

Columbia County Industrial Development Agency

MINUTES COLUMBIA COUNTY INDUSTRIAL DEVELOPMENT AGENCY Full Board Tuesday, August 6, 2024

A regular meeting of Columbia County Industrial Development Agency’s Board held Monday, August 6, 2024 in person. The meeting was called to order at 8:48 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	Present in person	
Carmine Pierro	Chair	Present in person	
Sarah Sterling	Vice-Chair	Present in person	
Andrew Howard	Counsel	Present in person	
F. Michael Tucker	President/CEO	Present in person	
Christopher Canada	IDA Special Counsel	Present via Zoom	
Stephen VanDenburgh	Business Development Specialist	Present in person	
Lisa Drahushuk	Administrative Supervisor	Present in person	
Cat Lyden	Bookkeeper	Present in person	
Riley Werner	Administrative Assistant	Present in person	
Ashmini Mattheisen	Intern	Present in person	

Draft Minutes June 4, 2024:

Ms. Fingar-Smith made a motion, seconded by Ms. Sterling to approve the minutes from June 4, 2024. Carried.

Treasurer’s Report:

Mr. Tucker asked the Board to approve the report as presented and recommended by the Finance Committee. *Mr. Galluscio made a motion, seconded by Mr. Gerlach to accept the Treasurer’s Report. Carried.*

2025 Budget:

Mr. Pierro asked for a motion and a second to approve the 2025 Budget as previously presented to the Finance Committee. *Mr. Gerlach made a motion, seconded by Mr. Keeler to approve the 2025 Budget as presented. Carried.*

Project Updates:

Mr. Tucker welcomed Chris Canada from Hodgson Russ as agency Special Counsel. Mr. Tucker stated 2 projects would be presented to the Board; The Wick Hotel and BAC Sales.

41 Cross Street LLC. :

Mr. Tucker informed the Board he had been approached by a group, 41 Cross Street LLC, who planned on purchasing The Wick Hotel, from the current owners (41 Cross Street Hospitality). 41 Cross Street LLC requested the benefits currently assigned to 41 Cross Street Hospitality be assigned to them. He noted the original company had a PILOT, mortgage tax exemption and a sales tax exemption. He stated the new company requested the current benefits be transferred to them (41 Cross Street LLC) upon signing of the documents. Mr. Tucker noted there were 4 years remaining on the PILOT including 2024. He stated this project planned on closing on September 30th. Mr. Tucker stated the new owner would receive 25% of this year's benefit if the assignment is approved, with 100% of years 2025, 2026 & 2027. He noted that there would be renovations to the property and upgrades for which they are requesting a sales tax exemption. Mr. Tucker stated IDA's special counsel and agency counsel have given an opinion stating these actions are allowed.

Mr. Tucker suggested a fee of \$25,000 for the transaction. He stated the new owners would be spending \$2.3 million to renovate and replace furniture, fixtures and equipment. He stated the resolution presented to the Board authorized the holding of a public hearing as well as authorizing the execution and delivery of certain documents with respect to the assignment and assumption of the 41 Cross Street Hospitality LLC project. *Ms. Sterling made a motion seconded by Ms. Fingar-Smith to approve the resolution as presented. Carried.*

Mr. Tucker stated the Public Hearing would be held during the first two weeks of September, noting he would keep the Board informed about the time and location.

BAC Sales:

Mr. Tucker introduced Bob Cohen from BAC Sales and William Better his attorney. Mr. Better gave a history of the business. He noted the business was changing and was requesting assistance in adding a warehouse and 15 jobs which currently exist in North Carolina, but will be moving to Columbia County.

Mr. Cohen noted his business is being affected by the prohibition on gas appliances in new builds in the upcoming year. He stated this is causing the business to turn to outdoor products. He stated they were in negotiation to purchase a company which has the territory of New York, New England and New Jersey. He noted the product requires much more space than they currently have. He stated they plan to build a new 12,000 sq ft building on a nearby property they purchased.

Mr. Tucker stated the project was for a 10 acre parcel of property and a 12,000 square foot building. He stated the hard costs were estimated at \$1.2 million and soft costs \$150,000. He stated they would retain 29 employees and add an additional 15 over a 3-4 year period. The applicant requested sales tax exemption \$65,000, for construction materials; \$18,750 for the mortgage recording exemption and real property tax exemption of \$87,500. He stated that didn't include the cost of the IDA and legal costs.

Mr. Tucker reviewed the analysis for the board. Mr. Canada reminded the Board that the resolution presented to them was only to authorize a public hearing, not to approve the project. He stated he would draft an approving resolution after the public hearing. Mr. Pierro called for a motion to approve the Public Hearing resolution in order to hold a public hearing in the first 2 weeks of September. *Mr. Keeler made a motion, seconded by Mr. Gerlach to approve the public hearing resolution as presented. Carried.*

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Project Updates

8 Bender Blvd:

Mr. Tucker stated Paul Harpis had approached him regarding purchasing a one acre parcel in order to allow him to build 2 mixed use buildings. He stated he had notified the adjoining land owner on the other side of the parcel and informed him of the offer. Mr. Tucker reminded the board that Mr. Harpis has had two extensions on constructing his building to date. He stated the purchase of this parcel should go before the town planning board and the IDA should have a penalty mortgage on the property to go into effect if the project completion takes longer than 18 months to 2 years.

Mr. Tucker stated a 38 acre parcel had been purchased on the corner of Rte 66 and Gahbauer Road. He stated he and the purchaser have been in discussions regarding applying for a NYS grant enabling the owner to develop six to eight, 5 acre parcels for a commerce park.

Broad Street Bagels:

Mr. Tucker stated he had received a call from Broad Street Bagels expressing an interest in purchasing the Applebee's building in order to convert the building into a commercial Bagel manufacturing site.

27 Summit Street:

Mr. Tucker stated the project was the renovation of an old mill building into an upscale event space. He stated they had applied for a Restore NY grant. He stated they were awaiting news of the grant prior to any further actions.

LaBella's:

Mr. Tucker stated they were awaiting the new design.

Klocke Estate:

Mr. Tucker stated they had held the NYS ribbon cutting. They had officially opened during the first two weeks of July. He stated the IDA would be invited on a tour in a couple of weeks.

Redburn Greenport Housing:

Mr. Tucker stated he had heard nothing final about the project.

With no public comment or further business, Ms. Sterling made a motion, seconded by Mr. Keeler to adjourn the meeting. The meeting adjourned at 9:40am.

Respectfully submitted by Lisa Draushuk