project, they have a significant need to improve their infrastructure, so as part of the project, the applicant has agreed to donate \$100,000 per year for the EMS advance project. Finally, the project is going to construct a gateway sign for the Town of Halfmoon in the area.

Mr. Montagne stated that as Mr. Connors mentioned that National Grid is looking for an easement through the property, that easement has been worked out and granted to National Grid so they can continue to improve their gas service for the entire region.

Mr. Montagne stated that we are looking to create a community space type of environment that has private, semi-private and public space. One of the main buildings in this project is called the Atrium Building and it's designed to be both a commercial street scape environment that will have a covered canopy over it so this area will have a place for people to walk and enjoy all four seasons of the year.

Mr. Montagne stated that there are ten buildings in the project. We are looking at a market study that said there is a need for a wellness and healthy living type of grocery store, so that is one of the first buildings that will be produced. There is a coffee shop, commercial buildings, and then are five apartment buildings that also have parking below to meet the demand for parking of the overall project.

Mr. Montagne stated that Phase 1 is a fairly robust initial phase. The reason for this is to get the roadway infrastructure in, the commercial components in, and we want to start some of the residential. Phase 1 includes the four retail commercial buildings, minus the Atrium Building, the roadwork, and the beginnings of two residential buildings. We are planning for about 20 months Phase 1, 12 months of that is roadway and commercial with the grocery store being the very first one to get it started. The commercial components will come online before the residential does. The residential buildings will follow about 8 months after that for the first two buildings. We will see a lot of the development take place within those first 20 months.

Mr. Montagne stated that the next phase will be the last commercial building, the Atrium Building. That will take about 12 months to build. And the last phase will be the remaining residential buildings.

Mr. Montagne stated that the goal is to get the roadway infrastructure in and working and then everything else will be internal at that point.

Ms. Manso asked how many entrances there are into the project.

Mr. Montagne responded that there will be three entrances.

Mr. Mooney asked if you are doing anything on Route 9.

Mr. Montagne responded that we are not doing anything on Route 9, but DOT has a project planned. Our signal work will be aligned with their signal work but that is the only connectivity we have with that project.

Chairman Sutton asked if there are any questions. On page 22 of the application the ask is much different than the data sheet in front of us.

Mr. Connors responded that it is correct. The application itself is an amended PILOT as requested by the applicant that has a value of \$3 million. The typical commercial 10-year PILOT, when estimated against project costs, is a much higher number of \$8.9 million. If the IDA were to consider a real property tax abatement, we wanted to provide you with the two options.

Mr. Montagne stated that what Mr. Luizzi is looking for, since this is a very large project, is time to stabilize the balance of the project after the commercial is done. These are large buildings and once the CO is issued, they could be assessed at their full value before you even have one tenant move into a building. It takes a while for a building this large to be leased up. So, what they are asking for is some property tax relief but not the full amount that a standard commercial would allow. Standard commercial would be about \$9 million relief, and we are looking for a third of that.

Mr. Carminucci asked how does construction work into the PILOT proposal.

Mr. Montagne responded that by the time we get to the third year, we are anticipating that all the residential buildings will be built up.

Mr. Carminucci stated that you aren't asking for a 10-year PILOT plus construction, you are just asking for a 10-year PILOT starting when the first CO is issued. The commercial buildings there are no relief on those. The property is vacant right now, so it does not generate tax revenue.

Chairman Sutton asked to elaborate on the retail buildings that are being proposed?

Mr. Luizzi stated there will be 15-20 retail spaces.

Mr. Klein asked if there are any office spaces.

Mr. Montagne stated that second-story office spaces are available. The residential buildings are four stories with underground parking. There is also surface parking behind the building and in front of the commercial spaces so there is adequate parking. The project did go through a full PDD and environmental review process with the town that took a few years.

Mr. Luizzi stated there is a video of the project on this website. It is one thing to hear about it and another to see it.

Chairman Sutton asked if the project would move forward without the IDA's help.

Mr. Montagne stated that you all know what is going on, the cost of materials is increasing, the tariffs now have greatly impacted steel and are starting to impact lumber. In addition, there is still a shortage of skilled labor in the area which makes labor costs higher. All of this leads to lender hesitancy. On a project this large, they want some sort of assurance that there is stability in what will happen during and after development. One of the reasons we are looking for property tax relief is to fix that overall period of time

so it is not one more unknown when we go back to the lender. Right now, the project is very tight for trying to develop it. Unless the applicant knows they have support from the IDA, they are not willing to move forward yet.

Chairman Sutton asked if anyone has any other questions.

Ms. Kolligian made a motion to move the application to a public hearing. Mr. Lewis seconded the motion.

Chairman Sutton stated the hearing will be in the Town of Halfmoon on Monday July 14th.

RESOLUTION #1620

RESLOVED, THAT the Saratoga County IDA does approve to move the TFC II, LLC (One-Four-Six Marketplace) application to a public hearing in the Town of Halfmoon on July 14th, 2025, at 8:30 a.m.

AYES: Mr. Mooney, Ms. Kolligian, Ms. Manso, Mr. Lewis, Mr. Klein, Chairman Sutton

NOES: None

ADOPTED:6-0

Chairman Sutton stated that the next item on the agenda is the sponsorship of the Saratoga Racecourse Event.

Mr. Duffy stated this is the Equestrian Agricultural Ecosystem Round Table Event, this is an SEDC function and there are sponsorship opportunities.

Mr. Connors stated the purpose of these functions at 1863 Club is to bring in the various economic sectors. This year it is the agricultural and equine sectors. We are working in cooperation with Cornell Cooperative Extension as well as New York Thoroughbred Breeders Association to get a round table discussion that will proceed with social networking. You may recall the Economic Impact Report that the SEDC commissioned and published in early 2024, there is a significant economic impact in the county from those two sectors. We thought it was important to bring that seldom heard sector in for a conversation. The business leaders and the supply chain will be there. We are also hoping to get some government officials in as well, so we are looking forward to another productive event. A quick and final point, you'll recall we discussed the semi-conductor supply chain, and that opportunity really connected members to the supply chain, so we are hoping for the same result this year. Thank you for your consideration.

Mr. Duffy stated that last year's IDA investment was \$5,000.

Mr. Mooney made a motion to do a \$5,000 sponsorship. Ms. Manso seconded the motion. There was no further discussion, as all were in favor.

RESOLUTION #1621

RESLOVED, THAT the Saratoga County IDA does approve of doing a \$5,000 sponsorship for the SEDC Saratoga Racecourse Event.

AYES: Mr. Mooney, Ms. Kolligian, Ms. Manso, Mr. Lewis, Mr. Klein, Chairman Sutton

NOES: None

ADOPTED:6-0

CFO Report:

Mr. Many stated that we are still in excellent financial shape with reserves of \$5-\$6 million. With respect to PARIS, we are close to finalizing but I would like to have certain sections reviewed by Ms. Lambert to catch any errors before I submit.

Administrator:

Ms. Lambert stated that there were multiple closings at the end of February, so I have been making sure they are going from taxable to non-taxable status as the tentative rolls come out. They all seem to be in order. I contacted the City of Saratoga Springs accessor as some properties that have had their CO's have not been reassessed, so going forward, they will know what to expect. I also made sure they were aware of Kersia's addition so making sure that is accurately reflected through the assessments. There is a proper suffix to be able to track that separately.

M Grove, known as Greenfield Manufacturing, originally had vacant land, built a building and then after that a second PILOT was given for an addition, that had not been assessed yet or accurately reflected as a second PILOT agreement. So, the first portion of course is to be reconveyed next year, so making sure those properties are accurately reflected. The accessor is aware and making those changes.

Agency Counsel:

Mr. Carminucci stated 113 Tabor Road had been given an additional period to get a tenant and in the interim they are not getting any PILOT benefits. That agreement expires at the end of June, and I received notification that they are not looking for a further extension so I will be preparing termination documents and getting the property back on the tax roll.

Ms. Lambert stated that with the agreement and the payments that they made, I have been in contact with the taxing jurisdiction just to understand what the process was and how the board acted, and they have a copy of the agreement as well.

Other Business:

Mr. Connors stated that I just have a few items. The subcommittee will recall that they heard from a potential applicant in May, Munter Enterprises, for a project currently in the Town of Malta, the subcommittee requested further detail on the percentage of their retail operation which they provided recently. At this point, what would the IDA's pleasure be on moving to an application for your consideration at the July meeting? I believe their total retail was 23% of their entire operation.

Chairman Sutton stated that there is no reason to bring the full application forward. We received clarification on the retail portion. The retail component was less than one third of all the sales that they obtained in this project. They do manufacturing for specialty items for law enforcement and military such as protective gear and body armor.

Mr. Connors stated that they are currently located in Malta and based on their explanation, the business has expanded so they must expand their physical location. So, in cooperation with Munter Enterprises, they are going to relocate from the Town of Malta to the City of Saratoga Springs in the Industrial Park.

Chairman Sutton stated that we will move forward with their application for the July 8th meeting.

Mr. Connors stated you will also recall there was a presentation in May by Saratoga Parc Community Housing Project which is a senior housing project in the Town of Wilton. They also provided some additional information that was requested by the subcommittee, but they were unable to satisfy the submission deadline as imposed by the IDA and I was unwilling to give them extra time, so I fully anticipate that application to come forward at the July meeting as well. Those are the projects pending.

I received an email from National Grid about the energy project in the Grande Industrial Park and the report for Phase 1 should be available in the next week or so. As soon as I receive the report, I will distribute. That, of course, will advance to the next phase of the project. In calls with National Grid and Regeneron, I was asked to do a survey on how many vehicles will require EV. There are over 225 vehicles, largely represented by the school district of which there are about 175 vehicles that may require EV. There is a demonstrated need there for additional energy.

Mr. Duffy stated that we were invited to a leadership discussion at GlobalFoundries a few weeks ago. It was a round table, there was representation from Hochul's, Gillibrand's and Schumer's office along with engineering staff, technical people, energy, power, you name it, they were there. This was to go over the next potential timeline and monies for Fab 8 and 8.2. There is a smaller Fab going into the building that will support GM and Ford, but it doesn't require any outside construction, so it doesn't require the IDA to get involved. But there is a secondary large investment in Burlington, Vermont at the old IBM plant that they purchased. 8.2 has asked to extend their permitting in the Town of Malta which has been granted but they only did it for a year.

Mr. Connors said to follow up on Mr. Duffy's comments, even though there isn't physical digging going on, there may be a perception that not much is going on over there, but they were very clear that they are spending both federal and state dollars on retooling what's within the original complex. They also relocated their packaging facility from Dresden, Germany to Malta.

The Town of Malta's moratorium is in full effect for six months, but the moratorium did exclude GlobalFoundries.

Mr. Klein asked if there was any mention of picking up the two new customers, Ford and GM.

Mr. Connors stated that all the projects that they mentioned are going to create about 1200 full-time job opportunities. The challenge is the construction workforce. The last number I heard that would be needed is about 3,000 construction workers. I know that if you speak to organized labor here in the district, there is anxiety about being able to provide that amount of skilled workforce and it is required. The CHIPS and Science Act along with the Green Chips Law in New York requires a project labor agreement, which is a good thing.

Mr. Duffy said that the other thing is if Micron goes at the same time, then you are talking about another monster three hours to the west that will be looking for the workforce.

Mr. Connors stated that I asked how many open positions they do have today. They were cagey about giving us that number but the last number that I reliably heard was about 200. So, they have about 200 vacancies today and they want to fill another 1,000 within the next few years. It goes back to Ms. Kolligian's point about housing, where are you going to put these people?

Mr. Klein stated housing and education.

Mr. Connors stated that the education community has really responded. When Global Foundries first came on the scene 15 years ago, over 60% of the workforce came from outside the country. But then the

community colleges responded very well so now that number has switched. So, now over 60% of the workforce is from New York State.

Ms. Kolligian stated that SUNY ADK is offering a 6-week crash course in HVAC that is taught by local HVAC companies and sponsored by them. They are offering three different sessions to try to get people out there.

Mr. Connors stated that they are also offering free education for adults, but I don't know the exact details. There is a recognized need for a more highly skilled construction workforce in the area.

Belmont on Broadway Experience this year we had 266 guests and members at the concert on Broadway and last year we had 153. The number was more than 20,000 people on Broadway. The Belmont Racing Festival created over \$197 million in handle over the 5 days. The attendance was a little off by 10,000 but mostly because of the weather. We were told we would have an official update from the governor in the next few weeks regarding the 2026 Belmont Racing Festival.

Chairman Sutton asked if there was any other business to bring before the board?

Mr. Bulger stated that the airport grand opening ribbon cutting is going to be Thursday June 26, all the IDA members are invited. It is a \$36 million project, and it is spectacular. The restaurant won't be open for a few more months but it will be opened for racing season.

Mr. Connors stated that he is working with the county administrator regarding the proposed marketing plan that the IDA was asked to consider bringing before the development committee of the board of supervisors to make that pitch at their next meeting. I am very hopeful for their support and hope to have a more detailed report for this board at the July meeting.

Chairman Sutton asked if there was anything else and welcome back Nisha. We will meet at the Town of Wilton on July 8th at 8:30 a.m. for the public hearing.

The meeting was adjourned on a motion made by Mr. Lewis, seconded by Ms. Manso with all voting in favor at 9:57 a.m.

Respectfully Submitted,

Cassie Drake