

TOWN OF COLONIE INDUSTRIAL DEVELOPMENT AGENCY

OPERATIONS AND ACCOMPLISHMENTS REPORT – 2017

The highlights of the 2017 operations and accomplishments of the Town of Colonie Industrial Development Agency (the “Agency”) were as follows:

(1) **One Mustang Drive II LLC Project:** The Agency issued refunding bonds for a project for One Mustang Drive II LLC (“One Mustang”), which project facility is used by Precision Valve & Automation, Inc. as a manufacturing facility and office space. The Agency also granted financial assistance in the form of a mortgage recording tax exemption. At the time of its original project in 2010, One Mustang had anticipated retaining 72 full-time-equivalent jobs and creating 36 full-time-equivalent jobs at the project facility; in the application submitted by One Mustang to the Agency in connection with the issuance of the refunding bonds, One Mustang indicated that it currently had 200 full-time equivalent jobs at the project facility. One Mustang also has informed the Agency that it has donated various robotics to the North Colonie Central School District and other school districts with a value of hundreds of thousands of dollars.

(2) **Afrim Realty Company LLC Project:** The Agency adopted an approving resolution granting financial assistance to Afrim Realty Company, LLC, on behalf of itself and entities formed or to be formed on behalf of the foregoing, including Afrim Sports, Inc. (“Afrim”). The proposed project is for a new facility consisting of four artificial turf outdoor fields, an approximately 86,400 square foot air supported dome, an approximately 12,000 square foot building and an approximately 900 square foot building, to constitute a recreation project providing facilities for sporting events, including, but not limited to, soccer and lacrosse games and tournaments. The project will result in the retention of 15 full-time and 200 part-time jobs in the Town and the creation of 15 full-time and 100 part-time jobs in the Town. Afrim requested financial assistance in the form of real property tax abatements, sales tax exemptions and a mortgage recording tax exemption. In anticipation of an early 2018 closing date on the straight-lease transaction, the Agency also granted temporary sales tax exemption benefits to begin January 1, 2018. As of December 31, 2017, the project was anticipated to close in early January 2018 pending final bank approval.

(3) **Starlite Associates, LLC Project:** The Agency adopted a public hearing resolution related to an application for financial assistance from Starlite Associates, LLC (“Starlite”). The proposed project is for the construction of an approximately 149,005 square foot building at 629 Columbia Street Extension in the Town of Colonie, which is to be leased to The Ayco Company, L.P. (“Ayco”), for use by Ayco as a new office complex and corporate headquarters. The project will result in the retention of 626 jobs in the Town and the creation of 160 jobs in the Town (such job creation and retention being the result of the combined projects of Starlite Associates, LLC and The Ayco Company, L.P., described in further detail below). Additionally, the project is located at the site of the former Starlite Music Theatre, which site has been vacant for nearly 20 years. Starlite is seeking financial assistance in the form of real property tax abatements, sales tax exemptions and a mortgage recording tax exemption. In anticipation of a 2018 closing date on the straight-lease transaction, the Agency also granted

temporary sales tax exemption benefits beginning on October 16, 2017 in an amount up to \$100,000. As of December 31, 2017 the Agency was awaiting final Town approvals on the project and was evaluating further cost-benefit analysis before proceeding.

(4) **The Ayco Company, L.P. Project:** The Agency adopted a public hearing resolution related to an application for financial assistance from The Ayco Company, L.P. (“Ayco”). The proposed project is being undertaken in conjunction with the Starlite Associates, LLC project described above and is for Ayco’s buildout and fit-up improvements in the approximately 149,005 square foot building to be located at 629 Columbia Street Extension in the Town of Colonie, to constitute a new office complex and corporate headquarters for Ayco. The combined projects will result in the retention of 626 jobs in the Town and the creation of 160 jobs in the Town. Additionally, the project is located at the site of the former Starlite Music Theatre, which site has been vacant for nearly 20 years. Ayco is seeking financial assistance in the form of sales tax exemptions. As of December 31, 2017 the Agency was awaiting final Town approvals on the project and was evaluating further cost-benefit analysis before proceeding.

(5) **Maxwell Road Property:** The Agency had the existing structure demolished in 2017 and continued to evaluate potential redevelopment of the property. The Agency has been in discussions with the Town of Colonie’s Public Library regarding the Library’s potential use of the property.

(6) **Economic Assessment Study:** The Agency engaged Camoin Associates as an economic development consultant to evaluate specified economic factors within the Town of Colonie in order to gain insights into how the Agency can best promote, develop, encourage and assist economic development in the Town. Economic factors that were evaluated included retail, hospitality, technology, biotechnology, warehousing and distribution. Camoin Associates gave an initial presentation to the Board on its findings in December 2017 and in 2018 will address further questions that Board members had following the presentation.

(7) **Lincoln Avenue – Step 2 Project:** With a fully executed contract with the State of New York for a grant in the amount of \$266,400 from the Brownfield Opportunity Areas Program administered by the New York State Secretary of State, the Agency’s Executive Director attended a kickoff meeting with Barton & Loguidice, D.P.C. regarding the project. The purpose of the grant is to assist the Agency in comprehensively measuring existing economic and environmental conditions in the Lincoln Avenue area and in identifying redevelopment opportunities.

(8) **Route 9 Sidewalk Project:** The Agency received a refund of approximately \$13,700 from the Town of Colonie related to the Town’s Route 9 sidewalk project that the Agency funded in 2013, for costs that were covered by the New York State Department of State.

(9) **Job Creation:** The Agency’s Executive Director communicated with each project owner to evaluate the success of each project’s respective job creation.