PUBLIC HEARING

June 4, 2018

Re: Wildberry Lodge, LLC

JOHN R. MORROW: Chairman of the Ulster County Industrial Development Agency and Public Hearing Chair
845-594-1651

A. JOSEPH SCOTT, ESQ.
Hodgson Russ, LLP; Ulster County Industrial Development Attorney and Bond Counsel
518-465-2733

SUZANNE HOLT: Director, Ulster County Office of Economic Development
845-334-5596

UCIDA: P.O. Box 4265
244 Fair Street
Kingston, NY 12402-4265
845-340-3556

Randall Leverette, Board Member

Monday

JUNE 4, 2018

7:00 p.m.

RE: WILDBERRY HEARING, held at New Paltz High School, 155 Putt Corners, New Paltz, New York, before Robyn Harrell, RPR, a Shorthand Reporter and Notary Public of the State of New York.

MR. CHAIRMAN: Good evening. I'd like to call this meeting to order at 7:04 p.m. Welcome everybody. If I can have everybody please rise for the pledge.

(Pledge of allegiance.)

MR. CHAIRMAN: Thank you. The Mission Statement of the Agency. The mission statement of the Agency is as follows: 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, bonds and other assistance to foster creation and attraction of new business and the retention and expansion of existing business.

At this time, I'd like to introduce the guest and staff.

To my right, I have Mr. Randall Leverette of New Paltz here. He's an IDA member. Randall is going to be calling up speakers in the order that they signed up and he's going to be the timekeeper as we get going with the speakers.

Next to him is Mr. Ham. He's an incoming board member.

Paul Andreassen was here a minute ago.

Withdraw that.

MS. HOLT: He'll be right back.

MR. CHAIRMAN: He'll be right back. Paul Andreassen is another incoming IDA member.

Standing over there is Suzanne Holt, our greeter and staff member.

To my left we have Joe Scott our Agency counsel.

We have two county legislators with us Jim Delaune and Jim Maloney. We have Town Supervisor Neil Bettez is here. Tim Rogers, Village Mayor. Dan Torres, Town Board member. Marty Irwin and David Brownstein, all Town Board members.

Did I miss anybody? Elected officials?

Okay. Good evening. My name is John Morrow. I'm the Chair of the Ulster County Industrial Development Agency in connection with the project that is the subject of this public hearing.

Today we are holding this public hearing to allow citizens to make a statement, for the record, relating to the involvement of the Agency with a project (the "Proposed Project") for the benefit of Wildberry Lodge, LLC, a limited liability company.

The Proposed Project -- can everybody hear me okay?

The Proposed Project consists of the following the acquisition of an interest in an approximate 57.30 acre parcel of land located at Paradies Lane and South Ohioville Road at the intersection with Route 299, Ulster County, Route 22A (Tax Map number 86.12-5-12.310 and 86.12-5-12.320) in the Town of New Paltz, Ulster County, New York, the land. The construction on the land of various improvements of building to contain in the aggregate of approximately 138,000 square feet space (collectively, the "Facility") the acquisition and the installation therein and thereon of certain machinery and equipment (the "Equipment") (the Land, the Facility and the Equipment being collectively referred to as the "Project Facility") all of the foregoing to be owned by the company and operated as the Company and operated as the Wildberry Lodge and Spa as follows: An approximately 140 unit hotel facility with meeting rooms, fitness center and indoor pool, an event and catering center, a spa and wellness center, a Butterfly Conservancy, restaurants, a demonstration kitchen and an open

air amphitheater and other directly and indirectly related activities; (B) the granting of certain "financial assistance" (within the meaning of Section 854(14) of Act) with respect to the conservancy, to the foregoing including potential exemption from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes (collectively, the "Financial Assistance"); and (C) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Agency.

I intend to provide general information on the Agency's general authority and public purpose to provide assistance to this Proposed Project. I will then open the comment period to receive comments from all who wish to comment on either the Proposed Project or the Financial Assistance contemplated by the Agency with respect to the Proposed Project.

The amount of financial assistance being considered by the Agency; however, before discussing the general information and opening the hearing for public comments, I would like to

first describe some of the details regarding the Project, as outlined in the completed Application.

In the Application, the company has represented the following:

1. That the project will create at least 145 full-time equivalent jobs following the second year of operation of the Project Facility. The creation of these jobs will increase local tax revenue and consumer spending in the community.

2. That the Company would not undertake the Project without the assistance being offered by the Agency.

3. That the company understands and recognizes that the assistance being offered by the Agency is subject to "call back" under the Agency's Call-Back policy if the Company does not complete the Project or maintain the required employment levels.

The estimated cost of the Project is equal to approximately $42,000,000, and the estimated benefits being considered by the Agency are described briefly as follows:

1. Sales Tax Exemption: $1,224,933.26.

2. Mortgage Recording Tax Exemption: $225,000.

3. Real Property Tax Exemption: $9,743,071.

A handout describing the PILOT payments will be paid by the Company is provided on the table. The PILOT abatement schedule is determined in accordance with the Agency's Uniform Tax Exemption Policy. Note that under the Agency's Uniform Tax Exemption Policy, the Project qualifies for the Category 4 Program, which provides for 100% exemption. In Years 1 through 5 of the PILOT, a 75% exemption in Years 6 through 8, a 50% exemption in years 9 and 10, with the amount of the exemption diminishing to 40%, 30%, 20%, 10% and %5 over the remaining five-year period. Note that the Company would most likely be eligible for a similar exemption under Section 485-B of the Real Property Tax Law. Such exemption is available without the involvement of the Agency, and without any requirement to complete the project and to maintain the job levels.

Lastly, under the IDA documents, the Company will be subject to recapture of the

Financial Assistance upon the occurrence of certain "recapture events". Examples of recapture events include the failure to complete the Proposed Project and make the promised investment and maintenance of the promised job levels.

Legal Authorization and Powers of the Agency: The provisions of Chapter 1030 of Laws of 1969 of New York, constituting Title I of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York as amended, and Chapter 787 of the 1976 Laws of New York, as amended, constituting Section 923 of said General Municipal Law (collectively, the "Act"), authorize the Agency to promote, develop, encourage and assist in the acquiring constructing, re-constructioning, improving, maintaining and equipping and furnishing and manufacturing, warehousing, research, commercial and industrial facilities, among others.

The Purpose of This Public Hearing: Pursuant to Section 859-A (2) of the General Municipal Law of the State of New York (the "Act", prior to the Agency providing any "financial assistance" (as defined in the Act) of

more than $100,000 to any project, the Agency, among other things, must hold a public hearing pursuant to section 859-A of the Act with respect to said project. Since the proposed "financial assistance" to be provided by the Agency with respect the Proposed Project may exceed $100,000 prior to providing any "financial assistance" (as defined in the Act) of more than $100,000 to the Proposed Project. The Agency must hold a public hearing on the nature and location of the Project Facility and the "proposed financial assistance" to be provided by the Agency with respect to the Proposed Project.

After consideration of the Application received from the Company, the members of the Agency adopted a resolution May 13, 2015, (the "Public Hearing Resolution") authorizing the Agency to conduct this public hearing with respect to Proposed Project pursuant to 859-a(2) of the Act.

By way of background, the notice of this public hearing was published on May 24, 2018, in the Daily Freeman, Shawangunk Journal and the Almanac Weekly, all newspapers of general circulation available to the Town residents of

New Paltz, Ulster County, New York. In addition, also required by New York law, the notice of this public hearing was mailed on May 22, 2018 to the Town Supervisor of the Town of New Paltz, County Executive of Ulster County, the superintendent and the Board of Education President of the New Paltz Central School District and the Chairman of the Ulster County Legislature. We also mailed the notice to the Mayor of the Village of New Paltz and to each of the members of the Village Board and the Town Board. Lastly, copies of the public hearing notice were posted on May 22, 2018 on a public bulletin board located at the Town of New Paltz Town Clerk's Office in the Town of New Paltz, Ulster County, New York, were posted on May 22, 2018, on a public bulletin board located at the Village of New Paltz, Village Clerk's Office in the Village of New Paltz, County of Ulster, New York and that was posted on May 28, 2018, and also on the Agency's website.

Copies of the notice of this Public Hearing are available on the table.

Now unless there is any objection from anybody, I'm going to suggest waiving the full

reading of the notice of this Public Hearing and instead request that the full text of the notice of this Public Hearing be inserted into the record of this Public Hearing. Do I have any objection of anyone?

(No response.)

MR. CHAIRMAN: Hearing that, I ask the notice of the public hearing be put into the record.

The comments received today at this public hearing will be presented to the members of the Agency at or prior to the meeting at which the members of the Agency will consider whether to approve the undertaking of the Proposed Project by the Agency and the granting by the Agency of any "financial assistance" in excess of $100,000 with respect to the Proposed Project. The Agency currently intends to consider the comments received this evening regarding the Proposed Project at the meeting to be held on June 13, 2018. This meeting, like all meetings of the Agency, is open to the public.

I'm now asking if there is anyone in attendance that wishes to comment on either of the nature of locations of Proposed Project or

proposed financial assistance being -- back up. This will make more sense now.

The notice of this Public Hearing indicated that written documents could be addressed to: Susan Holt, the Director of Office of Economic Development of the Agency. We have received written comments prior to this public hearing and they will be included in this public record.

Remarks by the Company: I will now introduce Mr. Steve Turk, who is appearing on behalf of the Company, and will describe the Proposed Project in further detail.

Mr. Turk.

MR. TURK: Thank you very much, John. Thank you everybody. First, I want to thank everybody for attending, especially those of you that are three-timers; Randall, Paul. A bunch arrived. Judy, third-time best. Terry. I just want to thank you for sticking with it and dialoguing the whole time. Kitty. Thank you very much. George O'Neil. Who is behind you? Anybody? Sheila, Steve. All right. Harriet. Linda. Thank you very much. Melissa. Anthony. I just want to thank everybody for repeat visits because a lot of what I'm going to open up with

is from my heart. I tried to change it twice, and I said, "You know what," and Scott just said, "Go with it, that's where you are, that's where they are." So let me get the preamble out of the way and we'll get right into the nuts and bolts.

Shelley and I were born in this community. We live in this community. We raised our daughters in this community. I'm nervous.

Samantha, our eldest, is one of the first students to attend class at the New Paltz School of Ballet.

In 1967, my mother was one of the founding members of the Jewish Congregation of New Paltz, right here in this community.

Shelley and I are responsible, ethical business owners right here in this community.

Presently, I serve on the food bank board of the Hudson Valley, sit on the Opus 40 Sculpture Park and Museum Board, an active member of Ulster County Tourism and a fellow of the Culinary Institute of America.

Shelley, SUNY New Paltz, Class of '86, graduated cum laude in economics and finance. Served on the Miles of Hope Breast Cancer Foundation, ten years as their treasurer. Was a

member of Highland Central School Audit Committee and Development Panel, and a previous New Paltz Chamber Board member. She was the first Race Director for the New Paltz Challenge in 2010.

Both Shelley and I were inducted into SUNY New Paltz School of Business Hall of Fame, receiving the Dean's Award of Excellence, recently we were honored at the Community Foundation Garden Party held at the Opus 40. And in 2017, we were the sole sponsors for the Winter Special Olympics held here in the Hudson Valley. We both understand what the right thing to do means for our community.

In 2014, we presented the Wildberry Lodge as a 260-room indoor water park hotel. With the impending moratorium, we lost our ability to attract five votes. We took the time to reflect, interviewed several community members, including Town and Village leadership, and came up with a concept that we felt was important; it felt better with the harmony and vibe of New Paltz. We heard you. We listened. We then flew the renowned Botanical Design firm from Seattle. We literally locked ourselves in a room and started drawing. Several days later we came up with a

new alternative, a Napa style destination meets New Paltz and the Greater Hudson Valley region, the Wildberry Lodge.

The entire Wildberry parcel consists of 57 acres. The front 23, where the buildings are located, is where the hospitality portion will sit. It will encompass a 90-room hotel with a possibility for expansions of over 50 rooms. The spa and wellness center will include 14 treatment rooms, a fitness center, yoga and medication studio, and an indoor/outdoor aquatics center. Connected with the hotel will be a 90-seat restaurant and an adjacent conference center.

The plan is to shuttle visitors into the village business district, historic district, to the orchards and to the wineries, cultural sites and attractions dotted throughout the magnificent Hudson Valley.

The remaining 34 acres to the South are to be under development, dedicated as a botanical destination including a butterfly conservatory, sculpture garden, amphitheater and our very own outdoor Adventure Concierge featuring our treehouse signature, Treehouse conservatory, Zip Lines, and free-form ice skating rink open to the

public year round.

For the Butterfly Conservatory and the outdoor Adventure Concierge, as we demonstrated in the past, we would absolutely have special arrangements for the locals, particularly students and the families of New Paltz, of the New Paltz Central School District.

The new Wildberry Botanical Plan was reviewed by people of the (inaudible), and when asked, we affirmed that we will pursue a PILOT application. This is the startup, pure and simple.

We have to raise the capital to fit the bill. There's a $48 million project. It will need stabilization. It will need reinvestment.

Wildberry Lodge will create 182 construction jobs, and once the doors are open, we'll recruit an employee base of 145 full-time equivalent job positions with an estimated payroll of over $5.25 million, probably closer to $5.5 million estimated.

This will put no money, no one in (inaudible) -- put no one in the school system, the central school system and create another 35 to 40 indirectly related jobs, job opportunities,

I should say.

At Rocking Horse Ranch Resort not only do we employ over 350 full- and part-time team members from the Greater Hudson Valley but we rely on hundreds of vendors, surveyors and contractors mostly from the Hudson Valley region as well.

Wildberry Lodge is not get-rich-quick scheme but rather a long-range plan requiring then again stabilization and reinvestment.

The IDA application is a fluid process. It's a guideline. Right now it's an estimate based on preliminary plans created from our vision translated through our architect Rick Alfanadre's craft.

Because there are no construction documents as of yet, the numbers posted are high estimates as of right now. We will --

(Interruption)

MR. TURK: We are going to put up our chart. If it conflicts a little bit, our apologies. What you see in front of you is directly from our original application posted back in --

MS. HOLT: May.

MR. TURK: No. I thought it was April.

MR. CHAIRMAN: So, Steve is going to put that up.

MR. TURK: The numbers posted are definitely high estimates. The town assessor, she worked tirelessly on this --

MS. HOLT: I'm sorry -- (inaudible).

MR. TURK: And Rick's going to allude to this better.

Final calculation only began when our construction documentation is complete. And important to note that other Ulster County hospitality venues that have successfully implemented the IDA PILOT programs including Emerson Resort and Spa in Mt. Tremper, Kingston Hampton Inn, the Mohonk Mountain House, and the Rocking Horse Ranch Resort in Highland -- which, by the way, we exceeded our job creation expectation, and so on. Expectedly we actually created a full-time manager while we built Big Splash Indoor Water Park at Rocking Horse Ranch. It works. It works for the right project.

Our DEI study will call for the installation of a package waste water treatment plant be installed on site. It was brought to

our attention, however, that Sewer District 6, waste water treatment facilities serving residents at North Ohioville Road, is outdated and moved to fail with a retention replacement cost of over $1.5 million.

After several meetings with both state and town engineers over the course of three years, we discussed that there was a mutual benefit for all parties involved to join forces and together solve this wastewater issue once and for all. I feel it's critical that everyone understand the project in its entirety; the hospitality, the wellness, the recreation, the Botanical and the educational.

The Wildberry Botanical project will not only enhance tourism by bringing visitors to the shops, restaurants and galleries of New Paltz, but will also serve as an artistic, environmental and educational landmark as well.

At this point I will just ask Rick Alfandre, our architect, to address some of the pertinent issues regarding some of our environmental efforts. Regarding the project, he and Scott also talked about some traffic plans that we have regarding parking and the traffic

circle as well.

MR. CHAIRMAN: Very good.

MR. ALFANDRE: Hello everyone. Rick Alfandre, Alfandre Architecture, here in New Paltz in the Platinum Zero Energy building.

And the development of the building design is certainly at an early stage although the footprints are pretty much fixed in terms of square footage. Our goals are to be as energy efficient and as water efficient as we possibly can.

We are intending to register the project for lead certification. We have not gone through a lead CER-RET yet, so we don't know at what level we will achieve, but we're pretty confident we can certainly achieve at least leadership and energy and environmental designs to the standard of rebuilding the design and construction.

We are going to do various alternative analyses with respect to energy systems, building enclosure, mechanical equipment but there's a lot of information, a lot of studies that demonstrate that hospitality facilities that green and actually more attractive to visitors and to guests, and Steve and Shelley and their team have

made that commitment and certainly the site plan reflects that.

The site engineering is nearly complete that's being done by Engineering Properties out of Montgomery. The -- all of the wetlands on site are protected by the Town of New Paltz's wetlands law with a hundred foot buffer. None of that is being disturbed. There's no need for additional wetlands permits. All of the stormwater will be -- the stormwater discharge in terms of rate and quantity will be better than the pre-existing development condition which is regulated by law, but that's a reality.

And you can see from the design, and Steve's intention, it's going to be a heavily landscaped site. It's going to be a very beautiful site. If you visit Rocking Horse, you'll see that they walk the talk there as well.

With regards to traffic management, there will be a new roundabout at the corner of Paradies and Main Street which will take traffic off of Main Street going east and then there will be a new connector that's behind the gas station of corner of Ohioville that will take guests -- anyone who wants to turn left, going west on Main

Street will go out there way, onto Ohioville Road. The intersection of Ohioville and Main Street will be improved with additional turn lanes. So traffic, they'll be a lot of effort to mitigate traffic versus increase in traffic. And then with the cycling of scheduling and the Adventure Concierge's Program, there probably won't be a tremendous increase of traffic. Actually will improve the situation of these intersections. In fact, I drove west on Main Street, Friday afternoon, and there was a waste truck turning left out of Paradies. That situation will be avoided with this site improvement.

As far as solar, someone asked about solar at a previous event. There's not a lot of roof area. Certainly, we're going to install solar where we can, but the goal is to bring energy levels down. And then with various mechanical systems that we can design and afford, we'll utilize as little energy as we can on site and then offset the energy used to be either green power on the grid or renewal -- renewable energy to offset the energy used. And that's really not an expensive effort and the owners were committed

to doing that as part of the development, the Project. I think that addresses most of the issues in broad terms. It's still the early stage of design where the site plan is well underway.

MR. CHAIRMAN: Has Scott been available?

MR. ALFANDRE: I think we addressed a lot of the issues --

MR. CHAIRMAN: Rick, did the traffic thing?

MR. ALFANDRE: Yeah, I did the traffic thing. I think it's important to note that Dennis Doyle, the county planner, and David Corrigan, head of New York State DOT for all state highways in the Hudson Valley region, sooner or later they're going to eliminate a left turn out of Paradies, so that's going to happen within the next five to ten years. That's just a potential for disaster and we know some incidents have happened already. So it kind of comports itself well, fits well with where we'd like to see this go with the traffic circle on this property.

And I mentioned earlier, I think we are going to open up after comments. I'm going to stick around for any questions. I'm here. So

definitely.

MR. CHAIRMAN: So at this time, I'd like to open the floor to public comment and open this public hearing, and it's 7:35.

By way of operating rules, if you wish to make a public comment, please raise your hand and Randall will call on you. But we're going to go by the people that signed in on the list first and then if these other people want to speak, just because you didn't sign in, you still can. You're welcome to guide us.

MR. LEVERETTE: If you want, there's a list here with more spaces. So ...

MR. CHAIRMAN: Oral comments tonight should be limited to three minutes. Mr. Randall will be keeping time for the three minutes. If your comments bear those of someone whose already spoken, you may so indicate and relinquish the podium to those speakers so that all of you who are represented may be heard. When anyone, everyone has had an opportunity to speak, I will conclude this public hearing.

Regularly, the public hearing will be prepared and reviewed by members of the Agency, in conjunction with the Agency's consideration of

the proposed budget.

In order to ensure the public has adequate time to provide comments to the Agency about this project, the Agency will hold a public comment open for a period -- this project -- until 5 p.m., on June 8th. So we'll accept comments up until then. All comments received by the close of business on June 8th, will be included in the official record of the Agency with respect to the Proposed Project. All the -- again, the purpose of this hearing is to solicit public comment. We are not here to answer questions. However, we will, in the course of this public hearing, consider questions and if we have the information available to answer the questions and there's sufficient time, we will provide any answers.

At the conclusion of the public comment, we will again open the floor, if you have any questions directly for the applicant.

I will now ask if anyone in attendance wishes to comment on either the nature and location of the project facility or the proposed financial assistance being contemplated by the Agency with respect to the Proposed Project.

For the record, I would ask speakers to

state your name and address and indicate your comments on either the Proposed Project or proposed financial assistance being contemplated by the Agency with respect to the project.

MR. LEVERETTE: First off, Ward, Todd.

MR. WARD: Thanks, Mr. Chairman and the IDA Board, for the opportunity to be heard on this. I'm president of the Ulster County Regional Chamber of Commerce, and delighted to be here in support of this wonderful project that's being proposed here in New Paltz.

We have been watching this for at least the last four years with wrapped intention. The Chamber of Commerce believes strongly that this project will have a significant impact on our local economy and be a tremendous value for generation after generation, for future and fellow visitors who come to our area, return to our area and will return time and again and hopefully stay. You could not have a better team up here proposing to build Wildberry.

The Turk's Hospitality Group, Steve and Shelley Turk, will transform their existing businesses -- the Rocking Horse Ranch and Splash Down Beach Water Park in Fishkill, is a thriving

recreational and tourism market within the region. It should be noted that Rocking Horse Ranch was just voted number 2 in the nation in the category of all-inclusive family resort servitude in the nation and it's right here in Ulster County. Their customer service and their attention to detail are quite simply amazing.

The Chamber of Commerce embraces their vision to create us a new world class resort resulting in new construction jobs, so desperately needed, and they'll be 150 jobs upon completion.

With regard to the proposed PILOT agreement, we support that, and we suggest that -- we note that Turk Hospitality Group will be paying approximately the same taxes they've been paying in the past on this undeveloped piece of land. So there is no loss, as some might suggest.

But by giving the developer, after you've all had a chance to get the business started up and running, we'll give them some breathing room and allow them to concentrate on getting the best employees in place and find their market share while continuing to pay back their loans and meet

all their other financial obligations.

From the prospective of a business community, that is so essential in getting started. We just don't put key in the door, open the doors, and expect you're going to be able to make a profit immediately.

We believe this project is great for Ulster County, it's good for the entire Mid-Hudson region, and we urge this idea for the Board to support this application. Thank you.

MR. LEVERETTE: Rick Alfandre.

MR. ALFANDRE: I'm speaking as a member of the community now. I live in High Falls, New York, and my wife and I own 231 Main Street in New Paltz.

We put a tremendous amount of our personal savings into that project and we have taken advantage of the 485-B tax, Real Property Tax Abatement Program, and it was very critical to our ability to be able to get our project up and running and I think that it's vitally important that people recognize that businesses can use that bumper to get a project going.

I would also say that we need these jobs in this community. My daughters have had the good

opportunity to work part-time jobs at Rocking Horse Ranch, giving pony rides and working with horses. They're about to graduate high school, and it's been really good for them as a first -- literally, a first job after a few weeks, at least in our house.

So I think that there are a lot of people in this community that can look forward to those kinds of opportunities, not just for kids but for all levels.

And if you talk with Steve and Shelly about the nature of the jobs that are going to provided, it's quite impressive. So I support the application and so does my wife. It was at our awards ceremony. Thank you.

MR. LEVERETTE: Marty Irwin.

MR. IRWIN: I'm here and I have no comment

MR. LEVERETTE: David Neis.

MR. NEIS: Hello. Thank you. I'm David Neis. I'm a resident of the Town of New Paltz. I'm a New Paltz business owner and I'm also the chairman of the board for the New Paltz Region of Chamber of Commerce.

I'm here tonight, speaking for myself and as on behalf of the Chamber, and as both, we, and

I, are fully in support of this proposition. We fully support the Turk Hospitality Group, their application to construct and operate the Wildberry Lodge and Spa.

I don't mean to bore you with the details on the rooms. You've already heard about the jobs its going to create, the income they'll bring into the area, which is all fabulous for the area.

We support the PILOT because it will still bring in money. And when the PILOT's over, it's going to bring in a lot of money to the area.

The other things that I think are important is the remediation of some of the lands and the groundview of the remediation program. The jobs that Steve spoke about, Rick spoke about is also very important to know for SUNY students, New Paltz students. The economy created from the jobs in the area is very beneficial to the community at large. And the contracts, and all the things that are associated with doing business with this new entity is part of New Paltz's plan. You know, as the Chamber of Commerce, you know, we support business.

As a member of this town, this land is

designated to be developed. What's better than what the Turks are proposing? This is like -- I don't want to say it's another Mohonk Mountain House, but look at what the economy Mohonk Mountain House's brings in. Look at what the Rocking Horse Ranch does for the local economy. This is something you want in your community. It's owned locally. It's not a Wilmorite that's going to build and cut and run. It -- the PILOT program makes sense, so we support the PILOT program. And I just don't really think you could ask for anything better out of your community and out of a business for a partnership for the future. And that's really all I have to say.

MR. LEVERETTE: Robert Milcovich.

MR. MILKOVICH: I have no comment at this time.

MR. LEVERETTE: Fawn Tantillo.

MS. TANTILLO: Well, for anybody that doesn't know me, I live diagonally across the street. I own the Ohioville Consignment Store. I have several rental properties over there. So I say, "Welcome to Ohioville."

This has been a long-term dream of mine to see something on that property. And considering

what's been proposed over the years, from Walmart to townhouses to a Xerox factory, this is beyond my wildest dreams of what I could see over there across the street.

One of the wonderful things about this is this is not some outside developer that we had come in for other projects. This is a developer that we know. This is our neighbor. This is somebody that we've seen year after year after year bring wonderful things to our area. This is being designed by somebody we know. This isn't some outside designer that don't know and distrust. We know when Rick tells us something that he's going to follow through. Again, it's the best that we could possibly hope for.

I'm going to speak with you a little about that PILOT. You've been paying taxes on that property. Somebody's been paying taxes on that property for as long as I lived here, and it's the equivalent to about $20,000 a year in the private sector closet. And even though they were allowed in the zoning, at the time they were turned away because it's not what New Paltz wanted. This project is what New Paltz wanted.

Since he started planning this project, I

did the calculations and I see I was pretty close. I see it's about $20,000 a year. He's already paid almost a hundred thousand dollars a year while he's planning this. And it's probably going to be several years before he starts his PILOT, so that's several -- that may be another hundred thousand dollars a year, if it's a project we all love. When we see something like the Hamilton Inn, it took, I don't know, 8 or 12 years from the time they were first proposed, and everybody seems to want it, it takes -- New Paltz takes a long time to get things done. So stick with us. I hope you stay with us.

One other thing, I was really excited when they were talking about payment in lieu of taxes. It's not like you're not paying anything. You're making a payment in lieu of taxes. When I heard that that money might be used to help our Ohioville Sewer Plant, oh, another dream was answered.

When the Ohioville Sewer Plant was first built -- when I first stepped into politics, I was on the sewer committee. Talk about starting at the bottom and working your way up. But the Town board at the time kind of dropped the ball

and I'm so very proud of our Town board now for keeping their eye on what's really gonna -- well, that's what our little corner of New Paltz needs.

For so many years, Ohioville felt like the orphan child abuse home. We didn't get Christmas decorations. We don't get the little flags on the poles. You know, we -- we had to go beg and borrow for anything we got out there, and I'm so happy that this Town Board is paying attention to us and --

MR. LEVERETTE: Time.

MS. TANTILLO: Thank you and welcome.

MR. LEVERETTE: Neil Bettez.

MR. BETTEZ: I'll keep it brief because I think that the previous speakers have really captured what I wanted to say here. I also said -- a lot of what I'm going to say, it was in the paper, and I wish I brought that because I sound a little more eloquent than I really am, but basically I'm in favor of this project, you know. This isn't another developer that has -- that had come in and built something and leave.

I think about the first time I met Steve. Like I said, we've been -- he's been in contact with me for a few years. And I went to Rocking

Horse Ranch, and it was a Saturday or Sunday morning, and as we walked through the dining hall, people were "Steve," like "Mike," "Joe," "Tom," like everybody there knew -- I thought I was like back in the '50s. Steve cares about anybody and knows that it's a real business. I think we're going to get into that same level of detail and care, and it's just a phenomenal project here.

The other thing is Steve and his family, you know, a few weeks ago, we were having trouble over there at the pool, like we do every year, and I can't figure it out and I mentioned it to Steve and he sent two guys over the next day just to give us advice, and that's why the pool is up and running, because, you know, Steve is part of this community. He really helped us out.

So I think it's a great project, you know. And so we can separate the project from the PILOT, right, we can -- none of us likes the PILOT. I don't. I'm not really a fan of PILOTs, but I think with the right project, they're really good things.

And, you know, some people said but we're subsidizing this private company and we shouldn't

be doing that. I looked at it as if we as a team are investing in this project, we're going to get a better project out of this than if we didn't invest in it. And I think that that's going to pay dividends for our entire community for decades to come, probably longer.

Something -- like we said, something will get built there. And if we don't invest in it -- we could get like a lot of the projects. Look at the projects that have been proposed in the past. None of those were really what we wanted and would have added rock to New Paltz.

This project, if we invest, it's going to be a better project and we're going to be proud to say that that project is in New Paltz. You're not going to try to pretend that that's not, you know, part of New Paltz. You're going to be proud. People are going to come. I meet a lot of people. When I ask, "Why'd you come to New Paltz?" "Oh, I came on vacation," or "I came to school here and I love this state." How many people have heard that story, right? I think we're going to get the same thing and we're going to get people that, you know, come and then invest in it legally, and turn our boards and

contribute and send their kids to schools and then prep our community. So I think it's a good project and I think we should give Steve and his family a fair shot and not be against everything all the time. Thanks.

MR. LEVERETTE: Harriet Forman-Barrett, come on down.

MS. FORMAN-BARRETT: I'm Harriet Forman-Barrett. I live in New Paltz. I've raised two generations of children and still raising them at this time. Still affiliated with the Ranch because I'd bring my grandkids there and they were safe.

I didn't have to worry, being a single woman. I meet people all over the place. It's the very same requirement.

I've seen growth since Gloria Turk created it, including it's an esthetically pleasing work community, wonderful place.

My grandson has worked there as many of our children worked there at times in going through high school, through college, coming back and working there more permanently. He's encouraged -- Steve's encouraged kids to go for business degrees and all, to go further hopefully with

him, or not.

I am very pleased that my grandson who worked there got a great review from some woman who wrote in. And Steve, being a good CEO, reads the messages from people who have stayed; and trickled down, passing it to my grandson. That takes a lot. I know also this family gives so much to all the communities, unbelievably more than most people you know. You ask them, they've done it.

When I visit there, the kids are from High Falls -- a little bit High Falls, New Paltz, Highland, Marlboro, Walkill. Do you know what I mean? Did I leavE anything out? These kids all are part of it, not just one year, but many years.

It's part of his growth and it builds character and I appreciate it deeply for the connection.

MR. CHAIRMAN: He's learning it's flower species now, right, it's ground species?

MS. FORMAN-BARRETT: Now he's growing --

MR. LEVERETTE: Kitty Brown.

MS. BROWN: Hi. I'm going to be addressing you most of the time. For the record, I am not

opposed to the project, Wildberry Lodge. The Turk family has a well-deserved reputation for good business practice and community service and I know they will continue that tradition. Also for the record, I'm fully supported by the Agency as a PILOT. And as a town board member, I work with the village, school district and developers of Woodland Pond to design a PILOT that is slightly more favorable to taxpayers than the one that was originally proposed.

However, I do have some questions about how you have prepared for tonight's public hearing. I hereby am requesting that you hold this public hearing open long enough so that you, the 18 elected public officials of our four taxing enduring evictions, the school district, the town board, the village board and the Ulster County legislature can consider any new information you may receive tonight.

Also since you chose this time and place that conflicts with the events going on right across the hall, I'm not sure if any Board of Education members are able to be here tonight. They're probably attending their budget, but most of them are probably expected to attend across

the hall, and that they're on a budget is the one that's most significantly impacted by this PILOT. I hope you will give them a chance to review and comment in the future.

My questions are: In the last few weeks, New Paltz Times, the applicant stated that the numbers on application were not thoroughly vetted. So I am confused to exactly what numbers you are basing the public hearing on? Does tonight's public hearing mean that you? The voting members of the IDA have thoroughly been vetted those number and are proposing extensions in the amount of the $11.2 million based on those numbers. That's something that I think we all need to understand what, I think, the PILOT is based on.

What made you choose to publish legal notice of tonight's public hearing in every local newspaper except the Town's official public newspaper? You did the Freeman, you did the Shawangunk Journal. You did not do the New Paltz Times which is our local official newspaper of record.

As of today, the resolution of the board documents page of your website authorizing this

public hearing isn't signed. So the casual visitor might think this meeting had not been officially scheduled. The amended version appears on your progress page, but the name of the signer is illegible. It would be good if the same legibly signed document appeared everywhere on your site.

Is my time up? May I come back later because I have two more questions for you?

MR. CHAIRMAN: It depends on how long the hearing goes.

MS. BROWN: How long are you getting for the hearing?

MR. LEVERETTE: Well, we got one more person to speak. So after they speak, if the Chair allows for additional comments, you can.

MS. BROWN: Okay. I hope you let me come back.

MR. CHAIRMAN: Just to -- Randall is going to address a couple of your questions.

MR. LEVERETTE: About the newspaper, I believe that the newspaper is approved by the Ulster County Legislature and they determine what papers are the papers of record for all county-related announcements. So New Paltz is

not one of those. I believe that the ones that are listed are the ones that are approved by the county legislature and that's what we have to abide by.

MS. HOLT: I'm sorry. You're right in exactly what you're saying except it permeates the people that's involved. It was also published in the Almanac.

MR. CHAIRMAN: Was it?

MS. HOLT: It was. So you're right that we don't have to but it was definitely printed.

MS. BROWN: Was supposed to be in the Legal Notice section.

MS. HOLT: It is. Well, it was a GRA.

MS. BROWN: We all looked in the legal notice section. It was not published there.

MS. HOLT: We don't have to post it.

MR. CHAIRMAN: Absolutely. Was it in the New Paltz Times because --

MS. BROWN: It's not -- it's not in the Legal Notice section.

MS. HOLT: I did look in legal notice. I did find it, and came -- it was in there.

MR. LEVERETTE: John Gotto.

MR. GOTTO: Hello. I'm John Gotto. A

private citizen of the Town of New Paltz. I live on Alder Pond Drive.

I'm not here to comment on the merits of the project itself tonight. It's a big topic and it's been argued back and forth lots of times, and even, in my own mind, it's still a lot of open questions about it. But for the sake of argument tonight as to whether or not it's a great idea, great project including all the stated benefits to the town, for the sake of argument tonight, I'll give them the benefit the doubt.

I really want to talk about the proposed financial assistance package which is really the topic tonight. To me, it leads me to a fundamental disconnect in my mind. If the project is really going to have all these fabulous benefits, I hope it would, it follows then -- it stands to reason that a project of such benefit would be widely successful, will be expected to succeed in every way, and quickly. And if it's meeting some long-standing need of the community, you have every expectation that it will succeed quite well.

So that brings me to where I'm at. In lieu

of that situation, why would they require or need the incentive of taxpayers' help in order to proceed with that project? It's really kind of a simple question, and maybe a naive one, but I understand the concept of incentivization [sic] and so forth. But again, if it's a great project, why wouldn't investors proceed lining up to get on board and be part of it? So I'm really questioning the need or the wisdom of incentivising a private individual entity with taxpayer funding to proceed with the project if -- or to succeed any way.

Let's not be accused of any kind of nimby position of not my backyard. My backyard is in Hollow Farms, far on the other end of the town and on the proposed site, but I do consider the whole town of New Paltz to be my backyard and I try to keep track of what's going on there and things that are of interest and concern to the whole town. Thanks.

MR. CHAIRMAN: Is that it?

MR. MALONEY: I didn't sign in.

MR. LEVERETTE: Please.

MR. MALONEY: Joe Maloney. I wasn't well as prepared -- didn't think I was going to make

it (unintelligible). I jotted a couple things down.

One, you know, I've watched and so have a lot of people watched a lot of businesses get caught up.

COURT REPORTER: I'm sorry, I can barely hear him. I can barely hear him.

MR. MALONEY: You always hear from the Chambers and the insiders. I see a lot of executive appointees and friends here today and they're telling us what a great idea this is, again, and it all makes perfect sense and the community is going to be better. But what people around the county are struggling with is why do we to need to subsidize it?

The supervisor mentioned before that it's New Paltz funding. In that case, maybe we should do a referendum and ask the taxpayer if they want funding.

We're an hour and a half away from the Economics Epicenter of the universe. The idea that we have some hidden valley or paradise here that we have to lasso people and drag them down here to show them. We're an hour and a half from New York City. This is a sought after county

here to do business in.

The IDA, in my opinion, and a lot of other people's opinion, is for a global foundry site project. Game changes. Thousands of high paying jobs, undeniably going to lower our property taxes. This is a great project and great people, it appears, are attempting to accomplish this project.

I will also mention they own two other big, from what I've seen, profitable businesses. One I just read that they just put $20 million into Splash Down, and now you're asking us property taxpayers for more. I read that on -- recently.

UNIDENTIFIED SPEAKER: Over 15 years --

MR. MALONEY: Somebody mentioned Wilmorite, the other day before, and it's starting to feel like Wilmorite.

When you look up the executive, who I just mentioned, has a lot of appointed positions here working on this, friends from the Chamber working on it, $22,000 in donations just over the last couple of years, that executive, they're featured on the County's website, it just feels like more insider trading. And if you want to do business here, just like I did, just like a lot of other

people here do their own businesses, come up with the money yourself.

To the people on IDA, I'd just like to say that the people of this county don't live on the sixth floor of the county office building, they don't attend Chamber breakfast very often, they don't attend any fundraisers or galas, and they don't have pictures with politicians or have awards ceremony on their walls. They're struggling with their property taxes and they're waiting for this new crop of IDA members to start saying no, and I know it's difficult, I know how awkward it is to go to that next Chamber breakfast and sit next to somebody. But we really have to have an honest conversation about what we're doing here with these PILOTS. If they say no, they've said no for years until the big project comes along.

We're not supposed to be competing with town and counties. We're supposed to be competing with other states because of how expensive it is here to do business here in New York State. But that's not what has happened. Look through the past applications that have been of past and given PILOTs. It's disgusting. I'm

not saying this one is -- this is closer but it's a lodging. It's -- it's -- you know, we're giving hotels, and Air B & Bs (phonetic), tax breaks. This is crazy. That's all I got.

MR. LEVERETTE: Anyone?

MR. PRIZZIA: You got time? You got time for one more?

MR. LEVERETTE: Sure.

Mr. PRIZZIA: Anthony Prizzia. For those of you who don't know me, I owned Village Pizza for 21 years. I have a lot of properties in New Paltz now. Thankfully, I was able to do that and fund it myself.

This property is going to be developed. Do we want someone here who is going to do it themselves and keep it local or do we want Target or say Amazon to come and put a giant factory here, which won't need an IDA. Amazon will come and just build it. They don't care. You'll have no control over it. This is something that's going to be amazing when you see it. When you come off the thruway, you're going to see a project that -- something you would be proud of. Not a giant box that could be there.

And I'm a business person. I speak from

the heart. If this was going to make anything, if this was going to put any extra dollar on my tax dollars, my school taxes, my county taxes, I would be against it.

I have a four-year degree from Syracuse, and the math adds up. What we want to do is we do want to invest in someone local. We don't want to wait for a big box person to come in here and pay over and do something out of our control.

So as someone who pays upwards around $40,000 a year just in school taxes for New Paltz, and I don't have a single kid in the school district, I can say I completely support this and I think it's a fantastic idea. Thank you.

MR. CHAIRMAN: If no one has any objection asking Kitty to come back -- you want to speak now or after this gentleman?

MS. BROWN: Can I come back?

MR. CHAIRMAN: If there is no objection from the audience -- why don't you speak first? Will you state your name, please?

MR. PRIZZIA: Sure. Tony Prizzia. Highland, New York. I'm a resident of Highland and I was a former building and zoning inspector.

I think this project is fantastic with all the ramifications. And, yes, the idea, you'll have to make some serious decisions and I think that you're going to make the right one.

Shelley and Steve Turk are outstanding people in the community. They will not let this community down, or the Town of Lloyd. The Town of Lloyd is going to benefit just as much as the Town of New Paltz from this project. I'm not only in favor, I suggest everybody should be in favor. Thank you.

MR. CHAIRMAN: Please.

MR. SKAIPETTI: Mila Skaipetti. It's a fantastic project, yes. However, as a businessman myself, when I bought properties, and had rentals, and businesses, and I went in and I looked at my return on the investments -- and if we look at $42,000,000 project and we get $12 million benefit here, you're looking at 28 -- roughly 28 on return for investments for them, in some way, or being you or for someone else to benefit. It's a fantastic project.

I would like to know when the jobs are going to be, between housekeeping, lawn maintenance, how many of those would be upper

management jobs, if any, or would they be imported in from other companies? I think everyone is getting tired having all these PILOTs given to companies.

Now when I bought property, I looked at my return investment. I didn't go anywhere else for people to help me buy the properties and build them, and I did it all myself. And my return on investment was how much was my property tax, how much was my mortgage, how much was my insurance.

I think that if you want to do this fantastic project which is really nice, I think that more should be done by them. Thank you.

MR. CHAIRMAN: Anyone else? Ms. Barrett?

MS. BARRETT: Thank you. I really appreciate you letting me return to the podium.

So the project is just over $42,000,000, which means that your Agency, the IDA, will receive about $420,000 in project fees. Where exactly does that money go, and would you be willing to meet with the town, village and school district board to see if some of it could come back to local taxpayers in the form of a community benefit?

The school district repair that we have

been talking about is not in the application. So it would be great to see that as part of a new amended application where we all know exactly what we're talking about.

The application refers to public transportation being provided by a bus stop. The Trailways bus stop will greatly reduce vehicular traffic by guests, but the basic purpose of the IDA tax incentive is to create jobs. What is the IDA prepared to do to workers who don't have cars to get to work? Are you expecting all the 145 new employees to drive to work? That excludes a lot of job seekers. Would you consider expanding a new tax relief service? This would be a great place to have a -- some of that $420,000 market fee, so that workers throughout the county can get to their location for their new job. Where can we view the points that you used, the point system that you used to determine the PILOT? I can't find that on your document page.

And do you know if the state law, as far as IDA, is from existing retail projects? So Amazon, Walmart, none of those guys can come to the poll. They're retail. They can't come. They're PILOTs.

Since the project lists -- the application lists this project as 100 percent retail. Your documents show us how you determined that the limited circumstances under which a retail project can be approved that have been satisfied.

Also, the 2016 tax law, recently passed by President Trump, may severely dilute the financial benefits of the state tax incentives. As a real estate developer, Donald Trump received over $885 million in tax subsidies. However, as president, Donald Trump signed the Tax Cuts and Job Act which boils down to this, local tax breaks like these incentives, may now constitute federally taxable gross income to recipients. So under this new law, recipients of IDA incentives may now create federal taxes on the tax breaks that the host community is losing.

MR. LEVERETTE: Time.

MS. BARRETT: I've got more.

MR. LEVERETTE: Can you submit those? If you leave your questions, we'll be happy to --

MS. BARRETT: I just want to say that there's nothing in the law that requires you to even attempt this meeting, so I greatly appreciate you responding and giving us the time.

MR. LEVERETTE: Thank you.

MS. BROWN: Thank you. What I left out in my description for myself, I've been in business, private business, entrepreneur for 48 years and going.

What I've learned about the Ranch, also from our own community, is that many, many small businesses in our community have worked at the Rocking Horse Ranch as kids. So I call that triple-down economics of the best kind.

MR. LEVERETTE: Your name, please.

MR. BROWNSTEIN: My name is David Brownstein. I'm a resident at 27 Butterhill Road in New Paltz.

I guess I want to add one thing. To run a business for 60 years of a scale of the Rocking Horse Ranch is no gooby feat in a community our size. The fact that that successful business and the owners were willing to try it again in a place that's -- this is the perfect project for that location. I couldn't imagine having not built that in that location. And the uniform is, you couldn't imagine a better employer. When you really think about it, it's not just how many jobs and what's the economic feat. The quality

of those jobs and the quality of that employee relationship. And one thing that I have seen in the time that I've known the Turks and the Turk Hospitality Group is they are excellent employers. So the folks who are working in whatever position they are on, are working for a great employer. Understand it.

MR. LEVERETTE: Ms. Fawn.

MS. TANTILLO: I have to stand up here to the microphone.

I had a business in New Paltz for 35 years, a sporting goods store. And the Turks used to buy fishing rods, and fishing bates, and canoes and all kinds of things from us. As a local business we did business with the Turks in Rocking Horse Ranch for many years. They were good -- they are good customers of ours.

Talking about the PILOT, I will agree that there were PILOTs, and things that I felt were kind of sketchy: Wilmorite does not -- (unintelligible) do have two or four jobs, that's -- I didn't think that should have a PILOT. But the purpose of the PILOT is to bring in business that will bring in jobs. This is a huge number of jobs. It's important to -- it's not -- like

they're not going to pay me anything. They are going to make a payment in lieu of those taxes. They're going to make improvements in the community in lieu of those taxes and I will just tell you, as a resident of Ohioville, who is -- the Ohioville Sewer Station is the smallest sewer district in the State of New York that's paid for by taxpayers.

There's economy that's scaled in the sewer district, I will explain that to you, and this should never have been built in such a small sewer district. It was built in the wetlands. I could spend the next two hours telling you all the things they did wrong when they built it, but the repairs need to be done, and the promises that were made to us about what it was going to cost us, as sewer district owners, none of those promises were kept. This project gives us now the opportunity to the make up for those broken promises, need itself. Not promises this Town Board has made, but there's no other way without putting that on the backs of the taxpayers in Ohioville.

I have several rental properties, residential rental properties. I try to make

them affordable on how much Secton 8 approves them. I can't afford to do it on Section 8 because my taxes or so high already. I don't have a mortgage and I'm losing money on those houses because I can't raise the rent high enough to cover the taxes. This is a sought after location perhaps, but he can build this anywhere. If he decides that -- put your hand over your ears. If he can try to build it on Orange County, they'll roll out a red carpet for him. If he decides to build in Dutchess County, they already know what a good business owner he is, they'll roll out a red carpet for him. If he wants to build in Sullivan County, trust me, they'll give help a PILOT before you could say "PILOT." Don't throw the baby out with the bath water. We have had that PILOTs in Ulster County before. Thirty-five year PILOTs, which is crazy, but this PILOT makes sense. This PILOT makes sense for New Paltz. This PILOT makes sense for Ulster County. And please, please approve this PILOT because this is the right thing to do.

MR. CHAIRMAN: Thank you.

MR. SHATUSCUS (phonetic): Hello everyone. My name is Benny Shatuscus. I happened to visit

New Paltz times.

One thing I want to add to that part of it is that every New Paltz Times copy has an Almanac in it. And, therefore, if you look, it's there. It true it's not in the New Paltz Times' Legal Notice. It's in the Almanac Legal Notice. But it also gets distributed to about 10, 12,000 other homes in Woodstock, Saugerties, Kingston and across the river. That's a plus too.

Joe Maloney raises the most kind of important question here and that is: If the project was so good, why does it need a tax break? If the project were run say by Disney Corporation, it wouldn't run out it. It wouldn't require a tax break because Disney has dozens, hundreds of properties, and the people who would lend them the money would make sure that something else was on the books. The Turk's aren't that lucky.

One of the wonderful things about being local, which we all are, which we appreciate it, is that being local means that some, the banks don't always love you as much as you like, and then you need the sense of the community behind you just because you don't have the unlimited

amount of money that they have. The Turks are excellent business people but they are not rolling in money. And this is, to them I think this is the lifetime achievement.

So I think that, the way I see it, that this is not only a good project but it really needs the IDA's support and the IDA's support will a pay off because it will be successful. Everybody, but the banks, believe in a way that the Turks will be very rich. There's plenty of things about -- when they get rich, they're going to be more generous to the community than they are, which is not a bad idea. Thank you.

MR. CHAIRMAN: I just wanted to say something about the PILOT before we move on. PILOTs, we don't -- we don't write the rules about PILOTS. PILOTS, the rules are written by New York State. Much of what we do is written by New York State. There are certain things that we do but we don't have the option to say no to a PILOT just because we don't like the PILOT or the person. That's not what we do. It's tantamount to you getting your driver's license.

If you are 16 years or older and you take a test and then you take a driving test, if you

pass the test, you get a driver license. It's the same thing with PILOTs. There are rules. And if we don't give out a PILOT to somebody who qualifies, then we are remised, the County's involved in remised.

We have a case right now where we're in a lawsuit because somebody disagreed with us saying no to them and it's in the courts. So we don't necessarily have a choice to give out a PILOT or not. If an applicant comes in and meets the rules, we have to give out the PILOT. And it's just fair doing business that way. So we don't -- we can't select who we like or don't like. That's not how it works.

You asked about where IDA fees go. We have many groups that's come to us and asked for grants, startup business and so forth like the Hudson Valley Film Commission and the Hudson Valley Agribusiness, and we assist them in developing and creating more jobs and bringing film to Ulster County.

For example, fostering farms and farmers and trying to keep agriculture viable in our counties, that's one of the places, just to address some of your questions.

The transportation portion, I understand that's a concern. It's a valid concern. But that's not in our perusal. What we do, we have no control over that. That's going to be something that the Turks are going to have to look at, how the employee gets to work. And UCAT is very sustainable to that kind of thing and they're very open to that kind of thing and that's what they want to do. They're trying to do better every day and we certainly would like to support that with UCAT.

Great. Thank you. Anyway I certainly thank everybody for your comments. We had some great comments on both sides of the table.

But before closing down, I would ask Mr. Turk if he had any comments where you'd like to --

MR. TURK: Most importantly, I'm sticking around, Michael, Joe and John. I'll be here. Why don't you stick around and I can show you some of the things. It'll just help you see where we are at right now, updated, still at estimate format for the -- where we are with the IDA. Take a look. I do believe we are on UCAT bus line.

And what works wonderful, is we really think that we are one of the best first jobs your children or grandchildren are really are going to have.

So, from a very proud grandmother, I would just like to -- you know, the grandparents would always line up at Rocking Horse, and we have a very large staff of art worms. We like to think that we do pay our taxes very well at both properties. And a lot of them pursued local colleges. Some of them are now home, returned home from college that live in this community. It's just a wonderful phase of life. It's just -- it's just kind, you know -- the children rotate through and become adults in front our eyes and move on.

You know, there's a couple of other things but I don't want -- I'm very appreciative of everyone coming out, and I'm going to stick around. Hopefully just that, you guys, John, if you like, just stick around, I'll show you some of the things. We'll pull up our RDI [sic]. It's just a little more updated, IDA. Just take a look.

I'd love to answer questions, if you have

them. Incidentally, they just filmed a great movie in New Paltz, right? That film got a 45 percent, correct me if I'm wrong, anybody, Jim or Neil, but they submit -- after they're here and they spend their time and energy and money at the local hotels and restaurants, they submit it to the Govenor and they give them back 45 percent of their stay here. This is a very short-lived program. I'd like to explain it more to the folks up top there (indicating).

MR. CHAIRMAN: Does anybody have any questions for Mr. Turk while he has the floor?

UNIDENTIFIED SPEAKER: No.

MR. RANDALL: Terry.

MS. MERRILL: Certain people -- I know they are a lovely family, and a beautiful property, and this looks like it would be magnificent and certainly will add -- will coordinate any community.

My question is: I still don't really understand about the PILOT, the whole PILOT thing. Several people are using a language, we need to invest in them. This is where you want to, you know, get to with this and talk about the language, or some other language like that,

because I don't understand what am I doing, or all of us. What is our investment? When you simply know the taxes that have been, you know, laid out, something like that (indicating), is that what we're talking about? I'm investing by not accepting taxes or is there some other investment that the county or the Town, you know the taxpayers are expected to make?

MR. RANDALL: What's your name, please.

MS. JONES: Haley Jones (phonetic).

MR. CHAIRMAN: Haley Jones, thank you.

MS. JONES: I'm a New Paltz resident, about a mile away -- (unintelligible)

MR. CHAIRMAN: Suzanne, could you please address that?

MS. HOLT: Sure. For those who don't know me, I'm Sue Holt. I'm the director of Ulster County Office of Economics.

Can you hear me? If you don't -- can't hear me, then I have to talk louder.

The way the PILOT program works is that the land owner, the business owner continues to pay the underlying taxes throughout the life of the project and then the payment in lieu of taxes -- so instead of the -- the department continues to

have the same taxes until they build it and then the assessor comes and reassesses, and at that time without a PILOT, it would jump up. So with a PILOT, it either goes over for either 10 or 15 years. In this case it'll be 15 years. Sort of diagonal up, so that the business owner can exactly know what to expect. And at the end of the 15 years -- now the reason that the numbers are non-definitive is because we don't know this answer to this question at all. We don't know the total amount of the investments that the -- that they're going to make at this point. So what they do is they apply at the highest amount. And so the IDA can incentivize at the highest amount, is it can be significantly lower, but it can't be higher where they have to come back and we have to have another public hearing. That's part of the reason why we don't know the total value because until its built, we're not going to know what the investment is.

The second reason is that we're talking about -- right now we're talking about it's going to take two and a half years to build. The PILOT will start the day that they close because they're also going to want the sales tax

exemption and that's -- we have to close all at once to get the sales tax exemption and the payment in lieu of taxes. But if it takes them two and a half years to build it, that's two and a half years that they're not going to be able to get any benefits.

So we at the IDA, possibly from day one, we assume that the minute the PILOT closes, they completely put their $42,000,000 in, it would go right up, but in fact, it never does. Sorry to say this, but you can't -- it's going to take longer than they even say it's going to take, just because if anybody got any kind of building, you know that. So until a project is done, until the 15 years are over, we won't know of the total value because you don't know how much taxes are going to go up in your town every year. So we estimate. We estimate 15 years. We estimate that it goes up two percent each year, but we don't really know until we look back. Does that make sense?

MR. ALFANDRE: It's a deferment. It's not a payment from the County or Town --

MS. HOLT: Right. So the Town is not offering out any money. Nobody is writing a

check. Instead of the taxes going up the first year, tey hgo up over a course of time.

MS. JONES: Not that we are going to be (inaudible) sales tax return, land, school tax is on your invest --

(Overlapping)

MS. HOLT: You're right and you're not going to get a sales tax running the building. As soon as Wildberry Lodge opens, the sales taxes will resume on everything. The sales tax portion has a limited date and when they open, everyone's advised to, you know, guests and everything else, that they'll be paying sales tax on.

MR. TURK: That's strictly on the construction and fitting out of the property.

MR. CHAIRMAN: Also like I said earlier in this statement that I was reading under "Stable," under 485-B, they're eligible for benefits under that, according to 485-B, which would be almost equivalent to exactly what they're going to get in the PILOT.

Except under 485-B, there's no call backs, if they didn't meet the application standards, they would just walk away with the money.

So they're eligible for the money without

any guard from the County, or call backs. Just keep that in mind.

I'm going to turn to the mike over to our Agency counsel, Mr. Scott, he'd like to make a comment.

MR. SCOTT: Thank you, Chairer. Just to underscore a couple of points that Ms. Holt made; One, if you take the opportunity to look at the Ulster County Tax Exemption Policy, I think you would be very pleaded about how innovative, creative it is when compared to other industrial development agencies throughout New York State. My company represents approximately 20 IDAs, north, south, east and west. And the policy that this IDA has with respect to tax exemption is based on points and the points are earned by the company based on the elements of the project. And the whole idea of the points concept is to incentivize good behavior, reuse of certain types of studies, creation of certain levels of jobs, investment in the site. The more points you get, the more advantageous, the more better, if you will, the PILOT structure is for the applicant. It's not a one size fits all PILOT policy, which is what you'll see with a number of other IDAs.

For example, many IDAs will have a standard abatement schedule for an industrial project, a standard abatement schedule for a commercial product, a standard abatement schedule for a retail project.

This IDA does not do that. This IDA works with the company. And based on the elements and the characteristics of the project, the company earns a certain level of points, and then that determines the level of abatement and the level of the benefit that the company is going to get. So what this IDA does is actually incentivize good behavior on the part of the project applicants that come before the IDA. That's number one.

Number two, this IDA, when they originally adopted their uniform packages and policies, they held a public hearing with respect to that process and invited all the towns and all the villages, county representatives and all the schools to participate in that process. And this IDA, on its own volition, held several amendments for several public hearings where they opened it up to the public again to and come in and say Hey, how are we doing, What do you think about

our PILOT policy, give us some comments. We've done that at least two times over the last six years and, unfortunately, we haven't had a very good turn out on that.

But this IDA reaches out trying to get comments from participants, from you, the taxpayer, with respect to our tax redemption policy.

The next point I'd like to make is that there was a comment made about a 35-year-old PILOT done by the IDA. This IDA, unlike nearly every IDA in New York State, that they deviate from their normal redemption policy and the longest policy that they have under the policy is 15 years. If they deviate from that, they'll go back to the municipality for approval. This IDA has gotten the approval from, you know, various town, villages and counties, with respect to these deviated PILOTs when the private applicant wants something that's outside the IDA's normal policy.

The last point I'd like to make is that, just underscore what Chairman Morrow said, is that this IDA took a stand on a project recently and didn't need the IDA's view on what the

project should do and the benefits that it should bring to the community. And that stand has cost the IDA legal fees. We have succeeded at the primary level, on the first level with respect to legal fees, and the project applicant, believe it or not, is going to be paying our fees with respect to this litigation. But I'm not -- that was a very aggressive position on our part and we were very fortunate to win, put to the skill of the IDA counsel with respect to that. With respect to that matter, we're not so sure we'll win our appeal on that because it's a very difficult issue.

But what I want to say is that this IDA is taking a stand on projects that don't meet the qualifications that this board wants to see with respect to projects of the applicant and said no to an applicant and then it affects -- suffers the consequences of that of now being in court with respect to that matter. So with that, I just wanted to add that information, and back to you, Chairman. Thank you.

MR. CHAIRMAN: Thank you. Okay. After asserting that there is no one else present who wishes to comment, I will now move forward to

close this public hearing.

MS. BARRETT: Are you closing it or keeping it open for more comments?

MR. CHAIRMAN: Tonight, tonight's meeting. I'm not talking about closing for comments. I remind you that the Agency -- just getting to your point.

The Agency will hold the comment period of this Proposed Project until 5 p.m., on June 8, 2018. All comments received by the close of business, by June 8th, will be included in the official record, the Agency with respect to Proposed Projects. Further the meeting at which the Agency will consider the comments received regarding the Proposed Project that's scheduled for Wednesday, June 13, at 8 a.m., in the County Office building. This meeting, like all meetings of the Agency is open to the public.

Before I close, I just would like to thank everybody for coming out tonight and showing your interest to this Project. Anytime we have a project, we know that there are people on both sides of the fence that like it and don't like it and it gives us an excellent indication of how people, what they're looking for in their

community.

I'd like to thank all the elected officials, the legislator, the supervisor for from the Town, the Mayor, Town Board members, school board members, and anyone else I might have missed, but thank you so much for coming.

At this time, at 8:37, I will close this public hearing.

(PROCEEDINGS CONCLUDED: 8:37 p.m.)

C E R T I F I C A T I O N

STATE OF NEW YORK)

ss.

COUNTY OF ULSTER)

I, Robyn Harrell, Notary Public within and for the State of New York, do hereby certify: That I reported the proceedings in the within entitled matter, and that the within transcript is a true record of said proceedings.

I further certify that I am not related to any of the parties to this action by blood or marriage, and that I am in no way interested in the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto set my hand this 19th day of June, 2018.

ROBYN HARRELL, RPR

NOTICE OF PUBLIC HEARING
ON PROPOSED PROJECT
AND FINANCIAL ASSISTANCE
RELATING THERETO

Notice is hereby given that a public hearing pursuant to Section 859-a(2) of the General Municipal Law of the State of New York (the "Act") will be held by the Ulster County Industrial Development Agency (the "Agency") on the 4th day of June, 2018 at 7:00 o'clock p.m., local time, in the New Paltz Central High School in the Audion, across from the Auditorium, located at 130 S. Putt Corners Road, in the Town of New Paltz, Ulster County, New York in connection with the following matters:

Wildberry Lodge, LLC, a New York limited liability company (the "Company"), has submitted an application (the "Application") to the Agency, a copy of which Application is on file at the office of the Agency, which Application requested that the Agency consider undertaking a project (the "Project") for the benefit of the Company, said Project consisting of the following: (A)(1) the acquisition of an interest in an approximate 57.30 acre parcel of land located at Paradies Lane and S Ohioville Road at its intersection with NYS Route 299 (Tax Map #s 86.12-5-12.310 and 86.12-5-12.320) in the Town of New Paltz, Ulster County, New York (the "Land"), (2) the construction on the Land of various improvements and buildings to contain in the aggregate approximately 138,000 square feet of space (collectively, the "Facility") and (3) the acquisition and installation therein and thereon of certain machinery and equipment (the "Equipment") (the Land, the Facility and the Equipment being collectively referred to as the "Project Facility"), all of the foregoing to be owned by the Company and operated as The Wildberry Lodge and Spa as follows: an approximately 140 unit hotel facility, with meeting rooms, fitness center and indoor pool, an event and catering center, a spa and wellness center, a butterfly conservancy, restaurants, a demonstration kitchen and an open air amphitheater and other directly and indirectly related activities; (B) the granting of certain "Financial assistance" (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including potential exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes (collectively, the "Financial Assistance"); and (C) the lease (with an obligation to

purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Agency.

The Agency is considering whether (A) to undertake the Project, and (B) to provide certain exemptions from taxation with respect to the Project, including (1) exemption from mortgage recording taxes with respect to any documents, if any, recorded by the Agency with respect to the Project in the office of the County Clerk of Ulster County, New York or elsewhere, (2) exemption from deed transfer taxes on any real estate transfers, if any, with respect to the Project, (3) exemption from sales taxes relating to the acquisition, construction and installation of the Project Facility, and (4) in the event that the Project Facility would be subject to real property taxation if owned by the Company but shall be deemed exempt from real property taxation due to the involvement of the Agency therewith, exemption from real property taxes (but not including special assessments and special ad valorem levies), if any, with respect to the Project Facility, subject to the obligation of the Company to make payments in lieu of taxes with respect to the Project Facility. If any portion of the Financial Assistance to be granted by the Agency with respect to the Project is not consistent with the Agency's uniform tax exemption policy, the Agency will follow the procedures for deviation from such policy set forth in Section 874(4) of the Act prior to granting such portion of the Financial Assistance.

If the Agency determines to proceed with the Project, the Project Facility will be acquired, constructed and installed by the Agency and will be leased (with an obligation to purchase) or sold by the Agency to the Company or its designee pursuant to a project agreement (the "Agreement") requiring that the Company or its designee make certain payments to the Agency.

The Agency has not yet made a determination pursuant to Article 8 of the Environmental Conservation Law (the "SEQR Act") regarding the potential environmental impact of the Project.

The Agency will at said time and place hear all persons with views on either the location, nature of the proposed Project, or the Financial Assistance being contemplated by the Agency in connection with the proposed Project. A copy of the Application filed by the Company

analysis of the costs and benefits of the Project, is available for public inspection during business hours at the offices of the Agency. A transcript or summary report of the hearing will be made available to the members of the Agency.

Additional information can be obtained from, and written comments may be addressed to: Suzanne Holt, Director, Office of Economic Development, Ulster County Industrial Development Agency, 244 Fair Street, Kingston, New York 12401; Telephone: (845) 340-5596.

Dated: May 22, 2018.

ULSTER COUNTY INDUSTRIAL DEVELOPMENT AGENCY

BY: s/John R. Morrow, Chairman

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ERRATA SHEET
CHANGES IN TESTIMONY

FRIEDMAN v FRIEDMAN
Jeanette Friedman
June 01, 2018

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