

# SCHOHARIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Po Box 627, Cobleskill, NY 12043

Fonda Chronis  
Executive Director

Chester Burton  
Chairperson

## INDUSTRIAL DEVELOPMENT AGENCY BOARD OF DIRECTORS MEETING

REGULAR MEETING – MARCH 28, 2024

### MEETING MINUTES

Chairperson called meeting to order at 9:11 am.

1. Roll Call

Burton: Present  
Johnson: Present  
McAllister: Present  
Oevering: Present  
Trapani: Present

OTHERS PRESENT: Fonda Chronis (IDA CEO/Executive Director).

2. Reading & Approval of Minutes: February 22, 2024 Board Meeting (**Tab 1**)

**Motion to approve minutes of the February 22, 2024 meeting made by Johnson, seconded by Trapani (Approved).**

3. Bills & Communications -- None

4. Report of the Treasurer – Cash Position Statement (**Tab 2**)

Executive Director presented Cash Position Statement to the board of directors.

Mr. McAllister discussed the upcoming maturity of one CD and explained the 3-to-6-month yield is falling and is currently at 5.3%, with a two-year yield at the 4.5% range. Mr. Johnson reported a 5-month CD from NBT Bank at 4.55% and the 10-month at 4%.

Consensus from the board is to look at a longer-term maturity for these funds because rates are likely to drop this year, and “locking in” may maximize returns.

5. Reports of Committees

- a. Governance Committee – Did not meet
- b. Audit Committee – Did not meet

c. Finance Committee – Approval of FY 2024/2025 Budget

**Motion to approve FY 2024/2025 Budget as presented in Finance Committee made by McAllister, seconded by Oevering (Approved).**

6. Unfinished Business

- a. Recurring Costs paid via Debit Card Account reported to the Board:
  - i. COBRA (\$2,154.54 / month)
  - ii. ADOBE Software (\$240 / year)
  - iii. MS Office Suite (\$199 / year)
  
- b. Shad Point Update
  - i. MRB has commenced their work. First bill has been received.
  - ii. Abstract received and forwarded to MRB.
  - iii. Executive Director met with NENY regarding battery storage manufacturing. They have hired a supply chain coordinator that will help facilitate down-stream manufacturers. That is probably where Shad Point's opportunity will be. So those conversations started.

Doing some research, Mr. Johnson described that New York State is trying to “strike gold” again in the battery storage industry just as it did with Global Foundry's successes. He also mentioned possible synergies with the former Mesa Tech local company that is now part of Mitsubishi. He also mentioned Duaneburg's recent moratorium on battery storage.

Mr. Oevering asked whether MRB is completing the IDA's grant application for FAST NY. The Executive Director confirmed MRB would be doing that task and reported that the only progress so far is the submission of a letter of intent to apply for FAST NY Track E funding. Any dollars received through this grant will free ARPA funds for infrastructure investment for the site.

Mr. Oevering is concerned about how Highbridge's Track C application might affect Shad Point's chances to receive future funding.

Mr. Johnson asked whether work can be done ahead of time to determine infrastructure costs. Executive Director reported that MRB's current work deliverables will determine water and sewer engineering and costs. To determine costs for gas and electric service, more details are needed, but we are in talks with both National Grid and NYSEG to determine rough estimates.

Mr. Oevering asked about the Scannell contract. Executive Director has received a “boiler plate” document to start negotiating. Executive Director will coordinate with legal to begin these discussions.

Executive Director reports that legal counsel is retiring from Hodgson Russ.

- c. Mineral Spring Road Property to Cobleskill Agriculture Society (CAS)
  - i. Due diligence period has passed. CAS asked me about an extension. Executive Director negotiated the following dates: funding commitment by 5/15 and closing date no later than 6/17. Chair will need to sign the contract amendment, and the full board will approve the sale via a resolution in May.

## 7. New Business

- a. Lease with SUNY for office space/phone
  - i. Paperwork with SUNY fell through the cracks, and I will be signing a “Permit” to occupy the space.
- b. Loan Fund Disposition

Over the decades, IDA has run several revolving loan and micro-enterprise loan funds. The state discontinued these programs in 2019 and expected to be made “whole” for the balance of loan funds over time.

Over the same time period, different loan and grant program income was co-mingled, making reconciliation all but impossible. The issue stems from the inclusion of a NYSEG grant that was co-mingled with other loan funds to award to others. NYSEG grant dollars belong to the IDA, not the state, so there is a portion of what is owed that belongs to the IDA, not the state.

With assistance from Ron Filmer and our independent auditor, we’ve calculated a “payoff amount” to close this program for good and repay the state. The payoff amount is \$16,099.19, and we will make that payment this week, unless the board has an objection.

This transaction would make the state whole and leave a balance of around \$44,000 in cash and outstanding loan payments around \$80,000. IDA receives about \$1,600 per month in payments for (4) different loans currently. Loan duration ranges from 5/2027 to 7/2029.

Our auditor tells us these funds can be used by the IDA for any purpose, including another loan fund or to cover general expenses. The board should think about what it would like to see done with these funds.

Mr. Oevering mentioned that the decision on the use of funds should come from strategic planning.

- c. Economic Development Partnership Update

Executive Director has been meeting regularly with representatives from SEEC, the county, DMC, and SUNY to try to form a new alliance of partners to work together to help drive development in the county.

The group has been working on guiding principles and goals, with the goal to get each governing body to adopt a resolution in support of the effort next month. This group is hopeful that the county board of supervisors will approve a similar resolution of support.

Mr. Oevering asked about specific scopes or roles for each organization. Executive Director explained that the guiding principles are written to be more generic, acknowledging that each has a specific role in economic development for certain projects and the others will support efforts where it makes sense.

Mr. Johnson described collaborations between SEEC and SUNY for the Hoshino project, and this relationship made a difference in them choosing Sharon Springs.

Executive Director answered a question from Mr. Trapani regarding sharing information between the partners.

d. IDA-County Partnership for Broadband

County is considering partnering with Midtel to provide broadband build out for roughly 250 underserved households. Initially the county will own the build-out with plans to turn over the infrastructure at a later date. Pole attachments are considered property and subject to property tax if a private entity owns this infrastructure, so there may be a role for the IDA to enter into a PILCT agreement as a way to provide cost certainty over the long term.

Mr. Johnson shared during the Pandemic SEEC initiated a project with the County that provided approximately \$1 million in CDGB funds that enabled MIDTEL to upgrade wireless/broadband capacity in the County Office building and along Main Street in the Village of Schoharie, as well as providing \$25,000 to local businesses throughout Schoharie County to enhance their digital capacity and engagement.

e. IDA Logos were distributed to board members for comment. Mr. Oevering suggested asking Destination Marketing for their thoughts on this.

f. Submissions for sale of Sharon Warehouse Property – Executive Session

**Motion to enter executive session at 10:05 am to discuss the proposed acquisition, sale or lease of real property made by Johnson, seconded by McAllister (Approved).**

**Motion to leave executive session at 10:27am made by Trapani, seconded by Johnson (Approved).**

Reminder that IDA meetings are now the third Thursday of the month, making the next meeting on April 18, 2024 at 9am.

**Motion to adjourn at 10:28am made by McAllister, seconded by Johnson (Approved).**