

**Jefferson County Industrial Development Agency
Building and Grounds Ad hoc Committee Meeting Minutes
November 14, 2024**

Present: John Condino, David Converse, Rob Aiken, Lisa L’Huillier

Absent: Greg Gardner

Also Present: Marshall Weir, Jay Matteson, Lyle Eaton, Robin Stephenson, Peggy Sampson, Paul Warneck, William Johnson
Zoom: Justin Miller, Esq.

I. Call to Order: Chair Condino called the meeting to order at 1:33 p.m.

II. Discuss:

1. Business Complex Infrastructure Project –

a. Goal Setting – Mr. Condino said the first thing we need to do in order to move forward with the property is to see what we have and what we need and how we move forward with the property. He said that we need to take an inventory of the asset. He said we will need to contact the contractors to find out what was done in site work, and then get an update on the water and sewer utilities. The site already has water. He said the sewer lines are being run on the property and will be available next year. He said that he will schedule a meeting with County Officials, his company Barton & Loguidice and Mr. Weir to discuss the Hounsfield project for final financing, etc. He indicated that it should be ready to go out to bid by the end of the year. He said the sewer will be connected to the Brownville treatment plant and does come with some limitations. He said the capacity allocation may be approximately 15,000 gallons per day. He said we need to keep in mind that there is not much capacity to treat commercial waste when deciding what businesses might go on the site. He said we also need to talk about power to the site and should look at the study that was completed. He asked Mr. Johnson to facilitate a meeting with Jerry Hanlin from National Grid.

Mr. Warneck said that we should know what the capacity limits are for water and sewer and what we will need for power for the 80-acre site. Mr. Johnson said it will need three-phase power which is not available. Mr. Warneck asked if Brownville has any plans for upgrading their treatment plant. Mr. Condino said they were recently funded to make upgrades.

Mr. Aiken joined the meeting.

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Mr. Converse pointed out that there are two sites – the 80-acre site and the Evans property near the front of the airport. He said that we should look at them as two separate sites. Mr. Condino said the inventory should be on both parcels. Mr. Condino said the agency may want to start looking at adjacent properties. Mr. Weir said that the all-in costs are going to go up with the infrastructure improvements on the 80-acre site. Mr. Converse said that we should make sure we have the initial studies (environmental, archeological, etc.) well-categorized. Mr. Condino commented that most studies are good for 5 years. Mr. Condino reiterated that we should inventory the whole site and look at adjacent properties.

Mr. Warneck acknowledged that Mr. Eaton put together a cost per acre, but he said that at some point in time, we will have to determine what it is worth today as one parcel or two parcels. He said that if we sell off lots then we would need an appraisal.

Mr. Warneck asked if the contract with Strategic Development Specialists (SDS) had been signed. Mr. Weir said that it's in process and he and Attorney Miller are working with them to finalize it. Mr. Warneck said that he thought they would be the ones to tell us the need to be multi-parcel or one big parcel if we are looking to market this for MICRON spin-offs. Mr. Weir said that he has heard that what they refer to as a super project is 90 acres.

Attorney Miller said that there are grant programs available such as FastNY for soft costs and beyond. He said it allows agencies that control 40 or more acres to apply for grant funding for soft cost studies and plans but also hard costs to buy more land or build roads, etc. to support business attraction. He said that the program is undersubscribed. He said that a strategic thought is we could have SDS develop an application that is tailored to the attraction for businesses coming and that could bring the dollars we need to pay for studies or infrastructure costs. Mr. Weir said that he did fill out and submit an application to that grant program for this piece of property a few months ago for \$5M for infrastructure costs. Attorney Miller said the application can be amended and with the support of SDS may help prioritize it. Mr. Matteson asked Attorney Miller if multiple applications can be submitted for multiple sites. He said yes.

Mr. Converse asked if we will get periodical reports from SDS for what they will do for Jefferson County. Mr. Weir said yes.

Mr. Weir said that we will gather all the information - all the capacities and figure out where we are with the power study. He said that in terms of goal setting, ideally, we have a number of different types of businesses and different industries that could go into the site and build up a small corporate

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park there like our original plan. He said that as soon as the LDA expired he received a phone call that night for a potential project for the site. He asked if the board would entertain the possibility of a distribution center at the site. He said at this point we should be willing to look at a lot of different things. He said that he would love to have a project get up and move on the site that may buy some land from us to offset some of the costs we have incurred. Mr. Converse said the original vision for the park would help enhance the use of the airport.

Mr. Aiken asked Mr. Weir and Mr. Matteson their initial thoughts for the park. Mr. Weir said that all of the leads he has heard so far are for a distribution center. He said that he could envision putting one distribution center there depending on the type and then reevaluate. Mr. Aiken asked if there will be covenants in place like there are for the Corporate Park. Mr. Matteson asked if there is any reason that we can't be selective without covenants in place at first. He said that he agrees with Mr. Weir about warehouse and distribution; he said that one would be beneficial to help us pay some bills but then we can attract some industries that have higher paying jobs (defense, cross border, research and development, etc.). Mr. Weir asked Attorney Miller from a legal standpoint if we could allow it one time and if we would be beholden to allow it again in terms of preference for industry. Attorney Miller said not necessarily because we are acting like a land developer and in that regard, we'd be looking for quality of jobs and capital investment which are all the things we look at as an economic development organization. He said that we won't have a problem with treating one industry differently than another, it's a function of logistics for planning and building on the site. He said the first one in will form how the rest rolls out. Mr. Warneck said that we need to know what is allowed in the current zoning. Mr. Condino asked how many parcels will be on the site and whether a master plan was created. Mr. Weir said that BCA created a plan; they had visual pieces that were on our website and a video about our vision. Mr. Warneck said the county site says that the Convalt site is made up of three parcels. Mr. Condino said that one of our goals is to get a business on that site as soon as we can if it is appropriate.

Mr. Aiken asked where we go from here right now. Mr. Condino said that we will take inventory of the asset (power, sewer, water, site work that has been done) including the Evans property and also look at adjacent properties and possibly get a first option on them. Mr. Weir said that we have a 'one sheet' where we can put all the information together and look into marketing it. Mr. Condino said the next step is to see what potential there is for some development on the site and continue to work with SDS.

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Mr. Converse said that when all the information is pulled together, we should look at the wetlands that have already been delineated to make sure they didn't grow because it could affect the footprint of developable acreage.

Mr. Weir recommended going into executive session to discuss the update and vendor update agenda items.

Executive Session

At 2:13 p.m., a motion was made by Mr. Converse to enter into executive session to discuss potential litigation, seconded by Mr. Warneck. All in favor. Committee Members, Board Members, Staff, and Counsel remained.

At 2:38 p.m., Mr. Converse motioned to leave the executive session, seconded by Ms. L'Huillier. All in favor. No action was taken.

Mr. Converse asked if there are any height restrictions because of the airport. Mr. Condino said yes. Mr. Warneck said there is an airport protection zone. Mr. Converse said that he was referring to outside the protection zone. Mr. Condino said that we need to be cognizant of the airport and the runways. He said that he views this more as a business park than an industrial park. Mr. Warneck said that he thinks of it like Purcell's Park which has associated businesses. Mr. Converse said the site could be part of our Foreign Trade Zone. Mr. Warneck commented that our Corporate Park is turning into more warehousing than manufacturing and said that it is a trend we have to think about.

To recap, Mr. Weir will locate the power study and create the 'one sheet' for inventory assets. Mr. Johnson will reach out to Jerry Hanlin at National Grid regarding power. Mr. Condino will put a meeting together on the Town of Hounsfield sewer project.

Mr. Warneck asked if we are putting together a list or a database of available sites while we are thinking about MICRON. Mr. Weir said yes. He said it will also include recreational assets.

- III. Adjournment:** With no further business before the committee, Ms. L'Huillier made a motion to adjourn the meeting, seconded by Mr. Aiken. The meeting was adjourned at 2:45 p.m.

Respectfully submitted,
Peggy Sampson