

# UCIDA

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Ulster County Industrial Development Agency

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## ULSTER COUNTY INDUSTRIAL DEVELOPMENT AGENCY MINUTES November 14, 2018

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A regular monthly meeting of the Ulster County Industrial Development Agency was held on Wednesday, November 14, 2018, at 8:00 A.M. in the Legislative Chambers, 6<sup>th</sup> Floor, Ulster County Office Building, 244 Fair Street, Kingston, NY.

### Roll Call:

The following agency members were present:

Randall Leverette	Chair
James Malcolm	Vice Chair
Paul Andreassen	Assistant Treasurer
Richard Jones	Treasurer
Daniel Savona	Member
Michael Ham	Secretary
Faye Storms	Assistant Secretary (arrived at 8:08 AM)

Office of Economic Development Staff:

Suzanne Holt  
Evelyn Heinbach  
Kayleen Scali

UCIDA Attorney and Bond Counsel:

A. Joseph Scott                      Hodgson Russ LLP

Chief Financial Officer:

Christopher J. Rioux

Additional Attendees:

Charles Ferri	Owner, Star Vodka
Neil Alexander Esq.	Cuddy & Feder LLP
Taavo Somer	Owner, Inness NY LLC
Mike Baden	Supervisor Town of Rochester
Bill Kemble	Daily Freeman

The meeting was called to order at 8:01 A.M. by Chair Randall Leverette

P.O. Box 4265, Kingston, NY 12402-4265

### **READING OF THE UCIDA MISSION STATEMENT**

The mission of the Ulster County Industrial Development Agency is to advance the job opportunities, general prosperity and long-term economic vitality of Ulster County residents by targeting tax incentives, bonding and other assistance to foster creation and attraction of new business and the retention and expansion of existing business.

### **PUBLIC COMMENT ON AGENDA ITEMS**

No one asked for privilege of the floor. The public comment on agenda items was closed.

### **MINUTES**

**Motion:** James Malcolm, seconded by Paul Andreassen, moved to approve the minutes of the October 10<sup>th</sup>, 2018 meeting. A copy of said minutes is on file.

**Discussion:** Rick Jones asked that the language on page 4 of the October 10<sup>th</sup> minutes be revised to include "Town of Rochester" planning board.

**Vote:** The motion was unanimously adopted.

### **COMMITTEE REPORTS**

#### **Audit Committee**

Rick Jones updated the board that the Audit Committee will be holding a public meeting on December 5<sup>th</sup> at 9:00am with the Audit Firm. Pattison, Koskey, Howe & Bucci will be presenting on what and how they perform an audit.

#### **Finance Committee**

Chair Leverette stated that there was nothing to report.

#### **Housekeeping**

Chair Leverette updated the board that he has been talking with Vinnie Cozzolino who will be joining the December meeting to talk about a potential new incubator. Chair Leverette and counsel Joe Scott have been working on the Housing Policy. Once they finalize it they will send it to Governance to hold a meeting.

Chair Leverette reminded the board and staff that when we are in public session we should not mention prior applicants or new applicants' specific names.

## OLD BUSINESS

### **Star Estate Development Group**

Star Estate came before the board in 2016 and has returned with a refined application that includes a smaller project than the one originally approved by the board. The principals of Star Estate are finally ready to move forward with this project. Counsel Joe Scott informed the board that the documents before them are (1) a revised application and (2) the approval resolution from 2016. Mr. Scott explained that when a project downsizes, and no additional benefits are granted, Counsel is comfortable moving forward without restarting the application process. Chair Leverette requested that a formal application be submitted for the current board to review. Owner, Charles Ferri and his attorney Neil Alexander from Cuddy & Fedder provided the board with an overview of the project and an explanation of why this project had not yet moved forward. Mr. Ferri explained that they experienced financing issues and issues with the national historic registry, which were factors in the delay of the project. Currently, they have SBA approval and the project has been scaled down and is divided into 2 phases.

#### **Phase 1**

The goal is to open the distillery in May of 2019. Tree trimming has begun to clear the access road. Work to build a 6,000 square foot stone patio overlooking the river will begin. Tasting rooms and a merchandise room are also included.

#### **Phase 2**

Opening the grand ballroom and boutique hotel.

The revised application before the board is based on Phase 1, with job creation reflective of Phase 1 only.

## FINANCIALS

CFO, Christopher J. Rioux reviewed the financial report with the members. As per Mr. Jones request the board now receives a reconciliation form and a journal entries page. For the month of October, the IDA finished with \$789,512 in cash. The monthly activities included the closing of Landmark which had fees of \$355,551. For the month of November, the IDA will have a check for Ellenbogen and SDC.

**Motion:** James Malcom, seconded by Daniel Savona, moved to accept the financials for the period ending October 31<sup>st</sup>, 2018, as presented. (A copy of the said financial report is on file.)

**Vote:** The motion was unanimously adopted.

## NEW BUSINESS

### **Inness LLC. Project Application**

Mr. Jones recused himself. Mr. Leverette recognized Mr. Mike Baden Supervisor for the Town of Rochester.

Mr. Taavo Somer presented the board with a site plan of the old Rondout Golf Course. The plan includes 138 acres that they purchased a year ago. With this project, the site will go from an 18- hole golf course to a 9- hole golf course. Approximately 70 acres will be the golf course. The remaining land will be for the resort. The project will take the existing clubhouse and turn it into a restaurant, bar, lounge and farm stand. They will have 12 hotel rooms and additional cabins for a total of 40 keys. It will also include a spa comprised of 3 treatment rooms, a gym, an event barn, outdoor pool and tennis courts. The total project cost is 21 million of which the developers are 3.5 million in.

A discussion among the board members began as to how this project is different from the Hudson Valley Resort that just closed and what demographic they are targeting? Mr. Somer explained that they are targeting day guests and locals with memberships. Weekenders and second home owners that are visiting for the weekend will be targeted for the hotel.

Mr. Andreassen asked if this project has to go back before the planning board. Supervisor Baden stated that he thought all the approvals were good.

Job count is 10 FTE in addition to spa contractors. Mr. Somer hopes to grow the number of jobs as the project takes off.

Chair Leverette addressed Supervisor Baden to see if he is in support of the project and the PILOT. Supervisor Baden commented that the town is in support of the project. He didn't have time to review the PILOT but asked that job creation is a requirement to the continuation of the benefits of the PILOT. He feels that the project focused on the agriculture of the town which falls in line with the focus of the community.

#### **PUBLIC HEARING RESOLUTION – INNESS NY LLC PROJECT**

**Motion:** James Malcolm, seconded by Paul Andreassen, moved to approve the Resolution. (A copy of said Resolution is on file).

**Vote:** The motion was unanimously adopted.

#### **ECONOMIC DEVELOPMENT UPDATE**

Suzanne Holt updated the board that staff is working with 2 manufacturing companies, 2 tourism companies and a few others on applications but nothing has been completed.

Ms. Holt updated the board that we hosted a workforce training, she attended the Hudson Valley Taste of NY and she is going to NYC to attend a conference for Tech for Women.

Ms. Holt presented an overview and history of the Call for Projects. Businesses and non-for profits have requested financial assistance throughout the year. As a result, Ms. Holt created the Call for Projects as a way for the IDA to take money earned from large companies to help local small businesses.

Chair Leverette would like to have towns apply for grants with respect to economic development in their communities that fall within the IDA mission.

Mr. Malcolm expressed concern about returning applicants and if we are the only source of funding. A discussion followed about having a measurable performance criteria. The board requested to see a written report of performance criteria from the previous businesses that received money from the Call for Projects. Mr. Leverette requested that Faye Storms, Paul Andreassen and Rick Jones form a group to review and create a new system and criteria. Ms. Holt offered to send an updated Call for Projects application to the Chair.

#### PUBLIC COMMENT

Bill Kemble from the Daily Freeman suggested that the board review the last reports from the Hudson Valley Film Commission. He commented that they are comprehensive reports that breakdown what the Film Commission does over the course of the year. Mr. Kemble added that because of them we have a sound stage on Rt. 28 and that they use union labor. Mr. Baden stressed the importance of groups using union members in the film industry.

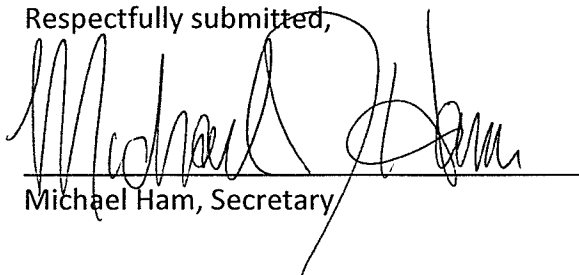
#### ADJOURNMENT

**Motion:** James Malcolm, seconded by Rick Jones, moved to adjourn the meeting.

**Vote:** The motion was unanimously adopted.

The meeting was adjourned at 9:29 A.M.

Respectfully submitted,



Michael Ham, Secretary