

Frank S. Venezia
Chairman

Robert B. Ward
Vice Chairman

Joseph P. Richardson
Secretary

Sam NeJame
Assistant Secretary

Brian T. Stenson
Treasurer

Victoria Stanton Sweeney
Member

Mark Hennessey
Member

TOWN OF BETHLEHEM

Albany County - New York

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MINUTES – REGULAR MEETING

April 28, 2010

A regular meeting of the Town of Bethlehem Industrial Development Agency was convened in public session in the Bethlehem Town Hall, 445 Delaware Ave., Delmar, NY at 8:00 a.m., on Wednesday, April 28, 2010.

Attendance was recorded as follows:

<u>Board Members Present</u>	<u>Board Members Absent</u>	<u>Counsel Present</u>	<u>Town Staff Present</u>	<u>Others Present</u>
Frank Venezia Joseph Richardson Victoria Stanton Sweeney Mark Hennessey	Robert Ward Sam NeJame Brian Stenson		Suzanne Traylor Deborah Kitchen Sam Messina Michael Morelli John Smolinsky	Michael Tucker Kimberly Finnigan

Chairman Venezia called the meeting to order.

APPROVAL OF MINUTES

A motion was made by Ms. Sweeney, seconded by Mr. Richardson, to approve the minutes of the Annual Meeting held February 3, 2010. Mr. Hennessey abstained because he was not present for the meeting.

A motion was made by Ms. Sweeney, seconded by Mr. Richardson, to approve the minutes of the Regular Meeting held February 3, 2010. Mr. Hennessey abstained because he was not present for the meeting.

NEW BUSINESS

Economic Development in the Region

Chairman Venezia stated that Michael Tucker, President and CEO, Center for Economic Growth (CEG) and Kimberly Finnigan of Cooper Erving were present to share some insight about economic development activities in the region.

Mr. Tucker stated that The Center for Economic Growth (CEG) was created by business leaders to identify opportunities for transformational change. By working with regional partners in business, government, education and the not for profit sectors, CEG has created a solid record of success in identifying opportunities and achieving transformational change throughout Tech Valley such as the Luther Forest development. CEG continues to dialog with communities to help them integrate with other local governments in the region to expand economic growth. CEG's goal is to expand tax base while maintaining the character of the community.

Ms. Finnigan discussed CEG's involvement with local governments regarding the evolution of infrastructure within local communities for the new corporations moving to the areas. CEG works to attract new investments into local areas.

Economic Development Ideas

Supervisor Messina stated that there is a lot of discussion with CEG and elected officials about moving forward with an educational program that could be targeted at urban and suburban communities. The educational program will focus on training so that people can get jobs and the region can provide workers for industry. Supervisor Messina said how do we communicate the advantages of living, working and developing businesses in Bethlehem.

Mr. Tucker commented that we need to market how easy it is to do business and get a deal done. We need to market our shovel readiness and have some type of program that someone can easily understand in an environment where there are not many state incentives.

How do we differentiate ourselves between Vista and the Harriman campus?

We are going to be cheaper and be able to get them in the ground sooner. People are looking for the integrated communities. Residential development does not bring the kind of tax dollars that we really need, and brings a burden to the school district. If we can differentiate ourselves on the ability to move quickly on the services, it would be wise to have at least the outline of some of the expenses. We need to get into the media to get a presence.

Should the Agency consider setting up an 'incubator'? Michael Tucker stated that if we had the space, could we tie it into the schools? There is grant available from the Labor Department to do career awareness in schools. Possibly we could connect with Hudson Valley and the nano college to create an incubator. The incubator would indicate that we are promoting good business and responsible development. We should use the Spotlight to help bring our initiatives to the public.

Supervisor Messina said the Town and the Agency should consider the potential for a semi-annual report about where we are and where we are going. We need to have a separate session to determine the top five (5) things that IDA will do. IDA members need to work with the Town and identify the roles of IDA and the Department of Economic Development and Planning and decide who will do what, and how that will be reported and move forward. A special meeting should be scheduled. Ms. Sweeney stated that the roles of the Town Board, the Department of Economic Development & Planning and the Agency should be defined with regard to economic development. A suggestion was made to invite Brian McMahon to special meeting.

Business Visitation Program - Selkirk Cogen, 24 Power Park Drive, Selkirk, NY

Supervisor Messina stated that he, Terry Ritz and Tom Connolly visited the Cogen facility on April 7, 2010 and met with Jim Ryan, General Manager since January 2010.

The following are some of the highlights of the visit:

- Cogen has 33 employees.
- The demand for energy was low in March due to mild weather and a depressed economy.
- The demand for energy dropped 4% since 2007.
- Cogen hopes to enter into a long term contract with a customer for Phase I electricity.
- Cogen is prepared to negotiate with the Town for a new water contract in six months.
- Cogen's contract with SABIC will expire in 2012.
- Cogen appreciated the Agency's agreement to revise the PILOT payment dates.
- Cogen is aware that the PILOT agreement will end in 2012 and that tax payments will be in 2013.

OLD BUSINESS

2010 Report

Ms. Kitchen stated that the report was modeled after reports generated in 2006, 2007 and 2008. The 2010 report includes information about existing projects and commercial/industrial development in the Town of Bethlehem. A Board Member/Staff photo will be taken prior to the May 26, 2010 meeting.

COMMITTEE REPORTS

Member Training

Ms. Sweeney and Mr. NeJame attended CUNY PAAA Training on March 26, 2010.

NON-AGENDA ITEMS**CFO For Hire, LLC**

A suggestion was made to consider outsourcing accounting work for the Agency to relieve Town Comptroller of this task and possible conflict of interest. CFO for Hire, LLC should be interviewed for such outsourcing.

UPCOMING MEETINGS TO BE HELD AT TOWN HALL

05/26/2010 8:00 a.m. Room 101 Regular Meeting

05/26/2010 9:00 a.m. Room 101 Governance Committee Meeting

MOTION TO ADJOURN

A motion to adjourn was made by Mr. Hennessey, seconded by Mr. Richardson and unanimously approved by all Members present.

Respectfully submitted: Deborah Kitchen and Diana Jacon