

NAME

4-16-21 UCIDA Governance part 2 <https://www.youtube.com/watch?v=3rYQgKFETXU>

DATE

April 19, 2021

DURATION

1h 8m 56s

4 SPEAKERS

Rose Woodworth

Michael J. Ham

Richard Jones

All

START OF TRANSCRIPT

[00:00:02] Rose Woodworth

And we're live.

[00:00:03] Michael J. Ham

Ok. All right, Rose so we've come out of an executive session with a motion.

[00:00:12] Rose Woodworth

Yep.

[00:00:13] Michael J. Ham

All right, old business

[00:00:16] Rose Woodworth

And no action was taken during executive

[00:00:19] Michael J. Ham

And no action was taken during the executive session. Yes. Figure I would know that by heart by now, but moving along, OK, the next order of business is old business.

[00:00:33] Rose Woodworth

Old business is old business. I didn't have anything to put on here.

[00:00:41] Michael J. Ham

Yeah, nothing.

[00:00:42] Rose Woodworth

No.

[00:00:43] Michael J. Ham

OK, all right. We'll move into we'll move into to new business. Go to page six with compliance.

[00:00:51] Rose Woodworth

OK. So I think let me know what you think from part of your governance report, I think it makes sense to put this report in the...

[00:01:02] Michael J. Ham

Audit packet,

[00:01:03] Rose Woodworth

Well in the broad packet, and then I'll put it I think I was thinking, you know, there is a large amount I wanted to put this year and I hadn't had it the year before because we didn't do it. The comparison of twenty twenty versus twenty nineteen. One of the things I want to say is number one, this is compliances of 8/4/2020. So the compliance (inaudible) that was like best case scenario after seven months of change. This is now only three months in and the project, one of the projects that was missing documents got the rest of their stuff in last night because they understood how to fill out the packet. And then the projects that are underperforming, there are some that were an issue last year, but I would say most of them are because of covid honestly,

[00:01:56] Michael J. Ham

Do to the pandemic.

[00:01:57] Rose Woodworth

So we could just go through quickly. It's hard to see if you print in black and white like I did, but the ones that are red are the ones that were not compliant for one reason or another. Amthor Welding Service at zero percent. They clearly have employees, but they've refused to report anything to us and they have not paid their late fee.

[00:02:18] Richard Jones

And just I think where the Governance Board feels that we should report something out to the regular board. We should mention that here. So it's my understanding Rose correct me, Amthor is being dealt with. They're going elsewhere for their bond and we won't have to deal with them any longer.

[00:02:39] Rose Woodworth

Yes, we're having them refinance their bond and Joe will have an update for us at the board meeting.

[00:02:44] Richard Jones

Ok, good.

[00:02:52] Michael J. Ham

What about Star Estates?

[00:02:59] Rose Woodworth

Hold on, your skipping.

[00:03:01] Michael J. Ham

Ok. I am skipping, I'm going through and I'm looking at the one that are thing me out here. Yeah.

[00:03:08] Rose Woodworth

Benedictine Hospital is still only at 58 percent because they're still working on that construction. Joe will have an update on a letter we had talked about one of the board meetings to have for Westchester Medical. I told them I have to have it by April 12th as well.

[00:03:21] Michael J. Ham

OK.

[00:03:22] Michael J. Ham

OK.

[00:03:23] Richard Jones

Letter or is he going to tell us why we're not getting a letter?

[00:03:26] Rose Woodworth

I no, he'll have the letters by April 12th. But, you know, one of the things that is important is that they did cut jobs, right. So maybe they would have been higher with their number here if they hadn't gotten rid of jobs.

[00:03:37] Michael J. Ham

You know on that campus also over at the Benedictine Hospital. It's not just the new wing that's being built. It's the renovation and the rehab inside the current hospital, which (inaudible).

[00:03:47] Rose Woodworth

If they hadn't gotten rid of, you know, Central Hudson, you know why it's zero. It's a substation. There are no employees.

[00:03:57] Michael J. Ham

OK.

[00:03:59] Rose Woodworth

Next full moon. I'm amazed that he had forty one percent. Honestly,

[00:04:05] Michael J. Ham

He was shut down.

[00:04:07] Rose Woodworth

It was so bad I can't even imagine being them. So he's doing everything he can to stay afloat. I mean, I don't know that there's anything we could possibly say.

[00:04:17] Michael J. Ham

Yeah, well,

[00:04:19] Rose Woodworth

Gardiner Library

[00:04:22] Michael J. Ham

Are you happy to announce something?

[00:04:23] Rose Woodworth

They're never going to have a hundred percent. I don't.

[00:04:27] Michael J. Ham

Yeah.

[00:04:29] Rose Woodworth

They don't have that many full time equivalent since a lot of part time people. And so I think this was a matter of, they might not understand what an FTE was at the time, I don't know, but this isn't covid related. They kept everybody, they paid people through the pandemic, et cetera. ABO says that we're not allowed to just blanket, say, covid, it's fine, but we did also do site visits and discuss all of this with everybody and discuss what their issues were. So I don't I mean, there's nothing really to recommend to the board on some of these, right? I mean, you'll you'll stop me if you do.

[00:05:10] Richard Jones

It is what it is they provide a great public service.

[00:05:13] Rose Woodworth

Yes.

[00:05:13] Richard Jones

Just leave it be. There up to date with all the fees and everything, right Rose?

[00:05:17] Rose Woodworth

Yes.

[00:05:19] Richard Jones

Let's just move on to the next one.

[00:05:21] Rose Woodworth

The old Golden Hill had a late fee there in compliance, now. They were late on their reporting. It's fine. It's done. And they're they're done as a project.

[00:05:31] Michael J. Ham

I've seen the letter. Good.

[00:05:32] Rose Woodworth

Yep. Holiday Inn Express Lake Katrine, Darian Lake is at fifty five percent. I know we discussed our other projects are doing fine. Our other hotels, like our other hotels, had a more tangible number. And then also I know, but we're not sure that we'll have an update at the next board.

[00:05:56] Richard Jones

What's important about this one and I know we all know just to remind ourselves again, this is pre covid.

[00:06:04] Michael J. Ham

Well, Rick, it is for the other two are pre covid to. Oh, I see what you're saying. I apologize. Yes, he was going back beyond covid and saying that's when it started in twenty nineteen.

[00:06:18] Richard Jones

He's not been in compliance since the project.

[00:06:20] Michael J. Ham

Yeah. And right now, Rose, he's currently totally out of compliance. Is that correct.

[00:06:28] Rose Woodworth

No. Well he, I mean he I don't know what to say. He submitted his documents but he's at fifty five percent and even the other hotels did well this year with there is how I don't know why he seems to have such a problem finding people. And I also think twenty seven was not a reasonable number for employees for a hotel.

[00:06:50] Richard Jones

This is the guy that we had at one of our meetings having an effect, admitted that he...

[00:06:55] Rose Woodworth

It was overstated.

[00:06:56] Richard Jones

It was overstated.

[00:06:57] Michael J. Ham

So he said he inflated the numbers. They inflated. He said the previous partner inflated the numbers.

[00:07:03] Rose Woodworth

Well.

[00:07:04] Michael J. Ham

Which he was a part of also.

[00:07:05] Rose Woodworth

Yeah. Inness is still only at two jobs. But that's because they're still under construction. And so they're fine. They're in compliance with that. But we were missing the information to verify because, like I said, they did submit their stuff on time. It's just that they filled it out incorrectly. And so I was waiting to get the corrected information. So if they're in compliance and I'll fix that for the next board meeting. Next one is Rocking Horse Ranch. They're no longer a project. But again, I don't think we need to explain why a resort would have compliance issues during covid. Right. They they couldn't they were at half capacity. They did the best they could.

[00:07:56] Richard Jones

This is the first year that I can remember that they've ever been under.

[00:08:00] Rose Woodworth

Yeah. So they've done well.

[00:08:03] Richard Jones

And I know the ABO said you can't say covid related for everything. Well, what would you like us to say.

[00:08:08] Rose Woodworth

Well, you can't just blanketly say that you have to talk to them and see what happened.

[00:08:08] Richard Jones

We know that from our visits.

[00:08:13] Rose Woodworth

We did that. That was the point of the site visits. Yeah. Star Estate is still under construction, which is why they have zero employees. The Stars say, I also want to bring up it came to light at the same exact time and then I would have seen it on their annual reporting anyway. But they've not paid their PIOLET their tax payments for twenty twenty. I know they're twenty nineteen payments were late. They said it was because they weren't getting the bill. Somehow they're supposedly still not getting the bill. I'm not sure why that would be, but they've called me upset in regards to a letter that Joe we had Joe send them last week saying pay your PIOLT or we will put you back on the tax rolls. Because if you have a PIOLT, I mean, everybody should pay their taxes, but you have a PIOLT, you especially need to be paying your taxes.

[00:09:10] Richard Jones

And this is Greenhouse's you talking about.

[00:09:12] Rose Woodworth

This Star Estate.

[00:09:14] Richard Jones

Oh, Star Estate.

[00:09:16] Rose Woodworth

Star Estate. And I had a conversation about it. He called the Department of Real Property, ask what he needs to pay yesterday, and they said, we'll have to get back to you. So he was frustrated because he doesn't have an amount to pay. I can't give him that amount because now it has interest in stuff. I'm going to have an updated amount. But here's the other thing that's happening that will mitigate this going forward is that he's refinancing and Rhinebeck Savings Bank is setting up an escrow. I know that for sure, because Rhinebeck called me about how much should be in the escrow. So going forward, I don't think it'll be an issue, but it is something I think we really should take seriously. People paying their PIOLTs, you know. The Emerson, it's still not closed out. And if it was an error on our part back in twenty eighteen, which is why we've been very lenient with them. But I think at this point I was thinking it's probably time to stop being so lenient because it's their counsel that we're waiting on. And now we've been waiting for six plus months. So they we continue to report that they have zero jobs. It brings down our numbers. It looks bad on us because they're not just closing out the project.

[00:09:16] Michael J. Ham

OK.

[00:10:34] Rose Woodworth

So I was thinking we should send them a letter.

[00:10:36] Michael J. Ham

Yeah. If we haven't already done so. Absolutely.

[00:10:39] Rose Woodworth

Yeah. OK. Next one,

[00:10:39] Michael J. Ham

Greenhouse's.

[00:10:46] Rose Woodworth

Yeah Greenhouse's.

[00:10:48] Michael J. Ham

OK.

[00:10:49] Rose Woodworth

Obviously, they were greatly affected by covid a number one, we already know their job numbers were overstated. We've already agreed they've agreed to changing the PIOLT to better match the jobs that they've created. And then I know, like I said, covid, it's literally although it's got some some hotel rooms, it's mostly a wedding venue and events venue. They've done the best they could. But like, there's not there's nothing going on to be able to employ that many people during twenty twenty.

[00:11:21] Michael J. Ham

I think henceforth that's why we revising the PIOLT. And he was changing the the the dynamics of the business, correct.

[00:11:30] Rose Woodworth

Yeah, he was doing that as well. So all of these things taken and I think we're already doing the right thing with that one. There's not much to revisit there. The KENSLEY was at fifty three percent. There's a two part problem. Number one, not all the places are up and running still. So he's still under construction. And number two, again, covid the biggest employer that they have of like because they have different operations kind of happening. The biggest employer is the restaurant. Restaurant was shut down then it was just had people dining on the street, which was only like a couple tables. So, again, there's not really much they could have done. And even still, they're under construction. Their pilot is already taking. Just I don't really know what else you would do here for this one.

[00:12:23] Richard Jones

It's OK.

[00:12:26] Rose Woodworth

Yeah. Ulster, NH. This one is a problem for me. They should have been at three hundred and thirty employees and they're at sixty two percent when you go up to Golden Hill, Golden Hill through August, was one hundred and three percent of their two hundred and ninety jobs. I don't understand why Ulster NH is at 62 percent of the three hundred thirty jobs. I did receive an email that things weren't great there, but I don't know how true it is. And then I know Sol had told me that he was having trouble finding CNA's, et cetera, that they had raised rates and whatnot. I think we, they have zero room. They don't have an 80 percent window like everybody else. So I think we need to bring them before the governance committee at the very least.

[00:13:36] Michael J. Ham

I agree. Part of that process, when we went through to to redo the PIOLT after the cell from Dr. Boki, yeah, we did have specific things in there outlining what we expected.

[00:13:49] Rose Woodworth

We were very clear.

[00:13:50] Michael J. Ham

At 330 there, down one hundred and twenty six.

[00:13:50] Rose Woodworth

Yeah.

[00:13:55] Michael J. Ham

Of jobs and I know that..

[00:14:03] Rose Woodworth

That 330 was taken from actual numbers, like I made sure there wasn't just somebody saying 330. I made sure and check the FTE's myself with the calculation. So I'm very concerned as to why.

[00:14:16] Michael J. Ham

Well, I remember it was very contentious. And Rick will remember this, too, because Rick was really on that, I mean, like the rest of the board, but they stayed at the current numbers and there was nobody released. Now, my thing is, where did everybody go? Yeah, OK. And if that's the case and you laid off or furloughed all these people in the midst of a pandemic where you needed the most, you know, what was the brand of thinking there? And and we're finding...

[00:14:49] Rose Woodworth

Obviously issues with I hate to say there were issues with covid deaths. There as well.

[00:14:56] Michael J. Ham

Yeah, yeah.

[00:14:57] Rose Woodworth

And understaffing, you know, I don't know that we'll have to ask about what happened, but I think it just sheds light on why it's so important to look.

[00:15:08] Michael J. Ham

Yeah, there was a lot of specific things in that PILOT that we as a board felt that we could create a culture up there and move from there and continue with this. And then after, you know, even with input from the public about, with covid and all the other places we're being...

[00:15:28] Rose Woodworth

Public had concerned because of it.

[00:15:30] Michael J. Ham

And it's coming to light now and it's really coming back to roost.

[00:15:33] Rose Woodworth

So we need to I have not been able to because I had to wait for the ratings to come out. I would like to go through the specifics of their PIOLT, meaning check the Medicare ratings and get more details on the nursing hours, et cetera, and then invite Sol to the next governance meeting and we can discuss all of these things combined. Does that make sense?

[00:15:59] Michael J. Ham

Yeah, because, yeah, I agree with one hundred percent. We got to bring him in front of the board because, you know, if anything, we have to be good stewards to talk to the seniors that need care, you know, and that was part of that was part of this whole process with this pilot. So, you know, we need to get Sol in here.

[00:16:19] Rose Woodworth

Now and I just now or at the board meeting.

[00:16:22] Michael J. Ham

Yeah. You know what I'm thinking at the board meeting. Yeah. And I just the governance.

[00:16:27] Rose Woodworth

I'll ask Sol to come to the next board meeting.

[00:16:31] Michael J. Ham

Yeah, I agree.

[00:16:32] Richard Jones

So Rose, just to refresh my memory and I think Mike said it. They're the ones that gave us the number of 330, that's where they were when we renegotiated the deal.

[00:16:43] Rose Woodworth

Yah and I yes.

[00:16:46] Richard Jones

And so in effect, if they were only at sixty two percent, you're saying that they're only out of two hundred and four people.

[00:16:53] Rose Woodworth

Yeah. And now you can go back up and look Golden Hill through August had 290 times. Hold on. One hundred percent. So I know the calculator. People hate that. Golden Hill had two hundred and ninety nine. It was down from where it was when I had checked the numbers for whatever reason, but it was still at two ninety nine. Why are we down to two hundred and six. Like I don't know what happened there.

[00:17:21] Richard Jones

So they were up 290 or 299 in August of what 19?

[00:17:26] Rose Woodworth

For January through August of twenty twenty.

[00:17:31] Richard Jones

So did we negotiate, so we we found that out, how do we know that?

[00:17:36] Rose Woodworth

Because they sent us their information for the year end reporting. I need the error on reporting from both projects, the old project and the new project.

[00:17:44] Richard Jones

So the old project sent the year end reporting, the twenty twenty reporting and said through August they were 290.

[00:17:54] Rose Woodworth

Two ninety nine.

[00:17:55] Richard Jones

And so what happened? Ok.

[00:17:59] Rose Woodworth

I don't know that's what we have to find out.

[00:18:02] Richard Jones

(inaudible)August and December

[00:18:04] Michael J. Ham

Where are the jobs. Where did they go.

[00:18:05] Rose Woodworth

It's a little bit terrifying.

[00:18:06] Richard Jones

Did they count stuff wrong. I mean they weren't exactly.

[00:18:09] Rose Woodworth

This is these are the verified job numbers. This isn't what somebody reported to us. This is checking the payroll journal.

[00:18:17] Richard Jones

So us insisting on a number of words to ensure a level of care. So if they down to 204, they're giving a level of care that's potentially a lot less than.

[00:18:28] Rose Woodworth

Yeah.

[00:18:29] Michael J. Ham

It's an issue of concern at this point because, you know, moving into this, there was no covert related incidents either at Golden Hill.

[00:18:40] Rose Woodworth

Not one.

[00:18:40] Michael J. Ham

And, you know, I don't know the exact number, but I know it's.

[00:18:44] Richard Jones

It changed.

[00:18:45] Michael J. Ham

It changed significantly after the owners changed hands. And this was something that the public was really concerned about, also on this and this is why we thought we were putting in the proper safeguards to try to. Try to hold this owner's hand to the fire, so, yeah, let's get him a letter and bring him in front of the whole board, OK?

[00:19:07] Rose Woodworth

Yeah, I was really just honestly disheartened when I saw that one. It was yeah, yeah. I have to change that quickly. Yeah.

[00:19:15] Michael J. Ham

And maybe Sol has some kind of information that we're (inaudible)

[00:19:19] Rose Woodworth

We just have to get more information.

[00:19:21] Michael J. Ham

That's correct. That's correct. So..

[00:19:25] Rose Woodworth

UPAC. I cannot even believe that. Seventy seven percent.

[00:19:31] Michael J. Ham

I am amazed because they (inaudible)

[00:19:33] Rose Woodworth

Have done an amazing job. I thoroughly enjoyed my site visit with them. I don't remember who is with me on it, but it was it was amazing. I can't even say that enough. Like how much they've been able to do through the pandemic. I was supposed to bring my daughter to Daniel Tiger live last May and it got canceled. And I was so bummed. But then I was talking to the director about it. And they've done so much virtually, and they've done some day of the dead stuff that really, like the young children that are part of the

Latin culture, were so excited to be able to share that with their kids. And now they're talking about doing that live once they can get back up and running. But they've done everything they can to kind of keep people employed. And they've hired somebody new to help live stream stuff. They've one a really good job of doing the best that they can.

[00:20:28] Michael J. Ham

Yeah, I agree. I tell you, I'm pretty impressed with this list of how well people are making it through last year.

[00:20:35] Rose Woodworth

They really tried to keep their employees.

[00:20:36] Michael J. Ham

They are actually projects where I really looked at it and said there's no way they're continuing this percentage of the numbers and they are doing an outstanding job, you know.

[00:20:48] Rose Woodworth

Full moon resort. The other thing I thought was great, I just for the board night was the forty one percent is amazing because he was literally he's been operating on Airbnb revenue that he was able to make because of the project that we induced so that he could do all those little cabins for people to say so. That's the only way he's been able to stay afloat is because (inaudible).

[00:21:13] Michael J. Ham

Real nice.

[00:21:15] Rose Woodworth

Beautiful up there. So that' it on my list here.

[00:21:20] Richard Jones

Could I just on Golden Hill, is it possible to get them at the meeting next week?

[00:21:26] Rose Woodworth

It's in two weeks but yeah.

[00:21:28] Michael J. Ham

Two weeks.

[00:21:29] Richard Jones

Two weeks. I'm sorry. Your right.

[00:21:30] Rose Woodworth

I'm going to tell him. Yes.

[00:21:30] Richard Jones

OK. And we skipped over Viking. Do we want to talk about.(inaudible)

[00:21:34] Rose Woodworth

Sorry. I didn't mean to do that. So they're out of compliance only because they owe us a late fee and then I do, when we get to another page on here, you'll see on page nine, they also owe us some annual fees.

[00:21:51] Michael J. Ham

Ok, and you know what, I. We need to get a letter out to them. We need to put a sunset clause on it for a date. All right. And they need to respond in a timely fashion, obviously, by that date. And then we'll move from there and we'll circle council in at that point.

[00:22:14] Richard Jones

Yeah, I think you're right, Mike. I mean, there were a couple of projects, not many us who said, but we don't want to pay the fee, but we don't want to give you the inducement anymore.

[00:22:25] Michael J. Ham

That's what it comes down to. Rick, you know, everybody is agreeable. Reapplication prescreen everything and trying to get the incentives, the inducements, the grant or whatever have you, and then living up to your end of the bargain at the end of it, it becomes a challenge for some people and they don't want to agree to that. So, no, as a board and, you know, with a fiduciary responsibility to, you know, to taxpayers, you know, you've got to stay on top of that. Right. And we're not being punitive. I don't think we're and we're not being malicious when we do it. We're just telling them, you know, if we have two hundred clients in the queue, all 200 clients have to act accordingly and they have to abide by the rules set forth in their agreement. So along those lines, like I said, you know, we send Viking the letter, put the sunset clause on it, you know, and let's see what the responses and we'll go from there. Ok.

[00:23:20] Rose Woodworth

OK. That's OK. So page seven and eight is the CPA report is really what matters, I guess, when going through this. Almost everybody is still calculating wrong. I don't understand how, because to me it's very simple. You take the total hours, you divide by 18, 20. I don't get it. OK, it's not people aren't doing it to, like, overstay. There just aren't getting it. So as much as I hate to add to my workload here, I was really thinking maybe I seriously need to do like a training for the projects and they can come or not come. But like, I just sat through a PARIS training with the ABO, even though I was in PARIS last year. What is there? I'm missing. Is there

something I'm doing wrong? I want to know those things. And so maybe it would be helpful if we did that kind of thing once a year. And because let's say the staff changes over and it's a new person doing the reporting and they don't get it. And sometimes people don't understand things by reading them. Maybe they need to hear it. You know, I'm happy to work through it and have some examples with people, but we have to do this has to be better. This is so bad. How much is miscalculated?

[00:24:41] Michael J. Ham

Yeah, and Rose, that's a great idea and, you know, I think that aligns right up what we're going to be discussing here later on about the mentoring.

[00:24:48] Rose Woodworth

I think so too.

[00:24:50] Michael J. Ham

You know, I don't see anywhere on this list where somebody cannot send one representative to sit on either zoom or come to meet with you.

[00:24:58] Rose Woodworth

Yeah, I was going to say, I think Zoom really open this up like this idea because it's so easy. So there's no like anybody can be anywhere in this meeting, I share my screen. And we can just go through it and you can ask questions, whatever. And I don't think it would cost you know, let's just say worst case scenario, it would cost the board maybe five hundred dollars or something because of prep for the meeting, you know, whatever that would be worst case. And I think it's worth a few hundred bucks to to get. I mean, this is really bad.

[00:25:34] Michael J. Ham

Yeah, but you want to know something, Rose, that accompanied with maybe a checklist that can go out to the client.

[00:25:40] Rose Woodworth

But it would also save money on our part, because when we're doing year end reporting, I'm not dealing with people that haven't filled out the fact that they paid their PILOT payment.

[00:25:50] Michael J. Ham

That's right.

[00:25:51] Rose Woodworth

They're not filling it out. And then it's taking extra time. And maybe I shouldn't have to explain to them why it's important, because they should do it, because they have to do it. But I think then maybe they'll understand.

[00:25:51] Michael J. Ham

Yeah.

[00:26:04] Rose Woodworth

You have to fill this out because I have to use this. So if we can, like, make it a little bit more real instead of just getting an annoying packet in the mail, maybe we'll do it.

[00:26:14] Michael J. Ham

I think that's a great idea. And, you know. We should move ahead with something like that.

[00:26:20] Rose Woodworth

Ok? Great. So maybe that's something we'll do in like January or December. So it's like fresh on the Brain when they go to fill it out.

[00:26:30] Richard Jones

I think just a suggestion. I forget when you mail the packages out, but maybe do it the month before you mail the packages.

[00:26:35] Michael J. Ham

Get out in front of it, right? Yeah, maybe a month or two ahead of it.

[00:26:39] Rose Woodworth

(inaudible) I was going to say maybe in December, the only issue with that would be, it's December and people (inaudible)

[00:26:45] Michael J. Ham

People are away. Yeah, I would I get it as early as November.

[00:26:51] Rose Woodworth

Yeah. Do you think that's too early?

[00:26:53] Michael J. Ham

I don't think so. (inaudible) Yeah, I don't think so.

[00:26:57] Richard Jones

December doesn't work between Thanksgiving and New Year's. Forget it. So do it in early November.

[00:27:02] Rose Woodworth

In November. OK. OK, that sounds great. I just think it's going to help going for them, maybe, maybe nobody will come whatever, but we can try

[00:27:14] Michael J. Ham

I agree.

[00:27:16] Rose Woodworth

And maybe I can specifically suggest some people. I was also thinking something we might want to do. Maybe I'll put together a letter. And it was not necessarily about the training, but that could be part of the letter. But put together a letter for, for example, Albany Med, Emergent Care and just say you reported thirteen point three six. Our CPA checked the information and it was ten point six. As a reminder, fees are calculated by blah, blah, blah, because everybody is going to get the same letter. I don't have to retype it. It's very easily you know, changed.

[00:27:52] Richard Jones

You just fill in the numbers.

[00:27:53] Rose Woodworth

Fill in the numbers that basically it and then say later on in the year, we intend to have a training, we really hope you join blah, blah, blah. But I feel like we do owe it to them to tell them what they're reporting is inaccurate.

[00:28:08] Michael J. Ham

Absolutely. This is not an easy process. I mean, I don't think people understand that the depth of what happens here.

[00:28:16] Rose Woodworth

No. So I think we have to tell them that they're doing it wrong and they won't get it wrong. And unfortunately, in the past, we've not done that. We've just moved forward. The other thing is ABO says to put the numbers in, seriously, put the numbers in wrong, don't put them in. Right. Because we have to put in one of our projects, report back to us. And I said, but what if I know what's wrong? And then I said, well, then you have to go back to the project and figure out why it's wrong and blah, blah, blah. And like, we can't physically do that in that three month time frame.

[00:28:46] Michael J. Ham

We can't have time for all the problems.

[00:28:47] Rose Woodworth

But we can try to do something to fix it going forward. So I think that's what we'll do.

[00:28:53] Richard Jones

Rose quick question for you. The what do we use? Thirty five hours a week or 40 hour week?

[00:28:59] Rose Woodworth

Thirty five hours. It's divide by 18, 20.

[00:29:02] Richard Jones

OK, thank you.

[00:29:04] Rose Woodworth

Yeah. OK, Page nine is our accounts receivable. It's so much smaller. We're doing great. But Amthor still owes us their annual fee from last year. No, I'm sorry. Annual fee from this year. They owe us the one hundred dollar CPA fee for this year and they owe us the one thousand dollar late fee for this year because they've not given any reported information.

[00:29:31] Michael J. Ham

Twenty seven fifty.

[00:29:33] Rose Woodworth

Their total Amthor is sixteen hundred.

[00:29:36] Michael J. Ham

Sixteen.

[00:29:36] Rose Woodworth

Yes. Darian Lake is a Holiday Inn Express Lake Katrine, they owe us sixteen hundred which is the fifteen hundred dollar annual fee plus a one hundred dollars CPA fee. Viking Industry owes us.

[00:29:55] Michael J. Ham

Oh, that was Viking?

[00:29:56] Rose Woodworth

Yeah, twenty nineteen's annual fee, twenty twenty's annual fee and then a seven hundred and fifty dollar late fee.

[00:30:07] Michael J. Ham

That's the twenty seven fifty, one.

[00:30:08] Richard Jones

Ok, well, I think we decided I think we, I think we were sending letters to drop dead. Drop dead date letters. Give us the money please. Send us the money. You always buy this date or.

[00:30:26] Rose Woodworth

Yes.

[00:30:26] Richard Jones

That's.

[00:30:27] Michael J. Ham

That's all you can do Rick. We take it and we'll push it from there and they don't respond.

[00:30:32] Rose Woodworth

Just so you know, I'll let the board know to even though our policy says the issue late fees once it hits five hundred dollars. I did not do that this year and I didn't do it last year. Last year I didn't send late fees till a thousand dollars. This year I walked it back to the seven fifty, but we were very lenient. We very much tried.

[00:30:53] Michael J. Ham

Everybody worked with it.

[00:30:53] Rose Woodworth

For one thing, we tried to work with them, but these were only for ones that were not responsive and getting there stuff in.

[00:31:01] Michael J. Ham

Yeah, it's one thing.

[00:31:03] Rose Woodworth

We're not trying to (inaudible)

[00:31:04] Michael J. Ham

Work with a client and it's another thing when they don't respond, right? Yeah, I agree.

[00:31:09] Rose Woodworth

Ok, page ten I'm excited for. Rick and I met a couple weeks ago, a few weeks ago, I don't know how long and went through, you know, Jimmy had the chair had the idea of a community benefits agreement and to murder it with semantics here. But Rick and I were really discussing I know you and I have discussed it, Mike is not a community benefit agreement because that has a specific meaning. And so we really felt like it was a community investment.

[00:31:43] Michael J. Ham

Yeah.

[00:31:44] Rose Woodworth

Because you're investing in the community as a whole. And Rick, I had shared with the chair that we were really looking to push Ulster County as opposed to like I think Mike and I discussed it, too, as opposed to regional with our contiguous counties. We really would prefer Ulster. So what Rick and I did, Mike, was sit down and put ideas on paper and then we thought we would bring it to governance to kind of hammer through it a little bit more. We understand this means changing the UTEP, so it's much bigger than just a policy. But before we could change the UTEP, we felt like we needed a policy. Then we can take that and build from there and then typed up the chart or the document here. I think you did a really good job of it, Rick, by the way. So if you want to take it from there.

[00:32:37] Michael J. Ham

Yeah, so. Rick, go ahead, just give us a give us an overview here.

[00:32:42] Richard Jones

Just an overview. So I do want to say first that there were a couple of items in our current chart, and I think the entire board believes we should change anyway, like things that are equivalent in terms of points, but they really aren't equivalent. So I just want to get that out of the way. And I listed them at the bottom of page 10 at the top of page 11 that maybe we need to deal quickly with some other items. But so putting that aside, so there was a notion that we've been kicking around. All right. After the PIOLT all over and done with. And we've we've given the inducement. And we ask people to, we suggest to you know, you'll be able to use a lot of the providers of services from the area. We do that with the labor. We have that labor agreement you've got to use seventy five percent of your construction staff has to be from elsewhere in the contiguous, what is it, six counties, I guess. Well, what about other stuff? Once the project is over and done with and they're going through the 10 to 15 years or more of the project. What if we would get them to continue to use services from either Ulster and the contiguous counties or just Ulster? And I like the notion of Ulster. Yeah, I listed them in the middle of the page. Rose and I came up with some ideas in the middle of the page and this would apply for post project and even when they were in front of us. So, you know, the legal representation, if they do have legal representation or whoever's coming to them, whatever consultant is helping them, the notion of we want you to use Ulster people. This is an Ulster program. We want you to use Ulster people. And then certainly after where do you get your supplies from? Where you got your construction

supplies from? Where you get your materials from, who does your accounting, who does your advertising and marketing, so on and so forth, or as I like to say, yada, yada, yada, we want them to use Ulster people. The conundrum becomes, how do you track it? And. Is it everything? You know, at some point you need to let, in my view, free enterprise, you kind of define who they go with. On the other hand, we don't want you using somebody from upstate New York when this is an Ulster County project. And if you do use somebody from upstate state, fine. But similar to one project that used all upstate construction company, they got no points when it came to labor agreements, specifically. We told them, no, you get nothing. So somehow, is there a way that we can say, you know, if you use X number of local people and you can prove it? Is it you get points or is it a gating factor to even get the inducement question mark? I don't know if we can do that. You know, maybe the, you know how sometimes we get into a position of it's a difference of one or two points and it can either be 10 years or 15 years or five years or 10 years. Well, maybe instead of allowing the monkeying around with points and I use the word very loosely monkeying around, but just getting over the hump, maybe to get over the hump between five and 10 and 10 and 15 is you have to show us a considerable number of number of local entities that you're dealing with and going to be dealing with on a go forward basis. And that's what gets you the 15 year versus the 10 year. So anyway, it's going to be difficult to get agreement, and I wonder aloud whether Joe Scott could be helpful in saying you can't do half of the things you're thinking of doing or you can. And here, who else is doing it somewhere else in New York State? Although Rose and I did make Rose, you made some inquiries and you couldn't find anybody who has employed something like this. So would be rather unique. And again, I just think in enforcing it for encouraging it versus enforcing it. And the way to encourage it is will you get something for something? And what do you get? Well, you get an extra point or two, so, for example, the public transportation point, we give away a point or two for public for the project being near public transportation. OK, I get it. Uh.

[00:32:42] Rose Woodworth

But it's out of their control. Yeah, you can't.

[00:37:50] Richard Jones

Is that as it is, that is as important as using local contractors, as using local supply houses, as using local insurance companies? And my answer to that would be, will they released the equivalent? And then when you get into the environmental category. And this is going a little bit off topic, we have been a little Lucy Goosey with that...

[00:38:20] Michael J. Ham

Light bulbs?

[00:38:21] Richard Jones

What?

[00:38:23] Rose Woodworth

Light bulbs.

[00:38:23] Richard Jones

Yeah light bulbs. It's like, are you kidding me? I'd give it if you put solar on top of your building or you had leads status. OK, that's significant. So no light bulbs don't count, but solar arrays do. So is if we get rid of something that they're getting points from, for rather, can we replace it with something? And perhaps this community investment notion as a way of replacing some really solid items where money goes from the induced project to local people in the community? It is a way of relooking at are UTEP chart. So other than that, this needs a lot of oh, and the other thing I wonder about aloud is how do you define brownfield? Or how do you define shovel ready, what the heck is shovel ready? Mike?

[00:39:31] Michael J. Ham

Shovel ready? There are sites that are already predetermined by the county or the state.

[00:39:38] Richard Jones

And so we need to perhaps again, just define that better.

[00:39:45] Michael J. Ham

Yeah, the DEC is usually on board with all the brownfields and they're pretty much dedicated to (inaudible). The county does have shovel ready properties. I believe Schrade is like a shovel ready property.

[00:39:59] Richard Jones

That's shovel ready. But anyway. So this is something that gives back definitely gives back to the community in terms of buying services from the community.

[00:40:13] Rose Woodworth

Yeah, I think what we yeah, what I thought we had come up with that really made sense was also how, like Rick said, how do we track this without killing ourselves? Right. Like we I mean, I guess we can probably like if somebody said that they're using a local accountant, we could like one thing that I'm just making up. We could like once a year, I could send a letter to that accountant and just verify or an email and verify that they're using them like just something like that. Maybe be one of the items that they said they were doing so that we're not being you know, I don't know how much do we want to track, like Rick would say, but we do need to verify a little as we found out. So, I mean, this was we wrote all of the ideas down and then went. OK, so what is this look like? And then thought we would bring it here.

[00:41:10] Michael J. Ham

I think the biggest I love it, OK, but I think the biggest hurdle is going to be introducing it into the UTEP because we got to watch out

that we don't push other categories out the door. Currently you get one point for local hiring and that encompasses the whole region. OK, whereas with something like this, if you've included that into your community benefits, a program here, that would be a different type of number coming in, but that would be local hiring dedicated to Ulster County.

[00:41:47] Rose Woodworth

What if we just added another column?

[00:41:53] Michael J. Ham

I would think this could come in with a sub column, correct?

[00:41:57] Rose Woodworth

Yeah, we were.

[00:41:57] Michael J. Ham

And if you check out a five out of ten or (inaudible).

[00:42:01] Rose Woodworth

Thinking like I'm yeah, I'm making it up. Two out of ten is one point four out of ten is two points. And we're not saying that you have to pick your real estate broker here, but you have to pick two of the, something like that.

[00:42:14] Michael J. Ham

That you give it a bar and you say X amount has to be checked off in order to qualify for the community benefits point system under the UTEP. Yeah, I think this is all I think this is great.

[00:42:28] Richard Jones

Yeah, we did we did talk about another column and it was in that context. It's like, well, what we're adding another column. We should take a look at some of the other stuff and redefine them a little bit better.

[00:42:42] Michael J. Ham

And then what we need to do is and we don't want to take an administrative nightmare position on this where the tracking becomes horrific. OK, so we want to dumb that down a little bit, maybe have a pre check off sheet that goes into the into the clients on a yearly basis where they just go down, you know, are you still retaining so and so?

[00:43:03] Rose Woodworth

No, we don't need to add a column I hold I'm going to share my screen real quick. I pulled up our current matrix. So we have a community investment column so we could get rid of the bus stop and then the development in economically distressed area of the county. I don't want to get rid of that. I'm not saying that, but I'm just trying to figure out, does that can that go to somewhere else? Could that not be a column?

[00:43:35] Michael J. Ham

I don't know if that moves up, because it seems to me that every time we come across that, that's an automatic two points, because I find it hard to believe, and I'll say it again, that when you have six hotels side by side and I said it once, at what point do you stop adding hotels to take it out of an economically distressed zone.

[00:43:56] Rose Woodworth

For those kinds of rules? But that's for a retail project you're talking about. I'm making it up. A major manufacturer wants to come in and do an economically distressed area like Ellenville. Wouldn't you incentivize that a little further because they're choosing Ellenville that really needs the jobs.

[00:44:15] Michael J. Ham

Yeah, this is where you don't want to bite your nose off to spite your face.

[00:44:18] Rose Woodworth

Right.

[00:44:19] Michael J. Ham

Not lose it. I'm not saying you can lose it, but you need to re-establish it somewhere, you know, where it's still in, you know, in the UTEP. OK.

[00:44:30] Rose Woodworth

Yeah. Or maybe this doesn't need to be in a column, and this is just a separate two or three extra points all by itself. Like this is a separate issue. I don't know.

[00:44:42] Michael J. Ham

Yeah, that's true too. You know, for three points this this could fall into a three point category where you could check, you know, the client would be having to check X amount of boxes in order to even qualify for that point. You know what I mean? Because currently we've got a blank we've got a blank slot there. And this may be the place to insert that. I mean, you know, community benefit to me is. You know, and that's that's a discussion we want to have with the whole board and see what the feeling is with everybody, but, you know, that's that's the bang for your buck and Ulster County, because now this is a this is a policy that's created just for Ulster County, for Ulster County residents. You see, I mean, there's currently we all know you can buy materials to build a facility in Kingston

all the way to steel. You're getting your market share of the people there for hiring will be here in Ulster County, you know what I mean? It's endless. And you have engineering, accounting, advertising here, legal services, insurances. I mean, the trickle down is is fantastic with a program like this and it benefits the community.

[00:45:51] Richard Jones

It's that's so interesting, you should say that Mike, because when Rose does her the cost benefit analysis, this notion of trickle down, the project throws off the benefit to the community and that's included in their cost benefit analysis. Well, here is a way in which we can sort of ensure that happens. Well, it insures it because it asks if you want to get a point or two or whatever, you have to use local people otherwise, no.

[00:46:30] Michael J. Ham

And you know, Rick, I don't think you've designed this and I don't think we're we're undertaking this mission here in order to alienate the surrounding counties. We're not doing that. What we're saying is there is an extra step you can take.

[00:46:44] Rose Woodworth

An extra benefit.

[00:46:45] Michael J. Ham

That's correct.

[00:46:46] Richard Jones

I look at as extra juice.

[00:46:49] Michael J. Ham

There you go. Yeah, I think it's an innovative I think it's great stuff. I don't know if any other place even uses anything like that.

[00:46:56] Rose Woodworth

And I tried to find something to like to work off of and I couldn't find anything so Rick and I just went back to, OK, what is this mean? And just had to kind of start from scratch.

[00:47:08] Richard Jones

We just brainstormed it. It's not in the same room with the chalkboard. We would have been throwing stuff on a chalkboard.

[00:47:15] Michael J. Ham

I think it's really good stuff. And we. I really believe that at this point we take that we put a subcommittee together just like we did, to determine how we were going to handle our prescreen and let them focus on, you know, bringing this right down. You know.

[00:47:33] Rose Woodworth

Get like a subcommittee.

[00:47:37] Michael J. Ham

I think we recommend that to the chair. I really Rick, Rose will be there anyway. But it's your baby. I think we recommend to the chair that Ricky fix the subcommittee, you know, and he further sits right now. If you didn't move it ahead sooner than later, you know.

[00:47:53] Richard Jones

So chair I would make a motion that we just put this on the agenda for the help me Rose whatever the date is.

[00:48:03] Rose Woodworth

Twenty first.

[00:48:04] Richard Jones

Twenty first.

[00:48:04] Michael J. Ham

And I'll second that, Rick.

[00:48:06] Richard Jones

OK.

[00:48:06] Michael J. Ham

Good stuff.

[00:48:09] Richard Jones

OK.

[00:48:11] Rose Woodworth

Great. Ok, so I'm sorry, is that a formal motion? And you seconded.

[00:48:19] Michael J. Ham

And I second it. Yes.

[00:48:21] Rose Woodworth

Thank you.

[00:48:21] Richard Jones

Aye.

[00:48:27] Rose Woodworth

Yeah I think I was really excited, like by the time, you know, it started out a little slow for us. And then by the time we got to the end, I think we were both like just really excited with what we had.

[00:48:38] Michael J. Ham

I think it's I think it's fantastic.

[00:48:40] Rose Woodworth

And I really think you did put it together in a really understandable not knowing way. Was really excited when I saw the way you've written it out.

[00:48:50] Michael J. Ham

You know,

[00:48:50] Richard Jones

And notes you're all over the place.

[00:48:52] Rose Woodworth

Yeah, I know. Mine too. So I looked at this and went, wow, he did a good job with this.

[00:48:56] Michael J. Ham

What you're doing there and what the board has been doing. Each individual member and I tell you what I attribute the chair for this also is that he lets everybody run in the wrong direction to do something like this. He gives a longitude and latitude, you know, and he doesn't he doesn't micromanage everybody to a position that he only believes he takes all that input. So I think this is all good stuff moving ahead.

[00:49:19] Rose Woodworth

Yeah. Yeah, this was really good. I was I was really pleased. So, yeah, I think that's a good idea. So Rick you'll have to think about who you want to have on this. OK, page 12. Yeah. You guys had said we wanted to have a harassment policy. We had discussed last meeting, bringing up the, (inaudible) the Ulster County one, and so I threw that in here. Any thoughts?

[00:50:00] Richard Jones

So Rose.

[00:50:02] Rose Woodworth

Yes.

[00:50:03] Richard Jones

I think this is I mean, this is what wonderful my sense of.

[00:50:06] Rose Woodworth

It covers a lot.

[00:50:08] Richard Jones

It covers a lot.

[00:50:09] Rose Woodworth

Yeah.

[00:50:10] Richard Jones

Now question mark for the board and for Joe. All right, it's good that the board have this in place. Does that also mean that question mark, should it mean, that we want this to be included in the legal documentation that is? Agreed upon between the IDA and all of the induced projects. So they also agree by virtue of the fact that they are getting an endorsement from Ulster County. That they comply with this harassment, discriminatory, discriminatory harassment process and procedure.

[00:51:00] Rose Woodworth

Now, that's an interesting...

[00:51:00] Richard Jones

It's a leap, so I'm going to argue against myself and then come back and argue in favor of myself. The one side of me says, oh, this is really government trying to insert itself into business, the other side of me says, Yeah. And you're asking for us to insert ourselves in your business by giving you an inducement, so it's very much like a on the labor side, Mike. The unions in New York are attempting to get the Albany to agree that if you're going to give money to anybody to build them and I'm paraphrasing, but to build a project with public monies, you have to comply with certain salary standards. Well, I agree with that. Why would we do something like this with

regards to the projects? Is it too much of an insertion of mandating government and I use the word just very loosely, I don't mean in a derogatory sense, or is it a way of extending the positive? Force of pushing this notion of no harassment in the in the workplace, and here's what that means. So this bifurcate it when it comes to is this a role that we should play or is this a role that we should not play? Is this something we should ask just by virtue of Republican entity and we're giving public benefits to companies? Why shouldn't we...

[00:52:57] Michael J. Ham

You know, Rick in my business, my boss has instituted that we all take a harassment course and we brought in human resources and everything. And we've all met with human resources and all. And we went over everything and then signed at the bottom that we attended the course. We took the course and we have an understanding of of the policy in effect. You know,

[00:53:27] Rose Woodworth

That's New York state law. The sexual piece is New York State Law (inaudible)

[00:53:33] Michael J. Ham

Is that something along the line where there is there's a lot of information to really understand here in this policy, this one from the county. But is that something along the lines where maybe there's a harassment policy put in? Are we are we so to touch of what Rick said. Is it is it a harassment policy? We're looking to include in our approval of inducements and grants and or grants? Or is it a harassment policy that we're looking to have all our members understand that on the IDA board? We understand the harassment policy, is it for the board members or is it for the entire community?

[00:54:20] Richard Jones

In my opinion it is certainly for the latter and I'm noodling with and throwing it out there. Why not also the former?

[00:54:29] Michael J. Ham

So I'm thinking along those lines, if you take something, you take one of the projects that we currently have going and they have they're currently moving ahead, any of these clients or contractors or developers probably have that into play already, you know, that has that shadows their entire program or their job sites or anything that we're included in right now. Now, as far as moving ahead, you take you know, we'll take one of our clients that is in manufacturing and he probably has a policy for harassment in there already moving ahead down the road. So I don't know, do we regulate that just to these boards members? So our board members are on board with this, or are we...

[00:54:29] Richard Jones

It would be an interesting question for Joe, because I'll be honest, I haven't recently read from cover to cover what he has in all his documents. I know there's quite a bit of information in there that references New York, under New York State Law. You agree that you comply with the following. And so maybe this is in there already. But I think it'll be interesting to have a discussion. Do we ask him...

[00:55:41] Michael J. Ham

And I do believe that we need we don't we currently do not have that policy in here.

[00:55:46] Richard Jones

No, we don't. We certainly don't. We should.

[00:55:48] Rose Woodworth

Yeah, we definitely should. I mean, when we originally came up with with adding this, we were talking about just as far as like. We are immediate

[00:55:57] Michael J. Ham

The board members. Yeah, and now you start taking a broader look at it.

[00:56:03] Rose Woodworth

Yeah, yeah. I mean, I can certainly I so I think like action wise, right. Next step, I would send this to Joe and ask him if he saw any issues with it, and then we can bring this to the next board meeting.

[00:56:16] Richard Jones

Now we certainly need it for us.

[00:56:19] Rose Woodworth

The adopt as it is.

[00:56:21] Michael J. Ham

Yeah. Adopt as is.

[00:56:23] Rose Woodworth

Barring any changes from council.

[00:56:25] Michael J. Ham

There you go.

[00:56:27] Richard Jones

And we should have that discussion about whether this gets extended to the projects that (inaudible).

[00:56:37] Rose Woodworth

Oh, we skipped a page.

[00:56:40] Michael J. Ham

What did we skip?

[00:56:41] Rose Woodworth

Your mentoring program.

[00:56:43] Michael J. Ham

Oh, the mentoring, yeah. Forgot about the mentoring.

[00:56:50] Richard Jones

Where we skipped that was that was Rose?

[00:56:52] Rose Woodworth

How did I miss that?

[00:56:54] Richard Jones

I don't think we had it on there Rose.

[00:56:59] Rose Woodworth

You know what they got put on? (inaudible).

[00:57:04] Richard Jones

It's under new business, but there's nothing in writing.

[00:57:06] Rose Woodworth

No, it's here. It's here. Wait, OK, hold on give me a second. It's it accidentally got put on page 20.

[00:57:20] Richard Jones

Page 20?

[00:57:20] Rose Woodworth

Yes, and 19 and 20 it's at the end of the harassment policy by accident.

[00:57:27] Michael J. Ham

So as for the chair, as for the chair, this is his baby. And he is he has put us in a direction to come up with this and to move ahead and I don't know about the rest of you, but I don't want to get pistol whipped by Jimmy by not addressing this now. So and I think it's a good idea anyway, considering what we've been going through with clients and stuff and how important it is that they understand the process, so along with Rose, we kind of put you know, I know we're calling them mentoring, but I put it was put together right, Rose as an applicant checklist, OK, because we're listening...

[00:58:13] Rose Woodworth

You had one and I had one.

[00:58:15] Michael J. Ham

I read yours and I'm reading yours and I'm going, It's almost like the answers to the questions.

[00:58:21] Rose Woodworth

Yeah. So what I had done here was because Wendy was new, I was like, this is the perfect time to get some of this stuff and told Mike, to get some of the stuff out of my brain and on paper in case I get hit by a bus. So she went through and we try to come up with all the steps for the way it works once you become a project. There are more checklists we will need to do. Like what is your annual reporting? What is your responsibilities once you're a project that could be a checklist like things. I felt like we needed to first do something internally so that we could kind of get it all in order and make sense of it before putting something nice together for external use to give an applicant so that they know what it looks like. And then Mike at the same time, had something from like the union stuff that was like, what is it? What are some major Q & A things that people would have as far as being a project and kind of jotting and jotting those down? There's one thing I was thinking I wanted to add, though, to my list. It's not an item.

[00:58:21] Michael J. Ham

Yeah.

[00:59:36] Rose Woodworth

Based on our annual site visits and feedback from applicants. Right now, people very much understandably want to know what their legal fees are going to be from us before closing.

[00:59:53] Michael J. Ham

Yeah.

[00:59:53] Rose Woodworth

Our application. Right now it says, if you would like an estimate, you can get one by blah, blah, blah. So instead of doing that, I think we literally make it part of this new project checklist where they automatically get that.

[01:00:11] Michael J. Ham

Request. Yes, I agree.

[01:00:13] Rose Woodworth

Right.

[01:00:13] Michael J. Ham

I agree. And, you know, and the ones that I threw out there on paper are just the basics that I think we undergo with every one of the potential applicants and, you know, annual fees, obligations. How about this one? When can I start construction or renovation? How soon? We just ran through it. Somebody thought that they could just call the building department and begin the process without our approval. And we all know that you can't do that. Application monies, restrictions of the funding. OK, we went through that with Brooklyn bottling member in the beginning. We had a lot of ups and downs on what they could apply it to and what they couldn't and what was existing. I mean, this is all there's way more questions asked than that. But I think a good start is in mentoring because I think our prescreens do a great job in calling the applicants back to have a second prescreen. You know, and I think even on the IDA's and I think with the chair giving us longitude and latitude to have three people on that prescreen that we get to mix it up, you know, when other people get to come in, you know, which which we've done before. I think it's good stuff everybody has. Good question.

[01:01:34] Rose Woodworth

We do all of these things that you put like we go, OK, but I think putting it in writing is an important step and, you know,

[01:01:44] Michael J. Ham

Yes here's your packet.

[01:01:44] Rose Woodworth

(inaudible) the application, but that's 30 pages and nobody's apparently reading a the fine print.

[01:01:49] Michael J. Ham

Hey Rose. Not only is here is the package, but do me a favor sign at the bottom that you receive the package you understand. Now come back and ask a couple of questions without making Joe Scott, their attorney. Ok, you see.

[01:02:05] Rose Woodworth

That's a real problem.

[01:02:06] Michael J. Ham

That is a problem because now once again we that's a double dip. We're paying Joe as the IDA the county he's retained for our purposes, he's not the applicant attorney.

[01:02:18] Rose Woodworth

So yeah. You know, and I think less is more so and try to answer all of these in as few words as possible.

[01:02:28] Michael J. Ham

Yeah. Yeah.

[01:02:29] Rose Woodworth

So that. (inaudible).

[01:02:30] Michael J. Ham

One word. Yeah. If they could answer yes. No.

[01:02:33] Rose Woodworth

So that people can very clearly see because all of these things are defined in the application but is huge and people aren't reading them. And we need to be very clear. And I think so my thought was we take these things, then I'll do another one. I want to send it to Joe to review also. Once we get through the different sort of checklists for internal use, then I thought I would get some group together (inaudible).

[01:03:00] Michael J. Ham

Yes, we put another little committee together to address this.

[01:03:04] Rose Woodworth

And then we make it look pretty and then we can give that to potential applicants as well as to economic development, Et cetera.

[01:03:04] Michael J. Ham

Perfect. I think it's all good stuff. And you know what it is Rose, I say one hundred percent of some of these questions that I'm relating to. I know. Hey, no stress on you. It's not a test. Me and Rick aren't going to sit there and mark, you're wrong, but you're going to have to answer them all of these.

[01:03:04] Rose Woodworth

No pressure.

[01:03:32] Rose Woodworth

So, you know, I mean, in some of them, you know, basic stuff. Should I have an attorney or consultant? We just went through that. Absolutely. Just as the chair just told us a little while ago, you know, about the consultants and stuff and working with people, application and closing processes. You know, the timeline. That's the big one, right? What's everybody else's? How soon? It's a time line. It's not like it's done tomorrow. You know, you got to do this. We have to put that we have to put it out to the public. How many days? Fifteen days in advance, whatever. You know, there's a lot of work, you know, and if there's a public hearing, you know, there's fees associated with that. But people don't understand, OK? I mean, we're absorbing some of those fees, too. I mean, do we absorb like when we have to stamp everything, a million out? What does the client absorb that? That's a lot of money.

[01:04:25] Rose Woodworth

You're right. We've been observing and I probably couldn't pass it back, but we don't.

[01:04:29] Michael J. Ham

I know that. And not to mention in the past, I got to tell you, we have really worked, you know, hand in hand with applicants. And do you know, it is what it is. But if you start running some numbers and some hours on how much Joe has applied, or you, Rose, that you are working directly for the IDA along with Joe and all of a sudden we're like outsourcing you, but we're picking up the tab. You know, that's one of the reasons (inaudible).

[01:04:58] Rose Woodworth

We do a lot for applicants, they don't come in with some kind of professional to help them through the application, Joe. They pay for directly. But for me, every time I have to stop and meet with these people and answer the same question 12 times, it's a waste of your money as well.

[01:05:18] Richard Jones

And even when they come in with a consultant, it doesn't always mean that they've got

[01:05:22] Michael J. Ham

No.

[01:05:24] Rose Woodworth

It does help because the consultant at least understands their balance sheet balances.

[01:05:30] Richard Jones

So I seriously, we should do some mentoring of the people that are putting themselves out there as consultants.

[01:05:36] Michael J. Ham

Hey, Rick, what we there's no sense of doing it through the IDA. Start your own business.

[01:05:43] Rose Woodworth

Do it.

[01:05:44] Richard Jones

Just as a side might kind of run it up. Who pays for the the person who does the transcription at a public hearing?

[01:05:51] Rose Woodworth

The applicant does pay.

[01:05:52] Richard Jones

The applicant pays.

[01:05:54] Michael J. Ham

They do get a lot of stuff picked up by the IDA.

[01:05:56] Rose Woodworth

The advertising in the Freeman or whatever paper. But as far as a mailing, I mail stuff hard. Copy to Joe, I don't necessarily think about I never thought about adding that back to the client.

[01:06:10] Richard Jones

You know, some of these things is the cost of doing business and you know some of it.

[01:06:14] Rose Woodworth

But some of it is.

[01:06:15] Michael J. Ham

Some of it is.

[01:06:16] Richard Jones

I don't want to soak the applicants. On the other hand, you know, paying everybody, paying their fees, their annual fees, all of that

helps defray the cost going forward.

[01:06:26] Michael J. Ham

I agree. At the end of the day, sometimes the juice is worth the squeeze and you just keep moving on, you know, to get to get the job done.

[01:06:34] Richard Jones

Chair. There's one other thing it looks like we're getting towards the end. There's one other thing I wanted to bring up, and I don't know whether it should be here or audit. So I'm going to I'm going to bring it up, see what you say. I know that we talked in this committee about fees for copies under the Freedom of Information Act.

[01:06:54] Michael J. Ham

Foil's.

[01:06:55] Rose Woodworth

Joe will have that by April 12. They had to fix the issues and yes, I've given them the April 12 deadline.

[01:07:02] Richard Jones

That has been a nettlesome issue that's been costing us a lot of money for.

[01:07:06] Rose Woodworth

The last point was ten thousand pages. Ten thousand.

[01:07:11] Michael J. Ham

Ten thousand. At thirty five cents a copy.

[01:07:15] Rose Woodworth

At zero cents a copy.

[01:07:18] Richard Jones

That's a lot of guacamole.

[01:07:19] Rose Woodworth

And it is a lot is a lot.

[01:07:23] Richard Jones

Ok. I'm glad we're getting it resolved.

[01:07:27] Michael J. Ham

OK. All right. Where are we at here?

[01:07:31] Rose Woodworth

So it's been two hours and 15.

[01:07:36] Michael J. Ham

Maybe we should we should carry over some of this for the next governance.

[01:07:40] Rose Woodworth

So everything else. So from policy for routine of all or part of financial system down, move forward to the next meeting.

[01:07:52] Michael J. Ham

That is correct. That sounds good. All right. Public comment, Rose. I think it's safe to say there's not nobody. Nobody wants to. Nobody likes listening to governance.

[01:08:06] Rose Woodworth

This is where all the exciting stuff happens.

[01:08:08] Michael J. Ham

Listen, I don't want to do this. I don't want to castigate on Diane, but this is the best committee, that audit committee.

[01:08:16] Rose Woodworth

But she's on this committee, at least, right.

[01:08:18] Michael J. Ham

I know. I know but Diane said that with her not feeling well this morning. And I said, well, don't worry, Diane. I'm I'm sure we'll have plenty to push over to audit. I said so...

[01:08:29] Richard Jones

Put her in charge of a committee. She wasn't here.

[01:08:33] Michael J. Ham

She's not here right now. So let's vote her to head up one of the committees research. Yeah, OK. No public comment. Motion for adjournment.

[01:08:45] Richard Jones

So moved,second.

[01:08:48] Michael J. Ham

All in favor.

[01:08:49] All

Aye.

[01:08:51] Michael J. Ham

OK, Rose. Next meeting.

[01:08:55] Michael J. Ham

Want to call?

END OF TRANSCRIPT



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