

Town of Montgomery Industrial Development Agency Meeting
Town of Montgomery Government Center
110 Bracken Road
Montgomery, New York 12549
<https://www.facebook.com/TownofMontgomeryOfficial/>

Tuesday, September 08, 2020
1:00 PM

Present: Jeffrey D. Crist, Chairman
John Dickson, Second Vice Chairman
Matthew P. Stoddard, Treasurer and Member
Randi Greene, Member
Robert Santo, Member

Absent: Edwin Williams, First Vice-Chairman

Also Present: Conor Eckert, Executive Director
Robert McLaughlin, Attorney for the IDA
Alexander Ambrov, Acquisitions Marketing
Suzanne Hadden, Secretary
Members of the Audience

AGENDA

1. Call to Order and Declaration of Quorum
2. Approval of August 11, 2020 Meeting Minutes
3. Public Comment on Items on the Agenda
4. State Disaster Grant Program
5. Local Labor – Monthly Update
6. Uniform Tax Exemption Policy – Update and Discussion
7. Executive Director’s Report
8. Financial Report for August 2020
9. Other Business

Next meeting scheduled for October 13, 2020

Adjournment

Call to Order and Declaration of Quorum

Chairman Crist called the meeting to order and introduced the board and staff. In opening this meeting, I would like to make a couple of comments to share. I know the IDA is moving forward, we show our response to many public comments received over the last year and also the many opportunities that present themselves to the Town of Montgomery, that the Montgomery IDA looks forward to following our Mission Statement and taking advantage of. We do value transparency, accountability and accessibility along with this board's public service motivation to serve our town with the addition of new board member and a full time executive director, we are pursuing a strategic mission of smart development which will be reflected in our efforts to update our Uniform Tax Exemption Policy. Likewise, the dedication to our website continued use of an ida email system and increased community presence as assists us in our growth as an organization. Increased professionalism, new ideas and dedication to the community have resulted in a community direction and process. We take pride in being one of a handful of ida's in New York State that have developed a small business grant program for PPE. We are also excited to move forward with our updated UTEP, which is one of the more forward thinking innovative, development focused policies in New York State. We take seriously, as I said in the beginning, the values of transparency, accessibility and sustainability and will continue to abide in these values in our continual efforts to forward the mission of the ida.

Approval of August 11, 2020 Meeting Minutes

Second Vice Chairman Dickson motioned to accept the August 11, 2020 meeting minutes as presented, seconded by Member Greene. A roll call of the board was taken, all in favor, all ayes, First Vice Chairman Williams was absent, motion carried.

Public Comment on Items on the Agenda

Beverly Mertz, audience – Did you receive my email this morning?

Chairman Crist – Yes.

Mrs. Mertz – Thank you.

Supervisor Maher – I would like to thank everyone and Conor specifically for all the work he has done in terms of the Uniform Tax Exemption Policy. This is exactly what we talked about doing in the beginning of the year. With everything that took place, with COVID, you focused your attention to help with the State Grant Program and in spite of all that and through all of that because of the hiring and support for the executive director and the cohesiveness that this board has created; you guys have done a tremendous job and I cannot wait for the public to see what you are doing with your UTEP policy. It is exactly what I believe the majority of the community is talking about, the type of business that we want to bring here to the Town of Montgomery. I think you are all doing a tremendous job. I am super excited for the public to see this document, make their comments, make it even better through those comments and for us to adopt a UTEP that makes sense for us moving forward.

Public Comment on Items on the Agenda

Supervisor Maher - It is going to be tremendous along with the work ethic of a person like Conor and the board members who are being as involved as they are being. Thank you for the job you are doing, I look forward to hearing the public's comments and seeing how the conversation furthers in relation to UTEP.

State Disaster Grant Program

Executive Director Eckert – Updated the board on the state disaster grant program.

Member Greene – What are we doing to actively reach out to them now that we have gotten a couple of applications and you can see who is spending the most on the PPE, how are you reaching out to the other businesses that are similar?

Mr. Eckert – Reaching out directly and through our social media posts. I am working directly with the applicants to ensure they meet the criteria and doing direct outreach to local businesses to let them know this program exists and how we want to use it to help our community.

Local Labor – Monthly Update

Mr. Eckert – Stewart Holdings is still 100% local labor compliant and Sailfish has handed in all necessary documentation to Loewke Brill and we do have extending calls into Sailfish representatives every two-weeks to make sure we are on the same page with moving forward with the project.

Uniform Tax Exemption Policy – Update and Discussion

Mr. Eckert directed everyone to Page 8 of the draft updated policy and reviewed the changes with the board. He reviewed the draft updated 15-year PILOT strategic schedule to attract companies involving technical, innovation, advanced manufacturing. He then reviewed the 10-year schedule that would relate to communication, insurance, professional office, recreation, warehouse and distribution uses. He described a possible new adaptive reuse schedule qualifying commercial for new construction and solar, these will be included in the updated UTEP policy.

A brief discussion was held amongst the board regarding the Local Labor Policy being part of the updated UTEP, how the applicants would be reviewed as to what they are applying for, the number of years for the solar PILOTs, how often the board policies should be updated, the current ida application fee schedule and the possibility of having a reverse PILOT agreement.

Attorney McLaughlin – What I have prepared is a draft Resolution that would authorize you to send a letter out to the effective taxing jurisdictions notifying them of a public hearing for the updated UTEP policy.

A discussion was held on the statute regarding notification requirements.

Uniform Tax Exemption Policy – Update and Discussion

Attorney McLaughlin stated 30-days is appropriate for the noticing of the public hearing. He reviewed the draft Resolution and letter to the taxing jurisdictions with the agency. A discussion was held on what date to hold the hearing and what should be posted on the website.

Treasurer Stoddard motioned to adopt the Resolution for the Uniform Tax Exemption Policy update, for a public hearing to be held on Tuesday, October 13, 2020 at 1:00 p.m., seconded by Member Santo. A roll call of the board was taken. All in favor, all ayes, First Vice Chairman Williams was absent, motion carried.

Treasurer Stoddard motioned for notice that the current IDA UTEP is being evaluated and the agency would require that new applications abide by the revised adopted UTEP, seconded by Member Santo. A roll call of the board was taken. All in favor, all ayes, First Vice Chairman Williams was absent, motion carried.

Treasurer Stoddard – If this policy is tweaked a little, what does this do for the motion that we made?

Attorney McLaughlin – For the first motion, absolutely nothing. The whole goal of having a public hearing is to take those public comments and then tweak or change or modify the UTEP consistent with those public comments. At the approving meeting, you would identify the comments you received and how you addressed them. If you make changes or the board determines, thank you for the comments, but we do not need to make any changes or address them. The second part is when you would accept new applications, that is when you would approve the new UTEP. I find it highly unlikely that there could be such a dramatic change that this policy is totally inconsistent with the draft that you are sending out. We can debate that depending on what comments are received.

Executive Director's Report

Mr. Eckert updated the agency on key actions that have taken place in August. He discussed working with the COVID grant program allocations, the UTEP update, working with the Town's Comprehensive Plan leadership to make sure that the Corridor Study benefits the comp. plan process, the satisfied brief audit from the New York State Comptroller's office, that closed in two-days. All documents have been updated and all questions have been answered. The working on the continuation of tech strategy and private sector in Albany that trains young adults on how to use computers and technology to enter the tech workforce space. Mr. Eckert spoke about the Wall Radio talk show that he recently was a guest on. He discussed his work with Acquisition Marketing in developing a possible logo for the ida. Some examples were given to the members. He also discussed his idea about creating a digital marketing campaign, with brochures about successes of Montgomery, with future letters to the editors and a work force development analysis with either the school district or Orange Ulster Boces for the training of the youth to retain them as projects come in and they can fill these and future jobs.

Executive Director's Report

Member Santo - Have you given any idea to looking at our town logo and suggesting some changes to Brian?

Mr. Eckert – We are looking into that.

Member Santo – I would like to have some input to that.

Financial Report for August 2020

Treasurer Stoddard reviewed the financial report for August 2020.

Second Vice Chairman Dickson motioned to accept the August 2020 report as presented, seconded by Member Santo. A roll call of the board was taken. All in favor, all ayes, First Vice Chairman Williams, and Member Greene were absent, motion carried.

Other Business

Mr. Eckert – Discussed with the board the presented logos and possibly incorporating it with the town's logo. He discussed the extra cost of adding a new section to the website.

A brief discussion was held on the current cost of the maintenance and storage on the website.

Second Vice Chairman Dickson motioned for the authorization of up to \$ 1,000.00 for the executive director to be able to spend on further development of the ida logo, seconded by Member Santo. A roll call of the board was taken. All in favor, all ayes, Vice Chairman Williams, and Member Greene were absent, motion carried.

Second Vice Chairman Dickson motioned to authorize the proposal for \$1,600.00 to enhance the website, seconded by Member Santo. A roll call of the board was taken. All in favor, all ayes, First Vice Chairman Williams, and Member Greene were absent, motion carried.

Mr. Eckert discussed the idea and cost of a website digital marketing campaign with the agency.

Next meeting is scheduled for October 13, 2020.

Second Vice Chairman Dickson motioned to adjourn the meeting, seconded by Member Santo. All in favor, all ayes, Vice Chairman Williams, and Member Greene were absent, motion carried.

Respectfully Submitted,

Suzanne Hadden, Secretary