

# Albany County IDA-20230322\_173033-Meeting Recording

0:02

Thank you so much. I know everyone is busy these days. I know I am.

0:08

So we'll we'll officially open our meeting Council because we have a roll call, please. Yes, Mr. Quinn. President, Mr. President, Mr. Jackson.

0:21

Miss McCloud.

0:25

Mr. Byland President, Mr. Papari.

0:29

Sorry, Mr. Rother.

0:33

Mr. Chairman appears to be a quorum president.

0:36

Able to proceed with thank you, counselor.

0:39

And again, I thank you all for being here this evening.

0:44

Of.

0:45

Is there anyone from the public? Is there any public comments at this point? No one from the public type of lead?

0:54

Ah, OK.

0:56

Can we have a?

0:58

All of you redid. All of you received the previous minutes of the last meeting.

1:04

You did dialysis.

1:07

Any amendments to those amendments, may I have a motion to approve the previous Minutes have one question, yes.

1:15

We talked about a quarterly drought report from hepatic.

1:18

That's something that should be in the minutes.

1:21

Uh, they probably should, counselor. There was a discussion regarding that. We can amend the Minutes to reflect that discussion.

1:34

I know it's in the documents and I would like to thank you boss.

1:42

I mean what I would ask, unless you think this is not the way to go. Tonight's minutes subject to.

1:49

Revision and presentation to board.

1:55

Any other observations? The second one point area? Do we have a second on the motion to approve?

2:03

All in favor.

2:05

Thank you. Motion is passed.

2:12

Financial reports.

2:14

Sure. We have the financial reports that it was setting out the other day.

2:21

It's.

2:24

You'll notice certainly in the first two months of the year and there's very little activity somewhere.

2:34

Close.

2:37

Our jobs are on the projects.

2:41

The only income we have is our interest.

2:45

And our expenses for the month of January, February, so we have a net loss.

2:50

For the first two months of 19,114.

2:55

82 and then of course our balance sheet. I think the key thing is you know we have the sufficient cash in our cash accounts.

3:04

And the obligation we have including the potential funding of the Plug power project like work the structure that so that we had no liquidity.

3:15

Any questions just make another comment. You know just if you're looking at the state and we got all 5,000,000 in trust goes checking account 2,000,000 officials allocated towards the plug project. So you know call it another 3,000,000 ish that high move 2 1/2 million into some ladder CD's at Trustco 6-7 and nine months so which will be reflected in the next financial statement.

3:45

Well, brace those now, so.

3:48

Thank you, Mike.

3:49

Any other any other questions or two and a half million, two and a half million? Thank you.

4:00

Any other questions?

4:03

If not, I like to ask for a motion to approve the financial report.

4:09

Motions seconds.

4:13

All in favor? Opposed motion carried. Thank you.

4:18

Uh.

4:21

Unfinished business.

4:24

So.

4:25

Ohh.

4:27

They really don't have a lot of oxidized business. The business to which we had before this was blood power is actually an ongoing.

4:37

Endeavor, but I think it's more because we need specific action by the word of requesting specific action would be under the business. So at the present I I have no resistance to present business.

4:52

Unless there's are there any questions related to the unfinished business?

4:57

OK, then let's move on to the list.

5:01

But plug power.

5:04

As we know, has been about.

5:07

Working on the project down at Bethlehem for a while now. It is since its inception the vote of course and to extend extend the scope of the project change. That's much scope as some of the decisions regarding what the project field.

5:25

Getting consistent.

5:28

We have a representative from point power here. First, I'd like to turn to four over to Joe Scott to talk about the residence sequence before the board tonight authorizing the increase.

5:43

Yeah. Thank you, Mr. Forman. So the the resolution that was distributed to you in advance of the meeting amends the approving resolution that we adopted back in April of last year. And the amendment is relatively straightforward. It reflects the increase in project cost of the project. And as Mr. Forman indicated, we have a representative from function plus Howard here to describe what the increase is and.

6:13

In the background with respect to the increased and with respect to the impact of the increase, it is that it increases the amount of the sales tax exemption that the idea will be granting, assuming that the resolution moves forward that the idea will be granting the company in connection with the project.

6:33

Everything else stays the same. We have a clawback agreement. There's a job representations, there's representations with respect to completion of the project, investment in the project. So all the other items that we discussed at the April meeting including the \$2,000,000 investment by the idea and the project remains the same. What we're doing here is modifying the the numbers and our files to reflect an increase in the project and an increase in the in the exemptions.

7:03

Being granted by the idea with respect to the project, which is solely a sales tax exemption, you'll recall that this project for Plug power is the outfitting of the interior of the building and the acquisition and installation of equipment.

7:22

Previously we did the Vista project with the Columbia Development entity that did the building and that project we closed down last year and that's where there was a mortgage recording tax and sales tax for the building itself and also a pilot agreement for the building. And that is all with respect to the landlord. And what we're doing now is finishing up the work, the idea project for the tenant that'll pass it back, obviously open for any comments or questions. Pass it back to you Mr. Foreman.

7:54

If there are any questions, any questions in regards?

7:58

Just a question as it relates to, you know, what's the scope of the new equipment? I mean yeah they went from like what is it 5 and change to 85 million of this doesn't start playing these. I want to make the program original program principal program Manager 4.4.

8:17

Tonight to Microsoft billable to answer questions.

8:21

Nothing being done this year, maybe high level. Yeah, to give you a quick overview and first of all, thank you all for having you tonight.

8:29

Been on the project since since day one, so very familiar with with the scope.

8:35

It's been a great experience and we we've accomplished a lot in a year.

8:39

Also in that same year, we've made a lot of business decisions that has expanded the scope.

8:44

Um.

8:45

Within the footprint of the building, the building was 300,000 square feet. Within that, within that footprint we added 100,000 square foot mezzanine, excuse me, 50,000 square foot nice mezzanine. So now the total square footage that we're working on is 406,000. So we have more area just naturally fit up, but a key component of that in the first phase which is currently open and we opened in November 100,000 square foot of that was warehouse racking as your simple warehouse racking and warehousing.

9:15

Equipment furnished that space. We have since identified that area to be better used as additional manufacturing space and we are actually moving what we have is our new product, it's a stationary product to replace diesel generators and they're built within 88 foot by 40 foot seeking items. This is outside. So if you could picture this is this is moving large equipment around, it is using our hydrogen technology. So it is, it is there's a lot of controls.

9:46

Involved in it and there's a lot of heavy equipment that is going to move that around. That's really a major component of this increasing that, that manufacturing capability. Also our progeny because of efficiencies which is which is what goes inside the sea container that's going to be made at this as well. So just using the operational efficiencies, we decided that more manufacturing space was better use of the facility which expanded the scope so.

10:14

Staffing it does end with 4-5 employment.

10:19

So.

10:21

Are you are you working out there now on daily basis or?

10:25

We are out there firstly, yes. So we started our first, our first manufacturing line. Our first unit came off the line in November, November 7th.

10:35

Always deal with like all the improvements in this outline and this, everything has been great. We we entered into an agreement with C DTA to extend the bus line down so the bus actually comes down. Vista Blvd. now was one of our requirements. Yep Yep so and we have had hiring events the past 3-3 weeks to start bringing on.

10:59

More full time employees in three weeks we should be 100% full on our operating lines. Right now we're only using one manufacturing line. So we have two more lines coming online and that's another factor of this in the improvement of scope because of the timing we have our manufacturing lines or the way we always have done them which is manual, very labor intensive and now we're looking at introducing some new efficiencies on that piece as well. So that again is expanding.

11:29

It's a labor market, I mean right story that is out there. The challenges are there for sure.

11:36

Advantage for us is because our of our current headquarters in Latham, we're recruiting a little bit further South in the county than we had traditionally. So it's opening up a new job market force.

11:48

We are on Bethlehem Chamber, I'm a board member, I've joined the Chamber board and we're participating in their job fair in May. So we're definitely you know pretty active there. And then we have a very aggressive Community benefits plan I think with the county as well to to keep you know in threaded in the Community and help with that hiring those hiring challenges for sure.

12:13

The.

12:15

Be any job players at Albany around Albany area, they're all on. I think the Albany one is in April 19th. I think there's another Albany job fair as well.

12:26

If they're there where you know, there was one STN, there was, there's you know, especially now I think a lot of actually I saw the city has third one coming up too, just trying to fill the seasonal jobs. And then we're, you know, we're full, they're all full time jobs. We don't have right currently don't have a part-time market and we're all trying to just work 3 shifts when we're full on operational, it'll be 24/7. So it's a full time operation for sure that we're staffing and it's six. We run a A6 shift model where it's.

12:56

Four 10s that overlap with each other and that also helps with the traffic, which is one of our town pools.

13:03

Other questions?

13:07

So this German be with her motion to with the resolution, well, when do you think we're going to close?

13:17

I expect in the next two weeks.

13:20

But sorry, Mr. Portman, before we move forward to the resolution, I think you want to give a report on the public hearing that we held last we saw. Yes. Thank you. Thank you. And before you do that, I did. I do have minutes of the public hearing for her hand out to the Members. I think I haven't done about e-mail. You know, it didn't make the IT didn't make the e-mail. OK.

13:43

The what Mr. Scott and referring to is the.

13:49

One of the requirements was that when there's project through, if there's change, the project results in the benefits with \$100,000 more.

14:03

That there's a requirement.

14:08

Is there another topic?

14:13

Yeah, it's OK. I I'm more efficient than I thought.

14:20

I.

14:24

Well, this went out by me.

14:28

Lisa.

14:32

Anyway, there's a requirement when the benefits could be granted increases for so new public hearing, something of a public hearing.



14:40

We had that public hearing on Monday of last week.

14:46

In the Bethlehem town hall.

14:48

There were.

14:50

No members of the public would attend, there was no comment so at that time.

14:55

And certainly no objection reports were expressed by anyone who was present.

15:04

That they're saying there was no written commentary on the hearing received and like at this point I think that it is anything further about the public hearing. No you hit the two highlights there was no one there. We've received no written comments and if you want to watch the event it is posted with Rosemary help it's it's posted on the IBA website, the live stream.

15:33

Public hearing.

15:37

Was that the only public hearing? Was there another one?

15:40

There was one before the before the the April original approval. So we've done two public hearings on this chair.

15:50

OK, so at this point, unless there's something further, but thank you for your bud.

15:57

Mr. Chairman, for a motion.

16:01

Mr. Chairman, I ask a question with this change, change in the in the, the scope of you know the dollar amount going up so much, is there a commensurate change in the fee, is there a fee sharing arrangement on this project as there was with on the on the business side just?

16:20

So the original project was using round numbers 15 million seven.

16:26

And so our fee is 1% on the 15 million seven.

16:31

The project now is using round numbers 85 million, so would be 1% of 85 million which is approximately 850,000 and we would expect to collect that in the next week or two when we close the time. And in the original approving resolution there was approval by the board to do the same 3/4 one quarter sharing with the local ID A because the idea the county ID a doing the project in the town of.

17:01

Apple, Ham and the town of New Scotland. So the short answer is yes. So we would do 25 basis points of the 8:50 whatever that number is, that's allocated between Bethlehem and to Scotland or that's really not part of it actually goes to the way we've handled the fee sharing and on on idea projects is that we share with the local IGA. So it would be between the county ID and the and the best plan idea.

17:30

Alright, thank you. Yes, you're welcome. Thank you. Any other any other questions?

17:36

OK, uh.

17:38

Can we get a motion for the approval of that report?

17:44

Almost.

17:46

Main session all in favor, second by second by second.

17:53

All in favor, opposed.

17:57

Motion is carried. Thank you. The next item on the agenda is a post the contract.

18:05

We'll call you back.

18:08

It would be a great job in the county authorities.

18:11

Just to give the small love.

18:15

Overview of this over the years between.

18:20

Demands on ideas that have have changed and throwing.

18:24

And.

18:26

And for many, many years, the the snapping levels, support levels for the CIA have remained the same.

18:35

What's happened with the increased scrutiny as well as the fact that the county has moved to address the economic development needs of?

18:47

This is to address your belief. Counties needs for economic development has started to consolidate all of the economic development entities in in a centralized grouping that.

19:01

Entity was the advanced Albany County Line which created by the Independent Legislature, I believe in 2020. Ten.

19:10

And one of the things that they're looking to do and I think dovetails with the needs of the agency is to provide administrative support to the agency. I know over the years there's been a number of times when the board members and staff chairman have all wish that we were able to do more, to, to get more background, to do more. And we simply a lot of times have not had the the resources available to us. The purpose of this is.

19:40

To ask to provide that type of support to the agency consistent with what's being done with other entities in the county.

19:48

I I shall, barely. And I may have inadvertently contributed to it. I know some people were concerned that they were being asked to consider something or vote on something without adequate time to review it or to question it. And that was not intentional and that is not the intent here. And I don't want to speak with chairman Clay, but he's been clear that that the process here went involved adequate board review questions and input.

20:19

Of prior to final group.

20:22

But it's also clear I think that on a substantive level and as the board considers it, I think they will concur that this is this is something that's that's very much needed and overdue. And the key is just to make sure that it's done right, that it's the foundation is they properly and I and that's concerned. I've heard from yourselves from Mr. Murphy CEO. And so tonight what we're doing is presenting, we're a resolution asking for weatherization.

20:52

To go forward with this one thing that the chairman has made clear, and again I will presume to speak for him on this that this will not be finalized without the board's input.

21:05

But we would like to ask the board to consider authorizing us to move forward with this. The county is looking to move forward. We're part of a much bigger picture, but what they're going to do and we'd like to ask move forward. So that's. Yeah. The the I think everyone understand the purpose of this, what they're trying to do here. I mean I had questions at the very beginning myself you know I didn't want to lose the.

21:35

The identity of the Ida and the Badger County government has suffered an apart is the idea is separate by law from the county regular county government. So but after having met with the and I I think all of you probably know Kevin.

21:58

And Rosemary Kevin is the director of the Alliance and they've been very active over the last.

22:10

To two years over a year. And so the purpose is to centralized economic development in the county of Albany and to be you know to make all the more competitive with the other counties. And it's a one one stop one shop approach to this that anyone interested in doing business would all be county can go to this one place and there's other entities that are part of the.

22:40

Part of the this group in like the Albany County Land Bank, O1 and who else is a part of it?

22:51

Albany County Business Development Corporation, the alliance and if the ID A and we're in discussions with the CRC as well, Albany County Capital and Services Corporation.

23:03

So I I, I, I personally have no problem with it. I really thought about it. But and Walter and I almost talked every day about it. He and I and Council Joe Scott do we we've discussed this we.

23:18

We we spent a great deal of time going through the agreement to make sure and I had a lot of a lot of questions and a lot of additions and amendments to the original agreement.

23:29

And the agreement was sent back to a proposed agreement.

23:35

Was sent back to Kevin and the alliance, they reviewed it and they sent it back to us and with whatever whatever changes that was made and consequently what you have before you is a proposed agreement. And again this, this is not, we're not looking for approval on this agreement tonight, but certainly conceptually we would like to move it up, move it ahead and for you to consider.

24:05

Yeah.

24:06

And give uh and actually authorize me to continue to discuss this along with the still Connor and the and the and the Alliance folks. And so we wanted you to ask if you have questions to ask please ask them and we'll we'll get to see if we get the answers and we have the experts here to answer any questions and they they've indicated they will make trouble Mr. O'Connor's.

24:36

Um.

24:39

Has offered and going forward it does. It certainly is not intended as a as a quiz what which we will make these 400 and has been very generous with his time and efforts.

24:54

Reporting.

24:57

One of the things despite the integration, their sensitivity to and I anticipate no problem with and discuss this with the Mr. O'Connor the idea is a creature of statute, the Lords of law that created ideas that that regulates that the regulations that apply to us that still will be true. And so while in terms of administrative coordination and working the entity legal entity of the idea will be unchanged and will comply with all the.

25:26

They would always and regulations going forward and and this is not intended to supplant that or or change that. So they have a fear that we would be heading into uncharted regulatory or legal waters here. That's not, that's not what this is. I'm sorry.

25:43

Yeah, the CR or the alliance says.

25:47

Kind of like our our our feeder I mean they they this plug power thing OK so you can see the the the effect of it you know with with this one stop we we may end up doing two or three projects a year that.

26:00

Would never have thought of. I mean, up until this plugged in, the Lafarge that we did down the river 567 years ago was the biggest one.

26:09

We might have one of those every year before the allies. So it's a great relationship. Thank God for the forger. We want to have the money to participate in the deal, right? That's that's true, that's true. And you know, that's the one that where the things they did down there worked and they got.

26:27

That's good and I and I like to I like to work Kevin's approval of course I'd like to invite all of you over to 111 that they have a have a nice suite of offices over at 111 Washington Ave.

26:42

It's on the 1st floor. You, I enjoyed all of you to stop in and and and see the suite of offices that they have there.

26:53

And all the, the, the aforementioned agencies are in there or will be in there and we'll be there with your approval. If you approve it, we will be in there with them.

27:08

So we will vacate this spot.

27:11

And our and move over to 111 Washington Ave. it's it's nice.

27:18

So nice, nice suite of offices. Does it count the plans for the space wants to if this? Well, I don't know why they came to me, but there's people already came to me and asked me if they could have this office. I have no control.

27:33

But.

27:35

Yeah, they.

27:37

You know, the the There's there's several people would like to move into this spot. And the other thing is the secondarily, you know this, the furniture and everything in this office belong to to us. We have to work that deal out.

27:52

Um is not county owns, but it's owned by the Ida.

27:58

So we we have kind of worked that out and and AL made a comment a minute ago about the CRC.

CRC I have been in constant so that you know I've been in constant contact with the chairman of the CRC Gary and and any any move that I've made I I've contacted him I you know we we worked very closely he agreed with what we're doing.

28:28

In fact, the CRC, as you know, passed a resolution.

28:35

Uh, given uh, I think putting \$10,000 to assist in the movement.

28:41

Over to 111 Washington Ave. so.

28:47

Um.

28:48

It's I I think it's a good move.

28:51

And certainly highly recommended, but again it's up to you, the board who has to approve the, you know the consolidation or the the move, but I certainly would recommend it.

29:05

This guy, he, he don't look honest, but he's an honest guy, you know?

29:13

This, this goes kid not. I've known Kevin for many, many years. I've worked with him before. He's one of the most gentlemen people that I've had the opportunity to work with. I I say that Walter no, I say that repeatedly about it and.

29:32

One of the reasons that this I recommended that this go forward is because.

29:38

Because I I have 100% state to him and and competence in OK and any other questions.

29:46

Just some like logistical things like number #2 on schedule A which is a one and the.

29:53

Descriptive services.

29:55

Yeah, refers to the paragraph.

29:59

This is really helpful to have a lot of this detail, but I'm curious how would that work?

30:05

With what you do today, like how is that going to be? Have you? Is that something still being worked out or is it? That's a great question.

30:15

A spirit might I believe today was to move the process along. I I haven't gotten into the weeds on it. Yeah, I've asked similar questions to Joe about you know, a number of points here, you know, so I guess I'll just say conceptually, I think it's a very good move on doing this, you know and as far as the reporting coming back from the organization to the board, I would think should be stepped up a couple of notches right where you know we're going to have.

30:44

Better data, more data and a little bit more robust. So I think between now and the next year, again I'm just giving you my input. Maybe we can work out some of those details about what we know that there's a policy in place for for number for #2 specifically, right. And so you know, I would assume the organization is going to follow the policy of that we have in place and any changes that I've made have to come to the board. So I think.

31:11

You know, certainly.

31:13

I'm going to be OK bye personal, but I'll be OK with 2345 and then all of them. But we just need to, we just need to get a little bit more.

31:23

The deposit versus provide for something, yeah, typically you won't be doing actual depositing I'm assuming. Yeah, well, they won't be in this document. It's specifically states you're going to be providing financial statements.

31:38

You know things that historically how would do I assume your organization is going to do and how is no longer going to be doing well if I made this claim that that is all to be determined. For example we we provide management support to the Albany County Business Development Corporation which I'll is on and does the financials for that we've.

32:03

Now use our CFO working with AL to do that to do that reporting and and financial management that the corporation we could do that the details like.

32:14

You know, because in my eyes, I'm seeing duplicated expats. Yeah, right. So, you know, it's me sitting here on the ID a I have to look at saying what's in the best interest of the ID A, and I'm trying to



reduce its cost to get more benefits, right. So they may have like relationship with Alan or somehow bringing that in under right now, we don't have an answer.

32:39

Which is working understand. And once they these are all excellent questions, we've started wrestling with them and you know, outlining them because it's a practical thing and it's virtually.

32:50

Unlimited number of preventable what about this situation and situation one of the things that we've had the good fortune to do and adrenalin again and I I started the sentiment regarding the I do not believe personally quite park project would be the Upper New York.

33:08

So, but one of the things that's done because the county idea was involved, it's drawn us in primarily through my involvement. One of the things that the alliance on Kevin has done was set up a weekly meeting with representatives from the town of both New Scotland and Bethlehem and their ideas and the and there was concern because well why aren't we doing it? And I'm going to get that. But there was a potential there for lack of communication.

33:38

Misunderstanding whatever the the approach you took and the resources bringing everybody in worked very well, I think. And you haven't heard a lot of, you know things, I don't think you will.

33:51

But what it's done, it's given us the opportunity to work together to give me the opportunity we'll give them the Chairman 27 work with them. And one of the things we've begun to do and I extend my thanks to both, Kevin goes right for their help setting this.

34:05

We're learning as we, you know, we're learning a lot of practical issues. So it's I I think that the best way to view it as a process as opposed to okay, our work here. You know, when the agreement signed that the agreement itself will deflect the process heard. You know, that was just my interpretation of reading what I have here so you know the devils in the details, right?

34:29

Right. It may be good to document to to your point what the ID will not be procuring or doing anymore as a for the board's benefit because we may not know off the top of your head, oh, we're going to have you know this new agreement to do this. We're no longer do. We're like we're not going to be in this office. We're not going to do this contract. We're not going to be using whatever our streaming service here. We're going to use another streaming service to piggyback on your, you know, ISP, things like that. Those details I think are going to be important to fully know.

35:01

The true cost and benefits and everything. And I'd say in spirit, I agree with all this. It's good, but I just would like to get it, yeah.

35:08

In fact, we'll be back.

35:11

If we are going to.

35:14

You know, accelerate the pace of economic growth in the county. And you know, what you did tonight is facilitate the largest economic development project in the history of Albany County with the expansion of plug power. But that can be done several times over, you know, well denying Rosemarie, I've been working on these offshore wind companies. We've got over \$2 billion of investment interest.

35:44

Primarily in the port of Queens, which means that it will all go through the idea. Since they don't have their own idea, then they now that not all of that \$2 billion is going to happen. That'll be a result of of what Nice Certa.

35:58

Grants out to the various developers in the amount of megawatts of offshore wind power. They don't know that. They don't go out. But you know the the consolidation of the counties economic development entities is essential. Makes sense because you know it.

36:18

You know there are so many different entities and you don't want.

36:22

The, the, the clients to have to figure out, well, we'll talk to Bill Clay on this one and I talked to Al Michaels on this one, Gary Kamala, it's on this one. You know you want to have that one stop shop. Just make it easy and transparent to the customer will worry about all the details behind the scenes. The governance structure of all of these entities will remain in place. The Albany County Business Development Corp, the CRC, the IEA, the land bank, they will all have their own separate governance. We just have to work out.

36:52

The staffing in this and and this is something that's done before it's matter of fact Joe knows the the city of Albany their economic development entity they capitalize all the group provides the same kind of has a very similar type of management agreement with the city ID A.

37:11

You know.

37:12

This is on the administrative side. This is the piece that's got to be put together. If we're going to do this effectively on the financial side, the next piece that has to be done is they have to give us a piece of the hotel tax. That's going to be very controversial. It's going to be, you know.

37:30

Difficult to make happen. But uh, we're going to push like help to make that happen because, you know, we we have to, you know?

37:38

What Albany County do with plug power was unprecedented. Albany County committed.

37:46

In excess of \$2,000,000 to this project. A lot in excess of \$2 billion.

37:51

But that's not something we can continue to do. It's it's just not, it's not going to happen. If we have a recurring revenue stream in the way of the hotel tax or some other recovering revenue stream, we can continue to do this over and over. Just to remind you and I know this is a little bit of a dead horse that I'm beating here, Schenectady County Metroplex gets \$10.7 million every year from their sales tax. They as you may recall, years back had a lower.

38:21

Sales tax then Albany County, so they give them 1% which is equal to about 10.7 million. Metroplex has basically redeveloped Schenectady County with with those efforts and they do the same thing. They run the county DA, they run the city ID, they run the planning department. The Metroplex is a public authority in and of itself. So we're not, we don't have that that benefit of having our own public authority, but we can we can emulate.

38:51

A lot of the the aspects of it by this kind of administrative consolidation and cooperation, this has got to be done cooperatively. As Bill said, nobody can put a gun to anybody's head and make them do this if that's the point. If that's the case, it's not worth doing. This has got to be done cooperatively. There's got to be trust and transparency in in how this is done and and it's just got to be done the right way for the right reasons and and if we do, you know.

39:22

I think for the Ida is going to be the largest beneficiary because these projects won't. There's an application that Joe Scott has been working on, hasn't been filed yet, but Joe's been helping it. It's a French company that manufacturers cables. That's going to be a 650 to \$800 million investment in port agreements if it goes and and there are two others just like it. So no matter what developer gets selected by nyscrda.

39:52

Cable manufacturers going to go, General Electric is looking to build blades down there. Stevens Gamasa is looking to go down there. It's and all of that stuff is going to come through the idea and what I believe is if we can take a much more active marketing of the ID a resources and tools, we can you know make a lot of very interesting things happen in the county. You know, we just bought another.

40:22

On some other things we're doing, we have to have the sites and you know the the, if I may, the the third rail here is.

40:33

And I know there's history here, but of having the that the county ID a defers to the local ID's.

40:42

Umm.

40:44

We've got a project now that we're working on 1000 new jobs coming into Albany County.

40:50

We, we, the alliance identified it. We worked with the developer to get it here. It's very likely to be here. It's located in the town of Colony.

41:00

If I had to let the caller ID I do this, but that's going to be a tough one for me to swallow.

41:04

Because it is a county project and it should be the county idea doing this, you know, central warehouse in downtown London.

41:14

Albany County took that in foreclosure, paid the city of Albany the delinquent property taxes on that project to 200, about \$500,000.

41:24

And the city of Albany ID would be the one to do that project and collect all of these.

41:32

I don't think that's right. I think should be the Academy idea. It should be doing that. And I know this is heretical. Probably my fellow ideas we have seven I DA's in Albany County. It's it's ridiculous. It's, you know.

41:48

That's not going to happen now or probably in the foreseeable future, but it's something that doesn't make sense to me.

41:57

I would agree with you on that.

42:00

It's it's hard to achieve, you know it's.

42:04

You know, particularly on the ones where the county is foreclosing on a property and paying the municipality back, making the municipality whole for the property taxes that the property owner never paid them and which resulted in the foreclosure.

42:19

And and yeah and the idea doesn't even the carry idea doesn't even get the ability to go in and

finance the new project which is a think what does it show? An 80 million, eighty \$90 million project for a capital for the post storage warehouse.

42:35

That long term Kevin, do you see perhaps the alliance to providing these types of services through these other seven ideas in Albany County? I mean they obviously have a strong relationship with capitalize Albany and and in that group but.

42:50

Years ago that happened in Rensselaer County. But but Bill I I think I think be tough. You know, there's a lot of territorial requests and territorial and and even political things you know and I understand even this board was originally conceived as.

43:08

Being populated with people who come from.

43:12

Parts of the county that did not have their own DNA, so that you know.

43:19

But you know, there's a lot happening on the ID a front, as Joe knows there are. There are some reforms that have been suggested, some that make sense, some that have just ridiculous, one of which is consolidating ideas and having only county level ideas.

43:36

That'll be tough battle but you know I think if we just get the administrative you know if we can show the other ideas in this county that the benefit of the consolidation of at the county level is something that they could see their way clear to work into. And you know maybe we'll we'll have we could do some kind of community benefit agreement with the municipality so that if the IEA pulls the fee we give them instead of giving 1% to the idea and I don't even know if this is.

44:07

Joe, you give it to the town or the municipality of the city that you're in if they don't have their own idea.

44:15

But you know just anything to streamline this process and and make it as easy as possible for our for for the national site selectors to locate projects in our county.

44:29

You know, it's it. This can all happen and these are, these are high paying, you know, jobs, many of which are union jobs, you know.

44:43

You know we've we've got the we've got the workforce here. We've got the workforce development organizations here Hudson Valley Community College bosses, you know some private training schools. You know the the unions are involved in apprenticeships and and like.

44:59

You know Albany County can you know if we we just do things the right way can see a significant benefit in the economic future of the of the county.

45:14

Questions and comments.

45:18

It's art any then I certainly like to.

45:23

Entertain a motion to approve the resolution.

45:28

That.

45:30

Simply again, I think it's been explained that.

45:34

This we're not looking for a resolution to to approve the agreement.

45:41

But certainly to give me.

45:44

The authority to move forward.

45:47

Uh, with the county and discussion all over.

45:51

OK. OK.

45:53

Motions made. Seconded. All in favor. All right. Thank you. Thank you. One question for me on the motion for Plug power, right. My handwriting wasn't clear. Did you make the motion?

46:07

I've got Mike and I've got Paul. Thank you. Sorry.

46:13

Thank you.

46:16

And then?

46:19

Is it just, is there anything further, Joe, that you think well, a technical issue, we have a secretary, the secretary's out here. It would be nice to get the resolution certified. Should we do it as instead do we have a resolution where we appoint an assistant secretary?

46:35

The motion will be to like point.

46:38

Assistant Secretary of board.

46:48

Yeah, how? How about our CEO?

46:52

What is due to act as you need to be a board member, I have to check the bylaws.

47:00

I don't actually have bought. I think it's sacred.

47:04

Ohh boy Peppers. Ohh. You said you don't think it's quite doable on a an officer, right? It has to be, I think it has to be a board member, I think chair.

47:17

Who? Who want to volunteer?

47:20

Really looking forward.

47:23

I think it's already yeah, it has to be one of you too.

47:27

I'll sign books.

47:29

Now that Mike, you're you're already you're already the treasure we're looking for. I just have one number. One of the backup secretary. Sure, yeah.

47:39

Thank you.

47:41

Thank you, council.

47:42

New motion to this chair OK, may I have a motion for the approval?

47:51

And a second.

47:54

All in favor opposed. Thank you. OK.

47:59

OK. So I apologize. Yeah, I've got it.

48:04

And reality right after the it's it's Oh no, I know.

48:10

Mr. President, who made the motions? Yeah, my Mike and Paul.

48:17

I got trained my mind about lawyer, you know, you're right on the ball.

48:22

Play a film with those compliments.

48:25

I don't usually get.

48:35

Thank you, Joe.

48:38

And take all over you. Is it deserved any further?

48:42

Today and then may I have a motion for anything else.

48:46

Which, uh, Kevin, anything that you like to add, people? We adjourn any?

48:52

If not, then I have, uh, entertained a motion for adjournment motion right second.



49:00

All in favor? Opposed. Thank you.

49:04

Thank you so much. Thank you for your time.

49:08

Regulations for right. Thank you very much for the next time we have a meeting.

49:14

Hopefully we can get the price.

49:20

And everyone is wishing to get to get the agreement.

49:27

7.

49:29

Yeah.

49:31

Jumping around like that.

49:33

Like I know.

49:36

Talk about we can talk about those the red line that we got.

49:42

Thanks for that.

49:45

Then the next thing is that.

49:48

Modes of world.

49:51

It's not an obligation, an obligation, but there's every indication.

49:59

Yeah, yeah, yeah.

50:02

Right around there, yeah. Something different.

50:06

Yeah, this is essentially correct.

50:14

Yeah, well, you were.

50:16

You're correct.

50:19

Thank you so much, guys. Thank you.

50:25

Thank you very much. Appreciate it. Thanks.

50:46

It's a long story.

50:49

You know he's got a job.

50:55

Struggles, struggles. But yeah.

50:59

Yeah, together.

51:02

Stop shopping.

51:04

That we weren't.

51:08

Right now I don't know.

51:13

That's another one.

51:15

Yes.

51:18

Right, right, right. Can I just, can I just leave the meeting for?

51:24

We actually want to see quite a while, so you gotta get out.

51:30

You know, we're in that mode.

51:34

Last week I got until the end of the month.

51:41

Has this strange?

51:44

I'll tell you what.