



NAME

4-28-21 UCIDA Special Meeting for RBW Project Part Two <https://www.youtube.com/watch?v=sJjN2yI1rDc>

DATE

May 3, 2021

DURATION

23m 36s

16 SPEAKERS

Rose Woodworth  
James Malcolm  
Richard Jones  
Orlando Reece  
All  
Joe Scott  
Bill Kembel  
Daniel Savona  
Charles Brill  
Faye Storms  
Herb Dans  
Unknown  
Michael Morrielo  
Katie Heidecker  
Alexander Williams  
Theo Richardson

START OF TRANSCRIPT

**[00:00:01] Rose Woodworth**

All right.

**[00:00:01] James Malcolm**

OK, so we're live on YouTube we're recording and I need to get a motion to come out of executive session. It's 4:14. Can I get a motion? Rick Jones? Are you making a motion.

**[00:00:13] Richard Jones**

So moved.

**[00:00:15] James Malcolm**

Can I have a second.

**[00:00:16] Orlando Reece**

Second.

**[00:00:17] James Malcolm**

All in favor.

**[00:00:18] All**

Aye.

**[00:00:21] James Malcolm**

Opposed. Carried. Let the record show it's 4:15 and we're back into the course of business order of business. So that brings us to the CEO report on the RBW project.

**[00:00:33] Joe Scott**

And sorry, Chair, just for the record, no action was taken in executive session.

**[00:00:38] James Malcolm**

Right. You got that Bill. No, listen.

**[00:00:46] Bill Kembel**

Yes. Thank you.

**[00:00:47] James Malcolm**

Thank you, Bill.

**[00:00:49] Bill Kembel**

This is not an easy mute, unmuted, even though many people think I am a mutant. But...(inaudible)

**[00:00:56] James Malcolm**

I've heard a lot of things said, but never that. And I will..

**[00:00:59] Daniel Savona**

That wasn't one of them. That wasn't one of them.

**[00:01:04] Bill Kembel**

Alright. Thank you.

**[00:01:05] James Malcolm**

Ok. All right, Rose.

**[00:01:10] Rose Woodworth**

Ok, on page three is the public hearing transcript from April six, all the way through to page 40. There were no comments submitted after the meeting and during the two week waiting period, and there were also no comments at the public hearing, if those of you who were there recall. Page forty one, there's a revised application. There was a few things that needed to be fixed in the PILOT calculations, but nothing that increased the benefits. So there's nothing extra that needed to be done. I just wanted to make sure you all have the revised application. On page sixty eight, I completed the cost benefit analysis using Inform Analytics. And you can see honestly, the benefit to cost ratio, in my opinion, is off the charts here. So if you considered fifty six new employees because we don't consider them retained because of our definition, the ratio is eighty four to one for benefits to cost. If you only included the 18 brand new employees that they'll be adding over the next three years, it's still a twenty five to one ratio. So it's obviously a very positive cost benefit analysis here. Does anybody have any questions on it?

**[00:02:42] Richard Jones**

I just have one question Rose and one comment. First, a comment. Page 52. I think they've got 30 for the current head count and thirty eight for is FTE's. FTE's can't be higher than the head count. What. Where? What?

**[00:03:05] Richard Jones**

Well, the current head count they have is 30, that's number C cheek's in the seats, so to speak. Every head, whether they're full time or part time, it's 30. I don't see how for the current FTE you can have thirty eight because that should be adjusted by the calculation that you do, the FTE you have so it's backwards, wrong, something's screwy there.

**[00:03:30] Rose Woodworth**

I also went the 30 I went with thirty eight from page 12, which shows the number of employees.

**[00:03:39] Richard Jones**

The 52.

**[00:03:39] Rose Woodworth**

I see what you're saying. Yes.

**[00:03:42] Richard Jones**

So it's a small item. It's just

**[00:03:46] Rose Woodworth**

So.

**[00:03:49] Richard Jones**

Inconsistent.

**[00:03:49] Rose Woodworth**

Joe, does that need to be revised again or can we just note for the record that it's, you know, can we clarify here on record what the number of employees is?

**[00:04:01] Joe Scott**

Yes, I don't think you..

**[00:04:03] Daniel Savona**

I would like that.

**[00:04:04] Joe Scott**

I don't think you need to do a new document. I think if we indicate in the record. But, Rick, I'm going to follow you. What page are you on?

**[00:04:13] Richard Jones**

I'm on page 12 of the application, but fifty two of page 52 of what was sent to us.

**[00:04:21] Rose Woodworth**

Yeah. And OK, so page fifty seven has thirty five.

**[00:04:26] Richard Jones**

I saw that.

**[00:04:28] Rose Woodworth**

Yeah. Then page fifty two. There's thirty and then there's also thirty eight. Charles can you just...

**[00:04:33] James Malcolm**

OK, let's.

**[00:04:35] Rose Woodworth**

Clarify.

**[00:04:36] James Malcolm**

Charles how many full time employees. Does anybody from RBW able to hear me or speak?

**[00:04:46] Charles Brill**

Yeah, I just...

**[00:04:47] James Malcolm**

How about clarifying it for me.

**[00:04:49] Charles Brill**

This is Charles. To my. How's it going? My understanding is there is thirty eight full time employees.

**[00:04:59] James Malcolm**

Well, let's make the changes in the application that shouldn't hold up the process at all.

**[00:05:03] Richard Jones**

No, it's minor for sure.

**[00:05:05] James Malcolm**

Well if it's minor. So now we fixed it or we're going to.

**[00:05:10] Richard Jones**

Then Charles is wrong. It can't be thirty eight FTE's and thirty head count.

**[00:05:14] Rose Woodworth**

Yes, He'll change it. He'll change it to thirty eight.

**[00:05:18] Richard Jones**

Ok, so both of the same.

**[00:05:20] Rose Woodworth**

Yes.

**[00:05:21] Richard Jones**

OK.

**[00:05:24] James Malcolm**

Any other questions?

**[00:05:31] Richard Jones**

And I have one other question there was that the last meeting we had, there was some discussion between Kingston and the applicant about the rather and the IDA about the assessed value.

**[00:05:46] Rose Woodworth**

That was dealt with its two point six million, and I reached out to Dan Baker to verify that.

**[00:05:52] Richard Jones**

Is that what we have in the application?

**[00:05:55] Rose Woodworth**

Yes.

**[00:05:56] James Malcolm**

Well, what do you think we have in it, Rick? Do you have a different number?

**[00:06:01] Rose Woodworth**

Oh, I'm sorry, two point three, I'm sorry.

**[00:06:01] Richard Jones**

That's what I thought two point through. I'm sorry. That was Romeo. That's two point six.

**[00:06:08] Richard Jones**

Two point three is fine. That's what I saw.

**[00:06:10] Rose Woodworth**

Yeah, it's two point three. And yes, I verified it with Dan Baker, though.

**[00:06:14] Richard Jones**

Ok, that's it. I'm finished.

**[00:06:16] James Malcolm**

We've been kind of on the fast track here, so periodically there'll be a glitch and we'll update it and reflect it to have all the proper numbers. And thank you, Rose. Thank you, Rick. I appreciate that. Any other questions for Rose? OK, I just want to just on my end. I want to thank RBW. There's been a lot of wheels turning in this thing and a lot of movement. And I want to thank the proprietors that accompany the principals as well as their professionals. They seem like Moriello is on today for helping us smooth some of these bumps out along the way. That's why it's so important for us somewhere down the line to have a mentoring process or to work hand in hand. And our CEO does a yeoman's job as far as identifying potential issues. And as I said ironing them out prior to so thank you to everybody involved for that. Council resolutions for consideration.

**[00:07:25] Joe Scott**

And yes, chair, there's two resolutions for consideration. One is to seek a resolution, and the second is the approving resolution. The SEQR Resolution is relatively straightforward, were bootstrapping on the back of the local entity with respect to the determination, with respect to the SEQR impacts of the project. If you go to page, Sorry I'm in my work document, not the actual.

**[00:08:01] Richard Jones**

It's page eighty one,

**[00:08:03] Rose Woodworth**

Eighty one is the beginning of the resolution, Jos.

**[00:08:06] Joe Scott**

You want, if you go to page eighty three, we indicate that the town board of the town of Ulster adopted a type two determination with respect to the project. This project is not creating any additional space at the building. It's all interior fit up. And reconstruction, so there's no change in the footprint and under SEQR that constitutes a type two action, which by definition is more likely than not, not to have an environmental impact. So the first step in finalizing our consideration of the project Chair, is for the consideration of the SEQR resolution. And that's my explanation of the resolution. And I'm happy to answer or address any comments or questions from the board on that resolution.

**[00:09:00] James Malcolm**

Anyone with the board have any concerns or questions on the SEQR resolution?

**[00:09:06] Richard Jones**

Not me.

**[00:09:08] James Malcolm**

OK, you need a motion here Joe?

**[00:09:11] Joe Scott**

We need a motion and a second and a roll call vote chair.

**[00:09:15] Richard Jones**

I'll make a motion to accept the determination that the SEQR performed by the town of...

**[00:09:22] James Malcolm**

I need a second.

**[00:09:25] Orlando Reece**

I'll second that.

**[00:09:25] James Malcolm**

Orlando. Let the record show that board member Storms is here. Now, at this point. Hi Faye.

**[00:09:32] Faye Storms**

Hello.

**[00:09:33] James Malcolm**

OK, so I have a motion and a second all those in favor.

**[00:09:39] All**

Aye.

**[00:09:40] James Malcolm**

Please take, I know what it is Rick. Please take the roll call vote. Thank you,

**[00:09:45] Rose Woodworth**

James Malcolm.

**[00:09:46] James Malcolm**

Yes.

**[00:09:48] Rose Woodworth**

Diane Eynon is absent. Faye Storms.

**[00:09:52] Faye Storms**

Yes.

**[00:09:54] Rose Woodworth**

Michael Ham is absent. Daniel Savona.

**[00:09:58] Daniel Savona**

Yes.

**[00:09:59] Rose Woodworth**

Orlando Reece.

**[00:10:00] Orlando Reece**

Yes.

**[00:10:01] Rose Woodworth**

And Richard Jones please.

**[00:10:02] Richard Jones**

Yes.

**[00:10:06] James Malcolm**

Council.

**[00:10:08] Joe Scott**

Yes. Thank you, chair. The next resolution is the approving resolution and that begins on page eighty six of the materials. And I would like to start with page ninety of the resolution. If you look at page ninety of the resolution at the top of the page eighty, we've considered any public comments with respect to the project. The CEO reviewed the public hearing transcript of during the earlier part of this meeting. And so we've considered a public hearing or the public hearing comments and then go to page ninety three of the materials. And there we describe the criteria that the IDA has reviewed in connection with the consideration of the project. We looked at retention. We looked at creation of jobs. That's in items one and two. And I'll fix the thirty number there to I believe it's thirty eight based on the discussion during the meeting, we talk about labor jobs being created. There is no local labor issue here because the company did not commit to that. So that's why we checked the box no there. There is private sector investment of almost six million dollars with respect to the project. In item five, we estimate the various inducements and tax abatements that the that the IDA is granting to the company. And that's all based on the cost benefit analysis performed by the IDA CEO and the application prepared by the applicant.

**[00:12:01] Joe Scott**

Given the track record of the applicant and the location likelihood of the project being completed timely There is a high likelihood I'm now an item seven new revenue being generated when this property goes on back on the tax rolls. This project is in a economically distressed area and it's providing a needed service in Ulster County. So there are additional public benefits. It aligns with our local planning and development efforts. So that box is checked. There is local and county support. There's no, actually there is Brown. I'm sorry that that box should be checked no, party chair. Item eleven there is not a brownfield present here. We'll check that box down. So we'll make that correction along with the job numbers in item one. And then this is complying with our policies with respect to claw back and job levels and investment in the completion date. So with that, I'll open up for any comments or questions. The the resolution itself authorizes the chair to execute the IDA documents. The structure is similar to what we've done with other (inaudible) these transactions will have insurance, will have indemnification. And like I said, with respect to the discussion on compliance, we'll have our claw back agreement entered into in connection with the project. And again, with any comments or questions.

**[00:13:34] James Malcolm**

Let me be clear. As chair, I am one hundred percent in favor of this project. I did ask a question at the public hearing. I haven't gotten an answer yet. The status of the existing leases in that building, are they evergreen? Are they at will? No one ever got back to me. I'm concerned about that. Just for my own edification as well as I you know, I notice the box checked the not the local construction. And I can tell you right now, the people who live in this town. They were all part of that process, this incentive falls on their back. It's not that you haven't made a commitment to use a local labor. I know inside what your employees of record you will. I can't stress enough how important it is to utilize to the best of your ability local contractors, local tradespeople in doing your renovations. I would hope you would take that into consideration. But I'm still waiting for answers on the leases. That's not going to hold up my vote. But it's been how long since the public hearing and I still don't have an answer. So I will get back with you, and I would hope you would be able to shed some light on that for me. Is there anyone here I should consider to be the go to person with that?

**[00:15:05] Charles Brill**

I could speak to the lease matter. It's my understanding that some of the tenants have been in there for multiple years, if not decades, and the we have no intention of not renewing their leases. And it's the building is more than substantially large enough. There's actually an additional thirty thousand square feet that is unoccupied. So there's there is a lot of opportunity to actually bring in more and more businesses in the community.

**[00:15:39] James Malcolm**

So that's just kind of echoing the answer I got at the last meeting. I just want to know what type of leases you have there. And if you have thirty thousand square feet and you've been incentivized by the county, is it going to be the same typical lease for people coming in or the lease is going to going to change? It's just for my...

**[00:16:02] Herb Dans**

Hi. This is Herb Let me say, this is basically a parking lot lease.

**[00:16:07] James Malcolm**

Who is this?

**[00:16:07] Herb Dans**

It's a Herb Dans. I'm the controller.

**[00:16:10] James Malcolm**

OK.

**[00:16:11] Herb Dans**

Director of finance.

**[00:16:12] James Malcolm**

Great. Thank you.

**[00:16:13] Herb Dans**

OK, let me just say there is a, I'm not going to name the tenants or I'm just going to try to give you a quick overview. There's one tenant who is renting, who is in the school bus business and they're renting some space in the parking lot. There's two Municipal or County tenants. One lease ends in twenty, twenty two and there are options, and there's another lease that expires in 11 twenty nine. I'm not sure you know, anything else, I think.

**[00:16:55] James Malcolm**

Ok, Herb here's what I'm asking you. OK. Is the language typical in all the existing leases? And if that's the case, if you move into thirty thousand square feet, that's open and you decide to chop that up, maybe in ten thousand square foot units on the lease is going to be the same. Is everything going to reflect? It's going to be consistent. That's my question.

**[00:17:19] Herb Dans**

Well, first of all, you have it when you're talking about municipalities and government, their leases generally may not coincide with whether normal everyday transaction would be, but there's no question that the company is going to lease the space at market value as it as RBW has to sign their lease, which is not saying get in. It will be a traditional lease,

**[00:17:46] James Malcolm**

A traditional means lease, meaning. Is there an evergreen in it

**[00:17:51] Herb Dans**

When you say evergreen?

**[00:17:53] James Malcolm**

Well, I mean, it rolls over no more than 60, no less than 90. Are you trying to get out of your lease? Is it an automatic and it rolls over for...

**[00:18:02] Herb Dans**

No, no, no, no leases is automatic. If it's a five year lease, there are probably going to be extensions, but each party has to redo it.

**[00:18:11] James Malcolm**

All right. So what I just want to make sure that, again, for my own edification, that anyone, if they decide to create more office space or whatever, and it's all going to be the same. That tells the language. The language is my answer.

**[00:18:30] Herb Dans**

But the government, but government leases are going to have certain clauses and conditions where normal arms length transaction fees would not have such.

**[00:18:40] James Malcolm**

All right, so good, we got that that was that was painful, and I think part of that is my fault. I apologize. I could have been a bit clearer or reached out and got an answer earlier. And again, I can't stress enough the use of local labor because they're the people essentially that are footing the bill, I should say so. With that being said, unless there's any other comments or questions, I would move to take a roll call vote to adopt the approving resolution, I need a motion.

**[00:18:40] Richard Jones**

SO moved.

**[00:19:22] James Malcolm**

Do have a second? Orlando.

**[00:19:25] Orlando Reece**

I second that.

**[00:19:25] James Malcolm**

All those in favor of moving to the roll call.

**[00:19:30] All**

Aye.

**[00:19:30] James Malcolm**

Great. Thank you, Rose.

**[00:19:33] Rose Woodworth**

James Malcolm.

**[00:19:36] James Malcolm**

Yes.

**[00:19:36] Rose Woodworth**

Diane Eynon and Michael Ham are absent. So Faye Storms.

**[00:19:40] Faye Storms**

Yes.

**[00:19:42] Rose Woodworth**

Daniel Savona.

**[00:19:44] Daniel Savona**

Yes.

**[00:19:45] Rose Woodworth**

Orlando Reece.

**[00:19:46] Orlando Reece**

Yes.

**[00:19:47] Rose Woodworth**

And Richard Jones.

**[00:19:48] Richard Jones**

Yes.

**[00:19:52] Joe Scott**

And excuse me to make sure I get this right, it was Rick and Orlando.

**[00:19:57] Rose Woodworth**

Orlando. Yeah.

**[00:19:58] Joe Scott**

Thank you.

**[00:20:01] James Malcolm**

Well, congratulations RBW people. On our agenda we still have public comments for agenda items only anyone. No. OK, as I said, would you like to make any comments, Charles or you just want to quit while we're ahead?

**[00:20:23] Unknown**

I'm going mute to this one.

**[00:20:26] Charles Brill**

Yeah. Thank you. Thank you. Rose and Jim and everyone else of the association for supporting the project. It's been a really great experience for us so far and encouraging us to consider Ulster County. And we look forward to the next 20 years and how we can grow our business and get back to the local community.

**[00:20:55] James Malcolm**

Well, I see economic development in the bottom left hand corner. So trust me, they'll be they'll be stalking you. We'll get a hold of you. Anyone else, any board members want to comment on the project and want to thank each and every one of you for putting in the time and the effort to work with the applicant.

**[00:21:12] Faye Storms**

Congratulations. It's a really well done endeavor. Excited to see it in production and moving ahead.

**[00:21:20] Charles Brill**

What's the timeline, Charles?

**[00:21:24] Charles Brill**

We've been communicating to our team that there'll be two phases and the first phase will be moving our inventory and some of the production in the fall. So probably October would be a target month for seeing the first lights on and the majority of the south side of the building that we'll occupy.

**[00:21:46] James Malcolm**

I think that's great. We would love to come down and see it once you're up and running.

**[00:21:51] Daniel Savona**

Right.

**[00:21:52] Rose Woodworth**

Yeah, I look forward to coming out for the annual visit, Charles.

**[00:21:56] James Malcolm**

Ok, with that said, I'll entertain a motion to adjourn.

**[00:22:02] Michael Morrielo**

Thank you to the board. Thank you.

**[00:21:56] Richard Jones**

So moved.

**[00:22:05] James Malcolm**

OK, do I have a second?

**[00:22:07] Faye Storms**

I'll second. All those in favor.

**[00:22:11] All**

Aye.

**[00:22:12] James Malcolm**

Opposed.



**[00:22:13] Daniel Savona**

Thank you, guys.

**[00:22:14] James Malcolm**

Katie, would you stay on?

**[00:22:16] Katie Heidecker**

Sure.

**[00:22:17] Alexander Williams**

Thank you all.

**[00:22:21] James Malcolm**

You're welcome.

**[00:22:22] Rose Woodworth**

Thank you Alex.

**[00:22:23] Theo Richardson**

Thanks for this great opportunity.

**[00:22:26] Richard Jones**

Rose. You'll give me a call later and we can talk about the CD's.

**[00:22:29] Rose Woodworth**

I will.

**[00:22:30] Richard Jones**

I'm around.

**[00:22:30] Rose Woodworth**

Don't ignore my call, Rick.

**[00:22:32] Richard Jones**

I won't. I will jump right on it. Make sure you're calling from from a phone number that I could see.

**[00:22:39] Rose Woodworth**

I will.

**[00:22:42] Orlando Reece**

Can you find out about this so I can get it done.

**[00:22:44] Rose Woodworth**

Yes I will, yes, no problem. Orlando.

**[00:22:47] Orlando Reece**

Bye, guys.

**[00:22:48] Rose Woodworth**

Bye.(inaudible)

**[00:22:54] James Malcolm**

Yeah, just stay on stay on. Katie, I typically don't do public comments or anything else, so I don't want you to think that we'd be avoiding you. What I what I normally do is, is either direct the question to our CEO or counsel. I say more than enough, but understand it. We appreciate all the work and time that economic development has put in with us. We're always trying to work hand in hand, and between you, me and the wall, I was reading the Middletown's

**[00:23:33] Rose Woodworth**

One minute, hold on one minute Aaron, stop.

END OF TRANSCRIPT



