

## **SARATOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY MEETING**

**Wilton Town Hall**

**22 Traver Road, Wilton, NY 12831**

**July 8, 2025-8:30 a.m.**

**PRESENT:** Members: Chairman Sutton, Phil Klein, Tom Lewis, Kevin Tollisen, 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; Daryl S. Cutler, Cutler and Cutler Law; Konrad Gdowski, CEO Ambrave Corp; Lenny Goldstock, Paulsen Development/OrthoNY; Ryan Paulsen, Paulsen Development; Paul Goldman, Goldman Attorneys, PLLC; Matt Paulsen, Paulsen Development; Rich Paulsen, Paulsen Development; John Munter, Munter Land Holdings, LLC; Mike Robyck, MR2 Construction Services, LLC; Matt Roberts, MR2 Construction Services, LLC; John Lant, Supervisor, Town of Wilton; Ryan Riper, Director of Planning and Engineering, Town of Wilton

**ABSENT:** Erinn Kolligian

Chairman Sutton called the meeting to order at 8:39 a.m.

### **Approval of Meeting Minutes: June 10, 2025:**

Chairman Sutton asked for the approval of the June 10, 2025, meeting minutes.

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

### **Maple Commons LLC**

Chairman Sutton stated that the next order of business is the application for Maple Commons LLC. This is a project that includes retail and housing. It is a complement to the project that we had approved earlier this year, 612 Maple Avenue.

The request is to offer the applicant the mortgage recording tax of about \$313,000, sales tax of \$1.5 million and property tax at \$1.5 million. Are there any questions from the board members?

Mr. Tollisen stated that he knows there has been discussion regarding the UTEP and possible changes to that so how does that factor into this project with the housing component especially with respect to the property tax PILOT?

Chairman Sutton responded that the discussion on housing has been ongoing, and we are working with Mr. Carminucci as to how to identify how we want to handle the housing component on applications as we move forward. As it stands right now, housing is just not part of our UTEP currently to offer PILOT programs. The aspect of that is that the job creation is minimal when it comes to housing, so we have been cautious about that. What we are looking for is what the public benefit would be in a housing project. We are working on the UTEP now as we speak but we have not come to a final conclusion to come before the board at this time.

Mr. Tollisen replied that he recognizes that there are some public benefits here with the traffic improvements and things like that, but I think there was some genuine discussion among the board members about the precedent on the PILOT part for the housing component because there are other

projects with that. I don't want to cause any angst but I want to know where we stand on that so we can all be on the same page.

Chairman Sutton stated that I think we need to be careful about setting precedents as we make these decisions and hopefully there will be clarifications within a month or two and we can make those amendments to our UTEP. We have not had any change in the UTEP since 2014 so it is time to make some real amendments to the UTEP because we do know there are a lot of applications that will be coming before us that have the housing aspect. In this project, again, the public benefit that we see mirrors what we approved on 612 Maple Avenue, providing medical services to the general population in Northern Saratoga County and elsewhere.

Chairman Sutton stated that the question I have on this Mr. Connors is how much space is allocated to the medical portion?

Mr. Connors responded that it is just over 30,000 square feet of medical care space.

Chairman Sutton asked if at this point in time, the leasing has begun?

Mr. Connors responded, yes, I believe so. The applicants are here today represented by counsel this morning. Based on my conversations, which have been in the last two weeks, the lease negotiations are pretty much complete.

Mr. Goldstock stated that we have been working on them and moving them along.

Chairman Sutton asked if all the approvals from the land use boards and the Town of Wilton have been received?

Mr. Connors responded that as the board will recall, there was an amended site plan submitted to the Wilton Planning Board that hadn't been acted on yet as of the last IDA meeting in June. On June 18<sup>th</sup>, the Wilton Planning Board did approve unanimously the amended site plan so all the land use planning requirements have been met.

Mr. Lewis stated to follow up to Mr. Tollisen's point, I would love to be able to give a PILOT benefit but again, since the overall project is an addition to 612 Maple Avenue, makes a centrally located essential service for an aging population. I am comfortable with the sales tax and mortgage tax, but I wish there had been a way to help this. When they can give housing to people that work in this area, it just makes it more successful and brings in other projects, but the UTEP doesn't allow it.

Mr. Tollisen stated I think that ask is for that too, right? So, while I'm perfectly fine with if this is the way the project goes but my angst is for future precedent and that is what this board has talked about for the past three months.

Chairman Sutton stated that part of the angst is defining workforce housing and retail housing. Do we want to take percentages of that but it is a moving target because each section of the county has different needs and economic background. It is hard to pinpoint what would be an appropriate rental rate for workforce as opposed to retail. So those are the dilemmas that we have been facing. We aren't dragging our feet; it has just been a lot more complicated than we had anticipated when we first started talking about this.

Mr. Klein stated that we have been looking at different UTEP languages from different municipalities, counties and towns and what the state allows and won't allow, but because of the differences in locations,

nothing seems to fit for what we need and what is good for Saratoga County. We are continuing to review and investigate and hopefully will have a solution soon.

Mr. Mooney stated that he is fully in favor of the project for mortgage and sales tax only. I would be happy to offer a resolution if everyone is ready.

Chairman Sutton asked if anyone else had any other comments?

Mr. Mooney made a motion to approve Maple Commons LLC for sales tax and mortgage tax only. Mr. Lewis seconded the motion.

Mr. Carminucci stated that the resolution accomplishes the preliminary approval for sales tax and mortgage tax benefits and confirms the findings by the Town of Wilton Planning Board that appoints the applicant and BBL Construction Services as agent for purposes of the project.

### **RESOLUTION #1622**

RESLOVED, THAT the Saratoga County IDA does approve Maple Commons LLC for sales tax and mortgage tax benefits only.

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

NOES: None

ADOPTED:6-0

Chairman Sutton asked the applicants how the project is going on 612?

Mr. Paulsen stated that it is going great and sometime in July of next year, they will start seeing patients.

### **Chairman Report:**

Chairman Sutton stated that as he mentioned earlier, we are still working on the UTEP and hopefully we will have something more concrete for our next meeting. Mr. Carminucci and Mr. Duffy will be sitting down to review some of the components that we are looking at currently.

Mr. Tollisen stated that he wanted to clarify that he wanted to make sure everyone is on the same page regarding our guidelines.

Chairman Sutton stated that the thing that really pushes Saratoga County is manufacturing, warehousing and things of that nature and the housing is just a byproduct of what we have been able to do. So, the developers have found Saratoga County a very lucrative area to offer housing to their workforce people. However, it just does not meet the criteria of the job component that we have been following since I have been on board for the past 15 years. We really need to get this resolved as Mr. Connors has so many applications to come before us.

Ms. Manso stated that it is getting harder and harder to look at those housing projects without having those UTEP changes.

### **CEO Report:**

Chairman Sutton stated the next item of business is the Munter-Ambrave application.

Mr. Connors stated that the first application for the board's consideration is submitted on behalf of Munter Land Holdings LLC for a project proposed to be constructed in the Grande Industrial Park at 1 Skyward Drive in the City of Saratoga Springs. Both the completed signed and notarized application along with the required application fee has been provided to the administrator as well as copies of the applications for distribution to each member.

Mr. Connors stated that the applicant is no stranger to the IDA. They have proposed and completed several successful projects in the industrial park and this project is proposed to follow the same previous models.

Mr. Connors stated that the project proposes constructing on approximately 10.3 acres of currently vacant land a 35,000 square foot distribution warehouse, and a manufacturing building with administrative office space. The building will be constructed and leased to the tenant, Ambrave Corporation, currently located on Old Stonebreak Road in Malta. The business enterprise has outgrown its existing space. The proposed new space will allow for expansion, job retention and job creation in Saratoga County.

Mr. Connors stated that the applicant and tenant met with the IDA subcommittee on April 7<sup>th</sup>. At that time, the subcommittee requested additional details regarding the tenant's percentage and allocation of retail sales. That document provided by the proposed tenant and follow up correspondence to the subcommittee confirmed that their retail sales component of the business enterprise falls below the 30% threshold. The records provided by the applicant estimate the retail sales at approximately 23% of the total annual sale volume.

Mr. Connors stated that the estimated total project cost is \$6.8 million and if approved, it proposes to add 15 new jobs in the next three years, retaining 7 full-time existing job opportunities and requiring approximately 20 temporary construction jobs over the next 8 months.

Mr. Connors stated that the applicant is requesting sales tax, mortgage tax and real property tax benefits totaling an estimated \$713,000 before the applicant's expenses. The applicant represented by John Munter and the tenant Konrad Gdowski represented by counsel Daryl Cutler are in attendance this morning to answer any questions the board may have and correct any unintentional errors I may have made in this presentation.

Chairman Sutton asked if there are any questions from the board?

Mr. Mooney stated that he thinks the project fits very well with our mission.

Ms. Manso asked if there will be sales out of that location, manufacturing and retail sales?

Mr. Gdowski responded that there will not be direct sales out of the location.

Mr. Cutler responded that there is no store front. The sales are primarily online.

Chairman Sutton asked if the job creation is 15 new jobs?

Mr. Connors responded that the job creation will be over the next several years. The important item is if the application is approved, it will retain the 7 existing jobs.

Chairman Sutton asked how long it will take the project?

Mr. Munter responded that Ambrave is expected to take occupancy late spring/early summer 2026.

Chairman Sutton asked if you will be adding any jobs between now and then?

Mr. Cutler responded that other than the construction jobs, since the current facility is maxed out, there really isn't the ability to add those jobs. But as soon they can relocate, at that time, there will be almost an immediate need to start looking for viable candidates for those positions.

Mr. Munter stated that he would like to clarify with the application and us as the applicant, that Munter Land Holdings as the developer will not benefit from any incentives that you would grant for this application. It is passed 100% through to the operator, Ambrave, through a triple net lease with an option to purchase; similar to applications that we have made with you in the past, like Soleno.

Mr. Lewis stated this is another good Munter project.

Mr. Lewis made a motion to move the application to a public hearing. Ms. Manso seconded the motion. There was no further discussion, as all were in favor.

### **RESOLUTION #1623**

RESLOVED, THAT the Saratoga County IDA does approve to move the Munter-Ambrave application to a public hearing.

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

NOES: None

ADOPTED:6-0

Chairman Sutton stated that the public hearing date would be August 12<sup>th</sup> at 8:30 am in the City of Saratoga Springs.

Chairman Sutton stated that the next order of business is the MR2 Construction Services LLC application.

Mr. Connors stated that the final application presented for you today is an amended application. They were originally presented at your September 2024 regularly scheduled meeting. The amended application is presented this morning on behalf of MR2 Construction Services LLC. The amended application and the required fee have been provided to the administrator as well as copies of the amended application for distribution to each member.

Mr. Connors stated that the members will recall that the original application was tabled because of a vaguely described retail component. The description of which fell outside of the four corners of the UTEP.

Mr. Connors stated that today the application is amended and returned with only a slight increase logically in project cost and increase in the projected jobs to be created over the next three years and the stated fact that the 20,700 square foot building to be constructed in Malta will be 100% occupied by the applicant. The applicant states that the lease for their current space will end in the third quarter of this year and they will require a new building to address the expanding and growing business enterprise. It is their strong desire to keep their business operations and the jobs in Saratoga County.

Mr. Connors stated that the project as proposed, if approved, proposes to add approximately 25 new full-time job opportunities over the next three years and approximately 30 temporary construction jobs over

the next six months. In addition, this project as currently described and, if approved, would be consistent with previously approved and recent IDA projects in the City of Saratoga Springs and Town of Malta.

The estimated total project cost is approximately \$3.2 million. The applicant is requesting IDA incentives that include sales tax, mortgage tax and real property tax benefits totaling an estimated \$245,000 before the applicant's expenses. In attendance today to answer any questions the board may have and correct any errors I may have unintentionally made in the presentation is Matt Roberts and Mike Robyck from MR2 Construction Services. Thank you, Mr. Chairman.

Chairman Sutton asked where this location is in proximity to where you are located now?

Mr. Robyck responded that it is only a couple hundred feet down the road, it is within walking distance from where we currently are.

Chairman Sutton stated that the job growth projection is quite aggressive.

Mr. Robyck responded that the major component of that change is that we introduced a commercial metal framing system and ceiling system. We do our own in-house so on our own projects, we do all that work. We have now gone out and offered that to other general contractors in the area and we bid on their projects and do their work. So, we are starting to add carpenters, framers, drywallers, etc. as well as stock some of our own materials as it is becoming a little bit of a burden with materials. They fluctuate rapidly, especially the metal, so we need the warehouse space now.

Chairman Sutton asked how quickly can you get the building up?

Mr. Robyck stated that the building is projected to take 7 months, or 8 months worst case. It is a pre-engineered metal building and metal keeps increasing in cost, so we are anxious to be able to get that locked down. That is part of the reason we have decided to come back and decided that it makes more sense as a company to utilize the whole building and continue to grow the framing and drywalling division.

Mr. Roberts stated that he wants to clarify the job creation. There are 25 full-time jobs once completed in three years, but we have 13 currently so it's 12 new jobs. Most are skilled trade level jobs.

Ms. Lambert asked Mr. Connors for clarification regarding the total project cost. It was mentioned the total project costs as \$3.2 million but the projection sheet states \$3.4 million.

Mr. Robyck stated that the correct amount is \$3.4 million.

Chairman Sutton asked if you have approvals from land use boards?

Mr. Robyck responded yes, we do.

Mr. Tollisen made a motion to move the application to a public hearing. Mr. Mooney seconded the motion. There was no further discussion, as all were in favor.

#### **RESOLUTION #1624**

RESLOVED, THAT the Saratoga County IDA does approve to move the MR2 Construction Services LLC application to a public hearing.

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

NOES: None

ADOPTED:6-0

Chairman Sutton stated that the public hearing date would be August 12<sup>th</sup> at 9:30 a.m. in the Town of Malta with the regular meeting to follow.

### **CFO Report:**

Mr. Many stated that we are working diligently to complete the PARIS Report, but we need assistance from the ABO. We have contacted them, and they need to do a couple of things for us so we can make corrections to last year's report. So, that is the priority to have ABO open the 2023 report.

Mr. Klein asked if there is any penalty in being late on these items?

Mr. Many responded no, there hasn't been in the past.

Mr. Carminucci stated that they give you a lot of leeway. Often most agencies are late because it's hard to get the reporting done by the end of March when you are waiting to hear from the approved projects so it's not unusual to be late.

Mr. Many stated he is hopeful it will be completed by the end of this week. Ms. Merchant and Ms. Lambert have been working very hard on it, and I have been down there helping as best I can.

Mr. Many stated our financials are in good order; our balance sheet is very strong. We have a CD that matured, and Ms. Lambert suggested sending out a report on all CD's which I will do in the next few weeks.

Mr. Tollisen asked what we are doing with the mature CD.

Ms. Lambert stated that the CD matures tomorrow, and we will send out a bid to determine what is best for that specific CD.

Mr. Tollisen asked if we automatically renew that?

Ms. Lambert stated once we get the bid, Mr. Many will reach out to determine what the best course of action is. We have requested interest rates from the bank, but they cannot provide one until the date it comes due. We will put out an official bid as soon as possible.

Mr. Tollisen asked if we should make a resolution to extend the CD to the best possible rate for the best possible period and then it's done?

Mr. Lewis stated that it makes sense to do it that way.

Ms. Lambert stated that this specific CD is \$1 million so it would be best to have a resolution.

Mr. Tollisen made a motion to extend the CD to the best possible rate for the best possible term, subject to the Chairman's final approval. Mr. Lewis seconded the motion. There was no further discussion, as all were in favor.

## **RESOLUTION #1625**

RESLOVED, THAT the Saratoga County IDA does approve of extending the \$1 million CD to the best rate possible for the best term possible, subject to the Chairman's final approval.

### **Administrator Report:**

Ms. Lambert stated the following invoices have come due:

- Saratoga Chamber of Commerce Annual Membership: \$495
- Invoice Saratoga County Planning Services Second Quarter Payment: \$15,000
- Invoice for Secretarial Services: Cassie Drake
- Reimbursement to Kim Lambert: \$48.40 USPS Certified Mailings for Maple Commons NPH

Ms. Merchant and I have been working with Mr. Many on the PARIS Report.

### **Agency Counsel:**

Mr. Carminucci stated that as you may recall the applicant for 113 Tabor Road was given until the end of June to secure a tenant and that has not happened. They have indicated their willingness to terminate everything, so I have prepared termination documents to be signed to get it back on the tax rolls. I have also contacted the Saratoga County Water Authority to get that lease agreement terminated as well.

Mr. Mooney asked if we need a motion for Chairman Sutton to sign the termination documents?

Mr. Carminucci responded that he already has one for 113 so we are all set.

### **Other Business:**

Mr. Connors stated that he forwarded Mr. Duffy, Ms. Lambert and Chairman Sutton the National Grid phase 1 report on the Grande Industrial Park. They have indicated to me that there is a partial refund of the \$30,000 that the IDA invested in this project. I am working on getting the number and that amount back to the IDA and to Mr. Many as soon as possible.

Mr. Connors stated that he is now speaking with the tenants at the Industrial Park, including Regeneron, about the benefits of this document and about the next phase, which is the engineering phase. It would take the data contained here and put it into a more formal project document. I was encouraged by reading this. It does appear the existing right of way the provides energy to the Grande Industrial Park can be used for this new addition of power into the park. The challenge was always if additional property was needed to accommodate the transmission line and that could delay the project but that does not look like the case today. Unfortunately, in speaking with Regeneron, National Grid's timeline isn't necessary on their timeline. We are working to align those timelines and there will be more to follow on that.

Mr. Connors stated that as the board knows, I am very appreciative of not only your economic support but the many of you who will be attending our annual opening day event at Legends Hall at 1863 on Thursday. This year we are focusing on the equine and agriculture of Saratoga County. We have a round table discussion that will start around 11:15 and will go to around noon and then of course the networking opportunity to follow for the rest of the day. Thank you again for your support.

Mr. Connors stated that the last item, the board will remember I asked the IDA to consider economic support for our marketing plan and the original thought was to do that in hand with the County Board of



Supervisors. The supervisors have informed me that while they endorse the project, they will not be supporting it economically at this time until the governor acts on the bill before her which increases the sales tax percentages for Saratoga County. It passed by the senate and assembly and is waiting for her signature.

Mr. Connors stated that in speaking with the County Administrator, that additional revenue will support not only economic development in Saratoga County but also the hospitality and tourist industry. As a result of that, I have asked National Grid to support a share of this investment, and we are working on an application with them. That is not to say I won't come back to this board to ask for some participation but that economic participation that I asked you to consider a few months ago is tabled for another month or so. I certainly appreciate your consideration. That concludes my report, and I am happy to answer any questions the board may have.

Chairman Sutton asked if anyone has any questions?

The meeting was adjourned on a motion made by Mr. Lewis, seconded by Ms. Manso with all voting in favor at 9:22 a.m.

Respectfully Submitted,

Cassie Drake