

UCIDA

Ulster County Industrial Development Agency

**Ulster County Industrial Development Agency
Minutes
July 8, 2015**

A regular monthly meeting of the Ulster County Industrial Development Agency was held at 8:00 a.m., Wednesday, July 8, 2015, 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	Secretary
Floyd Lattin	Treasurer
James Malcolm	Assistant Treasurer
John Morrow	Vice Chair
Mary Sheeley	Member

The following agency members were absent:

John Livermore	Assistant Secretary
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Office of Economic Development Staff:

Robin Brophy
Linda Clark
Christopher Fury
Suzanne Holt

UCIDA Attorney and Bond Counsel:

A. Joseph Scott	Hodgson Russ LLP
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Additional Attendees:

Geddy Sveikauskas	Ulster Publishing
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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.

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 John Morrow, seconded by James Malcolm, moved to approve the Minutes of the June 10, 2015, meeting. A copy of said Minutes is on file.

Vote: The motion was adopted.

FINANCIALS

No financial reports/statements were presented.

COMMITTEE REPORTS

AUDIT COMMITTEE

Committee Chair Floyd Lattin reported that the committee had not met.

GOVERNANCE COMMITTEE

Committee Chair John Morrow reported that the committee had not met.

READY2GO

Ms. Suzanne Holt stated that there was no report.

OLD BUSINESS

RFP – Uniform Tax Exemption Policy

Chair Horodyski stated that at the last meeting of the Agency representatives of Fairweather Consulting and CGR were present to discuss the RFP whereby they were asked to take a look at the PILOTs Point Calculator, the Matrix and the Uniform Tax Exemption Policy to find some improvements and/or efficiencies within the documents.

The Chair opened the subject up for discussion; comments included, but were not limited to the following:

- Both presentations were interesting, but nothing jumped out that would lead us to indicate that what we are doing is not correct or that we need help.

- Neither proposal offered something that we could not do ourselves.
- There were parts of each proposal that were good and others that were not attractive.
- CGR RFP response was slightly more thoughtful than the Fairweather response.
- It was believed that the current UTEP addressed the accountability, clawback issues.
- There are other counties that are modeling themselves after our Agency. Ms. Holt is contacted for advice and samples.

A motion was offered by James Malcolm that the Agency would stay “pat” for now with what we have with our UTEP and revisit this at some point in the future. There was no second to this motion.

Mr. Lattin thought that Governance was going to revisit the UTEP with reference to those things that went into the calculator. Are we talking about just leaving it in place?

Mr. Morrow responded that Governance is going to do that. We do not have a “broken wheel”; but the wheel certainly needs some grease and Governance is going to work on that and bring it back to the board with a proposal.

Mr. Lattin thought that there were parts of the UTEP that seemed a little stale in the formula.

Chair Horodyski suggested that one of the things that the Agency could do would be to host a public hearing. Let the public give us some sense of what they think is wrong or what they would like to see different in the UTEP. It doesn't behold us to change anything.

Mr. Malcolm stated that rest assured if there are two hundred people there, there will be two hundred opinions.

Chair Horodyski agreed.

Mr. Morrow stated that part of the question is are we getting complaints from the public that we are not doing something right.

Chair Horodyski replied that townships that don't want a project don't like our UTEP and that is never going to change. But if there is something thoughtful that comes out of a public hearing, that maybe we haven't thought of, he would be willing to take a look at it.

Mr. Lattin stated that wouldn't it be more proactive to say who are the drivers and who are the thought folks within the county.

Chair Horodyski responded that he isn't going to go on bended knee to all the authorities. When we announce a public hearing ...

Mr. Lattin responded he was speaking about people who are active in it ... the folks at RUPCO.

Chair Horodyski asked do you think that they would come to our public hearing.

Mr. Lattin responded that you would specifically invite them.

Chair Horodyski stated that we would invite the Chambers, the municipalities, school districts, RUPCO, the stakeholders.

Mr. Lattin as opposed to just holding a public hearing.

Chair Horodyski responded that we could do that. He was not opposed to hosting a public hearing.

Mr. Morrow stated that the only problem with invitations is that you get a slanted response depending on who you send the invitation to.

Chair Horodyski stated that we would be open with everybody. There are a lot of municipalities, town governments, village governments that appreciate everything that we do. On the other hand, there are a lot of town and village governments that take a little exception to what we do. He would suggest that if we decide to hold a public hearing, to hold it after the local elections.

Mr. Malcolm asked if we would be better suited at this point to have a day where the Agency meets with five or six different entities. And as a result of that, after the elections, if we see a need, do a public hearing. Someone mentioned RUPCO, they have done a project in Kingston that is bare bones. They are not paying anybody anywhere near an area standard. That is OK – you are putting something back on the roles, you are creating jobs. They are intending to do the same thing in mid-town Kingston at Dave Ferraro's place. Bring in RUPCO and some of the other players.

Chair Horodyski stated that he didn't want to do it during the "high holy days of the political season". We are an integral part of economic development, but we are certainly not a popular economic engine with some people.

Mr. Malcolm stated that we should slate it for after the new year.

Chair Horodyski stated that if that is the "flavor of the Agency". At this time, the Agency will take no action on the RFP and we will look for a get together sometime in the future.

Agency Counsel A. Joseph Scott clarified that part of this will be strategic. It avoids, or attempts to avoid criticism of our operations. If we notify everyone and treat it like a full blown public hearing it is good fact. Not only do we send the notice out to all the affected taxing jurisdictions, but we also come up with a list of interested parties ... i.e. RUPCO, the Chambers, etc. and make sure that we get out specific invitations. To add further complexity to this and he has seen where we have sent something to the town supervisor's office and the town board members don't get it. We have to give some thought as to do we send it to every member of the board of education, town board members, etc.

Mr. Morrow stated that he thought it came down to how it is addressed. If it is addressed to the town supervisor, a lot of time it just dies there. If it is addressed to the town board, it has to go to the town board members.

Chair Horodyski remarked that perhaps now is the time to begin the gathering of a list and see who we wish to include. There is no time constraint at this time. It was his opinion that we would be holding this before the end of the year and be cognizant of the newly elected officials.

Mr. Morrow thought perhaps it would be better after the first of the year. It would make more sense.

Chair Horodyski agreed, but it is an input meeting so we will take all comers. Let's get a list together and move on from there.

Darientlake – Kingston

Counsel Scott reported that Darientlake-Kingston had not closed. They are still structuring their bank financing.

Ulster Commons

Counsel Scott stated that there was nothing new to report.

14 Pine Street

Counsel Scott stated that there was nothing to report.

Ms. Suzanne Holt suggested that if it pleases the Chair we can take them off the old businesses.

Chair Horodyski asked if we should not sunset the approval at some point. Counsel Scott was asked to reach out to 14 Pine Street/Blue Haven Hosiery and let them know that there is discussion to sunset the approval at some point and maybe it will help stem some movement.

NEW BUSINESS

Video Presentation

Ms. Holt reported that the Ulster County Economic Development Alliance is charged with marketing for the county. A target group, tech-entrepreneurs, has been picked that will come to Ulster County. These are small two-four person businesses in New York City who want to live here because of quality of life. The UCEDA has contracted with Raleigh Green, the local PR and media person, as well as, Ellenbogen and Evolving Media. The campaign was kicked-off yesterday. The website is live; parts of the campaign include ads and social media. We are sponsoring the NY Tech-Meet-Up on August 4, 2015. The organization has 40,000 members. Ulster for Business is going to be sponsoring that in August. This is a micro-campaign scheduled to conclude on September 12, 2015 with a bus trip. Trailways has donated a bus; it is hoped to bring fifty entrepreneurs from New York City up to Ulster County for the day. We are going to tour New Paltz, lunch at Mohonk, drive through Stone Ridge, get to Kingston in time for the Farmer's Market. Dragon Search in uptown Kingston will host an open house so that the entrepreneurs can walk around uptown Kingston and go to Dragon Search. Then tour a bit of Kingston and then take a sunset cruise on the Teal where Ulster County Relators, bankers, etc., will be available to meet and interact with.

Mr. Lattin asked how the fifty people were being identified.

Ms. Holt responded that it was being worked on through social media; individuals will have to register by going to the website. www.UlsterforBusiness.com.

Additionally, the UCEDA contracted with Peter Fairweather to perform an industry analysis to see what other types of business we should be targeting.

PUBLIC COMMENT

Mr. Geddy Sveikauskas stated that he thought that the video was very good. He has now seen it several times and he thought that it is really the kind of thing to do if we are to connect with the creative and technical people in New York City to bring them up here. We have to have that sense of community that appeals to them.

Ms. Holt stated that there will be a press event next week with a big kickoff.

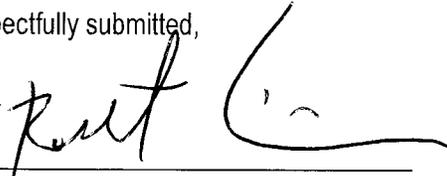
ADJOURNMENT

Motion: John Morrow, seconded by Floyd Lattin, moved to adjourn the meeting

Vote: The motion was adopted.

The meeting was adjourned at 8:30 a.m.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'Robert Kinnin', written over a horizontal line.

Robert Kinnin
Secretary