



ESSEX COUNTY IN THE PARK
INDUSTRIAL DEVELOPMENT AGENCY

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Essex County IDA Board Meeting
June 6, 2018 at 9:00 AM
Champlain Valley Milling, 19 Myers Way, Willsboro, NY

Present: Darren Darrah
Jamie Rogers
James Bowen
Gerald Morrow

Also Present: Jody Olcott
Carol Calabrese
Sarah Brown

Absent: John Boyea
Joseph Kusalonis
Matthew Courtright

Open of Meeting

Chairman Darren Darrah opened the meeting at 9:03AM.

Public Comment

No attendance

Approval of Minutes

1. April 25, 2018 Meeting Minutes
2. May 17, 2018 Special Meeting Minutes

Motion #2018-36: A motion to approve the April 25, 2018 meeting minutes and May 17, 2018 special meeting minutes was made by Gerald Morrow and seconded by Jamie Rogers. All members were in favor.

Financial Services/Programs

1. Monthly Loan Report & Defaults
 - a. Westport Golf & Hospitality (Westport) – No Update
 - b. Big Slide Brewery (North Elba) – May interest only payment received. Big Slide email and noted they will not continue with request to restructure at this time which will mean July regular payments will resume.
 - c. Adirondack Meat Company (Ticonderoga) – IDA meeting with potential company tomorrow. Ron Briggs is still trying to touch base with Essex County DA's office in regard to civil claim against Peter & Denise Ward.
2. Straight Lease Back Transactions:
 - a. Pre-Tech Plastics (Moriah) – IDA received PILOT application. Tentative assessment reduced from \$1.2 million to \$650,000 and PILOT projections based on this for 10-year term were distributed to board for review. At the current time the IDA is not required to pay real property taxing, thus no tax revenue has been generated for property since purchase in 1995. This proposed sale to Pre-

Tech Plastics and PILOT Agreement will generate new revenue for each of the taxing entities. The IDA proposes Schedule A of the PILOT. Additional approvals from all taxing entities will be needed. IDA has negotiated \$5,000 legal fee with bond counsel for this transaction and will be paid by company. IDA will waive its transaction fee for this project.

Motion #2018-37: Resolution taking official action authorizing the agency to convey and sell certain leased property and retain an interest in same through a ground lease in order to provide financial assistance for the purpose of sustaining the viability of a certain manufacturing facility in Mineville, New York. WHEREAS, the applicant, Moriah BP, LLC, a New York limited liability corporation, authorized to do business in the State of New York (the "State") and its respective successors and assigns (the "Company"), located in Mineville, New York, has applied to the Essex County Industrial Development Agency (the "Agency") in order to receive financial assistance for the purpose of (a) sustaining the viability of a certain manufacturing facility located in Mineville, New York (the "Facility"), used by Pretech Precision Machining ("Pretech") for the production of computerized precision machinery to produce components used in the biomedical, environmental, aerospace/defense and semiconductor industries by retaining and increasing employment in Essex County (the "County"), and (b) providing certain necessary preliminary and incidental expenses related thereto (hereinafter collectively referred to as the "Project"); and WHEREAS, the Agency currently owns the Facility and will convey and sell the Facility to the Company allowing the Company to lease the Facility to Pretech to sustain the viability of Pretech's business and retain and increase employment in the County through various plating and testing projects to be conducted at the Facility; and WHEREAS, the Company will convey a ground lease interest in the Facility to the Agency such that the Agency has an interest in the Facility in order to provide state tax incentives for the Company; and WHEREAS, the Agency will provide the Company with a PILOT agreement and mortgage recording tax exemption to retain and increase employment in the County and to fulfill the purpose of the Act (defined below); and WHEREAS, pursuant to Article 18-A of the General Municipal Law of the State of New York and Chapter 563 of the Laws of 1973 of the State of New York, as amended (collectively, the "Act"), the Agency is authorized and empowered to provide financial assistance to promote job retention and job expansion within the County; and WHEREAS, the members of the Agency have approved the application of the Company and have agreed to sell the Facility to the Company and to retain a ground lease interest for the purpose of providing such financial assistance; and WHEREAS, the Agency shall maintain a leasehold interest in the Facility pursuant to a ground lease and the Agency shall not attorn to and shall not be liable to and shall not recognize any party, other than the Company, as the Agency's new landlord for the term of such ground lease, and the ground lease and the rights of the Agency thereunder shall continue in full force and effect as a direct lease between the Company and the Agency upon all the terms, covenants, and agreements set out in such ground lease. This resolution was made by James Bowen and seconded by Jamie Rogers. All members were in favor.

3. Bond Transactions

- a. International Paper (Ticonderoga) – Closed bond modification on April 26, 2018.

Business Park Development

1. Moriah Business Park

- a. Lot #1 Building (Pre-Tech Plastics) – No maintenance issues to report.
- b. Lot #4 Building (High Peaks Hospice) Lease Renewal – The current one-year lease ends on June 23, 2018. IDA has been in discussion with High Peaks Hospice regarding renewal and High Peaks Hospice has proposed lease of the entire 3,200 sf building for a term of ten years at \$4.00/sf. IDA will meet with new Executive Director to discuss additional space needs and finishing.

Motion #2018-38: A motion to approve \$4.00 for 3,200 sf for term of 10 years with condition to revisit lease amount in 5 years to adjust to inflation and any other issues was made by Darren Darrah and seconded by James Bowen. All members were in favor.

- c. Lots #3, #5 & #6 (Whistlepig) – IDA is meeting with APA and AES Northeast on Monday regarding 4 acres on lot #7 which are potentially developable. IDA successfully negotiated a tentative assessment reduction for the three existing buildings for Whistlepig to \$1.2 million.
2. Ticonderoga Commerce Park – Deed recorded at Clerk’s Office and project completed.
3. Chesterfield Commerce Park – No Update

Business Development Updates

1. Marketing
 - a. Internet Based Marketing Monthly Report – DBA letters are continuing to be sent monthly. Facebook postings daily.
2. CV-TEC Equipment Agreement Renewal – IDA needs to update equipment usage agreement for the equipment housed at the Mineville campus. This proposed extension agreement will be effective January 16, 2014 to January 16, 2021.

Motion #2018-39: A motion to approve equipment extension agreement effective January 16, 2014 to January 16, 2021 was made by Jamie Rogers and seconded by Darren Darrah. All members were in favor.

3. Grant Administration
 - a. ADK HUB Micro-Enterprise Grant Round 2 (Trailhead Resort Extension) – Due to weather and financing delays Trailhead Resort is asking to extend their completion date from June 30, 2018 to October 31, 2018. The IDA has until end of the year to close out project with Nature Conservancy and DEC.

Motion #2018-40: A motion to approve Trailhead Resort’s request for extension to October 31, 2018 was made by Jamie Rogers and seconded by Gerald Morrow. All members were in favor.

- b. As per previous meeting, the reprogramming of the approx. \$70,000 awarded to ESF is underway. The next three businesses on the scoring sheet were issued letters and IDA is working with each to get updated budgets, conduct site visits and finalize grant agreements.
 - Adirondack Hamlet to Huts
 - BeaverBrook
 - Adirondack Rafting Company
4. Workforce Development
 - a. Essex County Manufacturers Committee – Regular meetings with superintendents and principals are being held. Guidance counselors to set up displays in offices promoting businesses and CV-TEC services in September.
 - b. International Paper Workforce Development Committee – Meeting regularly to discuss short-term workforce needs (300) are being held. Working with CV-TEC and local schools to recruit.

Financials

1. March & April Financial Statements -No comments

New Business

1. May Abstract for Payment

Motion #2018-41: A motion to approve the May abstract for payment was made by Gerald Morrow and seconded by Jamie Rogers. All members were in favor.

2. Next Meeting – June 18, 2018 at 9:00AM at Moriah to visit potentially Whistlepig, Essex Industries and renovations needed to High Peaks Hospice offices.

Adjourn Meeting

Motion #2018-42: A motion to adjourn the meeting at 9:57AM was made by Gerald Morrow and seconded by James Bowen. All members were in favor.