

## Town of Colonie Industrial Development Agency

Board Minutes  
January 23, 2017 Meeting

Meeting called to order by David DeLuca, Vice Chairman, at 6:00 pm.

Members in attendance:

Carm Basile  
Eric Phillips

David DeLuca  
Gary Rinaldi

Members absent:

John Kearney

Benjamin Syden

Agency Counsel: M. Cornelia Cahill, Barclay Damon, LLP

Chief Executive Officer: Joseph LaCivita

Chief Fiscal Officer: Christopher Kelsey

### **Approval of the Minutes**

Mr. DeLuca indicated the draft of the December 19, 2016 minutes were in the Board packets for review.

**MOTION: To accept the December 19, 2016 minutes as provided. Motion offered by Carm Basile and seconded by Eric Phillips. Motion was unanimously approved.**

### **Committee Reports**

**Governance** – On behalf of Mr. Syden, Mr. Phillips indicated that there had been no meeting and there was nothing to report.

**Audit** – Mr. DeLuca indicated that there had been no meeting and there was nothing to report. He did state a meeting would need to be held before the March meeting.

**Finance** – Mr. DeLuca indicated that there had been no meeting and there was nothing to report. He did state a meeting would need to be held before the March meeting.

Ms. Cahill stated there would need to be a governance committee meeting in addition to the audit and finance committee meetings prior to the March meeting. It was suggested that we may want to schedule them on an earlier date because of the volume of work that needed to be completed. Mr. LaCivita will canvas the committee members to see what would work the best for everyone.

## **Executive Director Report**

Mr. LaCivita stated he had two items this evening, one a presentation by Afrim Realty Company, LLC related to an application received by the Agency on January 20, 2017, and a quote for a project to be performed by Camoin Associates.

### **a) Afrim Realty Company, LLC**

Mr. LaCivita welcomed Afrim Nejzaj, owner, and his attorney Paul Sciocchetti. Mr. Sciocchetti thanked the Agency for allowing them to speak this evening and began an overview of the project. It is a 28.6 acre \$10 million sports complex located at 969 Watervliet Shaker Road. The applicant will construct a multi-use complex consisting of four artificial turf outdoor fields, an air supported dome structure containing another artificial turf field that can be sectioned off into up to four fields, and a clubhouse/multi-purpose building. The complex will be owned by Afrim Realty Company, LLC, sublet to Afrim Sports, Inc., and constructed by AFCO Construction Management, LLC. Mr. Nejzaj is the managing principal of the three related entities.

It is the applicant's expectation to draw local sports team and leagues, which currently draw from a radius of 1 to 1.5 hours away. As a result it is hoping to draw in local and regional tournaments. Mr. Nejzaj estimates that one tournament can bring the area about \$560,000, and he believes he could draw up to ten tournaments, or about \$5.6 million in revenue to the area. This revenue would benefit the hospitality and retail industries locally and regionally, and is the real benefit of this project. The project has received final approval from the Town of Colonie Planning Board and has incorporated public utility infrastructure to facilitate a neighboring residential project.

The applicant believes it would create an additional 15 full time and 100 part time jobs, add to the 15 full time and 200 part time jobs it currently provides at its existing locations. Mr. LaCivita asked for clarification on the part time jobs so we could equate the full time equivalents (FTE) in our analysis.

The benefits requested in the application are approximately \$50,000 and \$250,000 in mortgage recording and sales and use tax exemptions, respectively. During the presentation Mr. Sciocchetti also requested a 20 year payment in lieu of taxes (PILOT) agreement that would range from \$25,000 in year one to full valuation after the 20<sup>th</sup> year.

Mr. DeLuca advised that this project does not currently qualify for a PILOT under the Agency's uniform tax exemption policy and would therefore be a deviation if granted. Ms. Cahill continued that it would require notice to be given to all impacted taxing jurisdictions and allow them to make comment on the PILOT.

Mr. LaCivita thanked Mr. Nejzaj and Mr. Sciocchetti for the presentation, and they thanked the board for its time and excused themselves.

Mr. LaCivita had prepared a cost/benefit analysis based on the original application, but will need to revise the analysis for the clarification on FTEs created and the addition of the PILOT. Once it is complete he will send it out to all the members for review.

## **Executive Director Report, continued**

### **a) Afrim Realty Company, LLC, continued**

Ms. Cahill confirmed that this was an allowable project under the recreation and tourism component of the IDA laws.

### **b) Camoin Associates Economic Assessment Study**

Mr. LaCivita referenced the quote from Camoin Associates to provide an economic assessment study of the retail and hospitality sectors within the Town as discussed at previous meetings.

Ms. Cahill and Mr. Kelsey inquired as to the inclusion of additional sectors as recommended by Mr. Syden in an e-mail of January 20, 2017. Mr. Syden thought it would be beneficial to include the bio-tech, warehouse, and distribution sectors within the Town as well as the retail and hospitality. Mr. LaCivita and members of the board agreed and Mr. LaCivita will contact Camoin to amend the quote to include all five sectors.

**RESOLUTION 2017-001 – Accepting a proposal from and authorizing the execution and delivery of a contract with Camoin Associates for an economic assessment study. Resolution offered by Carm Basile and seconded by David DeLuca. Resolution was unanimously approved.**

## **Old Business**

Mr. DeLuca inquired as to the status of the demolition of 272 Maxwell Road. Mr. Kelsey indicated the bid has been issued and the Purchasing Office has shown the property to two parties according to Mr. LaCivita. We anticipate awarding the demolition at the March 20<sup>th</sup> meeting.

## **New Business**

Election of Officers and Appointment of Committees – As a few members were not here this evening the action on 2017 officers and committees was tabled until the March 20th meeting, and the 2016 officers and committees will be carried over until that time.

Ms. Cahill distributed the board performance evaluations to each board member and requested they be returned to the Governance Committee Chairman. He will then compute the results and report back to the Governance Committee and full board.

Meeting adjourned at 7:05 pm.

Next meeting will be March 20, 2017 at 6:00 pm at 347 Old Niskayuna Road, Latham, NY 12110.