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COUNTY OF SARATOGA
INDUSTRIAL DEVELOPMENT AGENCY
PUBLIC HEARING
RE: MUNTER LAND HOLDNGS, LLC &
AMBRAVE CONSTRUCTION
PROPOSED LOCATION:
ONE SKYWARD DRIVE
SARATOGA SPRINGS, NEW YORK
August 12, 2025
City of Saratoga Springs City Hall
Council Chambers
474 Broadway
Saratoga Springs, New York 12866
8:30 a.m. - 8:45 a.m.

1 APPEARANCES:

2

3 IDA Agency Members

4 Rod Sutton, Chairman

5 Phil Klein

6 Tom Lewis

7 Yvonne Manso

8 Michael Mooney

9 Erinn Kolligian

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12 Also Present:

13 Scott Duffy, CEO

Jeff Many, CFO

14 James Carminucci, Esq., Council to the IDA

Kimberly Lambert, Administrator

15 Nisha Merchant, Saratoga County Planning and

Economic Development Department

16 Konrad Gdowski, Ambrave Corp.

Daryl S. Cutler, Ambrave Corp.

17 John Munter, Munter Land Holdings, LLC

18

19 Speakers

20 John Safford, Mayor, Saratoga Springs

21 Greg Connors, President of the Saratoga

Economic Development Corporation

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1 CHAIRMAN SUTTON: It is 8:30
2 a.m. on Tuesday. August 12, 2025 and I
3 will call to order the public hearing #1
4 of the Industrial Development Agency of
5 Saratoga County.

6 The Public Hearing #1
7 scheduled for today, August 12, 2025 is
8 being held by the County of Saratoga
9 Industrial Development Agency at the
10 Saratoga Springs City Hall located at
11 474 Broadway, Saratoga Springs, New York
12 in accordance with the provisions of
13 Article 18-A of the New York General
14 Municipal Law with respect to Munter
15 Land Holdings, LLC.

16 The public has been made aware
17 of the hearing through the legal
18 advertisement in the Daily Gazette and
19 by a posting to the Agency's website.
20 The three taxing jurisdictions affected
21 by the project - the City of Saratoga
22 Springs, the County of Saratoga, and the
23 Saratoga Springs City School District
24 were notified of the Hearing by
25 certified, return-receipt mailing on

1 July 31, 2025.

2 The Notice posted to the
3 Agency website advised that comments may
4 also be submitted to the Agency in
5 writing or electronically via email to
6 Klambert@saratogacountyny.gov.

7 Minutes of the public hearing
8 will be transcribed and later posted on
9 the Agency's website.

10 We have received an
11 application from Munter Land Holdings,
12 LLC, a State of New York corporation,
13 with a mailing address of 881 Murray
14 Road, Middle Grove, New York 12850. The
15 address of the project is One Skyward
16 Drive, in Saratoga Springs, New York.

17 The Company has requested that
18 the Agency undertake a project
19 consisting of the acquisition of an
20 interest in an approximately 10.34 acre
21 parcel of land constituting tax map
22 parcel 178.-1-62 and located at One
23 Skyward Drive in the City of Saratoga
24 Springs, New York, the construction on
25 the land of an approximately 35,000

1 square foot manufacturing facility to be
2 leased to Ambrave Corporation to be
3 utilized in the warehousing and
4 distribution of tactical gear and the
5 acquisition and installation in the
6 facility of certain furnishings,
7 machinery and equipment.

8 The total cost associated with
9 the acquisition, construction, and
10 installation of the Project Facility is
11 presently estimated to equal \$6,890,000.

12 The Agency is considering
13 whether to undertake the project and
14 finance the project by executing and
15 delivering a mortgage or mortgages to
16 secure a borrowing by the Applicant in
17 an aggregate principal amount sufficient
18 to finance all or a portion of the cost
19 to acquire, construct and install the
20 project facility and the cost of the
21 Loan, with a principal amount currently
22 estimated to be approximately
23 \$2,500,000.

24 If the undertaking of the
25 project and execution is approved by

1 this Agency, then the project may be
2 granted such exemptions with respect to
3 a portion of the mortgage recording tax
4 (estimated to be at \$18,750), to state
5 and local sales tax (estimated at
6 \$211,575}, and to real property taxes
7 (estimated at \$482,730} as are
8 applicable to such facilities as
9 described in the Agency's Uniform Tax
10 Exemption Policy adopted on March 11,
11 1999 and amended last on October 14,
12 2014, subject to deviation as determined
13 by the Agency.

14 I will now ask our IDA
15 Counsel, James Carminucci, if proper
16 legal notice was provided for the Public
17 Hearing in accordance with regulations.

18 MR. CARMINUCCI: Thank you, Mr.
19 Chairman. Notice was published in the
20 Daily Gazette newspaper on July 22, 2025.
21 I am going to hand a copy of the Affidavit
22 to the stenographer.

23 CHAIRMAN SUTTON: Thank you.
24 Agency members present today are Phil
25 Klein, Tom Lewis, Yvonne Manso, Michael

1 Mooney, Erinn Kolligian and myself, Rod
2 Sutton.

3 Staff present are Scott Duffy,
4 CEO; Jeff Many, CFO; IDA counsel James
5 Carminucci, Kimberly Lambert,
6 Administrator, Nisha Merchant, Saratoga
7 County Planning and Economic Development
8 Department.

9 Regarding the application, the
10 request for the project was last
11 presented to this Agency on July 8,
12 2025. That application and supporting
13 material have been available for review
14 by any interested parties since received
15 by staff on June 30, 2025 and amended
16 July 8, 2025 at the IDA office at 50
17 West High Street in Ballston Spa, New
18 York.

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

1 (There was no response.)

2 Mr. Connors?

3 MR. CONNORS: Good morning,
4 ladies and gentlemen. My name is Greg
5 Connors. I'm the President of the Saratoga
6 Economic Development Corporation, and I
7 speak today in support of the application
8 under consideration by the Saratoga County
9 IDA on behalf of Munter Landholdings, LLC,
10 for their new and most recent project
11 proposed to be located at One Skyward
12 Drive in the Grady Industrial Park.

13 The project proposed
14 construction on approximately 10 acres
15 of land of a 35,000 square foot
16 distribution warehouse light
17 manufacturing building, including
18 administrative office space. The
19 building will be constructed and leased
20 to the tenant, Ambrave Corporation,
21 currently located on Old Stone Brick
22 Road, located in the Town of Malta. The
23 business enterprise has outgrown their
24 existing space, the proposed new
25 building for the City of Saratoga

1 Springs will allow for business
2 expansion, job creation, and job
3 retention here in Saratoga County.

4 The applicant and tenant met
5 with the IDA subcommittee on April 7th.
6 The entire Board, as has been stated by
7 the Chairman, on July 8th, signed and
8 notarized the application together with
9 the filing fee as previously been
10 submitted to the IDA staff.

11 The estimated total project
12 cost is \$6.8 million dollars and if
13 approved, proposed adding 15 new jobs
14 over the next three years, retains seven
15 existing full-time job opportunities,
16 and requires approximately 20 temporary
17 construction jobs over the next eight to
18 12 months. The applicant is requesting
19 sales tax, mortgage tax and real
20 property tax incentives and benefits
21 totaling an estimated \$713,000 dollars,
22 before the applicant's expense.

23 I encourage the IDA's action
24 in favor of this application today, and
25 thank you for your time and attention.

1 the public hearing.

2 (Whereas the above entitled
3 proceeding was concluded at 8:45 a.m.)

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CERTIFICATION

I, NANCY L. STRANG, Shorthand Reporter and Notary Public in and for the State of New York, hereby CERTIFIES that the record taken by me at the time and place noted in the heading hereof is a true and accurate transcript of same, to the best of my ability and belief.

Date: August 22, 2025



Nancy L. Strang
2420 Troy Schenectady Road
Niskayuna, NY 12309

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