

Columbia County Industrial Development Agency

MINUTES COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY Full Board Tuesday, June 6, 2023

A regular meeting of Columbia County Industrial Development Agency’s Board was held Tuesday, June 6, 2023 in person, and accessible to the public via Zoom. The meeting was called to order at 8:32 am by Carmine Pierro, Chair.

Attendee Name	Title	Status	Arrived
Nina Fingar-Smith	Secretary	Present in person	
Robert Galluscio	Treasurer	Present in person	
William Gerlach	Board Member	Present in person	
Brian Keeler	Board Member	Absent	
Carmine Pierro	Chair	Present in Person	
Rick Rector	Board Member	Present in person	
Sarah Sterling	Vice-Chair	Present in person	
Andrew Howard	Counsel	Present in person	
F. Michael Tucker	President/CEO	Present in person	
Jessica Gabriel	Senior Economic Developer	Present in person	
Chris Brown	Housing Development Coordinator	Absent	
Martha Lane	Business Development Director	Absent	
Stephen VanDenburgh	Business Development Specialist	Present in person	
Valen Hay	Intern	Present in person	
Cat Lyden	Bookkeeper	Present in person	
Riley Werner	Administrative Assistant	Present in person	
Lisa Drahushuk	Administrative Supervisor	Present in person	

Minutes March 13, 2023:

Mr. Rector made a motion, seconded by Ms. Fingar-Smith to approve the minutes of March 13, 2023 as presented. Carried.

Treasurer’s Report:

Mr. Tucker reviewed the IDA financials with the Board. He suggested that the contract with CEDC be re-evaluated and suggested the Board consider a revised fee for service contract similar to the type the HIDA currently had with CEDC. He stated he needed to bring the contract change to the CEDC board. *Mr. Galluscio made a motion, seconded by Ms. Sterling to approve the Treasurer’s Report as presented. Carried.*

Administrative Director’s Report:

Mr. Tucker stated they had responded to the ABO regarding the PARIS report. Mrs. Gabriel stated that they required clarification and some slight changes to the way reported. Mrs. Gabriel stated she has begun reviewing the IDA’s process and the Uniform Tax Exempt Policy (UTEP). She explained the City of Hudson’s new evaluation matrix and other project related documents. She stated this allowed the Board to determine the PILOT according to the number of points earned by the project.

She reviewed the matrix with the Board, noting this was the first portion of the process addressed. She stated it looked at how the project addressed the basic eligibility requirements and any community impact. It was meant to assist the Board in determining which and amount of benefits which would be approved for the project. She stated this would decrease the number of deviations required for the projects. She stated the HIDA had also examined and amended their UTEP which incorporated the evaluation matrix and the PILOT schedule. The point structure determines the level of PILOT the project would qualify for. She stated the last part was a tax exemption assessment tool. It looks at the requested PILOT and assesses it compared to other scenerios. It shows the impact compared to a standard 485(b) PILOT. The documents also shows the total benefits given to the project. She stated the HIDA had revised their fee structure to ensure the IDA remained whole for the annual reporting, but also that the IDA wouldn't take more than needed to make sure that projects would be discouraged from applying and pursuing projects. She noted the HIDA application had been updated and is now fillable.

Mr. Tucker stated the Board may find they have different goals form the City IDA and the documents can be tailored to fit the County. Mrs. Gabriel walked the Board through the HIDA documents. Mr. Rector asked if the City had any projects currently before the HIDA. Mrs. Gabriel stated there were a couple. Mr. Rector asked how the City enforces something like this and ensuring the applicant is following through on what they say they will do. Mrs. Gabriel stated there has been no project yet approved under the new structure, noting it had been approved early this year. She stated the new structure would require additional administrative work. She stated the issue was taken into account, and the requirements were in the inducement resolution and and other documents. She noted the annual reporting would be the avenue where the project would report on the requirements and it had been amended to include all the requirements needed to be reported. Ms. Sterling felt it would increase community dialog.

Mrs. Gabriel suggested that the Board review the documents and determine if it could be used for the County IDA. Mr. Tucker stated the new forms should cut down on the amount of outside consultant work for the cost-benefit analysis required for the projects. Mr. Rector asked the cost of the HIDA product. Mr. Tucker stated the cost was \$4,000 – \$6,000, over a over a 3 month period, during which time three public meetings were held. Mrs. Gabriel stated the new documents have been used once and it seemed to focus the board members' discussion about the project.

Klocke Estate Distillery:

Mrs. Gabriel stated the restaurant and event space was nearly 70% complete. She noted the principals had shifted their scope and strategy looking at a environmental stewardship and their approach to farming and production, putting them behind schedule. She noted added additional product lines and land developed for agriculture. Mr. Tucker stated they are essentially an agri-tourism business. Mrs. Gabriel noted they have produced 35,000 gallons of wine and cider and have received their temporary certificate of occupancy for the distillery bay. They have produced 10 barrels of apple and grape brandy equaling 10,000 bottles. They are anticipating a hiring challenge and plan on ramping up hiring for summer. Mr. Tucker stated the Office of Community Renewal had toured the site.

Mr. Tucker stated Flanders would be closing on July 1st, and laying off their entire workforce. He noted he had received 2 calls regarding purchasing the building. Mr. Tucker stated the median income for a family of 4 was \$102,000 this year up from \$87,000 the previous year.

With no public comment or further business, Mr. Galluscio made a motion, seconded by Ms. Fingar-Smith to adjourn the meeting. The meeting adjourned at 9:28am.

Respectfully submitted by Lisa Draushuk