

Cohoes Industrial Development Agency
Board of Directors Meeting
Tuesday, November 20, 2018 @ 8:15
Cohoes City Hall – Council Chambers

Present

Rod Dion, William Keeler, Theresa Thibodeau, Stanley Szozda, Cliff Bird, Manny Santos, William Hallock

Also in attendance: Michael Durocher, Cate Hedgeman, Joseph Scott, Debbie Jacques,
Michael Jacobson

Members Absent: None

Meeting called to order by Rod Dion at 8:19 a.m. with a quorum present

APPROVAL OF MINUTES:

Mr. Dion asked the members if they had any questions or revisions to the August 21, 2018 Meeting. There were no questions or changes. Mr. Dion made a motion to accept the minutes. Mr. Keeler seconded the motion. Motion passed unanimously.

Financial:

Mr. Durocher gave an overview of the balance sheet stating that the IDA has \$221,421.14 in the operating account as of November 15, 2018. He reported that we had received \$5,000 from Kelman's for the use of a portion of the JUNCTA. He further reported that the IDA had recently closed on the purchase of 178 Ontario Street and that the IDA spent approximately \$40,085 for the closing and that the IDA increased the line of credit with Pioneer Bank by \$105,000. These funds along with the existing line of credit would be paid off once we close on those parcels. Mr. Durocher reviewed Profit and Loss Sheet with the board. Being no questions from the Board, Mr. Szozda made a motion to accept the Financial Report. Ms. Thibodeau seconded the motion. Motion passed unanimously.

Resolution Granting a Sewer Easement to the City of Cohoes for Lot 1 of the Juncta Subdivision

Ms. Hedgeman stated that the City of Cohoes currently has a sewer line which runs through the Juncta site and that the IDA will need to formally grant an easement to the City of Cohoes in order for the City to be able to maintain the sewer line, prior to the IDA selling the lots. Mr. Bird made a motion to approve the Resolution. Mr. Santos seconded the motion. Motion passed unanimously.

Resolution Granting a Sewer Easement to the City of Cohoes for Lot 2 of the Juncta Subdivision

Ms. Hedgeman stated that this resolution is the same as the one for Lot 1 but covers Lot 2 which is being sold to the Community Builders. Mr. Santos made a motion to approve the resolution. Ms. Thibodeau seconded the motion. Motion passed unanimously.

Presentation of Harmony Mills Project

Mr. Uri Kaufman introduced himself to the board and thank the board for taking the time to meet with him. Mr. Kaufman gave the board the background on the 3 existing PILOTS stating that he started the redevelopment project in 2005 and finalized the project in 2013. Mr. Kaufman stated when he first started working with the City there was very little re-development going on and in order for the original

project to work the IDA gave him a very generous PILOT. Mr. Kaufman stated Cohoes has now gone from a City losing residents to one of the fastest growing Cities in the State. He further stated that when he started the project the amenities were good for that time now with the Millennials looking to rent apartments, the amenities need to be updated. He said the Millennials are seeking smaller apartments with resort style amenities. Mr. Kaufman stated that he is looking to add a roof top deck overlooking the Cohoes Falls, update the fitness center, create a BYOB bar area, and create a co-working "we work" space, outdoor pool, solar panels and many other features. Mr. Kaufman further stated that the Harmony Mill's Lofts are located close to the Downtown, restaurants and the Music Hall and with the updated amenities they will be a very attractive option for renters. He further stated that this will be the 4th and final Phase of the Harmony Mills Project and he is asking the board to have the same vision for Cohoes that John McDonald and George Primeau saw. Mr. Szozda asked Mr. Kaufman what dates the existing PILOTS will expire. Mr. Kaufman stated that the PILOTS expire in 2028 and 2032. Mr. Keeler asked if the restaurant proposed for the Music Hall was contingent upon the PILOTS. Mr. Kaufman stated that PILOTS would allow the other project to take place otherwise he would not have the means to do the restaurant. Mr. Dion asked Mr. Kaufman if he will be a partner in the restaurant business. Mr. Kaufman replied that he would just be leasing the space from the City and then entering into a separate agreement with Mr. Ortiz. Mr. Kaufman stated that the Common Council has already approved the lease for 10 years with 3 ten year options to renew. Public Member, Mr. Briggs, asked if members of the public could ask questions. Ms. Hedgeman responded "no".

Presentation of The Community Builders Project Erie Point

Melissa Cherubino from Community Builders introduced herself to the board. Ms. Cherubino gave an over view of her organization and stated that Erie Point is the second phase of development throughout the City of Cohoes. Ms. Cherubino further stated that the Erie Point project will consist of 80 units – 40 of those units will be located on the Saratoga Street site. She further stated that the Saratoga Street site will be a 4 story complex with ground level parking, a gym, community room, and playground and will have staff on site. The other 40 units will be scattered sites on Main Street, Willow Street and Saratoga Street. Ms. Cherubino stated that the total cost of the project on all sites will be approximately 32 Million Dollars. Ms. Cherubino said that they are seeking a PILOT for 32 years with the first 2 years of construction being fully tax exempt. Mr. Scott reported that the Cohoes IDA board, in the past, have added "look back" clauses whereby the board can review the financial documents of the developer and adjust the PILOT accordingly. Mr. Jacobson stated that the 32 Million dollar development is key for the City of Cohoes. He further stated that the Main Street area is in desperate need of redevelopment and he feels this project is good for Cohoes. Mr. Dion asked if the project was Section 8 Housing. Ms. Cherubino responded they are not section 8 housing but subsidized through nonprofits. Mr. Dion asked if there are going to be any school age children in the units. Ms. Cherubino stated that the units will be 1 to 3 bedroom units so more than likely there will be children. Mr. Hallock stated that this will then effect the cost to the school district. Ms. Cherubino stated that the Saratoga Street project will have their own services for plowing and garbage pickup and will not be using the City's resources. Mr. Santos asked Mr. Scott what the next step is in the PILOT process. Mr. Scott stated that the board is not voting today and that there still needs to be a Public Hearing on the Project and he will reach out to Debbie Jacques to schedule the hearing. Ms. Cherubino thanked the board members for their time.

Discussion of Lead Agency Status for 70 Delaware Avenue Project

Ms. Hedgeman stated that the IDA has received a letter from the City of Cohoes Planner regarding the project at 70 Delaware Avenue (Prime Companies), wherein the Planning Board is requesting to act as Lead Agency for the SEQRA process. Ms. Hedgeman stated that the letter needs to be sent to any involved agency and at this time the IDA is not involved but it may become a future IDA project. Ms. Hedgeman stated that the letter is basically a formality and there is no action needed at this time.

Discussion of Snow Removal/Property Maintenance for IDA owned properties

Ms. Hedgeman stated that there was a list of IDA owned properties and the board needs to make arrangements for snow removal and maintenance. Ms. Hedgeman stated that we should get a few quotes. Ms. Jacques stated she would work on getting quotes for the board to review.

Update on Properties

Ms. Hedgeman reported that the IDA should be selling 178, 180 & 182 Ontario Street to Simmons Development by the end of December. She further reported that she is working with the City Attorney to complete the easements for the Sewer Lines for Lots 1 & 2 of the Juncta and that both of those parcels should close by the end of the year. Ms. Hedgeman stated that Mr. Jacobson is still working with the purchaser of Lot 3 of the Juncta and she should have an update for the board at the next meeting.

Executive Session

At 9:17 the board went into executive session. Executive Session ended at 10:02. Regular meeting called back to order at 10:03.

Resolution not to reappoint the position of Executive Director for 2019

Mr. Keeler made a motion to approve the Resolution not to reappoint the position of Executive Director for 2019. Mr. Szozda seconded the motion. Mr. Dion called the roll:

Mr. Bird	Yes
Mr. Hallock	Yes
Mr. Keeler	Yes
Mr. Santos	No
Mr. Szozda	Yes
Ms. Thibodeau	Yes
Mr. Dion	Yes

The motion passed.

Being no further business, Mr. Bird made a motion to adjourn the meeting at 10:04 Mr. Santos seconded the motion. The motion passed unanimously.

1:06 PM
12/17/18
Cash Basis

Cohoes Industrial Development Agency
Balance Sheet
As of December 17, 2018

	<u>Dec 17, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
Pioneer Operating Account	597,133.49
Total Checking/Savings	597,133.49
Total Current Assets	597,133.49
Other Assets	
Property Held for Investment	365,288.32
Total Other Assets	365,288.32
TOTAL ASSETS	962,421.81
LIABILITIES & EQUITY	
Liabilities	
Long Term Liabilities	
Loan Payable- Pioneer	266,250.00
Total Long Term Liabilities	266,250.00
Total Liabilities	266,250.00
Equity	
Retained Earnings	341,812.11
Net Income	354,359.70
Total Equity	696,171.81
TOTAL LIABILITIES & EQUITY	962,421.81

1:05 PM

12/17/18

Accrual Basis

Cohoes Industrial Development Agency
Profit & Loss
January through December 2018

	<u>Jan - Dec 18</u>
Ordinary Income/Expense	
Income	
Administrative Fees	203,750.00
Gain on Sale of Properties Held	215,000.00
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Total Income	418,750.00
Expense	
Accounting Fees- CFO	6,500.00
CPA Audit	2,000.00
Executive Assistant	5,000.00
Executive Director- CEO	15,000.00
Filing Fees	0.00
Interest Expense	5,948.70
Legal Fees	13,959.30
Misc Expenses	170.86
Network Support- Web Site	655.63
Professional Services	1,500.00
Property Insurance	2,888.63
Taxes	5,555.03
Utilities	0.00
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Total Expense	59,178.15
Net Ordinary Income	<hr/> 359,571.85
Net Income	<hr/> <u>359,571.85</u>