

**Greene County Industrial Development Agency
Regular Meeting December 17, 2020**

Call Meeting to Order

Public Comment Period

A. Operations & Administration

1. Reading and approval of minutes of Regular Meeting 10/15/20
2. Finance report/approval of bills - October Checks and Cash Flow
3. Finance report/approval of bills - November Checks and Cash Flow
4. Approval of 2019 Annual Project Report
5. 2021 IDA Administrative Motions
6. 2021 Committees
7. 2021 Budget Approval

B. Priority/Active Projects

1. CMH Medical Center
2. Athens Generating
3. Cairo Infrastructure Study

C. New/Anticipated Projects

1. Hudson-Champlain Power Express
2. Key Capture Energy

D. Project Reports/Updates

1. Exit21-East
2. Exit 21-West
3. Hunter Coach
4. Empire Riverfront Ventures
5. Freepoint Solar

E. Miscellaneous Items

Executive Directors Report
December 17, 2020

B. PRIORITY PROJECTS

1. CMH Medical Center: The project is still moving forward, and I am in the process of amending the option agreement to reflect the IDA's position that CMH must acquire the entire usable portion on the east side of the site. While Covid-19 has caused some delay, I am informed it will not impact the project overall.

2. Athens Generating:

- The Town/County/School/IDA working team has now met twice to discuss the status of the project post-PILOT. We reviewed a proposal for having a preliminary valuation done and are working with the consultant to tailor the deliverables to meet our current needs. We will not meet again until the new year when we have the new proposal. The link to the Times Union article I shared last week is consistent with what we are facing. I personally was surprised by the value of the capacity payments these power plans receive from ISO (Independent Systems Operator) and the steep reduction in recent years. I think it is safe to assume that AG is facing this same revenue decline.
- Paul reports that he has been contacted by attorneys for AG and they stated the bankruptcy is very close to being settled. At this time, we know that AG will be taken over by Beal Bank and Talon Energy will no longer be the owners. We have no indication at this time that the plant will not operate as usual and make its PILOT and power payments on schedule.

3. Cairo Infrastructure Study: I have been participating in a working group that is focused on infrastructure development in Cairo. Working with the County, Town Supervisor, and both Cairo Legislators we have been looking at both short and long-term needs. The County provided funding to retain Delaware Engineering. I have been advocating for the need to focus on the short-term goal to get water/sewer extended into the area where we may acquire lands as well as to a set of parcels on Route 23 across from McDonalds that is currently the best option for development in that area.

C. NEW/ANTICIPATED PROJECTS:

1. Hudson-Champlain Power Express: I have continued to work with the project sponsor in a pre-application mode. They are working on the application and anticipate submission right after the new year. I have also been in communication with the Warren/Washington IDA regarding some level of coordination between the various IDAs who will be targeted by the project. The goal is to share general terms and other

negotiations as these applications progress. I would also note that as I watch the press on this project, there is growing opposition. Groups such as the Riverkeeper, who initially supported the project or declared they would not oppose it, have formally withdrawn their support. There is also still uncertainty in whether NYC will contract with the project to bring power to NYC. Basically, I feel the project is still a long way from reality.

2. Key Capture Energy: I continue to work with the project sponsors in a pre-application mode. I have been working with the project and the Chairman of the Cairo Planning Board on a review of the proposed site plan. The Planning Board has been sensitive to the IDA's potential future interests and wants to make sure they approve a plan that will be acceptable to us if the land donation occurs. I am happy with the site plan and only requested one very minor change. I have also investigated acquiring the additional smaller parcels on Route 32 that adjoining this parcel and that looks very favorable. I have consistently noticed both Key Capture and the Town that any discussions at this point are conceptual and no decisions can be made until we have an application, the project is reviewed, and the Board takes action.

D. PROJECT UPDATES:

1. Exit21-East:

- I was notified by the Thruway on 12/2 that the appraisal had been received but it came in over \$300,000 and as such now requires a 2nd appraisal. This is a requirement of the State Comptroller's office. We sent payment for the 2nd appraisal this week, but we can now expect an additional 45+ day delay. While the Thruway would not share the current appraisal as it is under review, he did give me a general idea of the price point and it is less than I anticipated though this could change with the 2nd appraisal.
- Stewarts remains interested in a parcel for a new store and we have been having some very general discussions. We have discussed possible price as well as the donation of existing store and at this time I do not see any issues.
- I have had several conversations with a developer that is interested in a potential master development plan for the remainder of the site. I requested that he prepare a summary of intent including some timelines, as well as provide a summary of his qualifications and experience I can share with the County. I would like to review his proposal before I submit to the County for their review. After reviewing the proposal, I will make a recommendation on execution of an option. I recommend that we provide his team an option. This would also require the County's sign-off. I received the proposal today (12/3) but will not be able to review until next week.

2. Exit 21-West - I have been continuing to work with Central Hudson to explore the natural gas line extension. Since the last meeting I agreed to pay them a \$750 engineering fee to cover the cost for them to develop initial plans that were then submitted to multiple contractors for pricing. While this will not give us a firm cost, by getting prices from contractors that routinely work for Central Hudson we will have as good an estimate as we can get. Currently CH is estimating the cost at +/- \$1MM. I have budgeted for this in 2021 but will not move forward until I see how CMH or others may be able to contribute. I did speak with Camptown and they very much would like to have access. Likewise, future development on either Exit21 sites will complete the full suite of infrastructure that will be available at the site.

3. Hunter Coach – I am attending the Town of Coxsackie public hearing on the project tonight. I was unable to make the initial meeting last month and it got off the rails a bit due to lack of institutional knowledge on the pre-planning for the site for wetlands and environmental. I have meet with the reviewing engineer for the Town and straightened it out and tonight I expect the Planning Board will get a recommendation that no further engineering review is necessary. I budgeted for the sale in 2021.

4. Catskill Golf Resort - No further word from the project principals but I did find out about a staffing decision that will be very positive for the project but is still confidential. All indication are the project will break ground in the spring.

5. Empire Riverfront Ventures – Work continues with the smaller aspects of the project. They are shooting to have the event center open for 2021 and the hotel groundbreaking will be early spring. The project has received permission from the State Historic Preservation Office that they can demo the current building that was planned for the ground floor of the hotel. More detailed inspections of the building revealed insufficient foundation structure and poor condition of the existing building. This should lower project costs as well as accelerate the timeline.

E. Miscellaneous Items

- Attended a meeting with County Economic Development/Tourism team and the new owners of the Catskill Game Farm. It was purchased for cash by four partners. They have a wide range of plans that includes installing more glamping tents, winterizing them, converting more former animal barns to hospitality uses and several other things such as a concert/event area. I had a very positive sense of the investors and their handle on the site. Initially they will be focused on adding more glamping tents with the more capital-intensive projects in the next phase. I advised them the IDA is supportive of tourism/hospitality projects, but my sense was that IDA assistance was not a good fit for their initial improvements.
- I have been working with Tomas Banik on trying to locate a site for him to establish a new business. He is the US distributor for European company that produces self-contained incinerators basically in shipping containers. He is looking a multi-phase approach with first step being the

establishment of one of the units locally and contracting with veterinarians and local DOT's for the disposal of animal carcasses. In later phases he would seek to possibly expand into medical waste and distribution of the units across the USA. Tomas has done significant research and is very highly motivated person. To date, I have reviewed his business plan and advised him on a few items. I also facilitated a meeting with Peckham Industries which resulted in follow up site visits with Peckham staff to review potential sites. I continue to help Tomas in contacting key people.

- I have been working with a company that is in the sale of hay and wood shaving bedding to the horse stables on the island and down state. He buys hay from a number of Greene County farmers. He is very dissatisfied with his source of wood shavings and is seeking to set up his own plant to produce shavings. I have been trying to help them find a site that can meet their criteria. As a startup he does not want to go as far as building from scratch and is seeking an existing building to lease as he establishes and stabilizes the business.