

**IDA**

**CONFERENCE ROOM  
LAKE PLEASANT, NY**

**DECEMBER 18, 2015**

The meeting was called to order by Chairman Towers at 9:00 A.M. with the following members present:

Brian Towers, Chairman  
William Farber, Vice Chairman  
William Faro  
Tim Pine  
James Bateman

Absent: Robin Morrison

Also Present:

Christy Wilt, Executive Director  
Laura Abrams, Secretary  
Carol Calabrese, Co-Executive Director Essex County IDA  
Jody Olcott, Co-Executive Director Essex County IDA  
Pete Klein, Press

Minutes:

Mr. Faro made a motion to accept the minutes of the April 8, 2015 & September 22, 2015 meetings. Seconded by Mr. Pine. Mr. Pine stated that he believes that he attended the April 8, 2015 meeting. The Secretary will make the correction. Carried.

Financial Report:

Ms. Wilt reviewed the financials with the Board.

Payment of Bills:

Bill Faro – Mileage	\$72.45
Jim Bateman – Mileage	\$57.50

Motion to pay bills as audited by Mr. Farber, seconded by Mr. Pine. Carried.

The Chairman welcomed the Essex County IDA. Ms. Wilt stated that we wanted the Essex County IDA to attend today's meeting to discuss how we should move forward and how to best use their services. Ms. Wilt discussed gas station closures in Hamilton County. Mr. Farber discussed the transition in the County's Tourism Office over last year, which was the first year of the contract with Essex County. We didn't utilize a lot of service, it wasn't because there isn't a need for economic development in Hamilton County, it just wasn't something that Ms. Wilt could focus a lot of time on. He felt it would be good to engage the IDA membership in a conversation about setting some priorities

and figuring out what we want to pursue. Also, the County had talked about the need to replenish some of our loan funds. Ms. Calabrese stated, regarding Ms. Wilt's question about gas stations, she doesn't know of any grants right now outside of the CFA process. Ms. Calabrese suggested that they talk to the Small Business Center. Ms. Wilt stated that she will follow up with that. Ms. Calabrese discussed further options for the gas stations that are having issues. Ms. Olcott stated that they will take a look at the Hamilton County IDA's loan policy. Ms. Olcott stated they have been very successful with giving local incentives, through the straight leaseback process, which is a PILOT, the sales exemption on any construction or equipment purchases and the mortgage recording tax abatement. Ms. Calabrese and Ms. Olcott discussed further.

Ms. Calabrese discussed the Smart Growth grant that just got announced. It is due mid-February, awards will be in April.

Ms. Calabrese stated that National Grid actually has money for projects. They applied for money 2 years ago for marketing. They wanted to market to Canada, it is a fifty-fifty match. You have to spend your budget according to your application. Then upon completion of all the activities and spending the total budget you submit a voucher for reimbursement along with a project summary of what you accomplished. National Grid is great to work with. Ms. Calabrese discussed further successful projects they have had.

Mr. Farber stated that he would support Ms. Wilt using some of the contract money to have Ms. Calabrese and Ms. Olcott work with her to take a look at the Smart Growth grant, the National Grid grants and other funding sources.

Mr. Farber discussed taking a look at the application that the County did when Bill Osborne was here, that was for grant money for fuel stations. It is such a critical need in most of our communities. It was a grant program where we applied through a CFA; it got priority project status at the region, but didn't score as well in Albany because there wasn't really a pot of money that it fit well in to. It was grant money that had a tiered level of grant that was available based on what the entrepreneur was willing to commit to.

Ms. Calabrese discussed the fact that they require applicants to take entrepreneurial training prior to even receiving an application. Mr. Farber stated that he felt this was a very good idea.

Ms. Calabrese discussed the fact that they don't have marketing funds so they try to grow their alliances. They have been working actively with their chambers of commerce and ROOST.

Ms. Calabrese and Ms. Olcott continued to discuss the types of projects they have done.

The Chairman thanked Ms. Calabrese and Ms. Olcott for attending the meeting today. Mr. Farber stated that this was helpful.

As there was no further business, motion to adjourn by Mr. Faro, seconded by Mr. Bateman. Carried.