



ESSEX COUNTY IN THE PARK
INDUSTRIAL DEVELOPMENT AGENCY

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**Essex County IDA Board Meeting
December 5, 2019 at 10:00AM
7566 Court Street, Elizabethtown, NY**

Present:	Darren Darrah	Also Present:	Jody Olcott
	John Boyea		Carol Calabrese
	Jamie Rogers		Jen Briggs
	James Bowen		
	Gerald Morrow		
	Matthew Courtright		
	James Monty (left at 10:20AM)		

Open of Meeting

The meeting was opened by Chairman Darren Darrah at 10:00AM.

Approval of Minutes

1. September 4, 2019 Meeting Minutes
2. September 18, 2019 Special Meeting Minutes
3. October 8, 2019 Special Meeting Minutes

Motion #2019-53: A motion to approve the September 4, 2019 meeting minutes, September 18, 2019 special meeting minutes and the October 8, 2019 special meeting minutes was made by James Monty and seconded by Gerald Morrow. All members were in favor.

Project Presentation

1. Trailhead Resort (Newcomb) PILOT Application – Kelly Audino was present on conference call to discuss proposed application and request for Schedule A 10-year PILOT. Project construction is just wrapping up and the request for incentives would allow business to reduce their overhead expenses in first few years to establish sales. Current assessment of property is \$150,800 and final assessed value will be \$850,000. Total investment in project is \$1 Million, project expected to create 2 FT, 13 PT in year 1, 1 FT & 7 PT additional by year 3. Kelly noted that their Department of Health inspection is scheduled for tomorrow. Business liquor license application has been submitted and temporary license also applied for. Certificate of occupancy from the Town is needed but project has been working closely with the Code Enforcement Officer. The projected PILOT savings for Schedule A of PILOT is \$120,593.81 over 10 years. IDA staff and business have met with the Town of Newcomb to discuss proposed PILOT and the Town and School will be meeting next week to review and approve. In review of the proposed savings, there was an effort to reduce the closing costs associated with the transaction and legal counsels have agreed to reduce their fees in order to increase incentives provided.

Motion #2019-54: A motion to approve the PILOT application for Trailhead Resort (Schedule A PILOT for 10-year term) was made by John Boyea and seconded by James Bowen. All members were in favor.

Motion #2019-55: A motion to set the IDA transaction fee for PILOT application at \$5,000 was made by James Bowen and seconded by Darren Darrah. All members were in favor.

Motion #2019-56: A motion to schedule the Public Hearing for December 18, 2019 at 9:00AM was made by Gerald Morrow and seconded by Darren Darrah. All members were in favor.

Financial Services/Programs

1. Monthly Loan Report – No late payments, all current
2. Straight Lease Back Transaction Updates
 - a. Saranac Lake Resort (North Elba) – Closed on September 26, 2019
 - b. Northwoods inn (North Elba) – Interior renovations to begin during off season

Business Park Development

1. Moriah Business Park
 - a. Lot #4 Building (High Peaks Hospice) – No issues to report
 - b. Lots #3, #5 & #6 (Whistlepig) – No issues to report
 - c. Lot #4 sub-division & new Whistlepig building – Amendment application submitted to APA for lot line adjustment for lot #6 and construction of building #8 (14,000 Sq. Ft.) for Moriah Ventures.
 - d. Future Park Property Expansion – Awaiting lien release/mortgage from 1993 debtor. Jen Briggs will contact seller and provide update.

Business Development Updates

1. Marketing
 - a. Internet Based Marketing Monthly Report -- December 5, 2019 report distributed, no comments.
 - b. Doing Business in the US Seminar – Attended event in November and awaiting list of the businesses from Chamber in order to follow up with email.
2. Grant Administration
 - a. Hub Grant 2 – 2 remaining businesses remain current with IDA and continued administration and follow up required (tax returns at the end of the year).
 - b. Adirondack Arts Grant Program - \$5,000 grant completed and impact documented.
 - c. DEC Smart Growth Grant – The IDA has been awarded \$100,000 for Ticonderoga Main Street area. The grant will be 90/10 reimbursement. Public seminars to be held as well as required micro-enterprise training program. The Town of Ticonderoga and Chamber will be establishing grant review committee to make award recommendations to IDA Board. Applications will be due by February 2, 2020. \$5,000 to \$20,000 grants to be awarded.
 - d. National Grid Grants – The IDA is working with several local businesses and non-profits to secure grant funds for assistance.
3. Other
 - a. Workforce Development – Mad City Money Day at Moriah Central School to be held on March 10, 2020. Essex County Community Development Day to be held at Moriah Central School on April 29, 2020.

Financials

1. October 2019 Financial Statements – No comments

New Business

1. November Abstract for Payment

Motion #2019-57: A motion to approve the November Abstract for Payment was made by James Bowen and seconded by Gerald Morrow. All members were in favor.

2. Next Meeting – January 31, 2020 at 9:00 AM at the IDA office.

Adjourn Meeting

Motion #2019-58: A motion to adjourn at 11:15AM was made by Gerald Morrow and seconded by Matthew Courtright. All members were in favor.