

IDA

**DSS CONFERENCE ROOM
INDIAN LAKE, NY**

MARCH 1, 2012

The meeting was called to order by Chairman Towers at 2:30 A.M. with the following members present:

Brian Towers, Chairman
William Farber, Vice Chairman
Robert Peck
Fred Fink
William Faro
Tim Pine
Robin Morrison

Also Present:

Ann Melious, Executive Director
Laura Abrams, Secretary
Pete Klein, Press
Jack & Brenda Valentine

Motion to accept the minutes of the January 25, 2012 meeting by Mr. Peck, seconded by Mr. Farber. Mr. Morrison abstained, as he was not in attendance of the January 25, 2012 meeting. Motion carried.

Payment of Bills:

Ann Melious (Ad, Wall Street Journal Eastern-Oak Mt.)	\$1,354.66
Ann Melious (Ad, Ski Area Management - Oak Mt.)	\$126.50
Leader Herald (Legal – Micro Enterprise Adm)	\$82.51
Times Union (Legal – Micro Enterprise Adm)	\$138.00
National Grid (Electric- Cell Tower)	\$192.73
Wm. J. Klein (RFP Micro Enterprise Prog & Oak Mt.)	\$94.34

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

Governance Committee:

Mr. Farber made a motion to appoint all Board members to the Governance Committee, seconded by Mr. Faro. Carried.

Sub-recipient Agreement for Microenterprise Grant:

The Board reviewed the sub-recipient agreement between the IDA and Hamilton County for the Microenterprise Grant. Mr. Farber explained that it basically matches the last sub-recipient agreement between the IDA and Hamilton County for the lodging improvement grant.

Motion by Mr. Fink, seconded by Mr. Peck to authorize the Chairman of the IDA to sign the sub-recipient agreement with the County of Hamilton. Carried.

Ms. Melious stated that the IDA needs to discuss awarding a contract for the grant administration proposal. The Board reviewed the three proposals that were received from Camoin Associates, Shelter Planning & Jim Heigle.

Ms. Melious recommended Camoin Associates. She did state that the contract will have to be clear because they have language in the proposal that states that any extra work will be billable. The Chairman asked what Shelter Planning's take on work above and beyond was. Ms. Melious stated that they were much broader about it, anything we need will be done for the budgeted amount. The Chairman stated that he feels that with this difference the IDA needs to seriously consider Shelter Planning. Ms. Melious stated that Shelter Planning is a little stronger as far as grant writing.

Mr. Fink asked Ms. Melious if there was anything in Shelter Planning's proposal that caused her concern. Ms. Melious stated no, it was just that they had done mostly housing projects.

The Board discussed the Camoin Associates and the Shelter Planning proposals.

Motion was made by Mr. Fink to accept the proposal from Shelter Planning, seconded by Mr. Peck. Mr. Farber stated that he doesn't feel you can make a bad decision between Camoin and Shelter; they are both very reputable firms with a lot of experience. Mr. Peck stated that his only concern is that Ms. Melious recommended Camoin. Mr. Farber asked Ms. Melious if she had any concerns with the Board going in this direction. She stated no. Ms. Melious stated that she will ask Shelter if they have a contract for us to review; should the motion also state that upon approval by Schofield the contract can be executed by the Chairman. Mr. Fink amended his motion to add that language. Mr. Peck agreed. Motion carried.

Mr. Valentine asked how this grant will be promoted. Ms. Melious stated that once this contract is in place, then we will be scheduling meetings in all the communities. Hopefully it will also be covered in the Hamilton County Express. Ms. Melious stated that there is no free lunch, there is some work required to get a grant, which includes having a complete business plan and complete application. Ms. Melious further stated that if the applicant is then selected, there are 8 two hour courses that need to be completed in entrepreneur training. The course will be held in the county, it is through AEDC. Ms. Melious further clarified that at least 51% of the funds (outside of the administration fees) have to go to new enterprises.

Ms. Melious stated that her office is looking at getting some very good business plan software to the libraries in the county. The Chairman asked Ms. Melious if she could bring it in to show it to the Board once she receives it.

Oak Mt. Update:

The next IDA meeting is March 22nd at 2 PM in Lake Pleasant. That is the cutoff time and date for proposals for the purchase of Oak Mt. They have had 7 people that have requested and paid for information packets. The Chairman stated that it has been a tough winter and the Village is less than enthusiastic about continuing to operate Oak. Ms. Melious concurred.

Mr. Fink asked what the resolution was on the groomer. Mr. Farber stated that it is running; they got it fixed. They were able to work with FOOM to raise some money to buy a groomer, but the mountain that was selling decided not to sell it. They would rent it to the Village at \$75.00 per hour for the hours it was used. The Village did rent it to use until the other was fixed. They had someone that does hydraulic repairs come and do the repairs for less than they had originally expected.

Fresh Look Remodeling:

Ms. Melious reported that according to the terms of their personal guarantee and their promissory note they are in default because the principal is no longer working at Fresh Look Remodeling, he is working full time at Latham's Home Depot. There was also the issue of changing residence without informing the IDA. He is also 6 months in arrears. A registered letter has been sent to his residence. He has been given 30 days to reply to her office, to try and work out a repayment plan and he needs to send a good faith check in any amount. He has promised checks in the past and nothing has been forthcoming. Mr. Morrison questioned the collateral, aren't there some vehicles that were put up for collateral? Ms. Melious stated that there is another person that wants to get into this business and would like to buy some of the business equipment, which is also collateral. Mr. Farber stated that it is an important niche that needed to be filled in Hamilton County so he would be very pleased if he were willing to work something out with someone that wants to go into the business and it satisfied part of his debt.

Ms. Melious reported that Joe Isabel from WCSS does not have an engineering plan yet. She told him to not hurry because the IDA doesn't know what the decision on the cell tower will be until after March 22nd. Mr. Farber stated that he would have thought that he would have wanted to deal with the IDA and get on the tower while he had a willing owner. Mr. Farber further stated that he thought the IDA gave him positive feedback when he came in. Ms. Melious stated that she contacted him thinking that if he had the engineering plan done she would have brought it today, but it isn't done. The Chairman asked Ms. Melious if Mr. Isabel still seemed interested. Ms. Melious stated that he said his engineer was working on it, so she assumes so.

Mr. Pine explained that Jack Valentine is a new Board member for the Town of Indian Lake; he asked Mr. Valentine if he had any questions. Mr. Valentine stated that he had a question about an award that Hamilton County received, he is not sure if it is through the IDA. He stated that it talks about Hamilton County and the Adirondack Partnership to advance park wide revitalization efforts and allow local communities to develop revitalization strategies in keeping with their community vision goals. He stated that he is not here so much wearing his Town Board hat but as part of the Community Planning Committee that was formed in Indian Lake. They have identified some key problems that Indian Lake has, they desperately need revitalization. The Chairman pointed out that it doesn't have anything to do with the IDA. Mr. Farber offered to stay after the meeting to discuss it with him.

Mr. Farber stated to Ms. Melious that he wouldn't discourage Mr. Isabel from getting his engineering report as soon as possible. He stated that he would encourage him. He further stated that he thinks Ms. Melious should mention to him that she mentioned to the IDA that it wasn't done yet and that the IDA encouraged him to get it done. He further stated that as one member of the IDA he would be willing to make that deal before they did anything with the cell tower because he feels it would be good for the community. Having a local radio station actually broadcasting from within the County would be a real plus.

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