



REGULAR MEETING OF THE
TOWN OF MONTGOMERY INDUSTRIAL DEVELOPMENT AGENCY
110 Bracken Road
Montgomery, New York 12549 www.montgomeryida.com
(845) 457-2661

September 9, 2025

AGENDA (*Draft Agenda Subject to Change)
1:00 PM

1. Call to Order and Declaration of Quorum
2. Approval of the August 12, 2025 Meeting Minutes
3. Public Comment on Items on the Agenda
4. Executive Director's Report
5. Financial Report
6. Prime Metal Corp. IDA Application- *Peter Schrumpf, Owner, Presenting * TBD (Still awaiting final application)*
7. IDA Term Cycle Vote Consideration
8. 2026 Draft Budget Vote Consideration to Approve and Submit to ABO
9. Other Business
10. Adjournment
11. Next Regular Meeting Scheduled for September 9, 2025 at 1:00 p.m.

The meeting shall be live-streamed and be available for viewing at the following sites:
<https://acquisitionsmarketing.com/> <https://www.youtube.com/@TownofMontgomeryIDA>

Montgomery ID,
110 Bracken Roa
Montgomery, New York 1254
www.montgomeryida.com
(845) 457-260



TOWN OF MONTGOMERY INDUSTRIAL DEVELOPMENT AGENCY MEETING MINUTES

**August 12, 2025
1:00PM**

PRESENT:

J. Thomas Jones – Chairman
George DeClue – First Vice Chair
Robert Santo – Second Vice Chair
Matt Stoddard – Treasurer
Jose Hernandez – Member
Stacey Hillman – Member
Greg Hoover – Member

Vincent Rouhotas – Executive Director
Lauren Rowley – Secretary
Kelly Naughton – Naughton & Torre LLP
Livestream Services, Acquisitions Marketing

ABSENT:

NOTE: Conference Call Line – No calls.

AGENDA

- 1. Call to Order and Declaration of Quorum**
- 2. Approval of the July 8, 2025 Meeting Minutes**
- 3. Public Comment on Items on the Agenda**
- 4. Executive Director's Report**
- 5. Financial Report**
- 6. IDA General Counsel RFP Discussion and Vote**
- 7. IDA Term Cycle Discussion – Proposed 5 Year Term Cycles**
- 8. 2026 Draft Budget Review and Vote Consideration**
- 9. Other Business**
- 10. Adjournment**

Next Regular Meeting scheduled for Tuesday, September 9, 2025 at 1pm.

Meeting

1. Chairman J. Thomas Jones called the meeting to order and introduced the board members in attendance. A quorum was present.
2. A motion was made by Stacey Hillman to approve the July 8, 2025 meeting minutes, which was seconded by George DeClue. All board members except Robert Santo were in favor, none opposed. Robert abstained as he was not present at the July meeting. Motion carried.
3. There was no public comment on items on the agenda.
4. Vincent Rouhotas gave his Executive Director report to the board. (Attached.)
5. Matt Stoddard read the July Financial Report. (Attached.)

A motion was made by Robert Santo to accept the July Financial Report, which was seconded by George DeClue. All board members were in favor, none opposed. Motion carried.

6. Vincent Rouhotas explained that a Request for Proposal (RFP) was put out to solicit proposals for general counsel for the IDA and received responses from 3 firms, Bleakley Platt & Schmidt, Drake Loeb, and Harris Beach Murtha. All the RFPs came back pretty competitive in price, but after reviewing them all further and receiving recommendations, Vincent recommend that the board select Lino Sciattetta from Bleakley Platt & Schmidt as general counsel moving forward. He is the general counsel for the Orange and Rockland County IDA's and has almost 30 years of experience practicing municipal law and a full-service firm behind him. The firm's main office is located in Rockland County.

Ashley Torre advised that the motion would be to select Bleakley Platt & Schmidt as agency counsel effective August 13, 2025 as set forth in their proposal submitted on July 15, 2025. A motion was made by Robert Santo to accept the motion as stated by Ashley Torre, which was seconded by Jose Hernandez. All board members were in favor, none opposed. Motion carried.

Vincent Rouhotas thanked Ashley for her service and stated it has been a pleasure to work together.

J. Thomas Jones echoed Vincent's sentiments and also thanked Ashley for giving the IDA ample notice about her decision to step back from practicing law, allowing the board to plenty of time to select new counsel.

7. J. Thomas Jones opened the discussion about terms for IDA board members. J. Thomas Jones clarified that the discussion is about terms, not term limits, and thanked the supervisor and town board for allowing the IDA to take control of this conversation and decide what works for the IDA. Terms of 3-5 years seem to be the norm. The town boards are 3 or 5 years. The Orange County IDA has 3-year terms. J. Thomas Jones emphasized the importance of the entire board not being displaced at the same time and terms coming up for renewal all at the same time to allow for continuity with the board.

Vincent Rouhotas added that today is just a discussion, the board will vote on it at the September board meeting.

J. Thomas Jones said that he is used to 3-year terms, but would support 3 or 5.

Vincent Rouhotas laid out how the proposed timeline for current board members. J. Thomas Jones, Matt Stoddard, and Bob Santo (the most long-standing board members) would be reappointed in January 2026. The two next most senior members- George DeClue and Stacey Hillman- would be reappointed in January 2027 and Jose Hernandez and Greg Hoover (newest members) would be reappointed in January 2028.

J. Thomas Jones shared that Robert Santo had expressed prior to the meeting that he would not be seeking reappointment.

Jose Hernandez echoed what J. Thomas Jones said about keeping continuity with the board. He added that he is unsure about term limits because finding and keeping people who want to serve can be challenging, but is in favor of the current discussion of terms, which would be renewable.

Stacey Hillman agreed that there should be some kind of limitation, but feels like the newer people should be able to fulfill a 5-year term before their reappointment.

Vincent Rouhotas clarified that these terms would not be retroactive. The 5-year terms would officially reset on the reappointment dates proposed above.

Stacey Hillman also questioned if the IDA is able to change their bylaws.

Ashley Torre said that you can definitely amend your bylaws, but there is a process you must follow. Should the IDA choose to do that, new counsel could help work up the language and the proposed amendment. They would need to investigate the specific process of adding terms.

Stacey Hillman further stated that she didn't see terms in any other IDA's bylaws.

Ashley Torre stated that other IDAs may just set the term with the appointing resolution instead of changing their bylaws.

Matt Stoddard stated that he is not against term cycles, but is not sure about the rolling schedule. He thinks current board members should be grandfathered in, as that is his experience with the other boards he is involved with.

George DeClue stated that he is ok with 3- or 5-year terms.

Robert Santo believes that 5 years is a long time and thinks 3 is better.

Greg Hoover is ok with 3- or 5-year terms. He also questioned if existing members would have to interview again.

Vincent Rouhotas said no. The board would just confirm you want to be reappointed.

J. Thomas Jones thanked everyone for their input and encouraged board members to send any other feedback they have to Vincent. He, Matt, and Vincent will re-group in a few weeks and put together the actual structure that will be proposed to the entire board in September.

8. Vincent Rouhotas shared that the budget needs to be submitted to the ABO 90 days before the end of the fiscal year. The finance committee needs to review it and submit it to the IDA board and then it needs to go to the Town Board for review and be open to public comment for 20 business days.

Vincent Rouhotas read through the budget.

A motion was made by Jose Hernandez to send the proposed budget to the town, which was seconded by Stacey Hillman. A vote was taken by roll call.

Jose Hernandez – Aye
Stacey Hillman – Aye
Matt Stoddard – Aye
Robert Santo – Aye
George DeClue – Aye
Greg Hoover - Aye
J. Thomas Jones – Aye

Motion carried.

9. George DeClue asked if there was any update with the Milk Factory.

Vincent Rouhotas said there is no real movement there, they are just adamant that their financing is coming.

10. Robert Santo made a motion to adjourn the meeting, which was seconded by George DeClue. All board members were in favor, none opposed. Motion carried.

Next regular meeting of the Montgomery IDA: Tuesday, September 9, 2025 at 1pm.

These minutes were transcribed by Lauren Rowley, Secretary of the Montgomery IDA.



Executive Director's Report September 9, 2025 Board Meeting

Key Matters

- **New General Counsel** – Welcome to **Lino Sciarretta** and **Bleakley Platt & Schmidt**, who have officially joined as the new General Counsel for the IDA.
 - **2026 Draft Budget** – Submitted to the Town and posted online for public review.
 - **FOIL Request** – Received from Drake & Loeb, requesting the RFPs received for general counsel.
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Project Updates & Business Development

Advanced Manufacturer – Advancing talks with a manufacturing company considering a Montgomery site for an advanced manufacturing facility. This project has strong potential for significant capital investment and good-paying jobs for our community.

Prime Metal Corp – Ongoing discussions with Prime Metal Corp (Walden) regarding their expansion project to build a freight rail site on Bracken Rd. The expansion is expected to create ~25 new jobs and allow for efficient product movement by rail. Their IDA application is nearly complete and anticipated for submission ahead of this board meeting. Lino and I met with them to review the application process.

Wyndham Hotel – A local developer is moving forward with a site in Montgomery for a Wyndham-branded hotel. I have emphasized the demand for a hotel given the growing film industry investment in the Town. The developer has expressed the need for IDA benefits to move the project forward.

Choice Films – Successfully negotiated a lease of 112 Bracken Rd with Choice Films for production office space, generating new revenue for the Town. Additionally, Choice Films has expressed interest in building a **second film studio** in Montgomery, supported by potential IDA incentives. They have begun developing site plans for the new facility, further establishing Montgomery as a hub for the film industry in Orange County.

Circus Warehouse, Walden – Met with the owners of a proposed 80,000 sq. ft. expansion of the former circus warehouse in Walden. The project is in planning stages, with the intent to house manufacturing operations. They have requested IDA policies and an application to evaluate incentives.

46 Edmunds Ln (Walden) – Connected with the broker for this fully approved and engineered site (195,000 sq. ft.). No off-site improvements are required, making it ideal for manufacturing. The site has been added to our inventory and marketing materials, and is actively being promoted to site selectors.

Tourist Rail Attraction – Discussions are advancing with a company planning to operate a tourism and passenger rail service from Walden to Warwick. They are working with the rail line owner to secure operating rights. If successful, operations are anticipated to launch by Q4 2026, with Walden as their base of operations.

Meetings & Events

NYSEDC x NewYorkBio Webinar – Attended a session introducing a new website resource for life science and biotech companies considering New York. The platform will include facilities listings, funding opportunities, job postings, and more, with future plans to allow towns and counties to submit available sites.

Orange County Partnership Economic Development Roundtable – Participated in a collaborative roundtable hosted by the OCP with economic development leaders from across the County. The discussion focused on aligning efforts, sharing best practices, and identifying smart growth opportunities. Plans are underway to make these meetings recurring.

Choice Films Stage Tour – Coordinated a tour of the new production stages for Supervisor Brescia. We observed live filming of *Best Medicine* (Fox). With one of four stages active, 150 high-paying union jobs are currently on-site. Once fully operational, employment is expected to reach 500–600. This facility represents a remarkable investment and economic driver for Montgomery.

Curasi Realty Podcast – Served as a guest on Curasi Realty's commercial realtor podcast to discuss how realtors can partner with the IDA to drive new development. The episode also provided an educational overview of IDA programs and incentives. Once posted, the podcast will be available on Spotify.

Council of Industry Annual Golf Outing – Participated as a guest of NBT Bank. The outing provided valuable networking opportunities with Hudson Valley manufacturers and Council of Industry leadership.

Five Point Strategic Advisors – Held an introductory Zoom meeting with the President & CEO of Five Point, a site selection and incentives consulting firm. We discussed current trends in site selection and I presented our Montgomery marketing deck. The conversation was productive, and I intend to continue building this relationship.

Marketing with Acquisitions Media – Met with Acquisitions Media to refine our marketing and social media strategy and alter our scope of services while staying at the same price of our current agreement. We are shifting from one static post per month to four posts monthly, including video content. Future content will highlight available sites, workforce programs, and Montgomery's strategic location in the Northeast market.

SUNY Orange Workforce Development Collaboration- I connected with Vice President of SUNY Orange Workforce Development, Strategy, and Innovation, Dr. Jean Leandre to make an introduction and discuss how the IDA can collaborate on workforce development initiatives and joint market SUNY Orange's programs to site selection consultants and advanced manufacturing companies to show that the Town of Montgomery has the available skilled workforce to accommodate new advanced manufacturing investment to the Town. Dr. Leandre was very happy that I reached out and invited me to meet in person on SUNY Orange campus to tour their newly renovated workforce development spaces. He believes there is strong potential for SUNY Orange to collaborate with the IDA and was very encouraged by our focus to attract high skilled, good paying industries to the town as it aligns with their strategic plan. We are in the process of scheduling the meeting and tour and I invite any board members to accompany me for the meeting.

OCP ABG Summer Meeting – Urban Revitalization Roundtable – Attended a panel discussion featuring the mayors of Newburgh, Middletown, and Port Jervis, who shared their cities' strategies for revitalization. Key discussions included the importance of investing in infrastructure and addressing the work force housing shortage by advancing the adaptive reuse of underutilized properties to create new affordable housing. The conversation reinforced that affordable housing remains a major priority at both the county and state level, as it is essential for workforce development and attracting higher-paying industries. Without meaningful progress in this area, warehouse development will continue to dominate as the primary industry targeting our region.

Respectfully submitted,
Vincent Rouhotas
Executive Director



TOWN OF MONTGOMERY
INDUSTRIAL DEVELOPMENT AGENCY
110 BRACKEN ROAD
MONTGOMERY, NY 12549

Monthly Statement
Orange Bank & Trust

8/31/2025

PUBLIC FUND MUNI (3366)

| | | | |
|----------------------|--|----|----------|
| | Checkbook Beginning Balance from last report----- | \$ | 5,339.87 |
| <u>ADD</u> | Deposit----- | | |
| | | \$ | 5,339.87 |
| <u>CHECKS</u> | | | |
| 122 | Naughton & Torre LLP----Inv 33576----- | \$ | 510.00 |
| 123 | Acquisitions Marketing----Inv # 6/25/2025-7/22/25----- | \$ | 2,100.00 |
| 125 | Vincent Rouhotas----5/1-8/12/25 expenses----- | \$ | 688.50 |
| | | \$ | 3,298.50 |
| | Checking Account Balance | \$ | 2,041.37 |

SAILFISH ESCROW ACCT (8008)

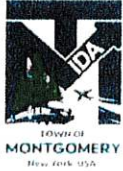
| | | | |
|----------------------|----------------------------------|----|----------|
| | Checkbook Beginning Balance----- | \$ | 3,212.00 |
| <u>ADD</u> | | | |
| <u>CHECKS</u> | | | |
| | Checking Account Balance | \$ | 3,212.00 |

KEY CAPTURE ENERGY (4109)

| | | | |
|----------------------|-----------------------------|----|----------|
| | Checkbook Beginning Balance | \$ | 1,480.00 |
| <u>ADD:</u> | | | |
| <u>CHECKS</u> | | | |
| | Checking Account Balance | \$ | 1,480.00 |

CITY WINERY ESCROW (4112)

| | | | |
|----------------------|-----------------------------|----|--------|
| | Checkbook Beginning Balance | \$ | 580.00 |
| <u>ADD</u> | | | |
| | | \$ | 580.00 |
| <u>CHECKS</u> | | | |
| | Checking Account Balance | \$ | 580.00 |



TOWN OF MONTGOMERY
INDUSTRIAL DEVELOPMENT AGENCY
110 BRACKEN ROAD
MONTGOMERY, NY 12549

Monthly Statement

8/31/2025

Pg 2 Cont.

MMDA MUNICIPAL (4593)

| | | |
|-------------------|-----------------------------|---------------|
| | Checkbook Beginning Balance | \$ 286,146.25 |
| <u>ADD</u> | Interest----- | \$ 511.54 |
| | | \$ 286,657.79 |

CHECKS

Checking Account Balance \$ 286,657.79

HUDSON VALLEY COUNTRY CLUB (3062)

| | | |
|-------------------|-----------------------------|-------------|
| | Checkbook Beginning Balance | \$ 7,187.00 |
| <u>ADD</u> | | \$ 7,187.00 |

CHECKS

Checking Account Balance \$ 7,187.00

PUBLIC FUND- BANK CARD (2940)

| | | |
|-------------------|-------------------|-------------|
| | Card Balance----- | \$ 1,302.67 |
| <u>ADD</u> | | \$ 1,302.67 |

WITHDRAWAL

| | | |
|----|-------------------------|-----------|
| AW | Google---Gsuite----- | \$ 272.05 |
| AW | Sweeneys Irish Pub----- | \$ 49.09 |
| | | \$ 321.14 |

Checking Account Balance \$ 981.53

| | CURRENT 8/31/2025 | LAST MEETING 7/31/2025 | CHANGE |
|--|----------------------|---------------------------|----------------------|
| Orange Bank & Trust (3366)----- | \$ 2,041.37 | \$ 5,339.87 | \$ (3,298.50) |
| Orange Bank & Trust - Sailfish Escrow Acct (8008)----- | \$ 3,212.00 | \$ 3,212.00 | \$ - |
| Orange Bank & Trust Key Capture Energy Escrow (4109)---- | \$ 1,480.00 | \$ 1,480.00 | \$ - |
| Orange Bank & Trust City Winery Escrow (4112)----- | \$ 580.00 | \$ 580.00 | \$ - |
| Orange Bank & Trust Money Market (4593)----- | \$ 286,657.79 | \$ 286,146.25 | \$ 511.54 |
| Orange Bank & Trust Hudson Valley Country Club (3062) | \$ 7,187.00 | \$ 7,187.00 | \$ - |
| Orange Bank & Trust-Public Fund Bank Card (2940)----- | \$ 981.53 | \$ 1,302.67 | \$ (321.14) |
| TOTAL | \$ 302,139.69 | \$ 305,247.79 | \$ (3,108.10) |