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P R O C E E D I N G S

Public Hearing

SARATOGA COUNTY
Industrial Development Agency

A Public Hearing
in the matter of
Cb20 Inc.
Article 18-A

General Municipal Law

August 20, 2024
8:50 a.m.

Malta Town Hall
2540 Route 9
Malta, New York

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PRESENT:

FOR THE SARATOGA COUNTY IDA:

Rodney Sutton - Chairman
Tom Lewis - Member
Philip Klein - Member
Yvonne Manso - Member
Erinn Kolligian - Member
Mike Mooney - Member
Kevin Tollisen - Member

ALSO PRESENT:

Scott Duffy, CEO
Jeffrey Many, CFO
James Carminucci, Esq. - Counsel
Kimberly Lambert, IDA Administrator
Nisha Merchant, Saratoga County Planning
and Economic Development
Gregory Connors, President, Saratoga Economic
Development Corporation

Chris Pickett - CEO, cb20 Inc.
Tom Franceski - CFO, cb20 Inc.

I-N-D-E-X

<u>Number</u>	<u>Description</u>	<u>For Ident.</u>
1	Notice of Public Hearing	3
2	Affidavit of Service	3
3	Letters to Taxing Jurisdictions	3
4	USPS Certified Mail receipts	3

1 **Proceedings - August 20, 2024**

2 (Exhibits Number 1 through 4 were marked
3 for identification, this date.)

4 **CHAIRMAN SUTTON:** It is 8:50 on Tuesday,
5 August 20th, 2024, and I'll call to order the
6 Public Hearing of the IDA of Saratoga County.

7 The Public Hearing scheduled for today,
8 August 20th, 2024, is being held by the County of
9 Saratoga Industrial Development Agency at the
10 Town of Malta Town Hall at 2540 Route 9 in Malta
11 in accordance with the provisions of Article 18-A
12 of the New York General Municipal Law with
13 respect to cb20, Inc., the Applicant.

14 The public has been made aware of the
15 Hearing through the August 1st, 2024, legal
16 advertisement in the *Daily Gazette* and by posting
17 on the Agency's website. The three taxing
18 jurisdictions affected by the project -- the Town
19 of Malta, County of Saratoga, and the Ballston
20 Spa Central School District, along with the
21 President of the School Board -- have been
22 notified of the Hearing by certified, return
23 receipt mail on August 6th, 2024.

24 The notice posted to the Agency website
25 advised that comments may be submitted to the

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2 Agency in writing or electronically by e-mail to
3 KLambert@SaratogaCountyNY.gov.

4 Minutes of the Public Hearing will be
5 transcribed and later posted on the Agency's
6 website.

7 We've received an application from cb20,
8 Inc., an Illinois corporation with a mailing
9 address of 11 Federal Street, Saratoga Springs,
10 New York 12866. The Company has requested that
11 the Agency undertake a project consisting of the
12 acquisition and the interest of an approximately
13 1.55 acre parcel of land constituting tax map
14 parcel 229.-3-52 and located at 9 Old Stonebreak
15 Road in the Town of Malta, New York; the
16 reconstruction on the Land of an existing,
17 approximately 25,000 square foot facility to be
18 utilized by the Applicant in connection with its
19 technology solutions design, manufacturing, and
20 support operations, and the acquisition and
21 installation in the Facility of certain
22 furnishings, machinery and equipment, together
23 with the land and the facility, collectively
24 known as the Project Facility.

25 The Project additionally consists of the

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2 acquisition and installation of certain
3 furnishings, machinery and equipment. Together,
4 the equipment, the facility, and the land shall
5 be noted as the Project Facility.

6 The Project also consists of the lease,
7 with an obligation to purchase, or sale of the
8 Project Facility to the Applicant in
9 consideration of granting financial assistance in
10 the form of exemptions from state and local sales
11 tax, a portion of the Project's mortgage
12 recording tax, and abatement of real property
13 taxes.

14 Total costs associated with the
15 acquisition, construction, and installation of
16 the Facility is presently estimated to be
17 \$4,500,000. The Agency is considering whether to
18 undertake the Project and finance the Project by
19 executing and delivering a mortgage or mortgages
20 to secure borrowing or borrowings of the owner in
21 an aggregate principal amount sufficient to
22 finance all or a portion of the cost to acquire,
23 construct, and install the Project Facility and
24 the cost of the loan.

25 The principal amount currently estimated

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2 to be financed per the application is \$3,114,000.
3 If the undertaking of the Project and execution
4 and delivery of the mortgage or mortgages are
5 approved by this Agency, then the Project may be
6 granted such exemptions with respect to a portion
7 of the mortgage recording tax, estimated to be
8 \$23,355, state and local sales tax, estimated to
9 be \$63,000, and real property taxes, estimated to
10 be \$181,314, as are applicable to manufacturing
11 facilities as described in the Agency's Uniform
12 Tax Exemption Policy adopted on March 11, 1999,
13 and amended last on October 14th, 2014.

14 Subject to deviation and determined by
15 the Agency, the Project Facility will be
16 acquired, constructed, and installed by the
17 Agency and leased or sold by the Agency to the
18 Applicant pursuant to a Project Agreement.

19 The Applicant will be the initial user of
20 the Project Facility, and the mortgage will be a
21 special obligation of the Agency, payable solely
22 out of certain proceeds of the Agreement and
23 certain other assets of the Agency pledged to the
24 repayment of the loan.

25 I'll now ask our IDA Counsel, James

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2 Carminucci, if proper legal notices were provided
3 for the Public Hearing in accordance with the
4 regulations.

5 **MR. CARMINUCCI:** Yes, Mr. Chairman.
6 Notice of the Public Hearing was published in the
7 *Daily Gazette* on August 1, 2024.

8 **CHAIRMAN SUTTON:** Thank you, Jim.
9 Agency members present today are Tom
10 Lewis, Philip Klein, Yvonne Manso, Erinn
11 Kolligian, Mike Mooney, Kevin Tollisen, and
12 myself, Rod Sutton, Chairman.

13 Staff present are Scott Duffy, CEO, Jeff
14 Many, CEO, IDA Counsel, James Carminucci,
15 Kimberly Lambert, Administrator, and Nisha
16 Merchant of Saratoga County Planning and Economic
17 Development.

18 Regarding the application, the request
19 for the Project was last presented to the Agency
20 on July 9th, 2024. That application and
21 supporting material have been available for
22 review by any interested parties since received
23 by the staff on July the 3rd, 2024, at the IDA
24 offices at 50 West High Street, Ballston Spa.

25 Since the presentation of that

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2 application, are there any additional comments or
3 thoughts from the staff or the Applicant that
4 need to be provided at this Public Hearing
5 relative to the application that was previously
6 submitted?

7 Mr. Connors?

8 **MR. CONNORS:** Good morning, Mr. Chairman,
9 members of the Saratoga County IDA, ladies and
10 gentlemen.

11 Again, for the record, my name is Greg
12 Connors, and I'm the President of the Saratoga
13 County Economic Development Corporation.

14 The Project for public comment this
15 morning is on behalf of cb20, an existing
16 technology services company currently operating
17 as tenant and located primarily in the City of
18 Saratoga Springs.

19 The application will support the
20 acquisition of real property and expansion of the
21 current enterprise. The proposed new location
22 for the enterprise in the Town of Malta will be
23 located at 9 Old Stonebreak Road.

24 If approved, the company relocation to
25 Malta will support the anticipated growth by cb20

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2 as the technology services industry continues to
3 grow and expand, not only throughout the Capital
4 Region but around the world.

5 The application estimates a total project
6 cost of approximately \$4.5 million, which will
7 include real property acquisition, mortgage
8 financing, construction and soft costs resulting
9 in a facility of approximately 25,000 square feet
10 to accommodate administration, technology
11 services, and light manufacturing.

12 If approved, the application will retain
13 the existing 70 full-time jobs currently located
14 at the Saratoga Springs location and commits to
15 the creation of 15 to 20 new full-time jobs over
16 the next three years, with plans to continue that
17 job growth over the next five years, adding an
18 anticipated 55 new full-time job opportunities.

19 The application has asked the IDA to
20 consider an investment package based on the \$4.5
21 million private investment of approximately
22 \$267,000, which includes sales and mortgage tax
23 incentives, plus a ten-year commercial PILOT.

24 The Applicant is represented here this
25 morning by its CEO, Chris Pickett, and it's Chief

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2 Financial Officer, Tom Franceski. Thank you.

3 **CHAIRMAN SUTTON:** I'm now going to open
4 the Public Hearing for any public comment.

5 Does anyone wish to comment?

6 **SUPERVISOR YOUNG:** Again, my name is
7 Cynthia Young, Malta Town Supervisor, and I thank
8 everybody for being here. Thank you for your
9 investment, anticipated investment in the Town of
10 Malta.

11 I want to speak on behalf of and in favor
12 of this Project. Again, it fits our zoning.
13 It's zoning compliant. We welcome the
14 opportunity to host more jobs in the Town of
15 Malta, and we think it's a good fit, so thank
16 you.

17 **CHAIRMAN SUTTON:** Thank you.

18 **MR. SHIMKUS:** The Supervisor just told me
19 to be quick. Again, I'm Todd Shimkus, President
20 of the Saratoga County Chamber of Commerce.

21 I also want to support this application.
22 This is all about helping local companies to
23 succeed, grow, and thrive, and certainly SEDC is
24 partnered with them, and if they are allowed to
25 make this investment and you help them with that,

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2 that's what we're going to do. Thank you.

3 **CHAIRMAN SUTTON:** Thank you. Anyone else
4 wish to comment?


5 (No response.)

6 **CHAIRMAN SUTTON:** If none, I will now
7 close the Public Hearing. Thank you very much.

8 (Whereupon, at 9:01 a.m. the proceedings
9 in the above-entitled matter were concluded.)
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C E R T I F I C A T I O N

I, LAUREL STEPHENSON, a Court Reporter and Notary Public in and for the State of New York, do hereby certify that the foregoing record taken by me at the time and place as noted in the heading hereof is a true and accurate transcript of same, to the best of my ability and belief.



Laurel Stephenson

Date: September 5, 2024

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\$	9th [1] - 7:20	Central [1] - 3:20
\$181,314 [1] - 6:10 \$23,355 [1] - 6:8 \$267,000 [1] - 9:22 \$3,114,000 [1] - 6:2 \$4,500,000 [1] - 5:17 \$63,000 [1] - 6:9	A	CEO [3] - 7:13, 7:14, 9:25 certain [4] - 4:21, 5:2, 6:22, 6:23 certainly [1] - 10:23 certified [1] - 3:22 CHAIRMAN [4] - 3:4, 7:8, 10:3, 10:17 Chairman [1] - 7:12 chairman [2] - 7:5, 8:8 Chamber [1] - 10:20 Chief [1] - 9:25 Chris [1] - 9:25 City [1] - 8:17 collectively [1] - 4:23 comment [3] - 8:14, 10:4, 10:5 comments [2] - 3:25, 8:2 Commerce [1] - 10:20 commercial [1] - 9:23 commits [1] - 9:14 companies [1] - 10:22 company [2] - 8:16, 8:24 Company [1] - 4:10 compliant [1] - 10:13 connection [1] - 4:18 Connors [2] - 8:7, 8:12 CONNORS [1] - 8:8 consider [1] - 9:20 consideration [1] - 5:9 considering [1] - 5:17 consisting [1] - 4:11 consists [2] - 4:25, 5:6 constituting [1] - 4:13 construct [1] - 5:23 constructed [1] - 6:16 construction [2] - 5:15, 9:8 continue [1] - 9:16 continues [1] - 9:2 corporation [1] - 4:8 Corporation [1] - 8:13 cost [3] - 5:22, 5:24, 9:6 costs [2] - 5:14, 9:8 Counsel [2] - 6:25, 7:14 County [7] - 3:6, 3:8, 3:19, 7:16, 8:9, 8:13, 10:20 creation [1] - 9:15 current [1] - 8:21 Cynthia [1] - 10:7
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LAUREL STEPHENSON	LAUREL STEPHENSON	LAUREL STEPHENSON