

UCIDA

Ulster County Industrial Development Agency

Ulster County Industrial Development Agency Minutes June 11, 2014

A regular monthly meeting of the Ulster County Industrial Development Agency was held at 8:00 a.m., Wednesday, June 11, 2014, Karen Binder Library, 6th Floor, Ulster County Office Building, 244 Fair Street, Kingston, NY.

The following agency members were present:

Michael Horodyski	Chair
Robert Kinnin	Assistant Chair/Assistant Secretary
James Malcolm	Assistant Chair/Assistant Secretary
John Morrow	Secretary – Arrived at 8:20 a.m. ¹
Steve Perfit	Treasurer

The following agency members were absent:

Paul Colucci	Assistant Chair/Assistant Secretary
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Offices of Business Services Staff:

Linda Clark
Suzanne Holt
Karl Schlegel

Ulster County Finance Office:

None.

UCIDA Attorney and Bond Counsel:

A. Joseph Scott	Hodgson Russ LLP
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Additional Attendees:

Thomas J. Briggs	Chair, Ulster County Legislature Economic Development & Tourism Committee
James Maloney	Legislator/Assessor Town of Ulster
Rachael Van Cleve	Intern, Ulster County Comptroller's Office

Chair Horodyski called the meeting to order at 8:00 a.m.

PLEDGE OF ALLEGIANCE

The members of the Agency participated in the Pledge of Allegiance to the flag.

READING OF THE UCIDA MISSION STATEMENT

Chair Horodyski read the Mission Statement of the Agency.

¹ Mr. Morrow was not present for any of the votes.

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.

MINUTES

Motion James Malcolm, seconded by Robert Kinnin, moved to approve the Minutes of the May 14, 2014, meeting. A copy of said Minutes is on file.

Vote: The motion was adopted.

FINANCIALS

Motion James Malcolm, seconded by Steve Perfit, moved to approve the financials for the period ending May 31, 2014 as presented. A copy of said Financials is on file.

It was reported that CFO Christopher Rioux had contacted Catskill Hudson Bank with reference to the Agency's Certificate of Deposit currently deposited at M&T Bank. Once the CD matures at M&T, the funds will be moved to Catskill Hudson Bank and invested in a 90 day Certificate of Deposit. Suzanne Holt was also asked to contact CFO Rioux about an additional Certificate of Deposit investment whereby additional funds would be invested for 6 months.

COMMITTEE REPORTS

Audit Committee

Committee Chair Steve Perfit reported that the Audit Committee had not met.

Governance Committee

In the absence of Committee Chair John Morrow, Chair Horodyski reported that the Committee had met on June 6, 2014. A copy of said Minutes is on file. Chair Horodyski stated that Bond Counsel is putting together a standing agreement for the transfer of money between the Agency and the UCCRC. This will guarantee the continued funding of the UCCRC. Additionally, at the request of County Executive Hein, the members of the committee considered the implementation of a Labor Policy that would mandate the use of local labor during the construction phase of a project. The consensus of the committee was to encourage local labor on these projects when we can. We don't want it to be necessarily prohibitive to put us at a competitive disadvantage, but by the same token encouraging and certainly at some level, requiring if we could, the use of local labor from Ulster County and contiguous counties to Ulster. He did not think it would hurt.

Mr. Steve Perfit asked encourage or mandate?

Chair Horodyski responded that was the question. What we would like to do is look at the Points Calculator and maybe try to incent the use of local labor via the Points Calculator. Instead of necessarily requiring it, if you use it, you get a bigger bang for your buck.

Mr. James Malcolm stated it provides the opportunity to "tweak" it; it either grows into something that you feel development wise, not to say you make it mandatory but strongly encourage or it's not helping.

Chair Horodyski stated that the committee was all on board when we can encourage the use of the Hudson Valley labor force for the construction aspects of our projects. He thought they were all on board that that was a good idea. Ms. Holt was going to put together some drafts. He felt that it was important that Counsel Scott be present at the next meeting of the Governance Committee.

Ready2Go

Ms. Holt reported that no meeting had been held.

GUARANTEED JOBS PROGRAM

Ms. Holt stated that she supplied all the materials to the members of the Agency. County Executive Hein's Guaranteed Jobs Program was proposed after hearing from local manufacturers that if there was just somebody who had this one training, they would hire them. She has worked with SUNY Ulster and BOCES. Interestingly there is an overwhelming need for work readiness skills. SUNY Ulster, BOCES and the Office of Employment and Training have put together a nine week training program. The first three weeks are work readiness and then after that there will be a closed job fair. At this point manufacturers will have to commit to hiring somebody if they finish the training for a minimum of one year. Several manufacturers have committed, while others are still considering. The thought is that it will cost pretty much the same for one as for twelve. This is PILOT program; the goal is to make it self sustaining, but right now it is just a PILOT. She is meeting with SUNY Ulster, BOCES and the One-Stop to determine when they will start and what the timing constraints are.

Mr. Malcolm asked how the recruitment was going to run. It has to be an open recruitment.

Ms. Holt responded that it basically can come from any source to the Office of Employment and Training. Is there a place that we should be advertising this?

Mr. Malcolm you may want to send it out to the school districts, BOCES.

Ms. Holt stated that these will be full-time jobs.

Chair Horodyski reminded the members that the Agency is considering contributing \$48,000 to the program. \$4,000 per student, for a total of 12 students.

Counsel Scott stated that this was clearly within the mission of the Agency. His recommendation is that that the Agency would enter into a contract for services. The contract would be with SUNY Ulster and/or BOCES.

Mr. Robert Kinnin stated that the Ulster County Regional Chamber of Commerce had an OJT Program; he did not know if it was still in existence. At one time, his company made use of it and was very successful. He wondered if Ms. Holt had contacted Ward Todd or Bob Hirsch at the Chamber.

Ms. Holt responded that she did not know about their On The Job Training, but the Office of Employment and Training actually has a good program right now. They will pay 90% of the employees training. She did not know if it is the same program the Chamber was advertising It probably is the same program.

Mr. Kinnin did not know but clearly when this is kicked off they should at least know about it.

Ms. Holt stated that she has talked to the Chamber because she was trying to find all the manufacturers that might benefit from this program. She wanted to make sure that every manufacturer was included in this program as well.

Chair Horodyski stated that the \$48,000.00 is to start it; the expectation is that eventually the businesses will pay for the training.

Motion: Steve Perfit, seconded by Robert Kinnin, moved to approve the one-time request of \$48,000.00 to the Guaranteed Jobs Program.

Vote: The motion was adopted.

OLD BUSINESS

ARHC BCKNGNY01 – LaSalle Benedictine

Counsel Scott stated that there was nothing more to report. They are moving forward, but if you recall at the last meeting, he had reported based upon information that had been given to him, that they had reached settlement with the City and the Corporation Counsel was going to present the settlement to the Finance Committee and that did not happen. It never got presented. It is off a month. It has been an interesting process to watch. The Agency has given them an avenue to address it by saying look we will move forward as approved at the last meeting, as long as you put all the termination documents in escrow and if you don't reach agreement, then we will terminate the transaction. Their problem, they being the seller and the purchaser, is that they were relatively comfortable with that risk knowing that once the Finance Committee of the City had approved the resolution that it would happen. Their concern entering into the Escrow Agreement now is that the City will come back and use that as leverage to start over again with the negotiations. We are doing what we need to do to facilitate the transaction; it is really the parties, including the City, that have been a little bit slow on that.

Chair Horodyski stated that as we all recall we are doing this to basically protect our taxing jurisdiction and trying to make sure that they have received everything that they deserved under the PILOT Agreement.

14 Pine Street – Blue Haven Hosiery

Counsel Scott stated that the Agency's papers are out; they are still working on local approvals. We are ahead of them. The Agency is not going to get a call asking where the documents are.

Ulster Commons

Counsel Scott stated that he has followed up. He expected to receive a revised application for today for holding another public hearing because if you recall the project applicant appeared at the last meeting indicating that he needed to change the location given the noise situation. Their counsel reported to him that they are behind in getting the application done. They would have it for the July meeting. The reason they are behind in getting the application to us is that they have been focusing on opening up the medical office building project. We have a plan and we are moving forward at the July meeting.

Correspondence from Shaw, Perelson, May & Lambert, LLP

Chair Horodyski stated that members of the Agency received individual addressed copies of a letter sent to him by Shaw, Perelson, May & Lambert, LLP with reference to the New Paltz Central School District. The New Paltz School

District had sent the Agency a letter and they were displeased that we had not responded in a timeframe that they expected. Counsel Scott shortly after drafted a letter to the school district, delivered it to the attorney, basically setting forth the fact that we will and continue to do and we stressed that we will try to structure PILOTs in a way that will alleviate any of the potential impacts to the taxing jurisdictions as we had promised to do all along. We have not heard anything back.

NEW BUSINESS

Introduction of New Staff

Ms. Holt introduced Karl Schlegel the newest member of the Office of Economic Development to the members of the Agency. Previously Mr. Schlegel worked for the County Executive as a Financial Analyst with ACE.

Resolution 157

Ms. Holt believed that the report to the Legislature would be complete and filed by next Friday, June 20, 2014.

FOIL Request from the Town of New Paltz

Supervisor Zimet was expected to review the files in the next several days. Once she has indicated what documents she wished copied, an invoice would be generated. Upon receipt of payment the copies would be released.

Nevele

Ms. Holt reported that she and counsel would be meeting with Paul Hakim representing the Nevele immediately following the conclusion of this meeting.

PUBLIC COMMENT

Chair Horodyski opened the meeting for public comment. There were no individuals who requested the Privilege of the Floor. The public comment section of the Agenda was closed.

ADJOURNMENT

Motion: James Malcolm, seconded by Robert Kinnin, moved to adjourn the meeting

Vote: The motion was adopted.

The meeting was adjourned at 8:25 a.m.

Respectfully submitted,

John Morrow
Secretary