

NAME

6-16-21 UCIDA Board Meeting Part Two <https://www.youtube.com/watch?v=fhrUeB8x5Ow>

DATE

June 30, 2021

DURATION

1h 1m 35s

14 SPEAKERS

Rose Woodworth

James Malcolm

Richard Jones

Michael J. Ham

All

Daniel Savona

Diane Eynon

Faye Storms

Joe Scott

Speaker2

Kathy Hobbs

Orlando Reece

Speaker3

Mike Morella

START OF TRANSCRIPT**[00:00:01] Rose Woodworth**

Ok, live on You Tube. (inaudible).

[00:00:04] James Malcolm

Back in, we're back in executive session at 10:03. And we're, what Rose.

[00:00:14] Rose Woodworth

No action was taken during executive session.

[00:00:16] James Malcolm

Right. No, nothing, zero. We didn't do it. We just hung around for a while. OK, that brings us to the financials. Financials.

[00:00:27] Rose Woodworth

Rick. (inaudible).

[00:00:28] Richard Jones

Rose, why don't you cover? I've got a couple of comments, why don't you go through the nitty gritty?

[00:00:33] Rose Woodworth

Sure. So there's not really a lot of activity. For the month of May, our administrative fees were down considerably, almost half of what it has been. Just because we're we've caught up on a few things and annual reporting is just about wrapped up. And the only other expenses, we're live streams from multiple meetings and public hearings and special meetings. There was just the fourteen ninety nine for our Zoom fees and interest income. There's money in Bank of Green County and M&T and I know we discussed it last month, but Rick and I had gone over what to do with the money. And Bank of Green County is not accepting municipalities doing CDs. So we're going to transfer some of the savings back to Bank of Green County because they're checking account rate there was higher than what we could get at M&T. And that was the best thing we can kind of do right now besides renewing our Rhinebeck Saving CD, which comes out in July. That's all I have, Rick.

[00:01:51] James Malcolm

(inaudible). Rose. Go ahead Rick.

[00:01:51] Richard Jones

I'm sorry. I just have a few comments kind of by way of reminders of the budget you see on page 11 is for the end of May. And then you have so you have May and then you have year to date. So just a reminder, we should be at about forty one percent of our budget. It may not be a full year budgeted amount at the end of May. So where the revenues are under forty one percent of budget, that's not a good thing. So for example, operating revenues are at 18 like 19 percent. We had anticipated having more money coming in, by the way, of revenues. Most of that was from the Kingstonian and Question mark Rose also the nursing home. So I don't know whether their fee is in...

[00:02:42] Rose Woodworth

The nursing home counted as revenue last year. And we're not under budget on money coming in. And just if you annualize it right, we budget for the two fifteen is for the full year. And obviously that's going to come in in large chunks when a project closes.

[00:02:56] James Malcolm

We're going to look good in the next six months. We're going to look like the best (inaudible) or something.

[00:03:00] Richard Jones

And the same for the expenses. If you go down to the expense line, we're tired over the forty one percent I mentioned, we're at forty four point six two. But that's just the timing of Rose's expenses. It was the continuing work we were doing on PPE, which is now over. So financially we're very, very sound and we'll be continuing to grow the cash on hand for whatever other community projects we decide like PPE, decide to get involved in or that we were allowed to get involved in. So that's it Chair.

[00:03:38] James Malcolm

Good stuff. Thank you very much. Any questions on that? I get a motion to accept the financials.

[00:03:44] Michael J. Ham

I'll make a the motion.

[00:03:45] James Malcolm

I have a motion. Do I have a second. I'll second. Thank you Faye. Anyone else on the question. No, all those in favor.

[00:03:55] All

Aye.

[00:03:55] James Malcolm

Opposed. Carried. Thank you. That brings us to the chair's report. Wow. A lot of stuff going on. Continually talking to potential applicants, I guess you could say there's always talk about another project coming in and somebody calls you, what I'll do is I'll then refer them over to Rose. you know it's good. I mean, I think we're feeling the ripple effect of some of the covid stuff out of the city. I think there's some movement people coming up here and either expanding or creating. And we're going to continue to do that. We always take a good, hard look at ourselves, our policies and our performance, and we tweak when necessary. And you'll hear some stuff coming up today. And I'm not taking any thunder from anybody, but we've got a board that's very, very proactive and did a wonderful job on some initiatives along with the CEO. So that's it for me, for my report. So I'll turn it over to Rose for her report.

[00:05:09] Rose Woodworth

Again, the governor passed an executive order, which includes the extension for public meetings and hearings to be held remotely until July 5th. However, the county building is open again and we can resume meeting in person if we choose to next month Jimmy. I don't know if we want to discuss that or if we want to.

[00:05:32] James Malcolm

Didn't the governor wipe out everything yesterday.

[00:05:36] Daniel Savona

Yes.

[00:05:36] Rose Woodworth

Yes. But we can still meet remotely through July 5th, of course our next meeting is July 21st, I think so. It's irrelevant, but I imagine our next meetings will be in person.

[00:05:50] James Malcolm

Depending on the love back and forth with the sixth floor. Let's make a point of trying to meet at the county office building, give people an opportunity to come in and sit down. And I kind of enjoy that.

[00:06:04] Rose Woodworth

Yes. And I did touch base with Jay Möller last month after our meeting and made sure that this was where they were at with it. The only thing that would be different from that and I know that Diane and Michael talk about it is we're going to have an audit committee meeting and a governance committee meeting next Tuesday. Those will still be held remotely. But then going forward, I anticipate all the rest of our meetings will be held back in person. Again, as Jimmy was saying, a few more projects or in the beginning stages. And I look forward to their applications coming in over the next few months. I had one send in a very, very rough draft this past week and they're going to work to revise it and we'll get together on a prescreened group shortly. Our insurance bill for the regular business and liability policy was significantly higher than last year, a twenty five percent increase. We sent back to the broker to find out what happened and to see if that broker needs to shop it around to maybe another company, because I know insurance for most people has gone up, but that just seemed like a ridiculous amount to me. We've been back in touch with Senator Hinchey's office about scheduling a meeting with the local school district, go over the issues and pilots in the tax cut and I'll have more information on that next month. But I know the senator was potentially looking to have her or somebody from her office come and sit down and really understand the issues and what should happen so that they can fix the legislation. Spotted Dog Ventures, a.k.a. the Emerson, finally sent their paperwork to the county clerk. Joe Scott's office is reviewing it to make sure that the I's are dotted and the T's are crossed. But I believe this is the last expired project that needs to be finalized. And now it's time to find out whose projects are expiring this year and start the process over again. But I'm glad to see that all of these really old ones are finally off of our plate. We sent out the project post closing affidavits, several of our projects, again, with a firm deadline of June 30th. These documents should have been sent back to our office when the projects were completed, but that did not happen. I'll have an update next month for the board and potentially some issues to bring to governance if people aren't following what they're supposed to do based on the closing documents. Star Estate had not paid their tax payments for some of twenty, twenty and twenty twenty one. Counsel sent a couple of firm letters and I've also been directly in touch with the project and made sure that they had reached out to the school district and the town. As of my last update from the project, they had paid the county, but not the town or the school. Going forward, this will not be an issue because I've confirmed with their bank that their payments will be in escrow. However, we are still very eager to get the old payments cleared up. I sent another follow up email to the project because they were supposed to have information to me today for me to tell you they've finished paying their tax payments. We've finally gotten up to date on transcribing all of the meetings that we've had via zoom and all those transcriptions are now on our website. As you may recall, this is a requirement for all meetings that are not held in person. And it's been a large project to transcribe every meeting word for word. We are looking forward to having another board training day in August or September. Jimmy and I have been discussing several topics for this year. And we want to do something that's not redundant with what we had done last year. And I think that we're going to have a good variety of topics. I sent out an email this morning and hopefully we can start just to nail down some dates that everybody's available, because obviously we want to make sure that everyone can attend. That's it for me Chair.

[00:10:15] James Malcolm

Ok, just (inaudible) out of your issue with Star down there. You get a lot of people come back, I want to do repeat business and I want to take a chance to maybe you work with Governance regarding someone who's got something outstanding just because they didn't pay it. I really don't think we should be entertaining anyone who hasn't satisfied the responsibilities. So and I don't mean Star. It could be anybody. I'm just using that as an example. So I don't know what we have to do if we have to put that in are UTEP or what we have to do. But I just think it's something that should be addressed. It gives a level of protection. So we're not getting beat up by school districts and whatnot. OK, all right, take a moment to accept Rose's report. I have a motion by Rick. Don't have a second.

[00:11:14] Daniel Savona

Second.

[00:11:14] James Malcolm

Danny. Thank you. All those in favor.

[00:11:19] All

Aye.

[00:11:20] James Malcolm

Opposed. Carried. Committee reports, Dr. D. Audit.

[00:11:23] Diane Eynon

Ok, thank you, Chair. So for audit, there's not much to report. If you go to page 13, you'll see the report, the labor report for Loewke Brill. Inness is now at thirty, 93% for month, compliant for the past month. And then the other thing I wanted to share is, Rose mentioned the audit committee will be meeting on June twenty second in the morning for a few hours prior to the government committee meeting. We have a laundry list of items to get through, quite extensive. And one of those will be looking at our contract with Loewke Brill to ensure that we have more accurate reporting. And we've already had several conversations as a board, but we're going to be asking them to do so, that we have better insight and actual numbers on the jobs that they're reporting to us. And that completes my report chair.

[00:12:16] James Malcolm

Excellent job by audit. Any questions? No. Not going to ask for a motion because there's no questions. Finance, Faye.

[00:12:27] Faye Storms

No finance committee meeting this month.

[00:12:31] James Malcolm

All righty. Thank you very much. Brings us to governance, the problem child.

[00:12:36] Michael J. Ham

Thank you, Chair. So governance has been very busy. We have a lot here in the queue. So I'm going to start it off with small business. We got the FOIL policy correct Rose that we have to go back to the FOIL policy.(inaudible).

[00:12:52] Rose Woodworth

We're dealing with that in the governance committee meeting next week.

[00:12:56] Michael J. Ham

On the twenty second. OK, so we'll bring that over to the twenty second. We'll bring back our full review of that and then we should have everything back together by then. OK, let's go into the... So underneath the chair's guidance, we initiated the community investment policy or program. I'm going to call it the program with that Rick, Orlando and Danny and Rose. They work very, very closely together and I propose that everybody get a copy. Well, actually, it's on page sixteen of your package. So if everybody goes to sixteen and they haven't seen it, just take a look at it. I think that committee did a tremendous job putting that together. I think it was really good. And Rick, I'm going to ask you to give a brief overview of it, OK?

[00:13:46] Richard Jones

I'll make it very brief.

[00:13:47] Michael J. Ham

Yeah, that's why I said brief.

[00:13:53] Richard Jones

Mike mentioned the folks that were involved Orlando, Dan and Rose, and they were just invaluable in coming up with ideas, I think. And you can see here what we're looking to do is to give the applicant an opportunity to expand the UTEP chart and score some points, if you would, towards getting the endorsement by agreeing to invest in the community by way of buying local, whether it's construction material. And you see a list of things on page 16. And these are meant to be not all inclusive, but a couple of examples. So by that construction material, using their legal services, buying their engineering services, whatever it may be, they'd be asked in order to score to use at least five local vendors for the period of construction and then at least one year. And remember, the board may want to change certain items that are in this proposal, but during the course of construction and one year into the operation of the entity that they would use, these particular local services there was going into the meeting, there was concern about tracking, and that was probably the biggest negative that we had to deal with. How do we do it didn't seem easy, but Rose believes she can do it. We've come up with a couple of ways of doing it with a little bit of the honor system, but also the ability and you'll come into this the ability to include in the contract that they need to provide us some additional information or access to information to prove that they're using these these particular five particular service providers within the county to Ulster, only Ulster. So we believe everybody on that little that little group agreed that, hey, this sounds like a good work that we have in front of you is a proposal that would become part of our policy, presumably, again, the direction from our attorney. And we have to modify the UTEP as well, the grid. And again, we need some direction on the steps to do that. Some people may have some added comments. I did think of one more thing and I was going to bring it up in new business. But just to mention it, I'm kind of getting the sense, given the way the economy is going, that we're going to have more and more companies coming to us as they are already throughout the throughout the Northeast saying, hey, we're going to provide new jobs, but they're going to be remote and they live in, I don't know, Brooklyn, Manhattan, New Jersey. So they're not Boston residents. So, you know, we don't we ask for the construction staff to be either Ulster residents or the contiguous six county, six or seven counties. One of the things we don't do is to take a look at, well, the people you're employing. Remember, this is an Ulster County inducement. The people you're employing, do they come from Ulster? And it's not always possible to have all of them come from elsewhere, but certainly some of them should be coming from elsewhere, providing jobs to people from Ulster. So just the thought of bringing up a new business if that's alright.

[00:17:16] James Malcolm

Can I just interject real quick? You know, your list of things. I think if you if you put the phrase but not limited to in there, you'll cover everything. It'll give you an opportunity if something comes in that's maybe not specific and then it would be at the board's discretion. So if you. But the phrase but not limited to in the language there when it comes to some of these things, providers or whatever else, I think at that point it's up to the board to have someone make an argument. And if there's credence to it, then then you take an action, but you bring that back to your people. If they're comfortable with it, then so be it.

[00:17:58] Rose Woodworth

And Rick, I was going to say, I know we plan to discuss this more as part of the Matrix changes cetera in the governance committee meeting so we can probably just handle it all there.

[00:18:09] Richard Jones

Ok, super great.

[00:18:09] Michael J. Ham

Once again, I want to say that you, Dan, Orlando and Rose you guys did a great job. I look through it and I think it's fantastic and we always got it. We always got to take into consideration these are always works in progress, you know. I mean, this is something that's going to be created over time, you know. So I think this is real good stuff at this time, too. I'd like to and I've been working together with Rose and we've got a template out there. And I think it's a pretty good template on the mentoring program that the chair asked us to invest time in. It's more of a Q&A right now with some added things. I want to ask Rose to get a copy of that out to all the Board members. And if anybody has any input on that, we'll be discussing that on the meeting on the twenty second right after audit. And anybody has any other questions or input. Once again, just get that to us so we can finalize this on June 22. Rose, you have any comment?

[00:19:17] Rose Woodworth

No that's it.

[00:19:20] Michael J. Ham

Moving ahead on six point two, we will be reviewing it to create new policies. The policies in question are going to be a policy for return of all or part financial assistance. A for the suspension discontinuance or modification of financial assistance and a public comment policy for meetings, that's I didn't actually review that one. Joe, you've got you've got a handle on that, too, right? The public comment policy. Are you in? Did you get a copy of anything Rose sent you over?

[00:19:20] Joe Scott

To be honest, I don't think so, but I can double check and obviously happy to participate.

[00:20:07] Michael J. Ham

All right. We'll be looking for your input, to, Joe. And also, a record retention and disposition policy will be looking to create on the second, twenty second. We do have some amendments to policies that we have to go over on the twenty second. Also, the procurement policy we're talking about do an amendment to that with a some collision language moving ahead at the time of bidding on all contracts that we do. A compensation policy amendment that's going to include a time and attendance policy that affects the board members as coming into meetings and making sure we're actually coming, attending meetings. And then as Rose touch base on with this community benefits program, we will be taking a hard look at the UTEP and the Matrix for any amendments that we need to do there to stay in compliance with anything else that we will be doing. Let's see here. What else do I have on my paper?

[00:21:08] Richard Jones

Mike do you have something there about the nursing home.

[00:21:11] Michael J. Ham

I do. That's what I'm going to do next. So Golden Hill, we asked Sol to come in in our last meeting and he didn't attend, be it. He didn't get the email or read it. He didn't know we were asking him to come. I thought we asked him to come once again today. Rose.

[00:21:33] Rose Woodworth

We did. And he had said he would be here.

[00:21:37] Michael J. Ham

OK. And is he currently is in the waiting room, anybody?

[00:21:39] Rose Woodworth

No.

[00:21:39] Michael J. Ham

That would be no. So if you guys go to page 14 of your packet, you can see the current situation going on up at Golden Hill. OK, and Rose, I think, I know we need to move to get something Sol come in on the twenty second also. I know we got a full plate. Do we have enough? Yeah, we got to get them in here because there's questions have to be asked and we have to find out what's going on here.

[00:22:17] Rose Woodworth

Right. So on page 14, you see the information that I was able to get off of the Internet. And then also I know we had discussed last time that FTEs was based on their annual reporting, which was solely under what it was supposed to be. On page 15, we had to ask Sol to send in information because maybe their patience, the number of patients were down. So you can see they have their 2020 numbers versus their 2019 numbers, although they were down of a couple hundred, it doesn't seem like it was proportionate.

[00:23:03] James Malcolm

OK, well, this is all I can say, silence speaks volumes. So we're going to, if Sol doesn't want to show up, we're going to proceed and then he can deal with the outcome, the fallout, I mean. He certainly showed up when they needed the incentive.

[00:23:20] Daniel Savona

Money. Absolutely.

[00:23:22] James Malcolm

OK, there you go.

[00:23:23] Michael J. Ham

I agree. I agree. And I think, you know, Chair, you know, I, think as of the twenty second, if he doesn't appear and he doesn't talk to the board about what's going on, I think we just move ahead as...

[00:23:38] James Malcolm

We have provisions in place, we have instruments that we can use. So we didn't put them there to scare anybody, use them.

[00:23:48] Daniel Savona

Make an example.

[00:23:51] James Malcolm

Not an example, not trying to be punitive, but they have a responsibility to answer this board.

[00:23:56] Daniel Savona

If he fails in his responsibility.

[00:23:59] Michael J. Ham

Yeah, and so..

[00:24:01] Richard Jones

What do you think would be useful, in addition to Rose's email and phone call that we put.

[00:24:08] Daniel Savona

Certified.

[00:24:10] Richard Jones

Certified mail indicating that we need his attendance and failure to do so will indicate that...

[00:24:17] Rose Woodworth

I have his responses. I know that he got the emails. And so we have responses in the email as well as we have written response.

[00:24:25] Speaker2

I guess we just need to light a fire that this is not just we're going through some pro forma type thing. This is critical to him maintaining his tax inducement.

[00:24:35] Michael J. Ham

I think I agree, Rick. I think counsel even agree. You know, as long as we take every step we need to take. You know, if we got to throw it out there. There's no excuses at that point. I didn't get the email. I didn't get the mail. I didn't get this Joe?

[00:24:49] Rose Woodworth

If he responds to the email. He got the email.

[00:24:53] Daniel Savona

Your right, your right.

[00:24:53] Joe Scott

What I would recommend is that I send one of those firm letters.

[00:24:59] Michael J. Ham

There you go.

[00:24:59] Joe Scott

Certified mail, saying, look, this is a default. We're considering our options, including various remedies, including termination of the pilot. We need you to attend the next meeting.

[00:25:11] Rose Woodworth

Then you're going to have to overnight it, right, if you're going to do it that way, because the meeting is next Tuesday.

[00:25:22] Joe Scott

Sorry, I thought we were talking about the...

[00:25:25] Daniel Savona

Next one.

[00:25:26] Michael J. Ham

No.

[00:25:28] Daniel Savona

You're talking about governance.

[00:25:29] Michael J. Ham

Yes.

[00:25:30] Rose Woodworth

So I mean, I can send it via email and we can send in a tap the attachment via email, and via certified mail, and we can put a confirmed receipt on it, on email.

[00:25:43] Joe Scott

All right. So if you want to there for the twenty second I can cast a letter appropriately. Sure.

[00:25:51] Michael J. Ham

OK.

[00:25:52] James Malcolm

What else you got? Mike, anything?

[00:25:53] Michael J. Ham

No chair, that's that's my report.

[00:25:56] James Malcolm

OK, I need a motion to accept the report from governance.

[00:26:01] Faye Storms

I'll make that motion.

[00:26:02] James Malcolm

Thank you Faye. I have a second by Rick. Anyone else on the question. No, all those in favor.

[00:26:08] All

Aye.

[00:26:08] James Malcolm

Opposed. Carried. Right. We're going to move into old business status spending projects.

[00:26:21] Rose Woodworth

Oh, Joe, I'm sorry. It's on page 17.

[00:26:24] Joe Scott

I'm sorry, I'm just getting to it.

[00:26:27] Faye Storms

It seems like Wildberry Lodge has been taking an awfully long time to complete the SEQR process.

[00:26:32] James Malcolm

I think the town of New Paltz is, from what I understand, and I've never opened the business or built a building there, Faye, I think it's it's difficult at best.

[00:26:46] Faye Storms

I've heard that.

[00:26:50] Joe Scott

Again, I'll open up any comments or questions we aside from Wild Berry, Kingstonian, yet we've talked about that. Apherea is on the agenda for today. Magurder, I know the CEO is working with them on pilot issues. RBW, the documents are out and I think we're close to closing on that. And Romeo, we're working through some procedural issues. But that's really the status of projects.

[00:27:20] James Malcolm

All right, we're good there. OK, brings us to Apherea Realty Holdings. Rose

[00:27:28] Rose Woodworth

OK, so on page eighteen is the transcript from the public hearing. There were no additional comments sent in after the public hearing, so there's nothing in here that's very long trying to get through here. On page fifty three is the cost benefit analysis. The total cost benefit analysis ends up being 13 to one. The regional benefits mostly consist of temporary construction, payroll and permanent ongoing payroll. The regional costs mostly include the sales tax exemptions and then obviously the property tax exemptions. And on the following pages, you can see the more detailed information.

[00:28:19] Daniel Savona

Rose, what's a good benefit ratio benefit to cost.

[00:28:26] Rose Woodworth

It all depends. There are all different. I know, for example, I can tell you Romeo Kia was, I believe, twenty five to one. The Kingstonian was much lower. I can't remember off the top of my head. But of course, that had the different factors right where it was building the infrastructure for a municipality as well. So it just depends on the project and I'm not really sure how else to answer that, unfortunately.

[00:29:00] Richard Jones

Rose, I do have a question about the cost benefit on page fifty eight.

[00:29:04] Rose Woodworth

Yes.

[00:29:06] Richard Jones

And I might have missed this on the application.

[00:29:10] Rose Woodworth

Yeah.

[00:29:11] Richard Jones

It seems like the sales tax revenue to the county, to the county of Ulster, I understand, is correct. Is only 10 percent of the total sales tax anticipated am I reading that right.

[00:29:25] Rose Woodworth

So part of the problem with this software and I know I had discussed it, I think with Diane, I'm not sure I think it was somebody else, but it must not have been you. Part of the problem with this software is it's fairly limited. Right. So I can't put in what sales tax Kathy had put on her application is what she believes coming back to the county. It doesn't based on the type of project it is and based on the size of it.

[00:29:53] Richard Jones

So could you refresh my memory? What percentage of the total sales tax that Apherea was going to generate was coming back to Ulster County?

[00:30:01] Rose Woodworth

Yes. Hold on one second, please. So she in her application, she estimated that two hundred thousand dollars would be subject to local sales tax at four percent, that's eight thousand dollars.

[00:30:35] Richard Jones

And then total sales generated by this business, so what percentage of the total sales generated by the business?

[00:30:44] Rose Woodworth

One quarter. So, I then, like I said, that is one of the issues with this software is I can't change those figures. So down here, under ongoing sales tax revenue, the twenty nine thousand may be actually more like eight thousand.

[00:31:10] Richard Jones

And this is a 15 year or 10 year again.

[00:31:14] Rose Woodworth

This is 10 years.

[00:31:15] Richard Jones

10 years, Thank you.

[00:31:17] Rose Woodworth

Yep, and then, you know, if you.

[00:31:20] Daniel Savona

So Rose (inaudible).

[00:31:20] Rose Woodworth

Yeah, if you took out twenty one thousand dollars, it's not going to change that much of the cost benefit analysis, because as I said on the front, it's not really material based on the rest of the numbers. I would say twenty one thousand hours of regional benefits of forty four point nine million is not really material. I understand that it's important. I understand that we want the sales tax back Ulster County, but the major contributions that the company would be making would be in the jobs that it's creating. And then obviously the local construction labor.

[00:32:01] Faye Storms

Four million nine hundred twenty thousand not forty nine million.

[00:32:06] Rose Woodworth

Yes, four point nine million.

[00:32:08] Faye Storms

Yeah.

[00:32:11] Daniel Savona

And how many jobs are we looking?

[00:32:15] Rose Woodworth

I believe it was five.

[00:32:15] Daniel Savona

She projected.

[00:32:17] Rose Woodworth

Yeah, I believe it was five.

[00:32:20] Daniel Savona

Five.

[00:32:22] Rose Woodworth

I'm looking for you. Yes, five new jobs, there's one current. So five new full time equivalents. Over a two year period, and then those are the permanent full time jobs.

[00:32:40] Daniel Savona

And how long on the benefits? How many years?

[00:32:43] Rose Woodworth

Ten years on the pilot. (inaudible)

[00:32:49] Faye Storms

So she would be saving how much over 10 years?

[00:32:56] Rose Woodworth

The, so that's on here, on the cost benefit analysis, I could easily tell you the property tax exemption is actually only one hundred ninety eight thousand dollars over the course of the ten years down. Rounding obviously, the sales tax exemption is two hundred thousand and then the mortgage recording tax is thirty thousand.

[00:33:19] Richard Jones

OK.

[00:33:21] Rose Woodworth

So that would mean the costs here are a total of four hundred and twenty eight thousand dollars in incentives.

[00:33:36] Faye Storms

And this is basically for five new jobs.

[00:33:40] Rose Woodworth

Yes. As well as the construction labor.

[00:33:45] Faye Storms

The initial labor.

[00:33:47] Rose Woodworth

Yes.

[00:33:49] Faye Storms

It seems like a lot give out for that little coming back.

[00:33:56] Daniel Savona

And Mike, this may be in your wheelhouse, too. But I'm sorry, what kind of warehouse is a five million dollar, five million dollar warehouse? It's not a stand. It's got to be a little bit more elaborate than a warehouse correct?

[00:34:07] Rose Woodworth

Because it's a passive building. Right. So it's a passive construction, it's a special kind of construction and it's from space and the words I don't know if Kathy wants to weigh in or her attorney, but it's like green, it's green technology.

[00:34:28] Kathy Hobbs

So the building is actually going to be certified passive house, in addition to net zero and carbon neutral. It's going to be the first multi use passive warehouse in North America. And like I said, it's also going to be a net zero and zero carbon. So the it's not a normal stick build construction. It's a prefabricated, passive paneled building that is basically state of the art. I mean, it's cutting edge. And then what it's doing, it's not just the warehouse. It's actually an office component. That's three thousand square feet. That's coupled with a nine thousand square foot warehouse that's essentially, you know, an open space. But that's basically what it is. It's not a typical warehouse, nor is it a typical warehouse to the end use of it. Beyond just being the headquarters for my company, which is a home staging company, we're going to be able to service the film and television industry with our furniture and accessories, which is a big push in the Hudson Valley, being able to supply furniture for props, television productions, film productions. The office space will also be used as a gallery and event space. We'll also be able to have my background, for those of you who don't know, is that television news caster for over 20 years, mostly in New York, also worked for NBC for a number of years, you know, very well known in the television industry. And so also part of what we'll be doing is being able to provide a content space for those people who are looking to do micro shoots and have that studio component. So it's not just a warehouse. And what is the traditional sense? It really is a multi use passive, one of a kind energy efficient building that's going to be multi use. The term warehouse is probably not even the best term.

[00:36:42] James Malcolm

Listen, Kathy, just so you don't take this the wrong way, we you know, we just do a lot of things by jobs because they're tangible. We can reach out and say five jobs. You know, I used to speak to developers and they wouldn't want to pay people prevailing wage or an area standard. And I said, well, you absolutely believe you know what you're saving, but you have no idea what it's costing you. So it's kind of hard for us. I mean, it all sounds good. And that's not to say it's not true, but it's hard for you to reach out and touch and show what the economic barometer is or the impact in that surrounding area. Over five. I'm not looking to I'm not looking to debate it. I'm just trying to put you at ease. No one looks at your project as just a warehouse. (inaudible) I am sorry, goahead. You talk.

[00:37:36] Kathy Hobbs

Well, I just want to say real quick, I don't know how many jobs is going to end up. I know it's going to be at least five, you know.

[00:37:41] James Malcolm

Well, that's how we judge things based on the jobs. Yeah. OK, so please don't don't feel offended because someone, because it is a warehouse, that's how it was presented to us. OK, if you create another million dollars worth of flowing income or streaming income in a 200 mile radius in the Hudson Valley, then we can't track that. But we take an opportunity, I mean, the way I see it is it's forty two forty three thousand dollars a year that we're supplementing five jobs and whatever else comes, that makes it a plus. So it's a good, viable project. So I'm just telling you how we how we look at them based on the applications we get. Please continue, I'm sorry if I interrupted you.

[00:38:32] Kathy Hobbs

No, so, I mean, the good news is that, you know, that's why when the reasons why we're here is because of the growth of the business and the need. So, you know, I know today what my needs are and the need is five jobs. You know, hopefully it'll be more than that. But I know that that is this is what it is today. I don't know if your benefit is only tied to jobs. I can say that when I move to the Hudson Valley, for example, in 2009, that there was a plethora of places to shop in the Hudson Valley Mall and Macy's, JC Penney, Sears, H&M, Best Buy, Barnes and Noble have all pulled out. And when I'm actually supply will be a supplier of, you know, somebody who is looking to Airbnb, their home, they can have me as a resource to rent furniture. So, I mean, we're really supplying to me and need also for what a lot of people are looking for in the in the community based on the current climate.

[00:39:41] James Malcolm

Listen, again, I think we all understand it. I just wanted to be clear with you that when an applicant comes in. We're basing a lot of things on the jobs that you're promised, and that's how we track you, that's how we say your compliance, whatever that number is. So we know you're not living in a hole in the ground, that your business is going to generate opportunities with a ripple effect.

[00:40:10] Faye Storms

Chair I don't see the costs, the what the jobs are being paid. Is that someplace in our paperwork?

[00:40:18] Rose Woodworth

No, I was on the original application. Hold on one second. I can tell you. There's an eighteen dollar an hour. There are two twenty six dollars an hour and three at forty five thousand dollars a year. Twenty six an hour, I believe, is fifty two thousand a year.

[00:40:43] Faye Storms

So there's two at twenty six to forty five and one and 18.

[00:40:51] Rose Woodworth

Yes, forty five thousand fifty two three at forty five thousand two at fifty two thousand and then one at thirty seven four, four zero.

[00:41:08] Faye Storms

So that's six jobs then, not five,

[00:41:11] Rose Woodworth

It's six because there's already one existing. So there are five new jobs,

[00:41:17] Faye Storms

Five new jobs. OK. OK, I have another question, how is the if it's a passive. Net zero carbon neutral building, how is it being heated?

[00:41:37] Kathy Hobbs

It's an all electric building in which we're going to be using Mitsubishi equipment that's going to be supplementing the solar panels that are going to be used from the roof.

[00:41:57] Faye Storms

So it's not going to be a heat pump or anything.

[00:42:00]

You know, the technical aspects I can certainly get to you through our mechanical engineers, but basically because it's a passive building, we're actually restricted to what we can use. The specific equipment is the Zehender and Mitsubishi. Those are basically the constraints of what we have to use in order to meet passive standards. But it's going to be the traditional kind of equipment, but it has to have a certain amount of filtration associated with it and also meet the standards as far as how much air can come in and out of the building in order to meet Passive standards so that very little air escapes and very little air comes in, in order to complete the circle and the and the and the requirements of the Passive House restrictions.

[00:42:52] Faye Storms

So it is a certified green. It will be certified green.

[00:42:56] Kathy Hobbs

It's not certified green. The you know, the technical term is we are our project has we had to initially filed paperwork with the Passive House Institute in Stuttgart, Germany, which is the certified entity for Passive House. So Green is a much more basic term than what this building is. So essentially from the inception of the project, through the design, through the end construction, we have to meet certain requirements. So it technically is going to be certified green, but it's actually certified Passive House, which is a certification given to very few buildings.

[00:43:35] Faye Storms

We have the first certified green LEED certified green library in the country. (inaudible), in our little town. So I'm very familiar with that.

[00:43:44] Kathy Hobbs

I'm actually a lead AP myself, but it's not a lead building. It's going to be a passive house building.

[00:43:52] Faye Storms

OK.

[00:43:52] James Malcolm

Right. Any other questions on the cost benefit analysis? There being none, can we move to the SEQR a resolution council?

[00:44:03] Joe Scott

Absolutely, chair of the SEQR resolution is page 60 of your handout and under New York state law, we are subject to SEQR as a governmental body, and before a final action, which is on the agenda for today with respect to this project, we need to consider possible or potential environmental impacts, as has been our course in the past. We defer to the local planning entity with respect to SEQR review. We're doing so in this resolution where we are acknowledging that, it's on page sixty-one of the materials, that the, sorry, it's the sixty-one and sixty-two that it's the planning board in the town of Lloyd has adopted the requisite SEQR materials and made the requisite SEQR findings with respect to the project. And with that, our responsibilities are complete. And with that, I'll open it up for any comments or questions.

[00:45:16] James Malcolm

Anyone any questions? Rick are you muted? I see your lips moving. I don't hear you.

[00:45:16] Richard Jones

Oh. (inaudible).

[00:45:27] Daniel Savona

That's some Pink Floyd right there.

[00:45:29] Faye Storms

We have a negative declaration, correct?

[00:45:32] Joe Scott

Yes. From the from the planning board. Yes.

[00:45:35] Faye Storms

All right.

[00:45:36] James Malcolm

You find everything in order with the planning board's review. There SEQR. So at this time, I guess we'll ask for a roll call vote.

[00:45:44] Joe Scott

I'm sorry. We need a motion and a second.

[00:45:46] James Malcolm

I need a motion to ask for a roll call vote.

[00:45:50] Faye Storms

I'll make that motion to ask for a roll call vote.

[00:45:52] James Malcolm

Thank you Faye. Do I have a second.

[00:45:56] Richard Jones

Second.

[00:45:56] James Malcolm

Thank you, Rick. And all those in favor.

[00:46:00] Daniel Savona

Is this to accept the SEQR?

[00:46:02] Rose Woodworth

Yes, this is for SEQR.OK. OK, James Malcolm.

[00:46:06] James Malcolm

All those opposed. Fine carried.

[00:46:10] Faye Storms

No, you have to do roll call

[00:46:12] Rose Woodworth

Yup. James Malcolm

[00:46:14] James Malcolm

No the motion was carried to ask for a roll call vote that was carried.

[00:46:18] Daniel Savona

Thank you.

[00:46:20] James Malcolm

Please move to the roll call vote. Thank you,

[00:46:22] Rose Woodworth

James Malcolm.

[00:46:24] James Malcolm

Yes.

[00:46:25] Rose Woodworth

Diane Eynon.

[00:46:27] Diane Eynon

Yes.

[00:46:27] Rose Woodworth

Faye Storms.

[00:46:28] Faye Storms

Yes.

[00:46:30] Rose Woodworth

Michael Ham.

[00:46:31] Michael J. Ham

Yes.

[00:46:32] Rose Woodworth

Orlando Reece.

[00:46:34] Orlando Reece

Yes.

[00:46:35] Rose Woodworth

Daniel Savona.

[00:46:37] Daniel Savona

Yes.

[00:46:38] Rose Woodworth

Richard Jones.

[00:46:38] Richard Jones

Yes.

[00:46:40] James Malcolm

That takes us to the Approving Resolution Council.

[00:46:44] Joe Scott

Thank you Chair. That that starts on page sixty-four. There's several items that I'd like to highlight to the board. I mean these materials were distributed to the in advance to the meeting, but if you look at page sixty-seven of the materials. There's several findings here under Section three. One is that there is no movement of this project for one part of the state to another. So there's no pirating issues here. This is also not a retail project. This is a project where materials are stored on site and then move for, in connection with the operation of the business. And then on page sixty-eight, the next page, there is a finding there that we've considered and reviewed the public hearing transcript and that was outlined by Rose as part of her description of the project. The last item I'd like to highlight is if you go to page seventy-one of the of the material package. There's a description of the criteria that we apply in connection with our consideration of (Inaudible) just highlight a couple of them. There is some retaining of existing jobs. There's some creation of new jobs. That issue has been discussed. There is a commitment to hire local labor. We outlined the amount of estimated tax exemptions that's outlined in row five. And I think that's really the balance of the items I'd like to highlight. Oh, I'm sorry. I would also point out item 12, where we will require our our normal clawback agreement and other events of default provisions in connection with the project. And with that, I'll open it up for any comments or questions.

[00:48:46] James Malcolm

Any questions for counsel regarding the approving resolution. Rick. Anything?

[00:48:56] Richard Jones

Rose, the applicant knows that Loewke Brill is going to be involved in monitoring the number of jobs.

[00:49:02] Rose Woodworth

Yup, we've discussed it. Yup.

[00:49:04] Richard Jones

Ok, thank you. That was it?

[00:49:09] James Malcolm

Would you be to the applicant? I mean, it's not really a part of this boat, you've heard a few things that we've talked about with community benefit and mentoring and, you know, I don't think we be grandfathering anything, but it would be nice to get a commitment to be involved in a mentoring in your first couple of years that you're there. I mean, know we're going to reach out, make sure, you know, when you have to hit certain numbers and when you have to hit certain reporting things and, you know, and always try to ask people to utilize local suppliers and that it just it makes the money go in a circle. So I can't hold you to anything. I would love it you if you kind of commit in principle to, you know, we're going to do our best to to satisfy all that. So.

[00:50:04] Kathy Hobbs

Well, it's actually interesting that you mention that, because for the last month I've been in touch with Michael Cook, who heads job placement at BOCES for Dutchess County. And we actually have been in conversations with him relating to essentially an apprentice program, just as you discussed. I reached out to them about a month ago and we've been talking about that and they're excited and he's already put me in contact with BOCES in both West Chester. I'm sorry about West Chester and Ulster County as well. So that's already in motion.

[00:50:46] James Malcolm

But I'll only say BOCES is a is a public entity. It's not a private provider. It's not insurance people. It's not material providers. That's kind of what I was getting at. If you can do your best to utilize people in the area and that's not just the agency, but I'm glad you went to BOCES It's a valid, valuable program. So enough of that. I don't want to muddy the waters. So I guess I need a motion at this point to get a vote on to go and take a vote on the approving resolution, Broth Ham, is that you?

[00:51:30] Michael J. Ham

That's me.

[00:51:30] James Malcolm

Dan Savona second it. Anyone on a question? No. All those in favor.

[00:51:36] All

Aye.

[00:51:39] James Malcolm

Please Rose.

[00:51:40] Rose Woodworth

James Malcolm.

[00:51:41] James Malcolm

Yes.

[00:51:43] Rose Woodworth

Diane Eynon.

[00:51:44] Diane Eynon

Yes.

[00:51:47] Rose Woodworth

Faye Storms.

[00:51:48] Faye Storms

Yes.

[00:51:51] Rose Woodworth

Michael Ham.

[00:51:54] Michael J. Ham

Yes.

[00:51:57] Rose Woodworth

Orlando Reece.

[00:51:58] Orlando Reece

Yes.

[00:52:00] Rose Woodworth

Daniel Savona.

[00:52:02] Daniel Savona

Yes, yes.

[00:52:04] Rose Woodworth

Richard Jones.

[00:52:06] Richard Jones

Yes.

[00:52:07] James Malcolm

Congratulations to Apherea. You're now a part of the family.

[00:52:19] Richard Jones

Good luck, good luck, Kathy.

[00:52:21] Kathy Hobbs

I was muted. (inaudible). Thank you.

[00:52:24] James Malcolm

You know what? Leave them, leave them when you got them in the palm of your hand Kathy. This is Kathy leaving Ulster County. I got to go. Best of luck. Let us know if we can do anything to help you, if you please, and utilize these programs. Comments, concerns. No dumb questions. Right.

[00:52:50] Kathy Hobbs

Absolutely, absolutely.

[00:52:52] James Malcolm

(inaudible) so much.

[00:52:53] Speaker3

I will be sure to reach out or my attorney will, and I look forward to being an active part of the community.

[00:52:59] James Malcolm

Great. Your transparency in the process was refreshing. Thank you again. You can hang around if you want if you don't want..

[00:53:08] Rose Woodworth

Your free.

[00:53:10] Faye Storms

You're free to go.

[00:53:12] James Malcolm

But you got to go.

[00:53:13] Richard Jones

This is your get out of jail card. Kathy.

[00:53:18] Kathy Hobbs

OK? I see all soon.

[00:53:23] James Malcolm

I see Mike Morella's name. I'm wondering what that's all about, but could be good, right. Ok new business contract for administrative staff. Hello, Michael.

[00:53:39] Mike Morella

How you doing Jim.

[00:53:39] Rose Woodworth

He's here for Inness.

[00:53:41] James Malcolm

Ok, great. All right, Rose, administrative staff.

[00:53:49] Rose Woodworth

So this was that our contract for administrative staff expires at the end of this month, so we need to know if the board would like to renew it, barring obviously some changes to the date. And then we now have some procurement language that all of our contracts should have put in them.

[00:54:12] James Malcolm

Ok, who would we have worked with you on that to talk to you?

[00:54:16] Rose Woodworth

Rick in Orlando.

[00:54:18] James Malcolm

Orlando. Rick. Would either one of you like to give us a quick overview of the process?

[00:54:24] Richard Jones

Orlando why don't you...

[00:54:25] Orlando Reece

I think he just wants me to talk, so I like to keep silent.

[00:54:32] Richard Jones

I'm talked out.

[00:54:34] Daniel Savona

We like when you are silent, too.

[00:54:38] Orlando Reece

We had a process. We went over our contract with our CEO and what they have and what they're implementing doing. You know, the amount of work that they've put in over the last year has been exemplary. You know, they go above and beyond with everything they've done. We looked at everything down, down from the cost of everything, you know, things that they have to do above and beyond the things that are really required by people. And we found their contract to be perfect.

[00:55:12] James Malcolm

Your comfortable with all of that. And, Rick, you would say the same.

[00:55:15] Richard Jones

Yeah. And Rose (inaudible) hourly rate is. It's very important, that hourly rate Rose and her firm does not charge us rent, does not charges for medical insurance, does not charge for the use of paper, the Internet, yada, yada, yada. So the rate that we're getting is half of Rose's normal rate. In addition to which, all of the other administrative services that go along with having somebody working for you, as well as the administrative assistant CEO in this case, we're just not paying. It's all included in that hourly rate. So...

[00:55:56] James Malcolm

You're comfortable making a recommendation, I know some of the board members have all taken, should say some of the board members have taken a look at the proposal and I can get a recommendation from our two board members to concur.

[00:56:08] Richard Jones

I recommend.

[00:56:10] Orlando Reece

Yes. I recommend highly.

[00:56:12] Faye Storms

I recommend to.

[00:56:14] James Malcolm

Thank you, Faye. Was this a voice vote? A roll call vote.

[00:56:23] Rose Woodworth

Joe, do you just think it has to be a regular vote? Rachel?

[00:56:28] Joe Scott

Yeah, regular vote is fine here.

[00:56:32] Rose Woodworth

Rose, so you just need a motion in the regular vote, don't need the roll call.

[00:56:38] James Malcolm

Ok.

[00:56:39] Richard Jones

I'll make a motion to approve the contract employing Rose as a CEO.

[00:56:44] James Malcolm

I'll second that.

[00:56:45] Richard Jones

Details provided.

[00:56:47] James Malcolm

I'll second that. All those in favor.

[00:56:50] All

Aye.

[00:56:50] James Malcolm

Opposed. Carried. So there you go. Good Rose. You get it all with a straight face. All right, that takes us to Inness.

[00:57:07] Richard Jones

Chair. I need to indicate that I'm recusing myself for the vote. Inness is also in front of the planning board of the Town of Rochester. The only piece of information I'll leave the board with is it's still before them. There's no issues but paperwork and there's no approval yet. But it's just paperwork, so.

[00:57:30] James Malcolm

Thank you, sir. Appreciate that. All right, where we have Michael, Rose. What do we got?

[00:57:37] Rose Woodworth

I'm actually going to share my screen for a letter that was sent to the board. Hopefully you all can see it if you need me to make it a little bit bigger. I could do that here. So Taavo sent us a letter letting us know what they're doing over at Inness and Mike and I can speak a little bit or if you want, you can take the lead on this.

[00:58:06] James Malcolm

Go ahead Mike, I like to hear you talk.

[00:58:09] Mike Morella

Thank you. We I had the board knows the background here and we thought it would be appropriate to write a letter to the board, let the board know. Why there the applicant is amending the their project and give those reasons, which Taavo for that here. They are not with this amendment, which would add the parcel, which the my understanding is which the new spot would be built on would be added to their project. And they're not seeking any extra benefits at all from that. So the new (inaudible) matches the old parcel, so when the lot line adjustment is made, my understanding from talking to Nadene Carney yesterday, I converse with her by email, is that they are going through the SEQR process. I believe they have a public hearing scheduled for next month. And she anticipates probably getting through that process in the next several months, probably at the latest. Rick can probably speak to it better than I can. But that's that's where we are right now. I think Taavo, I think Taavo may be on to on this.

[00:59:48] Rose Woodworth

I didn't see him.

[00:59:50] Mike Morella

Yeah, he I don't know, he may not have been able to stay or anything, but my client is obviously sorry about any inconvenience to the board, but the and put it in the letter, so that's really the, we have to a Kudos to Rose and Joe for staying on this, too, because we had difficulty getting the documentation and information that a Bill Eggers is just so busy buried under work. But he did get it to us and we were able to get it to the board. And I think we're in pretty good, pretty good shape. We have to complete naturally the SEQR review with what the town and get through that approval process and then we'll be in a position to amend things.

[01:00:45] James Malcolm

So thank you, Michael, and thank the applicant. Are there any questions for Mr. Morella? Thank you very much.

[01:00:56] Mike Morella

Well, thank you. Thanks. Thank you to the board will keep you informed. Thanks again.

[01:01:01] James Malcolm

OK, you got it. All right, that brings us the public comment. Agenda items only. I will entertain a motion to adjourn the.

[01:01:14] Michael J. Ham

Motion.

[01:01:15] James Malcolm

Do I have a second.

[01:01:17] Orlando Reece

Second.

[01:01:17] James Malcolm

OK. All those in favor.

[01:01:19] All

Aye.

[01:01:20] James Malcolm

Opposed. Carried. It's 11:05. How about we give ourselves five minutes before the CRC? Will that work for everyone?

[01:01:28] Michael J. Ham

Yeah.

[01:01:28] Faye Storms

Yeah.

[01:01:28] James Malcolm

Good stuff. Thank you again.

END OF TRANSCRIPT



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