

COUNTY OF FRANKLIN INDUSTRIAL DEVELOPMENT AGENCY
BOARD OF DIRECTORS MEETING
SEPTEMBER 9, 2015 @ 4:00 PM
SPORCK CENTER, PAUL SMITHS COLLEGE, 7777 NEW YORK 30, BRIGHTON, NY 12970

A G E N D A

REGULAR MEETING

ROLL CALL

PUBLIC COMMENT PERIOD

APPROVAL OF PREVIOUS MEETING MINUTES (AUGUST 12, 2015)

BILLS AND COMMUNICATIONS

COMMITTEE REPORTS

TREASURER'S REPORT

OLD AND UNFINISHED BUSINESS

- BRANCH COMMERCIAL DEVELOPMENT (HOLIDAY INN EXPRESS)

NEW BUSINESS

- 2015 MALONE CHAMBER OF COMMERCE BUSINESS EXPO

DATE OF NEXT MEETING: WEDNESDAY, OCTOBER 14, 2015 (PAUL SMITHS)

ADJOURNMENT

UNAPPROVED

COUNTY OF FRANKLIN INDUSTRIAL DEVELOPMENT AGENCY
BOARD OF DIRECTORS MEETING

WEDNESDAY, AUGUST 12, 2015
Paul Smiths, New York

REGULAR MEETING

Chair Child called the Regular Meeting of the IDA to order at 3:53 pm. The following were present at Roll Call:

John Child, Chair
Justus Martin, Vice-Chair
Andrea Dumas, Secretary
Andrew Schrader, Assistant Secretary
John Tubbs, CEO
Maria Bourgeois, Executive Assistant
Paul Cantwell, Agency Counsel
Despo Baltoumas, Malone Telegram
Absent: James Ellis, Member
Earl LaVoie, Treasurer

Mr. Child welcomed all to the meeting, noting that James Ellis and Earl LaVoie were not in attendance, adding that we are awaiting Legislator Barb Rice's appointee to the board due to Paul Ellis' recent resignation.

Public Comment Period: No comments.

Approval of Previous Meeting Minutes:

- The IDA board approved the Regular meeting minutes of July 15, 2015 on a motion by Mr. Schrader, seconded by Mr. Martin. All in favor.

Bills and Communications: None

Committee Reports: None

Treasurer's Report: John reviewed the July 2015 financials with the board noting that we received \$1,100.00 from the rental of the Chateaugay Business Park to produce hay. He added that we have also received \$1,500.00 from Wood and Wicker toward back rent. Mr. Cantwell has not been able to reach the guarantor to inquire when the second check can be deposited, but believes it will be soon.

- Motion to accept the financial reports as presented for July 2015 by Mr. Schrader, seconded by Ms. Dumas. All in favor.

Old & Unfinished Business:

- Bombay Warehouse Electrical: John informed the board that we have only been able to obtain one quote to date to string new power lines and remove trees at the warehouse property and that is from Dow Electric in the amount of approximately \$3,800.00. John

asked the board if they knew of any additional companies who might be able to do this type of job and provide a quote. Ms. Dumas suggested Northline Utilities (Jamie Aikens) from Ausable Chasm and S & L Electric out of Colton. Mr. Martin suggested R & S Electric (Shane Hunter) out of Brushton. John stated he will contact these companies to try to get additional quotes for this project.

New Business:

- Branch Commercial Development (Holiday Inn Express): John explained that Branch Commercial Development is refinancing with Community Bank, N.A. to obtain cash out, thereby affecting other entities which need to give consent (IDA, LDC and North Country Alliance). The IDA has a PILOT that provides for certain exemptions, including a mortgage recording tax exemption. The previous mortgage was in the amount of \$5,385,000.00 and the new mortgage is in the amount of \$6,500,000.00, leaving a difference of \$1,115,000.00. The IDA charges a 1% fee only charged on the new money, therefore, we will bill Branch Commercial Development in the amount of \$11,150.00. After being asked what the hotel is appraised at, John indicated he believes it is \$10M. Mr. Cantwell then wished to go on record stating that there is another attorney acting as agency counsel in this matter as he has a conflict. John indicated that Michael Pikiel of Norton Rose Fulbright is special counsel and Richard Edwards is acting as agency counsel in this matter.

- Motion to approve Resolution #2015-2 authorizing the execution of certain documents in connection with the Branch Commercial Development, LLC Project made by Mr. Schrader, seconded by Ms. Dumas. A Roll Call Vote followed:

Child:	AYE	Dumas:	AYE
Ellis:	ABSENT	LaVoie:	ABSENT
Martin:	AYE	Schrader:	AYE

MOTION CARRIED.

- Motion to approve Resolution #2015-3 authorizing the subordination of said PILOT mortgage to the NCA and authorizing the Chairman or Chief Executive Officer to execute any documents related to said subordination made by Mr. Schrader, seconded by Ms. Dumas. A Roll Call Vote followed:

Child:	AYE	Dumas:	AYE
Ellis:	ABSENT	LaVoie:	ABSENT
Martin:	AYE	Schrader:	AYE

MOTION CARRIED.

Adjournment: After stating that the next regular meeting of the IDA is scheduled to be held on Wednesday, September 9th, 2015 at 4 pm at Paul Smith's College and with no other business to conduct, Mr. Child adjourned the meeting at 4:11 pm on a motion by Mr. Schrader, seconded by Ms. Dumas. All in favor.

County of Franklin Industrial Development Agency
Balance Sheet Prev Year Comparison
As of August 31, 2015

	Aug 31, 15	Jul 31, 15	Aug 31, 14
ASSETS			
Current Assets			
Checking/Savings			
Community Bank Checking	270,827.90	276,058.15	513,079.59
St. Lawrence Gas Account	100.00	100.00	100.00
Total Checking/Savings	270,927.90	276,158.15	513,179.59
Accounts Receivable			
Accounts Receivable	0.00	0.00	4,918.00
Total Accounts Receivable	0.00	0.00	4,918.00
Other Current Assets			
Prepaid Insurance	27,516.56	28,827.61	14,421.52
Total Other Current Assets	27,516.56	28,827.61	14,421.52
Total Current Assets	298,444.46	304,985.76	532,519.11
Fixed Assets			
Accumulated Depreciation	-469,338.35	-469,338.35	-530,198.58
Buildings	1,285,948.16	1,285,948.16	1,789,545.16
Equipment	34,807.62	34,807.62	34,807.62
Land	154,794.26	154,794.26	154,794.26
Total Fixed Assets	1,006,211.69	1,006,211.69	1,448,948.46
TOTAL ASSETS	<u>1,304,656.15</u>	<u>1,311,197.45</u>	<u>1,981,467.57</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	0.00	3,747.29	1,009.34
Total Accounts Payable	0.00	3,747.29	1,009.34
Other Current Liabilities			
Compensated Absences	8,899.58	8,899.58	0.00
Employer Taxes	0.00	0.00	-105.54
Total Other Current Liabilities	8,899.58	8,899.58	-105.54
Total Current Liabilities	8,899.58	12,646.87	903.80
Long Term Liabilities			
Note to LDC	261,820.85	261,820.85	657,282.87
Total Long Term Liabilities	261,820.85	261,820.85	657,282.87
Total Liabilities	270,720.43	274,467.72	658,186.67
Equity			
Retained Earnings	1,163,518.12	1,163,518.12	1,499,729.06
Net Income	-129,582.40	-126,788.39	-176,448.16
Total Equity	1,033,935.72	1,036,729.73	1,323,280.90
TOTAL LIABILITIES & EQUITY	<u>1,304,656.15</u>	<u>1,311,197.45</u>	<u>1,981,467.57</u>

County of Franklin Industrial Development Agency
Profit & Loss Prev Year Comparison
August 2015

09/01/15

Accrual Basis

	Aug 15	Jul 15	Aug 14	Jan - Aug ...
Ordinary Income/Expense				
Income				
Application Fees (Bond & PILOT)	0.00	0.00	500.00	0.00
Interest Income	2.34	2.46	4.62	22.15
Miscellaneous Income	0.00	0.00	0.00	16.00
Rental Income				
Wood & Wicker	1,500.00	1,500.00	0.00	3,000.00
Rental Income - Other	2,916.66	1,100.00	0.00	16,637.47
Total Rental Income	4,416.66	2,600.00	0.00	19,637.47
Straight Lease Transaction Inco	11,150.00	0.00	0.00	11,150.00
Total Income	15,569.00	2,602.46	504.62	30,825.62
Expense				
Advertising	0.00	0.00	0.00	87.50
Dues/Subscriptions/Conferences	0.00	0.00	0.00	964.00
Employee Benefits	3,601.56	3,603.41	3,219.38	28,727.19
Insurance	914.59	2,255.25	1,110.42	9,634.13
Marketing	25.00	0.00	25.00	512.70
Miscellaneous Expenses	0.00	11.90	0.00	-254.01
Office Expenses				
Cleaning Service	0.00	125.00	125.00	775.00
Copier	0.00	0.00	194.00	950.09
Internet & Phone	275.90	275.81	230.31	2,434.22
Office Rent	1,161.30	1,161.30	1,161.30	8,129.10
Postage	0.00	291.89	114.99	501.83
Supplies	112.99	0.00	56.36	586.60
Telephone	0.00	0.00	52.56	0.00
Water	0.00	0.00	11.90	0.00
Total Office Expenses	1,550.19	1,854.00	1,946.42	13,376.84
Operations				
Bombay Brownfield - Tru-Stitch	0.00	0.00	257.00	0.00
Bombay Brownfield - Warehouse	0.00	0.00	160.00	0.00
Bombay Factory	1,133.46	940.54	2,006.93	7,397.41
Bombay Warehouse	784.85	504.44	0.00	3,944.78
CEDS	0.00	0.00	0.00	0.00
Chateaugay Business Park	0.00	0.00	0.00	500.00
Former Cleyn & Tinker Building	0.00	0.00	1,572.91	12.47
Total Operations	1,918.31	1,444.98	3,996.84	11,854.66
Payroll Expenses	723.82	723.82	697.32	6,589.44
Payroll Processing	167.98	177.98	160.14	1,353.44
Professional Services	0.00	0.00	0.00	6,800.00
Salaries	9,461.56	9,461.56	9,115.38	80,371.45
Travel	0.00	0.00	536.91	390.68
Total Expense	18,363.01	19,532.90	20,807.81	160,408.02
Net Ordinary Income	-2,794.01	-16,930.44	-20,303.19	-129,582.40
Net Income	-2,794.01	-16,930.44	-20,303.19	-129,582.40

COUNTY OF FRANKLIN 
INDUSTRIAL DEVELOPMENT AGENCY

10 ELM STREET – SUITE 2
MALONE, NEW YORK 12953
TEL: (518) 483-9472

IDA LEASE REPORT
AUGUST 31, 2015

Lease Date	Company	Amount Owing 8/31/15	Term	Lease Payment	Last Paid Date	Status
1/1/15	JCEO	\$0.00	Month-to-Month	\$1,458.33	8/31/15	In Effect
N/A	Wood & Wicker	\$1,918.00	N/A	\$1,500.00	8/19/15	Back Rent
Total:		\$1,918.00				

FRANKLIN COUNTY LOCAL DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING
SEPTEMBER 9, 2015 @ 4:00 PM
SPORCK CENTER, PAUL SMITHS COLLEGE, 7777 NEW YORK 30, BRIGHTON, NY 12970

A G E N D A

REGULAR MEETING

ROLL CALL

PUBLIC COMMENT PERIOD

APPROVAL OF PREVIOUS MEETING MINUTES (AUGUST 12, 2015)

BILLS AND COMMUNICATIONS

COMMITTEE REPORTS

TREASURER'S REPORT

OLD AND UNFINISHED BUSINESS

- HOTEL FLANAGAN INC. (HFI)

NEW BUSINESS

DATE OF NEXT MEETING: WEDNESDAY, OCTOBER 14, 2015 (PAUL SMITHS)

ADJOURNMENT

UNAPPROVED

FRANKLIN COUNTY LOCAL DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING

WEDNESDAY, AUGUST 12, 2015
Paul Smiths, New York

REGULAR MEETING

Chair Child called the Regular Meeting of the LDC to order at 4:11 pm. The following were present at Roll Call:

John Child, Chair
Justus Martin, Vice-Chair
Andrea Dumas, Secretary
Andrew Schrader, Assistant Secretary
John Tubbs, CEO
Maria Bourgeois, Executive Assistant
Paul Cantwell, Agency Counsel
Despo Baltoumas, Malone Telegram
Absent: James Ellis, Member
Earl LaVoie, Treasurer

Mr. Child welcomed all to the meeting, noting that James Ellis and Earl LaVoie were not in attendance, adding that we are awaiting Legislator Barb Rice's appointee to the board due to Paul Ellis' recent resignation.

Public Comment Period: No comments.

Approval of Previous Meeting Minutes:

- The LDC board approved the Regular meeting minutes of July 15, 2015 on a motion by Mr. Martin, seconded by Mr. Schrader. All in favor.

Bills and Communications: None

Committee Reports: None

Treasurer's Report: John reviewed the July 2015 financials with the board noting that income is back up for the month due to the fact that Asept Pak made their payments in July. All loans are paying and we did receive a payment from the guarantor of Wise Buys, but not until 8/3/15.

- Motion to accept the financial reports as presented for June 2015 by Mr. Schrader, seconded by Ms. Dumas. All in favor.

Old & Unfinished Business: None

New Business:

- Branch Commercial Development (Holiday Inn Express): John explained that Branch Commercial Development is refinancing with Community Bank, N.A. to obtain cash out,

therefore the LDC needs to subordinate the Branch Commercial Development loan to Community Bank, N.A.

- o Motion to approve Resolution #2015-1 authorizing the subordination of its interests to Community Bank and authorizing the Chairman or Chief Executive Officer to execute any documents related to said subordination made by Mr. Schrader, seconded by Ms. Dumas. A Roll Call Vote followed:

Child:	AYE	Dumas:	AYE
Ellis:	ABSENT	LaVoie:	ABSENT
Martin:	AYE	Schrader:	AYE

MOTION CARRIED.

Adjournment: After stating that the next regular meeting of the LDC is scheduled to be held on Wednesday, September 9th, 2015 at 4 pm at Paul Smith's College and with no other business to conduct, Mr. Child adjourned the meeting at 4:20 pm on a motion by Mr. Schrader, seconded by Mr. Martin. All in favor.

Franklin County Local Development Corporation

Balance Sheet Prev Year Comparison

09/01/15

Accrual Basis

As of August 31, 2015

	Aug 31, 15	Jul 31, 15	Aug 31, 14
ASSETS			
Current Assets			
Checking/Savings			
Community Bank	2,329,448.11	2,307,691.06	1,668,544.12
Community Bank Money Market	0.00	0.00	3,706.07
Community hud	0.00	0.00	57,056.59
Total Checking/Savings	2,329,448.11	2,307,691.06	1,729,306.78
Accounts Receivable			
Accounts Receivable	1,604,589.39	1,623,432.35	2,113,408.45
Total Accounts Receivable	1,604,589.39	1,623,432.35	2,113,408.45
Other Current Assets			
Loans Receivable			
Allowance for Loans Receivable	-298,034.00	-298,034.00	0.00
Total Loans Receivable	-298,034.00	-298,034.00	0.00
Total Other Current Assets	-298,034.00	-298,034.00	0.00
Total Current Assets	3,636,003.50	3,633,089.41	3,842,715.23
Fixed Assets			
Accumulated Depreciation	-5,677.56	-5,578.88	-4,493.40
Computer Equipment	7,552.40	7,552.40	7,552.40
Total Fixed Assets	1,874.84	1,973.52	3,059.00
TOTAL ASSETS	3,637,878.34	3,635,062.93	3,845,774.23
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	0.00	54.90	0.00
Total Accounts Payable	0.00	54.90	0.00
Other Current Liabilities			
Deferred Revenue	600,440.37	600,440.37	633,047.37
Total Other Current Liabilities	600,440.37	600,440.37	633,047.37
Total Current Liabilities	600,440.37	600,495.27	633,047.37
Total Liabilities	600,440.37	600,495.27	633,047.37
Equity			
Opening Bal Equity	1,027,691.20	1,027,691.20	1,027,691.20
Retained Earnings	1,931,740.22	1,931,740.22	2,149,485.06
Net Income	78,006.55	75,136.24	35,550.60
Total Equity	3,037,437.97	3,034,567.66	3,212,726.86
TOTAL LIABILITIES & EQUITY	3,637,878.34	3,635,062.93	3,845,774.23

Franklin County Local Development Corporation
Profit & Loss Prev Year Comparison
August 2015

09/01/15

Accrual Basis

	Aug 15	Jul 15	Aug 14	Jan - Aug 15
Ordinary Income/Expense				
Income				
Interest - Bank	39.31	38.85	29.30	298.21
Interest - Loan	4,429.68	12,440.61	908.64	81,921.38
Total Income	4,468.99	12,479.46	937.94	82,219.59
Expense				
Depreciation Expense	98.68	98.68	98.68	789.44
Marketing	1,500.00	0.00	0.00	1,768.40
Miscellaneous Expense	0.00	0.00	275.00	1,354.50
Professional Fees	0.00	54.90	0.00	300.70
Total Expense	1,598.68	153.58	373.68	4,213.04
Net Ordinary Income	2,870.31	12,325.88	564.26	78,006.55
Net Income	<u>2,870.31</u>	<u>12,325.88</u>	<u>564.26</u>	<u>78,006.55</u>

**FRANKLIN COUNTY
LOCAL DEVELOPMENT CORPORATION**

10 ELM STREET – SUITE 2
MALONE, NEW YORK 12953
TEL: (518) 483-9472

**FRANKLIN COUNTY LDC REVOLVING LOAN FUND
AUGUST 31, 2015**

Closing Date	Company	Original Loan Amount	Principal Balance 8/31/15	Rate	Term	Last Payment	Last Paid Date	Status
2/16/07	Asept Pak, Inc.	\$400,000.00	\$386,532.52	5.25%	10 years	\$4,525.66	8/21/15	Paying
12/31/08	Asept Pak, Inc.	\$735,000.73	\$562,359.99	4.80%	5 years	\$12,000.00	8/21/15	Paying
9/21/09	Asept Pak, Inc.	\$250,000.00	\$198,524.38	5.25%	10 years	\$2,349.28	8/21/15	Paying
5/27/10	Branch Commercial Development	\$250,000.00	\$137,114.85	5.25%	10 years	\$2,682.29	7/24/15	Current
9/12/06	County of Franklin IDA	\$475,000.00	\$261,820.85	5.25%	9 years	\$420,000.00	12/18/14	Due 9/15/17
1/5/12	Franklin Snowmobilers	\$93,750.00	\$29,128.99	5.25%	5 years	\$1,780.00	8/10/15	Current
1/12/06	Glazier Packing Company	\$133,333.00	\$5,015.15	5.25%	10 years	\$1,617.70	8/31/15	Current
7/30/04	WiseBuys Stores, Inc.	\$250,000.00	\$24,092.66	N/A	7 years	\$1,000.00	8/3/15	Paying
Total		\$2,587,083.73	\$1,604,589.39					