



ESSEX COUNTY IN THE PARK  
INDUSTRIAL DEVELOPMENT AGENCY

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**Essex County IDA Board Meeting  
July 27, 2017 at 9:00AM  
7566 Court Street, Elizabethtown, NY**

**Present:** Darren Darrah  
Joseph Kusalonis  
Jamie Rogers  
James Bowen  
Gerald Morrow  
Matthew Courtright (left at 10:35 AM)

**Also Present:** Jody Olcott  
Carol Calabrese

**Absent:** John Boyea

**Open of Meeting**

Chairman Darren Darrah opened the meeting at 9:00AM.

**Public Comment**

No Public Comment

**Approval of Minutes**

1. June 8, 2017 Meeting Minutes

**Motion #2017-49:** A motion to approve the June 8, 2017 meeting minutes was made by James Bowen and seconded by Gerald Morrow. All members were in favor.

**Financial Services/Programs**

1. Monthly Loan Report
  - a. Defaults: Westport Golf & Hospitality (Westport) – No Update  
Normandie Beach Club (Westport) – No Update
  - b. Adirondack Meat Company (Ticonderoga) – Glens Falls National Bank is working on the appraisal of the building and business. 2016 tax returns are to be completed this week. Confession of Judgement was not received as per requested loan modification request reviewed last month. North Country Alliance (NCA) approved the same loan modification as the IDA with Confession of Judgement document as well.
2. Bond Projects
  - a. CRC Projects: Adirondack Health Center (North Elba) – Ground breaking ceremony was held last month. Jody reached out to company and they indicated they would still be pursuing bond financing through CRC.

**Business Park Development**

1. Moriah Business Park

- a. Lot #1 Building (Pre-Tech Plastics) – Rick Dolliver & Joe Bosley of Pre-Tech Plastics presented their proposal to purchase the lot #1 building to the IDA Board. They noted the following:
  - Vermont Facility & New York Facility are mostly the same space and same # of employees.
  - Since coming to NY in 1998 the Mineville facility has trained over 120 employees.
  - Mineville facility offers 100% paid medical plan with health savings account and sick time hours added to benefit package and average employee is employed approximately 8 years at Mineville.
  - Pre-Tech Plastics has invested over \$1.5 million in technology at Mineville.
  - At the current time they are subbing out some work to New England vendors and proposed expansion would bring that work in-house. IDA met with AES Northeast last month to review expansion opportunities off of the existing building. AES Northeast estimates lot could accommodate an additional 10,000-15,000 S.F.
  - Mineville facility currently employs 28 FT employees with annual payroll of \$1.1 million. Pre-Tech is working with college interns from UVM & Clarkson to assist in production and engineering.
  - Appraisal of building completed in 2016 and fair market value of building stated at \$525,000-\$560,000. The IDA made a proposal to Pre-Tech to purchase the building and adjoining lots in February 2016. Since that proposal was made the IDA sold lots to Whistlepig.
  - The IDA Board discussed disposal of property policy and requirements to dispose of property at fair market value.
  - At this time Pre-Tech Plastics will revised their proposal and send for review at the next meeting.
- b. Lot #4 Building (High Peaks Hospice) – No issues to report
- c. Lots #3 & #5 (Whistlepig) – Building #2 construction is almost complete. Punchlist of the site work is to be completed still, final grading needed.
- d. Infrastructure Extension Project – IDA bid the road extension project and ditching as well as an alternate for the stormwater management ponds. 4 bids were received: John Sheehan & Sons (\$261,000 + \$133,500), Adirondak Concrete (\$264,000 + \$196,000), Reale Construction (\$360,000 + \$160,000) and Fuller Construction (\$361,900 + \$364,900). Board discussed work associated with stormwater management ponds and assigning work to CV-TEC to begin the September school year. It was noted that the stormwater management ponds require 3 concrete structures that would be too large for CV-TEC students to install. That work will need to be incorporated into a change order for the contractor.

**Motion #2017-50:** A motion to approve base bid to Sheehan & Sons for \$261,000 and purchase of stormwater structures was made by Jamie Rogers and seconded by Joseph Kusalonis. All members were in favor.

2. Ticonderoga Commerce Park – No update from the Town of Ticonderoga regarding proposed deed of the road to the IDA.
3. Chesterfield Commerce Park – Local business inquiring on availability of property. Town is pursuing well at park as potential source for Town.

### Business Development Updates

1. Marketing

- a. Internet Based Marketing Monthly Report – No Update
2. Grant Administration
  - a. ADK HUB Micro-Enterprise Grant Round 2 – Of the 12 businesses awarded funding, 9 have begun drawing down funds. Two of those businesses have completed their draw downs.
3. Consolidated Funding Applications 2017
  - War Canoe Spirits, LLC Application (Crown Point) \$706,000. Total project is \$4.6 million. Additional application for Main Street funding also submitted.
  - ADK Shakespeare Company (Schroon Lake) – Letter of support submitted.
  - Aerolite Boats (Newcomb) – Letter of support submitted.

### Financials

1. May & June 2017 Financial Statements – No Comments

### New Business

1. July Abstract for Payment

**Motion #2017-51:** A motion to approve the July Abstract for Payment was made by James Bowen and seconded by Darren Darrah. All members were in favor.

2. Next Meeting – August 31, 2017 at 9:00AM.

### Adjourn Meeting

**Motion #2017-52:** A motion to adjourn the meeting at 11:00AM was made by Darren Darrah and seconded by Gerald Morrow. All members were in favor.