

Saratoga County Industrial Development Agency Meeting

**Saratoga County Planning Department
50 West High Street, Ballston Spa, NY 12020
June 9, 2026-8:30 a.m.**

PRESENT: Members: Rodney Sutton, Phil Klein, Tom Lewis, Erinn Kolligian, Mike Mooney, Kevin Tollisen

STAFF AND GUESTS: Kimberly Lambert, Administrator; Nisha Merchant, Saratoga County Planning Department; James Carminucci, Counsel to the Agency; Greg Connors, SEDC; Steve Bulger, County Administrator; Cassie Drake; Matt Jones and Bruce Steves, Jones, Steves, Grassi; Dan Kumlander, Kumlander, Donofrio, Hay and Pehl, CPAs, LLP

Absent: Yvonne Manso

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

Approval of Meeting Minutes: May 12, 2026

Chairman Sutton stated the first order of business is the approval of the May 12, 2026 meeting minutes.

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

Chairman Sutton stated the next order of business is the Final/SEQR Resolution for the Regeneron Project.

Mr. Carminucci stated the Saratoga Springs Planning Board did make a determination under SEQRA, which is what we are waiting for in order to move forward with sales tax exemption. This resolution confirms the action taken by the Planning Board and authorizes the agency to enter into necessary documents for the eventual closing. So, this should be the last resolution we need on Regeneron.

Mr. Mooney asked if this construction company is local.

Mr. Carminucci responded they have an office in Albany. They are New England based, but they did open an office in Albany.

Mr. Connors stated the construction company also did Treehouse.

Chairman Sutton asked if they have started the project yet.

Mr. Carminucci responded they still site plan approval. But a lot of what we have approved is interior construction, and I think they want to get going on ordering and getting ready to start the work.

Mr. Tollisen made a motion to approve the Final/SEQRA Resolution for the Regeneron Project. Mr. Mooney seconded the motion. There was no further discussion as all were in favor.

RESOLUTION #1659

RESOLVED, THAT the Saratoga County IDA does approve the Final/SEQRA Resolution for the Regeneron Project.

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

NOES: None

Adopted: 6-0

Chairman stated the next item on the agenda is the sales tax exemptions.

Ms. Lambert stated when we were in the Town of Malta for the public hearing and approval of the Fidens Brewery Project, we did approve the Fidens Malta Development Company. And then in re-reviewing their application, we did see that they did need two other agents that they wanted listed. So, Fidens Brewing Company LLC and BBL Construction Services LLC will be added as Agents for sales tax exemptions.

Mr. Tollisen made a motion to approve the additional agents for Fidens Brewery Project. Mr. Mooney seconded the motion. There was no further discussion as all were in favor.

RESOLUTION #1660

RESOLVED, THAT the Saratoga County IDA does approve Fidens Brewing Company LLC and BBL Construction Services LLC as additional agents for Fidens Brewery project.

Chairman's Report:

Chairman Sutton stated I'm going to dispense for the financial report for this month, and I would like to go into an executive session at the end of our meeting so we can talk about some personnel matters.

Chairman Sutton stated I'd like to move to item number 9, the Agency Counsel report on the Exit 16 Project. We're still going ahead with the project, and we have a contract with EDP that was approved. I would like to have Mr. Mooney talk a little bit about the timeline for that report.

Mr. Mooney stated it's not really a report. It's a plan and specifications and approval of the new water line on exit 16. So, we hired EDP. They completed their survey work. Base mapping is done. Geotech is going to be done shortly. After that, they'll complete the system design. They're suggesting the first week in July. Then after that, they'll be ready with the plans, specs, everything to send it out to bid. However, the project also will need DOH, SCSD, DEC, DOT-all those places have to review the plans and specs. So based on when those come back is really when we could actually bid it unless we wanted to do it earlier, but that would certainly be at your own risk and any changes you have to make.

Mr. Carminucci stated plus we're subject to SEQRA as a governmental body. They probably don't want to have that route.

Mr. Lewis asked who is the lead agent on SEQRA?

Mr. Carminucci stated the state's probably going to decide amongst the various agencies who they think should be.

Mr. Klein stated so we are probably looking at sometime in the fall to get all that.

Mr. Mooney responded hopefully. Some of the reviews have been really slow, specifically DEC's been very slow in the last couple of years.

Chairman Sutton stated that we have been talking to the property owner and what we've been doing is really waiting for the results of the survey to come in before we can sit down and talk to him and take any further action.

Mr. Carminucci stated if we can get EDP to confirm the easement area, I can certainly put together a draft easement, get it over to the property owner, because there's nothing stopping us from at least having that put into place.

Mr. Mooney stated there is a metes and bounds description that existed previously.

Mr. Carminucci stated I just didn't know where the lines terminate and whether both the lines hit the beginning of that easement area as it moved from west to east. I thought for some reason the two lines don't meet at the same point right now.

Mr. Mooney stated they may have to modify the easement a little bit, but either way, it's kind of open there, so there's really no issue. So, I'm sure they'll be happy to give the easement. One other thing on this, Colebrook Campground, they have property very near there, and they are interested in hooking up to the water and possibly sewer, but mainly water. And evidently there's a big demand for it. They're doubling the size of the campground right now. They are on Gurn Springs Road and that's where they would tie in. And to tie in, they may need an easement from Parillo as well.

Mr. Chairman asked when we get to point of the bids, we would need three bids on construction, is that correct?

Mr. Mooney stated yes and EDP will assist in that. They'll send it now to Dodge Reports and all those places to get people to bid on it.

Mr. Carminucci stated we do have a have a resolution today. So, one of the contracts that EDP asks us to enter is with Birchwood Archaeological Services, because we need to do an archaeological study. So, I did prepare a resolution. The cost of that is about \$6,000 and change.

Mr. Mooney stated that cost was included in the engineer's original bid. However, we're the project sponsors, so we have to sign the contract.

Mr. Lewis asked is the investigation mostly not what's under the Northway, but what's after it hits Frank's property there because they must have done archaeological studies under the Northway.

Ms. Kolligian made a motion to accept the proposal for the archaeological study. Mr. Lewis seconded the motion. There was no further discussion as all were in favor.

RESOLUTION #1661

RESOLVED, THAT the Saratoga County IDA does accept the proposal for the archaeological study with Birchwood Archaeological Services.

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

NOES: None

Adopted: 6-0

Administrator Report:

Ms. Lambert stated from last month, I made you aware as we're preliminarily going through the tentative tax rolls to make sure that the parcels that were supposed to be on Roll Section 8 or Roll Section 1 each made it there. We've worked with the Town of Wilton Assessor, and she's fixed one of the Maple Ave. Development parcels that was left under Roll Section 1, and then Maple Commons accidentally got put under Roll Section 8. So, they flip-flopped and everything seems to be good with that. We looked at all the other parcels that we have under the IDA, and they seem to be correct. We are meeting with the Town of Wilton Assessor today. She is new and we are just going over the project agreements that we have and the PILOT agreements that we have.

Ms. Lambert stated that coming up, Ace Hardware, their last PILOT payment will be in February. So, they'll be coming off the rolls. And then Maple Commons will be going on. If you remember, you did vote to not give them a PILOT agreement, but for purposes of the mortgage tax exemption, they will have to come under the IDA for the year. We'll work with her to get on and then off again to make sure that happens. When we did the distributions for the first quarter for the town and county, the municipalities and the county were notified of who's coming on, who's coming off for the next two years. And then with the updated closings, we can send that to Saratoga Springs to let them know where those parcels will be for their records.

Ms. Lambert stated that there are public hearing transcription invoices for ARII. Ms. Lambert stated that they've been showing up, which is positive. So, they've been great to work with, so we'll keep with them. Veritext, which was the previous transcription service that didn't show up, and then they overbilled us-I was finally able to negotiate down to half the price of what they were trying to charge us. We'll get those checks out to them.

Ms. Lambert stated that we did receive the first invoice from EDP. This board had already approved up to \$135,000. The first month of their services was about \$2,200. So we did take care of that.

Ms. Lambert stated that for SEDC, we've had some closings. So last month we did do complete the TCF closing, which we did have SEDC split fee of \$85,385.16, which we distributed to SEDC. And

then with the current closing, we did receive payment for that from Maple Commons. And so, the SEDC split fee for that will be \$60,120.31.

Ms. Lambert stated that the only other thing that I just want to mention is we did have some correspondence from CHPE. They are electrifying their line, which they've already started to do. And we've got a notice that said, because we do have some permanent and temporary easements on the rail line that the IDA owns, they just wanted to remind people to call before you dig. So, if you're going to dig on the rail line, make sure you dial 811.

Agency Counsel Report:

Mr. Carminucci stated I don't remember where we ended up with TCF II at the last meeting, but essentially what we're looking to do moving forward is implement that one-year PILOT that was approved for the project on a phase-by-phase basis, which is exactly what we've done for the Healthy Living Project, which is the only one that's closed so far. I think the approach would be each time they have a closing coming up, since at that point we would know what the building timeline is for that phase, we would allow them a one-year PILOT from the time the last building in that particular phase is built, which is what we talked about a few meetings ago. I did get notice at one point that there might be a closing coming up with respect to building four and five, but that has not yet occurred.

Ms. Lambert asked for the sales tax exemption, we originally just did it for one year, which I think comes up in September. So how far out to redo that?

Mr. Carminucci stated they were approved for a sales tax exemption for all phases. For the PILOT, it really only applies to phase one. What you could do for now is just choose the end date for phase one, which is October 12, 2029. And then as they move forward with additional phases, you can keep extending that date so it's not out forever. We need a motion reaffirming that we're to extend the sales tax exemption date for that project to October. Why don't we say October 31st, 2029?

Mr. Mooney made a motion to extend the sales tax exemption date to October 31st, 2029. Mr. Tollisen seconded the motion. There was no further discussion as all were in favor.

RESOLUTION #1662

RESOLVED, THAT the Saratoga County IDA does approve to extend TCF II LLC sales tax exemption date to October 31st, 2029.

Other Business:

Mr. Connors stated good morning. As the members are aware, and with your permission, I'd like to pass these out. SEDC, again, in part with your economic support, completed an economic impact analysis of projects and we put together a video that we unveiled at our annual meeting. And for those Members who may not have been able to attend, there it is.

Mr. Connors stated that we are using that for marketing purposes. We're also following up with some individual videos. One of our participants and subject matter experts is the county administrator, as well as other subject matter experts in the county, so more to follow. There's a

hard copy of the report itself, if you ever have difficulty falling asleep at night. But there's some really good information in there. I would encourage the group to take a look at it because it does show the thoughtful investment of taxpayer dollars by all the IDAs. And I've shared this with this group before, I don't think, in my personal opinion that the IDAs have done a really good job of promoting the successes that they have had over an extended period of time. And the video in this document at least tells that story over the last five years. So, we're going to ramp that up a little bit in the coming months. And certainly, again, on behalf of the board of directors and staff, I thank the county IDA for your consistent support and encouragement. And if you have any questions on the document itself, please feel free to ask.

Mr. Connors stated that we do intend to send a copy of the report to each of the supervisors, as well as to the members of the town board and both Clifton Park, Mechanicville and Stillwater. So, it's a good story to tell and we want to continue to tell that good story. If you have any questions, please don't hesitate to ask.

Mr. Mooney asked what is represented in the output.

Mr. Connors stated the output is the operating income from construction and the construction workforce is easier to manage in terms of collecting reliable information. The annual output is reflective of construction. But I think one of the real key numbers there is the payroll that has been created. I know that from time to time, not only at this board, but at the other IDAs as well, there's a question of, well, how much job creation is enough for sales tax or mortgage tax or PILOT? And when you look at that number, any job that we create, and in a lot of cases, the jobs that we retain are really important here in Saratoga County. The number bears that out. And that executive summary, if you could just show that to the group. That really is a snapshot of everything that's contained in the report. So that's a helpful first page read for you. And again, I'm happy to answer any questions.

Mr. Connors stated that the only other item I have for regular session today, Mr. Chairman, is the annual IDA Academy. SEDC is a major sponsor of the Academy this year, which will be held at the Hilton Garden Inn in Clifton Park on July 16th from 9 a.m. to 5 p.m. Best practices, tools available, public policy, impacts to authority and operation will all be discussed. The Authority Budget Office will be there as well to offer some training and to answer any questions on some recent legislative changes and administrative changes. As a corporate sponsor for the event, we have 3 complimentary registrations that I would like to offer at least one to the Saratoga County IDA. Clifton Park has already taken one. I suspect Mechanicville will take the other. When they put that information out in terms of registration, I'll make sure that everybody gets it. But I would encourage anybody who wants to do it. They don't typically come to the Capital Region to do this. So, when they announced that it was going to be in Clifton Park, I wanted to jump on it. At last year's event in Binghamton, we sent a staff person down who's responsible for the ABO and they had about 120 from across the state. And this year, in addition to the one-day session, also in the registration, they've rented a couple of spots in the 1863 club on July 17th, which is part of the registration package as well. So, certainly if you register and you're local, that's a nice opportunity to spend the day at the track and also learn some good information going forward that's timely and reliable. So again, Mr. Chairman, I offer that registration to whoever you think would be interested in taking advantage of it. Obviously, it's open to members and staff. So, it's entirely up to you.

Mr. Mooney asked who puts that on?

Mr. Connors responded the New York State Economic Development Corporation. And that concludes my report for regular session, Mr. Chairman.

Chairman Sutton stated if anyone would like to attend, please contact myself or Ms. Lambert.

Chairman Sutton stated at this time, we would like to go into executive session.

Mr. Klein made a motion to go into executive session. Ms. Kolligian seconded the motion. There was no further discussion as all were in favor.

Mr. Lewis made a motion to come out of executive session. Ms. Kolligian seconded the motion. There was no further discussion as all were in favor. There was no action taken.

Chairman Sutton stated the next meeting will be July 14, 2026, at the Saratoga County Planning Department at 8:30.

The meeting was adjourned at 9:16 a.m. by a motion from Ms. Kolligian and seconded by Mr. Tollisen.

Respectfully submitted,

Cassie Drake