



MONTGOMERY  
COUNTY NY  
BUSINESS DEVELOPMENT CENTER  
*Made of Something Stronger*

## Meeting Notice

**TO: Agency Members**  
**FROM: Kenneth F. Rose, Chief Executive Officer**  
**DATE: October 12, 2021**  
**RE: MCIDA and MCCRC Monthly Meeting**

The regular meeting of the Montgomery County Industrial Development Agency and Montgomery County Capital Resource Corporation is scheduled for Thursday, October 11, 2021 at 4:30 p.m. at the Old County Courthouse, 9 Park Street, Fonda, NY. Please note that there will be a **Governance Committee for both the MCIDA and MCCRC starting at 4:00 p.m.**

Please call Vincenzo at 853-8334 between 8:30 a.m. and 4:00 p.m. if you have any question

cc: A. Joseph Scott, III, Esq.  
Montgomery Co. Legislature  
AIDA Members  
DPW  
The Recorder  
The Leader Herald  
Daily Gazette

Montgomery County Industrial Development Agency  
Meeting Agenda

October 14, 2021

- I. Call to Order
- II. Minutes
  - A. Regular Meeting-September 9, 2021
- III. Communications
- IV. Public Comments
- V. Chair's Report
- VI. Director's Report
- VII. Financial Report
  - A. Financial Report-Action Item
  - B. Revolving Loan Fund
- VIII. Marketing Report
- IX. Unfinished Business
- X. New Business
  - A. MCIDA 2022 Budget -Action Item
  - B. National Grid Grant-Action Item
- X. Adjournment

**Montgomery County Industrial Development Agency Meeting  
September 9, 2021  
Meeting Minutes**

**MEMBERS PRESENT:**

Matthew Beck, Chair  
Carol Shineman, Vice-Chair  
Mark Kowalczyk, Member  
Laurie Weingart, Secretary  
Cheryl Reese, Member

**ABSENT:**

Robert Harris, Treasurer  
Amanda Auricchio, Esq., Member

**STAFF MEMBERS PRESENT:**

Kenneth F. Rose, Chief Executive Officer  
Sheila Snell, Chief Financial Officer  
Vincenzo Nicosia, Economic Dev. Specialist  
Andrew Santillo, Staff Assistant  
A. Joseph Scott, Esq., Agency Counsel

**OTHERS PRESENT:**

Robert Purtell, Eco. Dev. Committee Chairman

**I. Call to Order**

The meeting was called to order by Chairman Beck at 4:34 p.m.

**II. Minutes**

A motion was made by Carol Shineman, seconded by Cheryl Reese, to approve the Finance Committee meeting minutes from the meeting of June 17, 2021. All members present were in favor.

A motion was made by Cheryl Reese, seconded by Carol Shineman, to approve the meeting minutes from the IDA regular meeting of June 17, 2021. All members present were in favor.

**III. Communications**

There were no communications.

**IV. Public Comments**

There was no public comment.

**V. Chair's Report**

There was no Chair's report.

**VI. Director's Report**

Mr. Ken Rose provided an update since there wasn't a meeting held over the summer. Staff worked on and submitted several Consolidated Funding Application (CFA) to the state. Mr. Rose thanked the staff for their work on those applications. The Regional Economic Development Council (REDC)

will be working to score those and then put together the regional plan, which we will keep the Agency board members updated on.

## **VII. Financial Report**

### **A. Financial Report**

Ms. Sheila Snell said that the financial report is included in the Agency board members' packets. A motion was made by Carol Shineman, seconded by Cheryl Reese, to approve the transaction report for June, July and August. All members present were in favor.

### **B. Revolving Loan Fund**

Ms. Sheila Snell said that the Revolving Loan Fund is included in the Agency board members' packets.

## **VIII. Marketing Report**

Mr. Vincenzo Nicosia reported that staff is working to continue to promote small businesses actively on social media and continuing with video projects for the fall season to promote small business and tourism in the county.

Mr. Ken Rose said that there was a ribbon cutting for Eisenadler Brauhaus, which was very well attended and their first official week open was reportedly very successful.

## **IX. Unfinished Business**

### **A. Business Attraction Blueprint**

Mr. Vincenzo Nicosia stated that the first couple months have been Camoin Associates gathering background information and demographic on the county for the Business Attraction Blueprint. We recently put out a survey to the business community and are awaiting those responses. He asked any Agency board members who want to participate or be active in this process that this is the time to do so.

Staff also submitted for a National Grid grant to help offset the costs of this venture, and while we haven't received the award letter, it was explained that we would be receiving a grant of \$50,000.

## **X. New Business**

### **A. Glen Canal View Business Park**

Mr. Ken Rose provided some background that Prime AE has been doing work in the Glen Canal View Business Park, on behalf of the IDA. When there are leads for that park, Prime AE is able to provide quick site planning info and concept plans. This resolution would add some additional money into that agreement, so that as work is being done in the park on the well study, money is available. Mr. Rose reported to the board that the first results for the well study have come back positive, so the

next steps would be some preliminary design work and putting together a potential budget for costs to convert one of the wells into a potable water supply for the Glen park and possible the Public Safety Facility.

The following resolution was offered by Cheryl Reese, seconded by Laurie Weingart, to wit:

**RESOLUTION AUTHORIZING FOURTH AMENDMENT TO AGREEMENT PRIME  
AE GROUP OF NY-ENGINEERING AND PERMITTING WORK GLEN CANAL  
VIEW BUSINESS PARK**

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING	YES
Carol Shineman	VOTING	YES
Robert Harris	VOTING	ABSENT
Amanda J. Auricchio, Esq.	VOTING	ABSENT
Mark Kowalczyk	VOTING	YES
Laurie Weingart	VOTING	YES
Cheryl Reese	VOTING	YES

The foregoing Resolution No. 21-14 was thereupon declared duly adopted.

**B. Florida Business Park Ext. Engineering**

Mr. Ken Rose explained that the north side of the Florida Business Park Extension has been receiving some interest and it is critically important that soil borings are gathered for any potential project that may be located there. Prime AE has done work in the park and this resolution would allow additional money to be put towards extending the original agreement.

The following resolution was offered by Mark Kowalczyk, seconded by Cheryl Reese, to wit:

**RESOLUTION AMENDING ENGINEERING SERVICES CONTRACT EWA #2-  
PRIME AE GROUP OF NY-FLORIDA PARK EXTENSION NORTH**

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING	YES
Carol Shineman	VOTING	YES
Robert Harris	VOTING	ABSENT
Amanda J. Auricchio, Esq.	VOTING	ABSENT
Mark Kowalczyk	VOTING	YES
Laurie Weingart	VOTING	YES
Cheryl Reese	VOTING	YES

The foregoing Resolution No. 21-15 was thereupon declared duly adopted.

A motion was made by Cheryl Reese, seconded by Carol Shineman, to enter into executive session to discuss personal and company financials and for advice of counsel on a legal matter, at 4:49 p.m. All members present were in favor.

A motion was made by Mark Kowalczyk, seconded by Cheryl Reese, to adjourn executive session at 6:01 p.m. All members present were in favor. No action was taken in Executive Session.

## **IX. Adjournment**

A motion was made by Cheryl Reese, seconded by Laurie Weingart, to adjourn the meeting at 6:02 p.m. All members present were in favor.

Respectfully submitted,

---

Andrew Santillo  
Economic Development Staff Assistant  
Attachments: Resolution No. 21-14, 21-15

**RESOLUTION AUTHORIZING FOURTH AMENDMENT TO AGREEMENT PRIME AE GROUP OF NY-ENGINEERING AND PERMITTING WORK GLEN CANAL VIEW BUSINESS PARK**

A regular meeting of Montgomery County Industrial Development Agency (the "Agency") was convened in public session at the offices of the Agency located at the Old County Courthouse, Fonda, New York on September 9, 2021 at 4:34 o'clock p.m., local time.

The meeting was called to order by the (Vice) Chair and, upon roll being called, the following members of the Agency were:

**PRESENT:**

Matthew Beck	Chair
Carol Shineman	Vice Chair
Laurie Weingart	Secretary
Robert Harris	Treasurer
Amanda Auricchio, Esq.	Member
Mark Kowalczyk	Member
Cheryl Reese	Member

**ABSENT:**

Robert Harris	Treasurer
Amanda Auricchio, Esq.	Member

**AGENCY STAFF PRESENT INCLUDED THE FOLLOWING:**

Kenneth Rose	Chief Executive Officer
Sheila Snell	Chief Financial Officer
Vincenzo Nicosia	Economic Development Specialist
Andrew Santillo	Staff Assistant
Karl Gustafson, Jr.	Grant Assistant
A. Joseph Scott, Esq.	Agency Counsel

**OTHERS PRESENT:**

Robert Purtell	Legislator
----------------	------------

The following resolution was offered by Cheryl Reese, seconded by Laurie Weingart, to wit:

Resolution No. 21-14

**RESOLUTION AUTHORIZING THIRD AMENDMENT TO AGREEMENT PRIME AE GROUP OF NY-ENGINEERING AND PERMITTING WORK GLEN CANAL VIEW BUSINESS PARK**

WHEREAS, the Agency is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and

Chapter 666 of the 1970 Laws of New York, as amended, constituting Section 895-d of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, warehousing, commercial, research and manufacturing facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the Montgomery County Industrial Development Agency has developed the Glen Canal View Business Park in the Town of Glen, and

WHEREAS, to further on-going development within this Park, the Montgomery Industrial Development Agency per Resolution #06-20 entered into a contract with McDonald Engineering, P.C. (now PRIME AE Group of NY) to provide continued engineering services as needed, and

WHEREAS, PRIME AE Group of NY has submitted an estimated cost for conducting a engineering and a feasibility study in relation to various wells located at the park for the potential of being utilized as a public water source; and

WHEREAS, preliminary well flow tests have been positive and further preliminary engineering work needs specifically for water quality testing and preliminary well and treatment system design;

RESOLVED, the Agency hereby approves a 4<sup>th</sup> amendment to the contract with PRIME AE Group of NY (formerly McDonald Engineering, P.C.) for and amount not to exceed \$15,000, and

FURTHER RESOLVED, The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided to carry out the terms of this Resolution, and to execute and deliver any additional certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing Resolution and to cause compliance by the Agency with all of the terms, covenants and provisions of this Resolutions, and

FURTHER RESOLVED, Any action heretofore taken by the Agency, its officers or its staff in carrying out the matters contemplated by this Resolution is hereby ratified, confirmed and approved.

FURTHER RESOLVED, this Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING	YES
Carol Shineman	VOTING	YES



Laurie Weingart	VOTING	YES
Robert Harris	VOTING	ABSENT
Amanda J.Auricchio, Esq.	VOTING	ABSENT
Mark Kowalczyk.	VOTING	YES
Cheryl Reese	VOTING	YES

The foregoing Resolution No. 21-14 was thereupon declared duly adopted.

STATE OF NEW YORK                    )  
  ) SS.:  
COUNTY OF MONTGOMERY            )

I, the undersigned (Assistant) Secretary of Montgomery County Industrial Development Agency (the "Agency"), DO HEREBY CERTIFY that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency, including the resolution contained therein, held on September 9, 2021, with the original thereof on file in my office, and that the same is a true and correct copy of such proceedings of the Agency and of such resolution set forth therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this 9<sup>th</sup> day of September 2021.

\_\_\_\_\_  
(Assistant) Secretary

(SEAL)

**RESOLUTION AMENDING ENGINEERING SERVICES CONTRACT EWA #2- PRIME AE  
GROUP OF NY-FLORIDA PARK EXTENSION NORTH**

A regular meeting of Montgomery County Industrial Development Agency (the "Agency") was convened in public session at the offices of the Agency located at the Old County Courthouse, Fonda, New York on September 9, 2021 at 4:34 o'clock p.m., local time.

The meeting was called to order by the (Vice) Chair and, upon roll being called, the following members of the Agency were:

**PRESENT:**

Matthew Beck	Chair
Carol Shineman	Vice Chair
Laurie Weingart	Secretary
Robert Harris	Treasurer
Mark Kowalczyk	Member
Amanda Auricchio, Esq.	Member
Cheryl Reese	Member

**ABSENT:**

Robert Harris	Treasurer
Amanda Auricchio, Esq.	Member

**AGENCY STAFF PRESENT INCLUDED THE FOLLOWING:**

Kenneth Rose	Chief Executive Officer
Sheila Snell	Chief Financial Officer
Vincenzo Nicosia	Economic Development Specialist
Andrew Santillo	Staff Assistant
Karl Gustafson, Jr.	Grant Assistant
A. Joseph Scott, Esq.	Agency Counsel

**OTHERS PRESENT:**

Robert Purtell	Legislator
----------------	------------

The following resolution was offered by Mark Kowalczyk, seconded by Cheryl Reese, to wit:

Resolution No. 21-15

**RESOLUTION AMENDING ENGINEERING SERVICES CONTRACT EWA #2- PRIME AE  
GROUP OF NY-FLORIDA PARK EXTENSION NORTH**

WHEREAS, the Agency is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 666 of the 1970 Laws of New York, as amended, constituting Section 895-d of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively

referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, warehousing, commercial, research and manufacturing facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the Montgomery County Industrial Development Agency is in the process of developing an industrial park in the Town of Florida, and

WHEREAS, on-going environmental and permitting work continues regularly in the development of the remaining north side Florida Park Extension parcels, and

WHEREAS, per Resolution 17-22 the MCIDA has a contract with Prime AE Group of NY in relation to the aforementioned work, and

RESOLVED, the Agency hereby approves a 2nd amendment to the contract with PRIME AE Group of NY for an amount not to exceed \$50,000, and

FURTHER RESOLVED, The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided to carry out the terms of this Resolution, and to execute and deliver any additional certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing Resolution and to cause compliance by the Agency with all of the terms, covenants and provisions of this Resolutions, and

FURTHER RESOLVED, Any action heretofore taken by the Agency, its officers or its staff in carrying out the matters contemplated by this Resolution is hereby ratified, confirmed and approved, and

FURTHER RESOLVED, this Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING	YES
Carol Shineman	VOTING	YES
Laurie Weingart	VOTING	YES
Robert Harris	VOTING	ABSENT
Amanda J.Auricchio, Esq.	VOTING	ABSENT
Mark Kowalczyk.	VOTING	YES
Cheryl Reese	VOTING	YES

The foregoing Resolution No. 21-15 was thereupon declared duly adopted.

STATE OF NEW YORK                    )  
  ) SS.:  
COUNTY OF MONTGOMERY            )

I, the undersigned (Assistant) Secretary of Montgomery County Industrial Development Agency (the "Agency"), DO HEREBY CERTIFY that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency, including the resolution contained therein, held on September 9, 2021, with the original thereof on file in my office, and that the same is a true and correct copy of such proceedings of the Agency and of such resolution set forth therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this 9<sup>th</sup> day of September 2021.

\_\_\_\_\_  
(Assistant) Secretary

(SEAL)

9:15 AM

10/12/21

Cash Basis

**Montgomery County Industrial Development Agency**  
**Balance Sheet**  
As of September 30, 2021

	Sep 30, 21
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
200 · Cash	
200.1 · NBT-General Fund	33,877.93
200.2 · NBT-MMDA	2,120,691.10
200.4 · NBT-USDA	90,593.74
200.7 · NBT Payroll	22,908.10
Total 200 · Cash	2,268,070.87
Total Checking/Savings	2,268,070.87
<b>Other Current Assets</b>	
480 · Prepays	
480.2 · Prepaid Insurance	1,398.59
Total 480 · Prepays	1,398.59
Total Other Current Assets	1,398.59
<b>Total Current Assets</b>	<b>2,269,469.46</b>
<b>Other Assets</b>	
100.1 · GP-Land Adams Purchase	913,809.22
100.10 · Clark-Ld Dvlp(TBK)-Phs II	6,047.50
100.20 · Land FP- Gage Parcel	7,534.25
100.23 · FP Land-Lot1 Parcel A	11,003.85
100.28 · FP Land Lot 1 Parcel AA	9,859.60
100.29 · FP Land New Account	-100.00
100.30 · FP Land Bushman Property	115,886.81
100.31 · FP Land Trnsfr-Twn Florida	9,282.93
100.32 · FP Land Transfer to NYSDOT	1.00
100.33 · FP Land Cell Tower	6,329.14
100.40 · FP Extension	887,124.35
100.50 · Land-Parking Lot	10.00
100.51 · Prkng Lot Lease Hld Imprv	97,530.23
100.52 · NBT-Parking Lot Accum Depr	-85,890.83
251 · Lease Receivable-NBT	108,702.76
Total Other Assets	2,087,130.81
<b>TOTAL ASSETS</b>	<b>4,356,600.27</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
615 · Deposits/Options	4,000.00
620 · PILOTS Clearing Account	16,772.20
660 · Deferred Revenues	
660.1 · Dfrrd Int Revenue-NBT	16,598.32
Total 660 · Deferred Revenues	16,598.32
Total Other Current Liabilities	37,370.52
Total Current Liabilities	37,370.52
<b>Long Term Liabilities</b>	
630 · Due to Other Gov'ts	
630.1 · Due To MC3 Development	473,278.75
630.2 · Due To MC Parks	295,000.00
630.3 · Due To MC-Parks Res 108-97	764,550.00
630.4 · Due To MC-IAP Reimbursemnt	369,634.53
Total 630 · Due to Other Gov'ts	1,902,463.28
650 · USDA Clearing Account	33.88
Total Long Term Liabilities	1,902,497.16

9:15 AM  
10/12/21  
Cash Basis

Montgomery County Industrial Development Agency  
**Balance Sheet**  
As of September 30, 2021

	<u>Sep 30, 21</u>
Total Liabilities	1,939,867.68
Equity	
922 · Retained Earnings - USDA	83,418.86
920 · Opening Bal Equity	1,611,682.78
921 · Retained Earnings	760,112.66
Net Income	-38,481.71
Total Equity	<u>2,416,732.59</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>4,356,600.27</u></u></b>

9:15 AM  
10/12/21  
Cash Basis

Montgomery County Industrial Development Agency  
**Profit & Loss**  
September 2021

	<u>Sep 21</u>
<b>Income</b>	
2401 · Interest & Earnings	
2401.1 · Bank Interest-NBT Gen Fd	0.84
2401.2 · Bank Interest-NBT MMDA	139.32
<b>Total 2401 · Interest &amp; Earnings</b>	<u>140.16</u>
2405 · Interest on Mortgages/Leases	
2405.2 · Revenue-NBT	713.87
2405.5 · Revenue-NBT Parking Lot	750.00
<b>Total 2405 · Interest on Mortgages/Leases</b>	<u>1,463.87</u>
<b>Total Income</b>	1,604.03
<b>Expense</b>	
6110 · Professional Fees	17,750.00
6160 · Insurance Expense	692.18
6170 · Administrative Expense	231.93
6175 · General Office Expense	412.50
6180 · Postage Expense	107.32
6230 · Maintenance Glen & Florida Park	1,600.00
6460 · Depreciation Expense	270.95
9000 · Payroll	3,384.62
9005 · Payroll Taxes	278.36
9010 · Payroll Fees (Paychex)	145.94
<b>Total Expense</b>	<u>24,873.80</u>
<b>Net Income</b>	<u><u>-23,269.77</u></u>



9:15 AM

10/12/21

Cash Basis

Montgomery County Industrial Development Agency  
**Profit & Loss**  
January through September 2021

	<u>Jan - Sep 21</u>
<b>Income</b>	
2221 · Revenue_Administrative Fees	89,812.00
2205 · Other Revenue	1.00
2401 · Interest & Earnings	
2401.1 · Bank Interest-NBT Gen Fd	9.75
2401.2 · Bank Interest-NBT MMDA	1,688.91
<b>Total 2401 · Interest &amp; Earnings</b>	<u>1,698.66</u>
2405 · Interest on Mortgages/Leases	
2405.2 · Revenue-NBT	6,895.29
2405.5 · Revenue-NBT Parking Lot	6,750.00
<b>Total 2405 · Interest on Mortgages/Leases</b>	<u>13,645.29</u>
<b>Total Income</b>	105,156.95
<b>Expense</b>	
6110 · Professional Fees	49,980.48
6115 · Engineering	15,169.94
6125 · Auditing	9,000.00
6145 · Appraisal Expense	4,500.00
6160 · Insurance Expense	7,207.56
6165 · Bank Service Charges	35.00
6170 · Administrative Expense	2,091.39
6175 · General Office Expense	10,576.82
6180 · Postage Expense	107.32
6210 · Property Taxes Expense	384.87
6230 · Maintenance Glen & Florida Park	5,600.00
6275 · Miscellaneous Expense	0.06
6460 · Depreciation Expense	2,438.55
9000 · Payroll	32,153.89
9005 · Payroll Taxes	2,976.12
9010 · Payroll Fees (Paychex)	1,416.66
<b>Total Expense</b>	<u>143,638.66</u>
<b>Net Income</b>	<u><u>-38,481.71</u></u>

**Budget and Financial Plan  
2022  
Budgeted Revenues, Expenditures and changes in Current Net Assets  
Breakdown for IDA Board Members**

<b><u>REVENUE &amp; FINANCIAL SOURCES</u></b>	Last Year <b>Actual 2020</b>	Sep-20 Current Year <b>Actual 2021</b>	<b>Adopted 2022</b>	<b>Proposed 2023</b>	<b>Proposed 2024</b>	<b>Proposed 2025</b>
<b>Operating Revenues</b>						
Reimbursement Revenue (CAP 86, Land Reimb, Income from Sale of Land)				\$ -	\$ -	\$ -
<b>Charges for Services Total</b>		\$ -	\$ -	\$ -	\$ -	\$ -
Application Fee Revenue	\$ 1,000	\$ -	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
Agency Fees Revenue	\$ 23,553	\$ 89,812	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000
Alpin Haus Lease Revenue			\$ -		\$ -	
Cell Tower Lease			\$ 34,800	\$ 34,800	\$ 34,800	\$ 34,800
NBT Lease Revenue	\$ 10,761	\$ 6,182	\$ 6,982	\$ 4,822	\$ 2,402	\$ 276
NBT Rental Revenue (parking lot)	\$ 9,000	\$ 6,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000
Option/Deposits Revenue						
<b>Rental &amp; Financing Income Total</b>	<b>\$ 44,314</b>	<b>\$ 101,994</b>	<b>\$ 142,782</b>	<b>\$ 140,622</b>	<b>\$ 138,202</b>	<b>\$ 136,076</b>
Other Operating Revenues		\$ 1	\$ -	\$ -	\$ -	\$ -
<b>Other Operating Revenues Total</b>	<b>\$ -</b>	<b>\$ 1</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Nonoperating Revenues</b>						
Bank Interest General Fund	\$ 105	\$ 9	\$ 50	\$ 50	\$ 50	\$ 50
Bank Interest USDA	\$ 30	\$ -	\$ 100	\$ 100	\$ 100	\$ 100
Bank Interest MMDA	\$ 7,147	\$ 1,550	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
<b>Investment Earnings Total</b>	<b>\$ 7,281</b>	<b>\$ 1,559</b>	<b>\$ 10,150</b>	<b>\$ 10,150</b>	<b>\$ 10,150</b>	<b>\$ 10,150</b>
State Subsidies/grants		\$ -	\$ -	\$ -	\$ -	\$ -
Federal Subsidies/grants		\$ -	\$ -	\$ -	\$ -	\$ -
Municipal Subsidies/grants EMIG		\$ -	\$ -	\$ -	\$ -	\$ -
Municipal Subsidies/grants NIMO		\$ -	\$ -	\$ -	\$ -	\$ -
Public Authority Subsidies		\$ -	\$ -	\$ -	\$ -	\$ -
<b>Grants Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Other Nonoperating Revenues Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Proceeds from the issuance of debt Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Total Revenues and Financing Sources</b>	<b>\$ 51,595</b>	<b>\$ 103,554</b>	<b>\$ 152,932</b>	<b>\$ 150,772</b>	<b>\$ 148,352</b>	<b>\$ 146,226</b>

**EXPENDITURES**

	2020	2021	2022	2023	2024	2025
<b>Operating Expenditures</b>						
Salaries & Wages	\$ 62,654	\$ 28,770	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Other employee Benefits	\$ 5,142	\$ 3,969	\$ 5,200	\$ 5,200	\$ 5,200	\$ 5,200
County Administration Fees		\$ -	\$ 17,500	\$ 17,500	\$ 17,500	\$ 17,500
Audit Fees	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000
Professional Fees	\$ 102,839	\$ 49,980	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
Abstract Fees		\$ -	\$ -	\$ -	\$ -	\$ -
Appraisal Fees		\$ 4,500	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Legal Fees	\$ 131	\$ -	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500
Engineering Fees		\$ 15,170	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
<b>Land Transactions</b>						
Loss on Transfer of Land	\$ 38,988	\$ -	\$ -	\$ -	\$ -	\$ -
Loss on Impaired Assets			\$ -	\$ -	\$ -	\$ -
Improvements for Land Acquisitions (Reimbursable expense)						
<b>Professional services contracts Total</b>	<b>\$ 218,754</b>	<b>\$ 111,389</b>	<b>\$ 141,200</b>	<b>\$ 141,200</b>	<b>\$ 141,200</b>	<b>\$ 141,200</b>
General Office Expense	\$ 12,880	\$ 10,577	\$ 4,200	\$ 4,200	\$ 4,200	\$ 4,200
Postage	\$ -	\$ 107	\$ 50	\$ 50	\$ 50	\$ 50
<b>Supplies &amp; Materials Total</b>	<b>\$ 12,880</b>	<b>\$ 10,684</b>	<b>\$ 4,250</b>	<b>\$ 4,250</b>	<b>\$ 4,250</b>	<b>\$ 4,250</b>
Mileage Reimbursement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Marketing Expense	\$ 1,050	\$ -	\$ -	\$ -	\$ -	\$ -
Advertising Expense		\$ -	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200
Food & Entertainment Expense	\$ 70	\$ -	\$ 500	\$ 500	\$ 500	\$ 500
Conferences and Professional Devlp Expense		\$ -	\$ 500	\$ 500	\$ 500	\$ 500
Insurance Expense	\$ 9,188	\$ 6,515	\$ 7,150	\$ 7,150	\$ 7,150	\$ 7,150
Admin Expenses	\$ 2,803	\$ 2,091	\$ -	\$ -	\$ -	\$ -
Glen Park Maintenance Expense	\$ 8,425	\$ 5,600	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000
Florida Park Ext Maintenance Expense	\$ 2,003	\$ -	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500
Depreciation Expense	\$ 3,251	\$ 2,439	\$ 3,251	\$ 3,251	\$ 3,251	\$ 3,251
Options - Upfront Land Costs						
Legal Ads Expense			\$ -	\$ -	\$ -	\$ -
Travel & Lodging Expense			\$ 200	\$ 200	\$ 200	\$ 200
Other - Bank Serv Charge-Taxes-Misc	\$ 588	\$ 420	\$ 500	\$ 500	\$ 500	\$ 500
<b>Other operating expenditures Total</b>			<b>\$ 3,000</b>	<b>\$ 3,000</b>	<b>\$ 3,000</b>	<b>\$ 3,000</b>
<b>Nonoperating Expenditures</b>	<b>\$ 27,378</b>	<b>\$ 17,065</b>	<b>\$ 27,801</b>	<b>\$ 27,801</b>	<b>\$ 27,801</b>	<b>\$ 27,801</b>
Grants						
Donations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PILOTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other nonoperating expenditures (Bad Debt)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Nonoperating Expenditures Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Total Expenditures</b>						
<b>Capital Contributions</b>	<b>\$ 259,012</b>	<b>\$ 139,138</b>	<b>\$ 173,251</b>	<b>\$ 173,251</b>	<b>\$ 173,251</b>	<b>\$ 173,251</b>
<b>Excess (deficiency) of revenues and capital contributions over e:</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
	<b>\$ (207,417)</b>	<b>\$ (35,584)</b>	<b>\$ (20,319)</b>	<b>\$ (22,479)</b>	<b>\$ (24,899)</b>	<b>\$ (27,025)</b>

**RESOLUTION APPROVING GRANT AGREEMENT MARKETING-NATIONAL GRID  
(MONTGOMERY COUNTY ATTRACTION BLUEPRINT)**

A regular meeting of Montgomery County Industrial Development Agency (the "Agency") was convened in public session at the offices of the Agency located at the Old County Courthouse, 9 Park Street, Fonda, New York on October 14, 2021, at 4:30 o'clock p.m., local time.

The meeting was called to order by the (Vice) Chairman and, upon roll being called, the following members of the Agency were:

**PRESENT:**

Matthew Beck	Chair
Carol Shineman	Vice Chair
Laurie Weingart	Secretary
Robert Harris	Treasurer
Amanda Auricchio, Esq.	Member
Mark Kowalczyk	Member
Cheryl Reese	Member

**ABSENT:**

**THE FOLLOWING PERSONS WERE ALSO PRESENT:**

Kenneth Rose	Chief Executive Officer
Sheila Snell	Chief Financial Officer
Vincenzo Nicosia	Ec. Dev. Specialist
Andy Santillo	Staff Assistant
Karl Gustafson	Grant Assistant
Christopher Canada, Esq.	Agency Counsel

The following resolution was offered by Carol Shineman, seconded by Robert Harris, to wit:

Resolution No. 21-16

**RESOLUTION AUTHORIZING THE MONTGOMERY COUNTY INDUSTRIAL  
DEVELOPMENT AGENCY TO EXECUTE AND DELIVER A CERTAIN PROJECT  
FUNDING AGREEMENT-NATIONAL GRID**

WHEREAS, Montgomery County Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 666 of the 1970 Laws of New

York, as amended, constituting Section 895-d of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research, recreation and civic facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, the Agency applied to National Grid through its Strategic Economic Development Outreach Program for a grant to help offset costs associated with the Agency's Regional Business Attraction Blueprint Project; and

WHEREAS, the Agency was awarded a grant of up to \$50,000 through this Program and National Grid prepared a Project Funding Agreement to be executed which is attached hereto as Schedule A;

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF MONTGOMERY COUNTY INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:

Section 1. The Agency hereby finds and determines that:

(A) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(B) Entering into the Project Funding Agreement with National Grid will promote and maintain the job opportunities, general prosperity and economic welfare of the citizens of Montgomery County, New York and the State of New York and improve their standard of living.

Section 2. In consequence of the foregoing, the Agency hereby determines to execute and deliver the Project Funding Agreement (in a form approved by Agency Counsel).

Section 3. Any action heretofore taken by the Agency, its officers or its staff in carrying out the matters contemplated by this Resolution is hereby ratified, confirmed and approved.

Section 4. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided for by the provisions of this Resolution, and to execute and deliver all such additional certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of this Resolution and to cause compliance by the Agency with all of the terms, covenants and provisions of this Resolution.

Section 5. This Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Matthew Beck	VOTING
Carol Shineman	VOTING
Laurie Weingart	VOTING
Robert Harris	VOTING
Amanda Auricchio, Esq.	VOTING
Mark Kowalczyk	VOTING
Cheryl Reese	VOTING

The foregoing Resolution No. 21-16 was thereupon declared duly adopted.

STATE OF NEW YORK                    )  
  ) SS.:  
COUNTY OF MONTGOMERY            )

I, the undersigned (Assistant) Secretary of Montgomery County Industrial Development Agency (the "Agency"), do hereby certify that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency held on October 14, 2021 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respect duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public, and due notice of the time and place of said meeting was given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this 14<sup>th</sup> day of October 2021.

\_\_\_\_\_  
(Assistant) Secretary

(S E A L)

## Schedule A



September 15, 2021

Kenneth Rose  
Chief Executive Officer  
Montgomery County Industrial Development Agency  
P.O. Box 1500  
9 Park Street  
Fonda, NY 12068

Dear Kenneth Rose:

Congratulations! Montgomery County Industrial Development Agency's application for a grant from National Grid's Strategic Economic Development Outreach Program has been approved for your Regional Business Attraction Blueprint Project.

You have been awarded a grant of up to \$50,000. This program requires you to match these funds 1:1 with funding from sources other than National Grid. As indicated in the program application, grant funding is only released to you upon the successful completion of the project, as verified by National Grid. Web sites, advertisements, or collateral material being produced by the project should include the following acknowledgment: 'The creation of this (brochure, ad, web site, etc) was assisted with a grant from National Grid, through the NYS Public Service Commission approved Economic Development Plan'.

National Grid's Economic Development Grant programs are available to customers as part of a current regulatory agreement with the New York State Public Service Commission (PSC). Under no circumstances will funding be released by National Grid without continued authorization to do so by the PSC.

Enclosed is a Project Funding Agreement. Please sign and return to: [Lynne.Hickman@nationalgrid.com](mailto:Lynne.Hickman@nationalgrid.com)

It is important that you return the signed agreement. We will return a fully-executed agreement to you for your file.

Upon completion of your project and to request payment you will need to do the following:

Log back into your account at [www.ShovelReady.com](http://www.ShovelReady.com) and go to the Project Completion section:

- a. Fill out and upload the Certification of Project Completion Form and the Payment Requisition; and
- b. Upload all paid invoices and a brief final report describing what was done to achieve the goals outlined in your application.

We will be contacting you to insure compliance with the program, which may include one or more site visits. If you have questions or need more information regarding your grant, please contact Joe Russo at (315) 428-6798.

Also, please contact us prior to issuing any press release or arranging for a news conference concerning this grant.

Again, congratulations on behalf of all of us at National Grid. We look forward to working with you.

Sincerely,



Arthur W. Hamlin  
Manager, Economic Development

xc: Joe Russo



**ECONOMIC DEVELOPMENT PROGRAM**

**PUBLIC CUSTOMER AGREEMENT**

**BETWEEN**

**NIAGARA MOHAWK POWER CORPORATION  
d/b/a NATIONAL GRID**

**AND**

***MONTGOMERY COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
P.O. Box 1500  
9 Park Street  
Fonda, NY 12068***

***Application Number: 5980***

**300 Erie Boulevard West  
Syracuse, New York 13202**

**ECONOMIC DEVELOPMENT PROGRAM  
PUBLIC CUSTOMER/DEVELOPER AGREEMENT**

**1. DEFINITIONS.**

"Agreement" means this document and the Approved Online Application.

"Award Letter" means the letter that informs the Grantee that they have received approval of an Economic Development grant and the amount of that grant.

"Developer" means the entity receiving project funding under this Agreement.

"Project" means the activity described in the Approved Application.

"Program" means the NM Economic Development Program that is providing funding for the Project.

"Company" means Niagara Mohawk Power Corporation, d/b/a National Grid, or its successor or assign.

**2. SCHEDULE.** The Developer shall complete its Project by the dates set forth in the Approved Application, unless the Project is delayed by occurrences beyond the reasonable control of the Developer. Under no circumstances will funding be released by Niagara Mohawk Power Corporation, d/b/a National Grid, without continued authorization to do so by the New York State Public Service Commission.

**3. COMPENSATION.** The Project may be funded, in whole or in part, by Company. The Developer shall be responsible for all sums necessary to complete the Project not provided Company. The grant award shall be described in the Agreement and the Award Letter. Under no circumstances will funding be released by Niagara Mohawk Power Corporation, d/b/a National Grid, without continued authorization to do so by the New York State Public Service Commission.

**4. PAYMENT.** The Developer will advise Company of its completion of the Project. Company will conduct a site visit, inspect the work, determine its completion, and verify its compliance with Program requirements. If Company confirms that the Project has been completed and is in compliance with Program requirements, the parties will execute a Certificate of Project Completion and the Developer will submit a Payment Requisition form. Company will remit a check to the Developer in the amount of the Program grant stipulated in the Award Letter.

- Under certain conditions Customers in the following programs may be eligible for Progress Payments: Strategic Economic Development, Industrial Building Redevelopment, Capital Investment Incentive, Brownfield Redevelopment, 25 Cycle Investment Incentive, Energy Efficiency in Empire Zones and Dairy Industry Productivity. The Customer must

request a Progress Payment in writing on their letterhead prior to submittal of the attached Certificate of Progress Payment. Included in the request must be justification for the Progress Payment, all invoices and evidence that corresponding matching funds have been expended. Progress Payment requests are subject to approval by the Vice President Economic Development and the Sr. Vice President Business Services & Economic Development.

**5. DEVELOPER REQUIREMENTS.**

- The Developer agrees to conduct the Project in accordance with the Approved Application and Program requirements. If the Developer fails to do so, Company may require Developer to return all funding received.
- The Developer will cooperate fully with Company, and provide full information regarding its business and costs to the extent necessary to enable Company to evaluate the Project or determine whether Program funds should be remitted to the Developer. This cooperation shall include the Developer's designation of a representative with whom Company can interact on all matters related to this Agreement and whose decisions are binding on the Developer. If Developer provides false, inaccurate, misleading or otherwise deceptive information, Company may require Developer to return all funding received.
- The Developer will be required to complete a survey upon receipt of funding. Our regulatory requirements prohibit us from continuing to fund recipients who fail to fulfill reporting requirements.
- The Developer agrees to give credit to Company on any collateral materials produced as a result of funding received through the Program.

**6. CHANGES.** The Developer may request changes or amendments to the Agreement. Any such changes must be in a writing signed by the Developer and Company.

**7. LIMITATION OF NM LIABILITY. NM MAKES NO WARRANTY WHATSOEVER, WHETHER STATUTORY, WRITTEN, ORAL, OR IMPLIED (INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR USE FOR A PARTICULAR PURPOSE) WITH RESPECT TO THE PROJECT.**

To the fullest extent allowed by law, Company is exempt from any and all liability to the Developer for any damage, injuries, or losses of any nature, whether direct or indirect, special, consequential, incidental or otherwise, including, but not limited to, those arising out of, resulting from, or related to this Agreement and/or any Company actions pursuant or related to this Agreement or to the Program. The Developer releases Company, its directors, officers, employees, agents, successors and assigns, from any and all liabilities to the Developer.

**8. TERMINATION.** Any party to this Agreement may terminate this Agreement for convenience upon thirty (30) days written notice to the other party. Company may terminate the Agreement at any time for any nonconformance with a material term of this Agreement. Company may terminate the Agreement at any time for legislative, court or regulatory changes effecting its rates, tariffs or Economic Development Programs. In the event of any termination, no amount shall be paid or payable by Company for the Developer's termination

costs, including, but not limited to, costs associated with the transfer or termination of personnel or other contracts.

9. **ASSIGNMENT AND SUBCONTRACTING.** The Developer shall neither assign this Agreement, nor subcontract any portion of the work, nor assign any moneys payable under this Agreement, without first obtaining the written consent of Company. Company may reject any assignee, delegatee or other transferee, or any subcontractor, within its absolute discretion, that it considers unable or unsuitable to perform activities under this Agreement. Any Company – authorized assignment or subcontracting of this Agreement shall not relieve the Developer of the responsibility for full compliance with the requirements of this Agreement. The requirements of this Agreement shall be included in any subcontracts placed by the Developer.
10. **THIRD-PARTY BENEFICIARY.** The parties have no intent, and do not create any third-party rights or interest in this Agreement or in the Project.
11. **NOTICES.** Each party shall designate the name and address of that party's representative. Any legal or contractual notices required to be sent to either party shall be deemed duly sent when mailed to the intended party's designated representative by means of certified or registered mail, return receipt requested.
12. **WAIVER.** No term of this Agreement may be waived except in a writing signed by the parties.
13. **LAWS.** This Agreement shall be interpreted and enforced according to the laws of the State of New York, exclusive of those laws determined by application of New York's choice of law principles. All parties hereby consent to personal jurisdiction and venue in the courts in the State of New York.
14. **SEVERABILITY.** To the extent that any provision of this Agreement shall be held to be invalid, illegal or unenforceable, it shall be severed from this Agreement without affecting the validity, legality or enforceability of the remaining provisions of the Agreement.
15. **INTEGRATION AND MERGER.** The parties agree that there are no understandings, agreements, or representations, expressed or implied, other than those expressed herein. This Agreement supersedes and merges all prior discussions and understandings, and constitutes the entire agreement between the parties.

**IN WITNESS WHEREOF**, the parties hereto agree to the terms and conditions of this Agreement, and agree to be bound by the same, and represent that their signatories have complete authority to sign and accept this Agreement.

***MONTGOMERY COUNTY INDUSTRIAL DEVELOPMENT AGENCY***

Project #5980

By: *Kenneth T. Rose*

Title: Director

Date: September 17, 2021

**NIAGARA MOHAWK POWER CORPORATION, D/B/A NATIONAL GRID**

By: *Arthur W. Hamlin*  
Arthur W. Hamlin

Title: Manager, Economic Development

Date: September 20, 2021