

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
APPROVING RESOLUTION
The Quarry Potsdam, LLC [*Project Number 4001-20-02*]
Resolution No. IDA-20-02-01
February 21, 2020

A regular meeting of the St. Lawrence County Industrial Development Agency (the “SLCIDA”) was convened on February 21, 2020 at 9:00 AM, local time, in the Main Conference Room of the Ernest J. LaBaff Industrial Building, 19 Commerce Lane, Canton, New York.

The meeting was called to order by the Chairman, and upon roll being called, the following members of the SLCIDA were:

MEMBER	PRESENT	ABSENT
Blevins, Lynn	X	
Hall, Mark C.	X	
LaBaff, Ernest		X
McMahon, Andrew	X	
Morrill, Steven	X	
Reagen, James	X	
Staples, Brian W.	X	

The following persons were ALSO PRESENT: Staff (Patrick Kelly, Thomas Plastino, Richard Williams, Kimberly Gilbert and Lori Sibley).

After the meeting had been duly called to order, the Chairman announced that, among the purposes of the meeting, was to consider and take action on certain matters pertaining to proposed project for the benefit of The Quarry Potsdam, LLC.

On motion duly made by Mr. Hall and seconded by Mr. Morrill, the following resolution was placed before members of the St. Lawrence County Industrial Development Agency:

- (i) **TAKING OFFICIAL ACTION TOWARDS THE DEVELOPMENT OF A CERTAIN PROJECT (AS MORE FULLY DESCRIBED BELOW) BY THE QUARRY POTSDAM, LLC (THE “COMPANY”) AT 41 ELM STREET, VILLAGE OF POTSDAM, TOWN OF POTSDAM, ST. LAWRENCE COUNTY, STATE OF NEW YORK;**
- (ii) **ADOPTING FINDINGS PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT (“SEQRA”) IN RELATION TO THE PROJECT**
- (iii) **AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY FOR THE PROJECT IN THE FORM OF (A) A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE RENOVATION, IMPROVEMENT, AND EQUIPPING OF THE PROJECT; (B) A MORTGAGE RECORDING TAX EXEMPTION FOR THE FINANCING RELATED TO THE PROJECT (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT (PILOT AGREEMENT”) IN ACCORDANCE WITH THE DEVIATION FROM THE AGENCY’S UNIFORM TAX EXEMPTION POLICY MORE SPECIFICALLY DESCRIBED HEREIN;**

- (iv) **AUTHORIZING ACCEPTANCE OF A LEASEHOLD INTEREST IN CERTAIN REAL PROPERTY AND THE IMPROVEMENTS THEREON IN RELATION TO UNDERTAKING THE PROJECT; AND**
- (v) **APPROVING THE FORM, SUBSTANCE AND EXECUTION OF RELATED DOCUMENTS.**

WHEREAS, the St. Lawrence County Industrial Development Agency (the "SLCIDA") is authorized and empowered by Title 1 of Article 18-A of the General Municipal Law of the State of New York (the "State") as amended, and Chapter 358 of the Laws of 1971 of the State, as amended (collectively, the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research, and recreation facilities, including industrial pollution control facilities, railroad facilities and certain horse racing facilities, for the purpose of promoting, attracting, encouraging and developing recreation and economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State, to improve their recreation opportunities, prosperity and standard of living, and to prevent unemployment and economic deterioration, and

WHEREAS, The Quarry Potsdam, LLC (the "Company") has submitted an application (the "Application") to the SLCIDA requesting the SLCIDA's assistance with the project, the terms and conditions of which are described in **Exhibit A**, attached hereto and made a part thereof, and as may be more thoroughly described within the Application, and

OR

WHEREAS, it is contemplated that the Agency will (i) negotiate, execute and deliver a company lease agreement ("Company Lease") and an agency lease and project agreement (the "Lease Agreement") (ii) take a leasehold interest in the Facility (once the Company Lease and Lease Agreement have been negotiated), and (iii) provide financial assistance to the Company in the form of (a) a sales and use tax exemption for purchases and rentals related to the renovation, improvement and equipping of the Project, (the "Sales Tax Exemption") (b) a mortgage recording tax exemption for the financing related to the Project, other than the portion of mortgage recording tax allocated to transportation districts referred to in Section 253(2)(a) of the Tax Law, (the "Mortgage Tax Exemption") and (c) an exemption from real property taxes structured through the PILOT Agreement Schedule as more particularly set forth at **Exhibit B** hereof (the "Real Property tax Exemption"), (the Sales Tax Exemption, Mortgage Tax Exemption and Real Property Tax Exemption collectively the "Financial Assistance"); and

WHEREAS, in connection with the Financial Assistance the Company has requested a deviation (the "Deviation") from the Agency's Uniform Tax Exemption Policy originally adopted on March 19, 1999, as amended to date (the "Policy"); and

WHEREAS, pursuant to the Deviation annual PILOT payments made pursuant to the Lease Agreement will be made pursuant to **Exhibit B**, which deviates from the standard abatement schedule of the Policy; and

WHEREAS, the Agency is considering the Deviation from its Policy because the investments to be made in the Project are expected to have a material positive impact on affordable housing in the community and encourage further economic development projects in the St. Lawrence County; and

WHEREAS, the Company received a site plan approval from the Village of Potsdam Planning Board (the "Planning Board"), wherein the Planning Board adopted a negative declaration dated September 19, 2019.

WHEREAS, the Company has submitted to the Agency a copy of the Environmental Assessment Form (the "EAF") submitted to the Planning Board, and, based upon the EAF and the Company's Application dated May 23, 2019 (the "Application"), the Project is an "Unlisted" action under Article 8 of the Environmental Conservation Law and Regulations adopted pursuant thereto by the Department of Environmental Conservation of the State (collectively, "SEQRA"); and

WHEREAS, as security for a loan or loans, the Agency and the Company will execute to one or more lenders not yet determined (collectively the "Lender"), a mortgage or mortgages, and such

other loan documents satisfactory to the Agency, upon advice of Counsel, in both form and substance, as may be reasonably required by the Lender, to be dated a date to be determined, in connection with the financing of the costs of the renovation, improvement, and equipping of the Facility (collectively, the “Loan Documents”); and

WHEREAS, a public hearing (the “Hearing”) was held on February 19, 2020, so that all persons with views in favor of or opposed to either the financial assistance contemplated by the Agency or the location or nature of the Facility could be heard; and

WHEREAS, notice of the Hearing was given on January 29, 2020 and such notice is substantially in the form annexed hereto as **Exhibit C**; and

WHEREAS, the report of the Hearing is annexed hereto as **Exhibit D**; and

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE AGENCY AS FOLLOWS:

Section 1. Based upon the EAF and the Application, the Project, involving the renovation of the Facility, is an “unlisted” action as contemplated by 6 NYCRR Section 617.5(c)(1), and that there will be not have a “significant effect” on the environment and, therefore, an environmental impact statement will not be prepared. This determination constitutes negative declaration for purposes of SEQRA.

Section 2. The Agency hereby finds and determines:

(a) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(b) The Facility constitutes a “project”, as such term is defined in the Act; and

(c) The renovation, improvement and equipping of the Facility and the leasing of the Facility to the Company, will promote and maintain the job opportunities, health, general prosperity and economic welfare of the citizens of the St. Lawrence County, and the State of New York and improve their standard of living and thereby serve the public purposes of the Act; and

(d) The renovation, improvement and equipping of the Facility is reasonably necessary to induce the Company to provide affordable housing in St. Lawrence County in the State of New York; and

(e) Based upon representations of the Company and counsel to the Company, the Facility conforms with the St. Lawrence County local zoning laws and planning regulations and all regional and local land use plans for the area in which the Facility is located; and

(f) The Facility and the operations conducted therein do not have a significant effect on the environment, as determined in accordance with Article 8 of the Environmental Conservation Law of the State of New York and the regulations promulgated thereunder; and

(g) It is desirable and in the public interest for the Agency to lease the Facility to the Company; and

(h) The Company Lease will be an effective instrument whereby the Agency leases the Facility from the Company; and

(i) The Lease Agreement will be an effective instrument whereby the Agency leases the Facility to the Company, the Agency and the Company set forth the terms and conditions of their agreement regarding payments-in-lieu of taxes, the Company agrees to comply with all Environmental Laws (as defined therein) applicable to the Facility and will describe the circumstances in which the Agency may recapture some or all of the benefits granted to the Company; and

(j) The Loan Documents to which the Agency is a party will be effective instruments whereby the Agency and the Company agree to secure the Loan made to the Company by the Lender.

(k) The Facility is a large, primarily vacant former educational facility and is in need of substantial renovation. The Facility, being in the downtown of the Village of Potsdam (the "Village"), is important to the economic development of the County. The Facility serves as a key component of the Village's commercial and Main Street corridor.

(l) The Deviation incentivizes the Company to complete the Project, which is expected to have a material positive impact on affordable housing and encourage further economic development projects in the Village and the County;

Section 3. The Agency has assessed all material information included in connection with the application for financial assistance submitted by the Company, including but not limited to, the cost-benefit analysis prepared by the Agency and such information has provided the Agency a reasonable basis for its decision to provide the Financial Assistance to the Company.

Section 4. In consequence of the foregoing, the Agency hereby determines to: (i) lease the Land and the Improvements from the Company pursuant to the Company Lease, (ii) execute, deliver and perform the Company Lease, (iii) lease the Facility to the Company pursuant to the Lease Agreement, (iv) execute, deliver and perform the Lease Agreement, (v) grant a mortgage on and security interests in and to the Facility pursuant to the Loan Documents, and (vi) execute, deliver and perform the Loan Documents to which the Agency is a party.

Section 5. The Agency is hereby authorized to acquire the real property and personal property as described in the Lease Agreement, and to do all things necessary or appropriate for the accomplishment thereof, and all acts heretofore taken by the Agency with respect to such acquisition are hereby approved, ratified and confirmed.

Section 6. The Agency is hereby authorized to acquire the Facility and to do all things necessary or appropriate for the accomplishment thereof, and all acts heretofore taken by the Agency with respect to such acquisition are hereby approved, ratified and confirmed. The Agency is hereby further authorized to execute and deliver the Loan Documents in connection with the financing of the costs of renovating, improving and equipping the Facility.

Section 7. The Agency hereby authorizes and approves the following economic benefits to be granted to the Company in connection with the renovation, improvement and equipping of the Facility in the form of (i) exemptions from mortgage recording taxes (other than the portion of the mortgages recording tax allocated to transportation districts referred to in Section 253(2)(a) of the Tax Law) for one or more mortgages securing an amount presently estimated to be an exemption of \$112,500 in connection with the financing of the renovation, improvement and equipping of the Facility and any future financing, refinancing or permanent financing of the costs of renovating, improving and equipping the Facility, (ii) exemptions from sales and use taxes in an amount not to exceed \$625,424 in connection with the purchase or lease of equipment, building materials, services or other personal property, and (iii) the abatement of real property taxes (as set forth in the PILOT Schedule attached as **Exhibit D** hereof), consistent with the policies of the Agency.

Section 8. Subject to the provisions of this resolution, the Company is herewith and hereby appointed the agent of the Agency to renovate, improve and equip the Facility. The Company is hereby empowered to delegate its status as agent of the Agency to its agents, subagents, contractors, subcontractors, materialmen, suppliers, vendors and such other parties as the Company may choose in order to renovate, improve and equip the Facility. The Agency hereby appoints the agents, subagents, contractors, subcontractors, materialmen, vendors and suppliers of the Company as agents of the Agency solely for purposes of making sales or leases of goods, services and supplies to the Facility,

and any such transaction between any agent, subagent, contractor, subcontractor, materialmen, vendor or supplier, and the Company, as agent of the Agency, shall be deemed to be on behalf of the Agency and for the benefit of the Facility. This agency appointment expressly excludes the purchase by the Company of any motor vehicles, including any cars, trucks, vans or buses which are licensed by the Department of Motor Vehicles for use on public highways or streets. The Company shall indemnify the Agency with respect to any transaction of any kind between and among the agents, subagents, contractors, subcontractors, materialmen, vendors and/or suppliers and the Company, as agent of the Agency. The aforesaid appointment of the Company as agent of the Agency to renovate, improve and equip the Facility shall expire at the earlier of (a) the completion of such activities and improvements, (b) a date which the Agency designates, or (c) the date on which the Company has received exemptions from sales and use taxes in an amount not to exceed \$625,424 in connection with the purchase or lease of equipment, building materials, services or other personal property; provided however, such appointment may be extended at the discretion of the Agency, upon the written request of the Company if such activities and improvements are not completed by such time. The aforesaid appointment of the Company is subject to the completion of the transaction and the execution of the documents contemplated by this resolution.

Section 9. The Company hereby agrees to comply with Section 875 of the Act. The Company further agrees that the exemption of sales and use tax provided pursuant to the Act and the appointment of the Company as agent of the Agency pursuant to this Authorizing Resolution is subject to termination and recapture of benefits pursuant to Section 875 of the Act and the Lease Agreement.

Section 10. The form and substance of the Agency Documents, as hereinafter defined, to which the Agency is a party (each in substantially the forms presented to or approved by the Agency and which, prior to the execution and delivery thereof, may be redated and renamed) are hereby approved.

Section 11.

(a) The Chairman, the Executive Director of the Agency or any member of the Agency are hereby authorized, on behalf of the Agency, to execute and deliver the Company Lease, the Lease Agreement, PILOT Agreement, Indemnity Agreement, Project Agreement, Recapture Agreement, Agency Compliance Agreement and the Loan Documents to which the Agency is a party, all in substantially the forms thereof presented to this meeting with such changes, variations, omissions and insertions as the Chairman, the Director of the Agency or any member of the Agency shall approve, and such other related documents as may be, in the judgment of the Executive Director and counsel to the Agency, necessary or appropriate to effect the transactions contemplated by this resolution (hereinafter collectively called the "Agency Documents"). The execution thereof by the Chairman, the Executive Director of the Agency or any member of the Agency shall constitute conclusive evidence of such approval.

(b) The Chairman, the Executive Director of the Agency or any member of the Agency are further hereby authorized, on behalf of the Agency, to designate any additional Authorized Representatives of the Agency (as defined in and pursuant to the Lease Agreement).

Section 12. The officers, employees and agents of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required or provided for by the provisions of the Agency Documents, and to execute and deliver all such additional certificates, instruments and documents, pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolution and to cause compliance by the Agency with all of the terms, covenants and provisions of the Agency Documents binding upon the Agency.

Section 13. This Resolution shall take effect immediately.

MEMBER	YEA	NAY	ABSTAIN	ABSENT
Blevins, Lynn	X			
Hall, Mark C.	X			
LaBaff, Ernest				X
McMahon, Andrew	X			
Morrill, Steven	X			
Reagen, James	X			
Staples, Brian W.	X			

The Resolutions were thereupon declared duly adopted.

EXHIBIT A

1.	Applicant Name/Project Number:	Vecino Group New York, LLC/The Quarry Potsdam, LLC, Project #4001-20-02
2.	Project Description (the “Project”):	Quarry Potsdam, LLC was formed, an affiliate of the Applicant, for the purpose of undertaking a certain project (the “Project”) consisting of (A) the acquisition of a leasehold interest in approximately 3.3 acres of land located at 41 Elm Street, Village of Potsdam, together with a three story building, containing approximately 88,572 square feet, known as Clarkson's Old Snell Hall; (B) the renovation, equipping and modernization of the Existing Improvements, including, but not limited to, construction of 58 affordable housing units and one superintendent unit, fitness room, community room with communal kitchen, library area, indoor bike storage, laundry facility, office space, art studios, gallery and exhibition hall, improvements and upgrades to mechanical, life/safety and energy systems, accessibility, façade and amenities, and related improvements.
3.	Type of Financial Assistance Requested:	Exemption from sales and use taxes on purchases and rentals of goods and services relating to the undertaking of the “Project” as described, above. Partial Real Property Tax Abatement through a PILOT. Mortgage Recording Tax Exemption.
4.	Total Amount of Project:	\$15,054,118
5.	Benefited Project Amount:	\$15,000,000
6.	Estimated value of NYS Sales & local sales and use tax exemption to be provided to the Company for this Project:	\$625,424
7.	PILOT Structure	32 Year PILOT
8.	Mortgage Recording Tax Exemption	\$112,500
9.	Full-time Equivalent Jobs to be Retained as a Result of the Project:	0
10.	Full-Time Equivalent Jobs to be Created as a Result of the Project:	2
11.	Expiration of the Financial Assistance:	2052

PILOT PAYMENT SCHEDULE

SCHEDULE A

Table for Payment In Lieu Of Tax Agreement:
St. Lawrence County, Village of Potsdam, Town of Potsdam
and Potsdam Central School District

The St. Lawrence County Industrial Development Agency will bill the amounts listed on the table below to the respective taxing authority based upon the pro rata share for the current tax year.

Taxable Status Date: March 1, 2020
Tax Year Beginning: School District 2020/2021
Town and County 2021
Village 2021

Amounts due under the PILOT

A. Year 1

The Quarry Potsdam, LLC (“Company”) shall pay to each impacted taxing jurisdiction the amount billed by the jurisdiction to the Company as interim tax liabilities under Section 520 of the NYS Real Property Tax Law

B. Years 2 through 32

The Company shall pay to the Agency for distribution to the impacted taxing jurisdictions the total amount due under Scheduled Payment below:

YEAR	SCHOOL	VILLAGE/TOWN/COUNTY	SCHEDULED PAYMENT
2020	2019/2020	2020	Regular Taxes
1	2020/2021	2021	\$119,774.01
2	2021/2022	2022	0
3	2022/2023	2023	\$50,000
4	2023/2024	2024	\$51,000
5	2024/2025	2025	\$52,020
6	2025/2026	2026	\$53,060
7	2026/2027	2027	\$54,122
8	2027/2028	2028	\$55,204
9	2028/2029	2029	\$56,308
10	2029/2030	2030	\$57,434
11	2030/2031	2031	\$58,583
12	2031/2032	2032	\$59,755
13	2032/2033	2033	\$60,950
14	2033/2034	2034	\$62,169
15	2034/2035	2035	\$63,412
16	2035/2036	2036	\$64,680
17	2036/2037	2037	\$65,974
18	2037/2038	2038	\$67,293
19	2038/2039	2039	\$68,639
20	2039/2040	2040	\$70,012
21	2040/2041	2041	\$71,412
22	2041/2042	2042	\$72,841
23	2042/2043	2043	\$74,297

24	2043/2044	2044	\$75,783
25	2044/2045	2045	\$77,299
26	2045/2046	2046	\$78,845
27	2046/2047	2047	\$80,422
28	2047/2048	2048	\$82,030
29	2048/2049	2049	\$83,671
30	2049/2050	2050	\$85,344
31	2050/2051	2051	\$87,051
32	2051/2052	2052	\$88,792

C. Years 2 through 32

In the event the Total Residential Income exceeds the projected Total Residential Income (set forth below) by more than ten percent (10%), the Company shall pay to the Agency twenty percent (20%) of the amount of the Total Residential Income which is in excess of the amounts set forth in the schedule below.

Year	Projected Total Residential Income
1	\$480,506
2	\$490,116
3	\$499,918
4	\$509,917
5	\$520,115
6	\$530,517
7	\$541,128
8	\$551,950
9	\$562,989
10	\$574,249
11	\$585,734
12	\$597,449
13	\$609,398
14	\$621,585
15	\$634,017
16	\$646,698
17	\$659,631
18	\$672,824
19	\$686,281
20	\$700,006
21	\$714,006
22	\$728,286
23	\$742,852
24	\$757,709
25	\$772,863
26	\$788,321
27	\$804,087
28	\$820,169
29	\$836,572
30	\$853,304
31	\$870,370
32	\$887,777

NOTICE OF PUBLIC HEARING

**ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
NOTICE OF PUBLIC HEARING**

NOTICE IS HEREBY GIVEN that a public hearing will be held by the St. Lawrence County Industrial Development Agency (the “Agency”) on February 19, 2020, at 11 a.m. in the Village of Potsdam Offices, Civic Center Building, Community Meeting Room, 2 Park Street, Potsdam, New York 13676 in connection with the following matter:

Vecino Group New York, LLC, a New York limited liability company, (the “Applicant”), having offices at 305 W Commercial, Springfield, MO, has submitted an application (the “Application”) to the Agency, a copy of which is on file at the office of the Agency, requesting that the Agency provide Financial Assistance (as defined below) to the Applicant, or an affiliate entity, with respect to the Project (as defined below).

Quarry Potsdam, LLC was formed, an affiliate of the Applicant, for the purpose of undertaking a certain project (the “Project”) consisting of (A) the acquisition of a leasehold interest in approximately 3.3 acres of land located at 41 Elm Street, Village of Potsdam, Town of Potsdam, St. Lawrence County, State of New York (the “Land”) from Clarkson University, together with a three story building, containing approximately 88,572 square feet, known as Old Snell Hall (collectively, the “Existing Improvements”); (B) the renovation, equipping and modernization of the Existing Improvements, including, but not limited to, construction of 58 affordable housing units and one superintendent unit, fitness room, community room with communal kitchen, library area, indoor bike storage, laundry facility, office space, art studios, gallery and exhibition hall, improvements and upgrades to mechanical, life/safety and energy systems, accessibility, façade and amenities, and related improvements (collectively, the “Improvements”) (C) the acquisition and installation in and around the Improvements of certain items of machinery, equipment, fixtures, furniture and other incidental tangible personal property (collectively, the “Equipment”, and together with the Land, the Existing Improvements and the Improvements, the “Facility”).

The Company will own a leasehold interest in the Facility from Clarkson University through a long-term lease. The Agency will acquire an interest in the Facility. The financial assistance contemplated by the Agency will consist generally of the exemption from taxation expected to be claimed by the Company as a result of the Agency taking an interest in, possession or control (by lease, license or otherwise) of the Facility, or of the Company acting as the agent of the Agency, consisting of: (i) exemption from state and local sales and use tax with respect to the construction and renovation of the Facility, (ii) exemption from mortgage recording tax with respect to any qualifying mortgage on the Facility, and (iii) exemption from general real property taxation with respect to the Facility, which exemption shall be offset, in whole or in part, by contractual payments in lieu of taxes (the “PILOT”) by the Company for the benefit of the affected tax jurisdictions.

A representative of the Agency will be at the above stated time and place to hear all persons with views in favor of or opposed to either the location or nature of the Facility, or the proposed financial assistance being contemplated by the Agency. At the hearing, all persons will have the opportunity to review the application for financial assistance filed by the Company with the Agency and an analysis of the costs and benefits of the proposed Project. In addition, at, or prior to, such hearing, interested parties may submit to the Agency written materials pertaining to such matters. Written statements provided to the SLCIDA regarding the project will also become part of the record of public hearing. Written statements should be addressed to: St. Lawrence County Industrial Development Agency, 19 Commerce Lane, Suite 1, Canton, New York 13617, and must be received by the SLCIDA no later than 11:00 o’clock AM, local time, on February 18, 2020 to be included in the record of public hearing.

This public hearing is being conducted in accordance with subdivision 2 of Section 859-a of the New York General Municipal Law.

DATED: January 29, 2020

ST. LAWRENCE COUNTY

INDUSTRIAL DEVELOPMENT AGENCY

REPORT OF PUBLIC HEARING
MINUTES OF PUBLIC HEARING HELD ON
February 19, 2020
(The Quarry Potsdam, LLC Project)

MINUTES OF PUBLIC HEARING HELD ON FEBRUARY 19, 2020
ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
RE: VECINO GROUP NEW YORK, LLC. – THE QUARRY

1. Kimberly Gilbert of the St. Lawrence County Industrial Development Agency called the public hearing to order at 11:00 AM, local time, at the Village of Potsdam offices, Civic Center Building, Community Room, 2 Park Street, Potsdam, New York 13676, and stated that the minutes of this public hearing would be recorded.
2. She then read the following:

This public hearing is being held pursuant to Article 18-A of the New York General Municipal Law by the St. Lawrence County Industrial Development Agency (hereinafter, the “SLCIDA”) in connection with the following matter:

Vecino Group New York, LLC, a New York limited liability company, having offices at 305 W Commercial, Springfield, MO, has submitted an application to the SLCIDA, requesting that the Agency provide Financial Assistance to the Applicant, or an affiliate entity, with respect to the Project.

Quarry Potsdam, LLC was formed, an affiliate of the Applicant, for the purpose of undertaking a certain project consisting of (A) the acquisition of a leasehold interest in approximately 3.3 acres of land located at 41 Elm Street, Village of Potsdam, Town of Potsdam, St. Lawrence County, State of New York from Clarkson University, together with a three story building, containing approximately 88,572 square feet, known as Old Snell Hall (collectively, the “Existing Improvements”); (B) the renovation, equipping and modernization of the Existing Improvements, including, but not limited to, construction of 58 affordable housing units and one superintendent unit, fitness room, community room with communal kitchen, library area, indoor bike storage, laundry facility, office space, art studios, gallery and exhibition hall, improvements and upgrades to mechanical, life/safety and energy systems, accessibility, façade and amenities, and related improvements (collectively, the “Improvements”) (C) the acquisition and installation in and around the Improvements of certain items of machinery, equipment, fixtures, furniture and other incidental tangible personal property (collectively, the “Equipment”, and together with the Land, the Existing Improvements and the Improvements, the “Facility”).

The Company will own a leasehold interest in the Facility from Clarkson University through a long-term lease. The SLCIDA will acquire an interest in the Facility. The financial assistance contemplated by the SLCIDA will consist generally of the exemption from taxation expected to be claimed by the Company as a result of the SLCIDA taking an interest in, possession or control (by lease, license or otherwise) of the Facility, or of the Company acting as the agent of the SLCIDA, consisting of: (i) exemption from state and local sales and use tax with respect to the construction and renovation of the Facility, (ii) exemption from mortgage recording tax with respect to any qualifying mortgage on the Facility, and (iii) exemption from general real property taxation with respect to the Facility, which exemption shall be offset, in whole or in part, by contractual payments in lieu of taxes (the “PILOT”) by the Company for the benefit of the affected tax jurisdictions.

A copy of the Company’s application (including a cost-benefit analysis) is here for anyone to view. Being a representative of the SLCIDA, I will hear and accept written and oral comments from all persons with views in favor of or opposed to or otherwise relevant to the proposed Financial Assistance. Written statements provided to the SLCIDA regarding the project will also become part of the record of public hearing.

Ms. Gilbert introduces Mr. Rob Holzman representing the Vecino Group from the Troy, New York office. Mr. Holzman addresses the group. His statement is attached.

3. The following is a listing of the persons heard and a summary of their views:

- Ms. Alice McClure states that the amenities and elements of the project for the affordable housing project all sound nice, but she expresses concern over amenities that will not be taxed. Mr. Fred Hanss, Director of Planning and Development for the Village of Potsdam, addresses the issue by stating this was also a concern if a Starbucks opened, and when revenues exceed expectations, would it be turned over. Ms. McClure asks if the PILOT is encouraging profit making enterprises and Mr. Hanss states he does not believe that to be the case.
- Mr. Nicolas Zirn asks why the project requires a 32-year PILOT when he thought a typical PILOT period is 10-15 years. Mr. Hanss mentions that the PILOT term was presented by the developer and adds that there are several different PILOT periods under law. Mr. Zirn asks if there has ever been a 30-year PILOT before and Mr. Hans states that the longest PILOT he has seen was 40-years in duration.
- Supervisor for the Town of Potsdam, Ms. Ann Carvil, adds that the Town of Potsdam Board agreed that the rehabilitation of a historic building would be a great advantage and they feel the rundown appearance could be brought back to life. Ms. McClure notes that statement is a feeling versus reality. Ms. Carvil adds that she has toured the building and it is in desperate need of repair. Ms. McClure asks if the project will be front ended in terms of tax base and suggests if it is, it is an unjust situation. Ms. Carvil notes that the property will go from no tax base to some.
- Mr. Holzman adds that the project requires a 2-year construction phase with a 30-year PILOT. He adds that financial lenders were seeking more of this term when the company sought financial backing.
- Mr. Fred Hanss reads aloud a statement expressing the Village of Potsdam's support for the project (see attached statement). Also attached to the statement is a copy of the January 15, 2020 Village of Potsdam Board meeting minutes provided by Mr. Hanss.
- Mr. Dean Laubscher, residential and rental property owner, reads aloud a written statement in opposition to the PILOT (see attached statement). Ms. Gilbert addresses Mr. Laubscher's comments by stating that there have been multiple public meetings at various times in the day relative to the project, beginning last August. Mr. Laubscher again asks if the St. Lawrence County Arts Council is moving from the complex, and if so, who will take up that lease? Mr. Hanss notes that the ground floor will be leased back to Clarkson.
- Ms. Peggy Brusso suggests that Clarkson University should also have a PILOT since they will be leasing space. She also notes that she spoke to several officials and that the Village, Town and School District are all being represented by an attorney paid for by the developer. The IDA is representing both the county and the developer. The IDA is not a part of county government and should not be representing both the county and the developer. Her main concern is the exclusion of the Library District. This taxing authority has been completely left out of the PILOT process, and the Library district will suffer financially because of this PILOT. PILOTS need to address and be approved by all 5 taxing districts in Potsdam including the Library District. The PILOT and all other PILOTS should have a clause that every 10 years any of the affected districts can make modifications to the PILOT.
- Mr. Laubscher asks if there will be any other action taken before the final vote. Ms. Gilbert states that the St. Lawrence County IDA is meeting this Friday at 9:00 AM and the meeting is open to the public.

Ms. Gilbert suggests that if anyone would like to leave a copy of their notes to be included in the public hearing they may do so. If not, the notes will be presented in the public hearing minutes as perceived by the note taker.

Written statements provided by the following individuals at the public hearing are attached and included in the minutes of the public hearing:

- Rob Holzman
- Fred Hanss
- Dean Laubscher

Also attached and included as part of the record of the public hearing are written comments received prior to the public hearing from:

- Dean Laubscher
- Peter Dangremond

4. There being no further comments, the Public Hearing was closed at 11:38 AM.

A complete video of the public hearing is available at:

<https://www.youtube.com/channel/UCGRJCTUCyJIH2Yw97SI3Vug>

By: Lori Sibley
For: St. Lawrence County Industrial Development Agency

Rob Holzman – Public Hearing comments

Thank you to the St Lawrence IDA for having us, and we appreciate all of you taking time to join us today.

We're here to request the IDA's support toward PILOT for The Quarry, a transformative mixed-use development that will deliver quality housing, business resources and cultural amenities to Potsdam.

As a mission-driven company, the Vecino Group strives for a better world, one development, one community at a time. We believe in the power of neighborhoods.

So. What does that look like exactly?

Block 22 in Pittsburg, Kansas. What began as one, 130 year old building at-risk of becoming a parking lot became the rebirth of four historic buildings. We, working with the City and local University, created 98 units of housing, an innovation and business development center, coworking and makerspace areas, retail and restaurants. Spurring further development and encouraging young professionals to work and it has transformed the outlook for Pittsburg almost overnight.

Libertad Elmira in Elmira, NY. Beginning as Jones Court in the 1950s, by the 2010s the former Section 8 housing development was blighted and abandoned. With the help of New York State Home and Community Renewal and our Supportive Services partner the Economic Opportunity Program, the site was reopened in 2019 as Libertad—an affordable development that also supports families at-risk and veterans experiencing homelessness. In addition to 91 units of housing, it features a barbershop, dentist office, workout room, storage units, a classroom and a playground. Libertad was even one of ten developments to chosen for the 2019 New York State Historic Preservation Award.

Here in Potsdam, it looks like The Quarry. The name is actually inspired by Thomas S. Clarkson, a founding member of Potsdam. As the owner of the local quarry, he supplied the stone for the town—but he also had a heart and mind for the community. He developed post-Civil War housing for the poor; created the first public sewer system in the area; founded the Potsdam Public Library and Reading Room, teaching local workers how to read; he even offered a tuition-free night school. Thomas S. Clarkson gave away work, not charity, and many projects for the public good came by giving people means, dignity and practical skills to carry them into the future.

The Quarry upholds these ideals by providing a healthy foundation for community growth. What does approval of the PILOT do for both Potsdam for the North Country?

- It rescues a historic building, an under-utilized resource, that is at the heart of the town.
- It creates 58 units of affordable housing to serve the individuals whom we rely upon as a community—firefighters, elementary teachers, police officers, nurses. These are the people who help to define, shape and protect the North Country.
- It propels commerce, local business and entrepreneurship through the Shipley Center which will offer classrooms, conference space and training areas.
- It inspires the North Country's creativity through public amenity—the rebirth of the theater for film, dance, music and theatrical performances.

Continued...

Rob Holzman – Public Hearing comments

- It employs local contractors and North Country workers, upward of 40% of our overall workforce during construction—plus generates more than \$100,000 in tax revenue alone in the first year. And, since the property currently isn't on the tax rolls, this will add to the tax base for taxing jurisdictions.

The Vecino Group believes that by creating homes, a resource for commerce and a venue for the arts this development will bring positive momentum to the area.

So, in closing, we ask for your support of The Quarry.

As a mission-driven company, the Vecino Group believes in the power of neighborhoods. We believe in Potsdam.

Thank you.

VILLAGE OF POTSDAM

Planning and Development Office

P.O. BOX 5168, CIVIC CENTER, 2 PARK STREET, POTSDAM, NEW YORK 13676
PHONE (315) 265-1670 E-MAIL [REDACTED]

www.vi.potsdam.ny.us

LAND USE PLANNING
COMMUNITY DEVELOPMENT

ECONOMIC DEVELOPMENT
HOUSING

February 19, 2020

Mr. Brian W. Staples, President
St. Lawrence County Industrial Development Agency
19 Commerce Drive, Suite 1
Canton, New York 13617

Dear Mr. Staples:

By this letter I wish to express the Village of Potsdam's support for the Quarry Potsdam, LLC's proposed Quarry Project at Old Snell Hall. Old Snell Hall, a former academic building located on Clarkson University's downtown campus is a largely vacant and under-utilized structure that is slowly deteriorating and is a source of blight on the Village of Potsdam's historic downtown and adjacent residential neighborhoods. Quarry Potsdam, LLC proposes to undertake the adaptive re-use of the building to create a mix of residential, commercial and civic spaces. The Village is supportive of the project and its application for a PILOT Agreement with the St. Lawrence County Industrial Development Agency for the following reasons:

- As it stands, Old Snell Hall, owned by Clarkson University is exempt from real property taxation. This means that the local taxing jurisdictions, including the Village receives no tax revenue for the municipal services each provides. The proposed PILOT Agreement will generate new revenue for local taxing jurisdictions to help offset these expenses. It should be noted for the record that each local taxing jurisdiction hosted presentations by Quarry Potsdam, LLC, devoted time to the negotiation of the proposed PILOT Agreement and provided opportunities at their respective meetings for public comment.
- The proposed project would create 58 affordable housing units. HUD estimates that 61.2 percent of the Village's population have annual incomes below 80 percent of the County's Median Household Income. Additionally, the American Community Survey found that 37 percent of the Village's population lives below the federal poverty line. Potsdam is a community with a need for affordable workforce housing options.
- Old Snell Hall is listed on the National Register of Historic Places and it contributes the Village's historic character and preeminence as the center of higher education in Northern New York State. Prior to being purchased by Clarkson University, the campus was owned by SUNY Potsdam, the oldest college in the SUNY system.

The Village of Potsdam is an Equal Opportunity provider and employer.

To file a complaint of discrimination, write: USDA Director, Office of Civil Rights, 1400 Independence Ave., SW, Washington, DC 20250-9410 or call: (800) 795-3272 (voice) or (202) 720-6382 (TDD).

- The economic benefit of 58 new housing units in downtown Potsdam presents new business opportunities for area merchants, particularly those located in downtown Potsdam. Downtown remains our community's center of civic and commercial life. It features two grocery stores, an Asian deli, two bakeries – one of which is gluten free and two coffee roasteries. Fifteen food service establishments offering pizza and Tex-Mex to fine dining are also located downtown.
- The adaptive re-use of Old Snell will in addition to eliminating a significant source of blight, make use of the historic concert theater originally developed for SUNY Potsdam's Crane School of Music. The theater has been closed to public for many years due to its condition; returning it to service will create a new entertainment venue that may become a destination for residents and visitors to downtown Potsdam.
- The proposed project will support Potsdam's Downtown Revitalization Initiative by eliminating a source of slums and blighting conditions at a high-profile location downtown.
- At its meeting on January 20, 2020, the Village Board of Trustees joined with the Town of Potsdam and the Potsdam Central School District in resolved to approve a consent agreement authorizing the Industrial Development Agency to enter into a PILOT Agreement with Quarry Potsdam, LLC. I would ask that a duplicate of the minutes of the Village Board of Trustees' January 20th meeting be added to the official record of this hearing.

On behalf of the Village of Potsdam, I thank you for your attention and urge the Industrial Development Agency's Board of Directors to support the proposed PILOT Agreement with Quarry Potsdam, LLC.

Respectfully Submitted



Frederick J. Hanss
Director

Cc: The Village of Potsdam Board of Trustees

A Regular Meeting of the Village of Potsdam Board of Trustees was held on Monday, January 20, 2020 at 6:00 P.M., in the Civic Center Board Room, Park Street, Potsdam, New York.

PRESENT: Deputy Mayor Warr
Trustees McKenna, Jacobs-Wilke & Lee

ALSO PRESENT: Lori S. Queor, Village Clerk/Treasurer
Jim Corbett, DPW Superintendent
Fred Hanss, Planning Director
Greg Thompson, Administrator
Trey Smutz, Recreation Director
Lisa Newby, Code Officer

Deputy Mayor Warr opened the meeting at 6:00 P.M., pointed out the exits on the North and East Walls and advised that the board room has the capacity for 109 people.

The Deputy Mayor then stated that all members were present with the exception of the Mayor.

The Deputy Mayor then stated that the following sets of minutes had been submitted for Board acceptance:

January 6, 2020	Regular Meeting	6:00 p.m.
January 6, 2020	Executive Session	6:55 p.m.

Motion was made by Trustee Lee and Seconded by Trustee Jacobs-Wilke to accept the minutes as submitted. All Were in Favor – None Opposed – Motion Carried.

Mayor's comments: Not Present.

Trustee's Comments:

Trustee Warr – None.

Trustee McKenna – Martin Luther King Day take a moment and think about making our world a better place. Tuesday and Wednesday there will be meetings regarding the DRI. Working with a local architect – Matthew Mazotta – regarding putting a skate park in at Fall Island.

Trustee Jacobs-Wilke – None.

Trustee Lee – None.

Administrator's Comments: Administrator Thompson provided a written report which is on file with the Village Clerk. He then went over his report with the board.

DPW Superintendent's Report: Routine operations, jetter machine will be her this week or next, and hydraulic pump and gear box had to be replaced in one of the dump trucks.

Public Comment: Eric Burch spoke regarding the hospital taking over Cottage Street.

Nick Zirn spoke regarding the PILOT for Vecino and the fact that he and other landlords do not get any tax breaks which is an insult to all local landlords and an injustice.

New Business:

Trustee Lee Moved and Trustee Jacobs-Wilke Seconded a resolution approving the partial expenditures for the month of January 2020 in the amount of \$123,722.90 chargeable to the following funds:

General Fund	\$ 57,475.10
Water Fund	17,969.68
Sewer Fund	24,570.52
Hydro Fund	1,622.76
Trust & Agency Fund	2,365.00
Recreation Fund	1,610.49
Trash Fund	<u>18,109.35</u>
TOTAL	<u>\$123,722.90</u>

Ayes 4 (Deputy Mayor Warr) Nays 0
(Trustee McKenna, Jacobs-Wilke & Lee)

Trustee Lee Moved and Trustee Jacobs-Wilke Seconded a resolution authorizing the Treasurer to pay the following invoice:

TO: Johnson & Laws, LLC in the amount of \$2,737.44 for professional services rendered through December 2019 for JEDA Capital 56 LLC vs. Village of Potsdam.

Ayes 3 (Trustee McKenna, Jacobs-Wilke & Lee) Nays 1 (Deputy Mayor Warr)

Trustee Lee Moved and Trustee Jacobs-Wilke Seconded a resolution authorizing the Treasurer to pay the following invoices:

TO: Development Authority of the North Country for Invoice #085308 in the amount of \$4,701.36 for the SCADA WWTP Capital Improvement Project and Invoice #085299 in the amount of \$1,006.00 for the WWTP Technical Services Agreement.

Ayes 4 (Deputy Mayor Warr) Nays 0
(Trustee McKenna, Jacobs-Wilke & Lee)

Trustee Jacobs-Wilke Moved and Trustee Lee Seconded a resolution authorizing the Treasurer to pay the following invoice:

TO: Environmental Design & Research in the amount of \$3,000 for Professional Services rendered through November 2019 for the Infiltration & Inflow Study.

Ayes 4 (Deputy Mayor Warr) Nays 0
(Trustee McKenna, Jacobs-Wilke & Lee)

Trustee Lee Moved and Trustee Jacobs-Wilke Seconded a resolution authorizing the Treasurer to pay the following invoice:

TO: Barton & Loguidice in the amount of \$5,000.00 for invoice #108143 for the Potsdam Water Pollution Control Facility and Pump Station Construction Administration.

Ayes 4 (Deputy Mayor Warr) Nays 0
(Trustee McKenna, Jacobs-Wilke & Lee)

Trustee Lee Moved and Trustee Jacobs-Wilke Seconded a resolution authorizing the Treasurer to make the following FY 19-20 budget modifications:

<u>INCREASE</u>	<u>Description</u>	<u>DECREASE</u>	<u>Description</u>	<u>Amount</u>
05-7450-490	Office Supplies	05-7450-480	Special Services	\$100.00

ROLL CALL VOTE:

Ayes 4 (Deputy Mayor Warr) Nays 0
(Trustee McKenna, Jacobs-Wilke & Lee)

WHEREAS, QUARRY POTSDAM, LLC (the "Company"), has requested the assistance of the St. Lawrence County Industrial Development Agency (the "Agency") with a certain project (the "Project") reconstruction and rehabilitation of the apartment units, improvements and upgrades to mechanical, life/safety and energy systems, accessibility, façade and amenities, and related improvements (collectively, the "Improvements") (C) the acquisition and installation in and around the Improvements of certain items of machinery, equipment, fixtures, furniture and other incidental tangible personal property (collectively, the "Equipment", and together with the Land, the Existing Improvements and the Improvements, the "Facility"); and (D) the lease of the Issuer's interest in the Facility back to the Company pursuant to a project/leaseback agreement.; and

WHEREAS, pursuant to the Application for Financial Assistance (the "Application") submitted by the Company to the Agency, the Project will (i) refurbish an aging and partially vacant building located along the Village of Potsdam's main corridor and creating space for commercial and residential use and provide affordable housing in the Village of Potsdam; (ii) entail a capital investment of approximately \$15,000,000; (iii) create 50 construction jobs; and (iv) create 2 full time jobs; and

WHEREAS, the Agency's Uniform Tax Exemption Policy ("UTEP") provides that sponsors of non-industrial projects and projects whose terms deviate from the standard must secure the consent of local taxing jurisdictions in order to structure the terms of an Agency PILOT Agreement; and

WHEREAS, in connection with the Application, and in furtherance of the Project's positive financial impact within the Village and the County of St. Lawrence, the Company has requested the Village's support and consent in establishing a PILOT Agreement for the Project equivalent to the PILOT structure as outlined below.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF TRUSTEES OF THE VILLAGE OF POTSDAM AS FOLLOWS:

Section 1. The Village hereby authorizes the Agency and the Company to enter into a PILOT Agreement whereby the schedule of PILOT payments is more particularly described in Schedule A, which is attached to the Certificate, as hereinafter defined.

Section 2. The Mayor of the Village is hereby authorized to execute and deliver a consent certificate (the "Certificate"), in the form attached hereto, such Certificate to be delivered to the Agency as evidence of the Village's consent to enter into the within-described PILOT Agreement.

Section 3. These Resolutions shall take effect immediately.

ROLL CALL VOTE:

Ayes 4	(Deputy Mayor Warr)	Nays 0
	(Trustee McKenna, Jacobs-Wilke & Lee)	

Trustee Lee Moved and Trustee Jacobs-Wilke Seconded a resolution to adjourn the Regular Meeting of the Village of Potsdam Board of Trustees of January 20, 2020 at 6:45 p.m.

Ayes 4 (Deputy Mayor Warr)
(Trustee McKenna, Jacobs-Wilke
& Lee)

Nays 0

Respectfully submitted,

Lori S. Queor
Village Clerk

February 13, 2020

Good Morning, Dean Laubscher,
Residential/Rental Property owner in the Village & Town of Potsdam.

First of all... I would to express my disappointment in the disregard the IDA has shown for the taxpaying stakeholders by holding this "public Hearing" on a wed. morning at 1100am where a few individuals can attend. I know a few rental property owners not attending because they cannot due to day jobs. One individual lamented "why go, this is already a done deal" by the fact it has flown well below the radar in order to get passed." It seems he may have been right!

In the Sunday, Jan.26 North Country Now (NCN) an article titled "Potsdam votes to oppose change to county's sales tax distribution." "With the state facing a massive budget deficit, county legislators fear state lawmakers are looking to **balance the budget on the backs** of local government through unfunded mandates to the counties." Not to mention NY state is facing a \$6.1 billion deficit looming largely that the taxpayers will be footing the bill for.

This is somewhat analogous to what the following organizations such as Clarkson University, in concert with The Vecino Group (from Missouri), The St. Lawrence County IDA, Potsdam Central School Board, Town of Potsdam and the Village of Potsdam are attempting to do to local rental property owners, to include business owners who pay rent, by approving a non-standard PILOT for "The Quarry" project.

Vecino Inc. an outside corporation with no ties to Potsdam is proposing to remodel and administer management for the Clarkson/Snell/Congdon complex into fifty-nine apartments, a theater, and another business incubator dubbed "The Quarry"

A village employee recently stated "it upsets me when I walk by this building and it is falling apart, it needs saved," While I am in agreement with him... It seems Clarkson has neglected this complex for many year's however they were successful in purchasing and acquiring the "Honda dealership" (another property off the tax rolls) for approximately one-million dollars while yet neglecting the

Snell complex. Had this been any other property owner they would have been penalized for property neglect.

This is a personal conundrum for myself as I think those buildings are amazing and would love to see them revived and utilized for “private enterprise” adding to our taxable revenue. This conundrum is amplified by the fact I own rental property in the Potsdam community and pay taxes on my rental property.

This extended plan is evidently a “non-standard agreement or a PILOT,” and A standard agreement, according to county IDA CEO Patrick Kelly, calls for a 10-year PILOT payment plan, usually in behalf of an industrial developer.

I have a few questions and comments:

- **Why** a non-standard PILOT?
- Has anyone else received such a non-standard PILOT in the past?
- How many of the local rental property owners in the village and town of Potsdam were queried by their local representatives as to how this might affect them?
- Other than this weekday morning venue...was there any other “public hearings” held that would take into consideration public opinion and how it would affect stakeholders other than the ones this PILOT benefits?

If not...why not? AND is this in fact legal?

- Is there any documented evidence you could cite suggesting this category of housing is needed in Potsdam?

“The Quarry” project brochure states SLC Arts Council will be housed in this complex. There is also rumor this organization is acquiring a new building in the Village of Potsdam, (another property off the tax rolls) no conclusive facts only rumor...which is it? Does anyone pushing this PILOT have a clue? **If not...**is the “The Quarry” project predicated upon the SLC Arts Council moving in and leasing from Vencino?

If so, who now will be replacing the SLC Arts Council as a “tenant” to occupy and pay rent in their place? **Could someone please elaborate?**

Concerning the SLC Arts Council ... IF the SCL Arts is moving in the complex why was a sitting Potsdam Village Trustee who is also the SLC Arts Council Director permitted to vote on a resolution to support the PILOT...that seems to be a blatant "conflict of Interest" and should be addressed.

The plan states there will be a five hundred seat theatre in this complex...currently there are four fairly large colleges within a ten-mile radius, and the Crane School of Music recently completed a performing arts center that harbors numerous art/music venues. In addition, there are numerous high school auditoriums to hold plays/theater/concerts.

Can someone explain to me why, when we are 6.1 billion dollars in debt ...why we need another theater in the village of Potsdam?

Most troubling still is this quote:

Vecino has said stated publicly ..."The Vecino Group's plan to refurbish Old Snell Hall into apartments, offices and a performance space **would not be viable WITHOUT** the PILOT arrangement," I say this project should be able to stand on its own...period, not on the backs of the taxpayers.

What they seem to be saying is "if we cannot use taxpayer funding, this is NOT a viable enterprise" and Vecino would not even be here ...however because they can exploit the taxpayers redistributed wealth utilizing tax benefits/grants etc. federal, state, local, and a non-standard (PILOT) while seemingly having little "skin in the game" they will do it leaving a handful of people to pay for it in numerous other ways.

It does not seem right the rental property owners of the Potsdam area will have to compete for renters in the rental market while the Vecino Group will be utilizing a good portion of OUR tax money to compete in the Potsdam rental property realm while we all pay full taxes.

In ending, myself and many others in the Village of Potsdam would love to see the building Clarkson has neglected for so many years brought back to life...but why should we be forced to pay by dumping a bunch of our hard earned money down

into "The Quarry?" Our elected officials could at least squeeze abit more out of the Vencino to benefit all of Potsdam.

Very Respectfully,

Dean Laubscher

Village of Potsdam Property Owner

Town of Potsdam Rental Property Owner



L Sibley

From: P Kelly [REDACTED]
Sent: Wednesday, February 19, 2020 4:56 PM
To: L Sibley
Subject: FW: As per our Vencino/Clarkson/Snell conversation...

From: Dean Laubscher <[REDACTED]>
Sent: Tuesday, January 21, 2020 1:01 PM
To: P Kelly <[REDACTED]>
Subject: As per our Vencino/Clarkson/Snell conversation...

Pat,
I greatly appreciate your time for our phone conversation.

I will be sending a more in depth comment to your agency, however a couple of quick thoughts I did not share, and am looking for answers...

- I would absolutely love to see Snell remodeled (beautiful bidg.) however why does it always seem these groups coming here are "non-profits" and seemingly only wanting to construct habitation/apartments etc. with a few other types of so called business's (SLC Arts Center, community theater, Shipley Center) thrown in?
- **Is there any evidence suggesting residential living areas/apartments of this category is even needed in the village/town/school district of Potsdam?**
- It just does not seem right that we who are fully invested (Rental Housing, paying full taxes) in the town/village of Potsdam have to "compete" against other property owners from out of state (Missouri) they (Vencino) gets to use our tax dollars against us...how does that even seem right? That is a hell of a business model!

In addition I have heard tell that the SLC arts center will not be contracting/renting or moving into the Snell building now...do you know anything about this?

- **So was the initial "pitch" ...the SLC Arts Council would be housed there, as in was original plans predicated upon this? If so now who would be taking up that mantle so too speak?**

Again, thank you for your time...

Very Respectfully,
Dean Laubscher
Potsdam Village Homeowner/Town Rental Property Owner
[REDACTED]

L Sibley

From: Peter Dangremond [REDACTED]
Sent: Tuesday, February 11, 2020 9:51 AM
To: L Sibley
Subject: Vecino Group Public Hearing

Hello,

I was giving this email by a large group of landlords in Potsdam who have come together after hearing of this proposal by this organization. First and foremost, as much as I would like to attend the public hearing tomorrow, as would many others, we are employed and not able to come on a work today. It is very disappointing to me that anyone would schedule a "public" hearing at a time when they know very well many people will not be able to attend.

Frankly, this wrecks of deception and a complete lack of actually being interested in hearing from the constitutions that any local entity should be there to represent. This needs to be changed and you should be willing to schedule a true public hearing at a time you know people can participate, if you are actually interested in that.

Let me also say that I am all for responsible development in Potsdam, having grown up here and caring very much about the area. However, this project could not be more of a mistake for this community. Our village is littered with zombie homes and empty rental units as is.

Im curious how many people that are part the IDA, and more so the Vecino group, take their dog for walks around the village every day to see the truth of this statement, as I do? How much time was put into a true need assessment for this project? Why are several owners of large apartment complex in town trying to sell off their properties right now? Its because there are already far to many apartments available when both the full time and student population are declining.

It seems very clear that this project is just being pushed by the university that has a clear stake in it happening and who's president holds positions of influence that could help this project along. The fact that those of us who have paid a huge burden in taxes year after year are already footing a huge chunk of the cost for this project is more then enough. But the fact we would even consider giving an OUT OF STATE multi million dollar company a massive tax break is beyond comprehension. If they are so interested in being a part of our community, then they should be willing to pay their fair share of taxes as well.

Lastly, after speaking with the mayor, his words were "Something is better then nothing." in regards to them paying a small fraction of what they should in taxes. Well frankly often something is NOT better then nothing when it will continue to destroy the local tax paying foundation of this community and make it even more difficult for those people to pay their taxes.

Thank you for your time,

Pete Dangremond

PUBLIC HEARING
St. Lawrence County Industrial Development Agency
Vecino Group New York, LLC. – The Quarry

February 19, 2020 11:00am
Village of Potsdam Offices
Civic Center Building, Community Meeting Room, 2
Park Street, Potsdam, New York
Project 4001-20-02

No.	Printed Name	Organization/Representation (Optional)
1.	Kimberly A Gilbert	St. Lawrence County IDA
2.	Richard Williams	St. Lawrence County IDA
3.	Lori Sibley	St. Lawrence County IDA
4.	Nicholas Zinn	
5.	Peggy Brusso	—
6.	Dean Leubsdorf	
7.	FRED HANSS	VILLAGE OF POTSDAM
8.	Rob Holzman	Vecino Group
9.	Kathleen McFadden	Vecino Group
10.	Alice McClun	Council wife
11.	Ann Carvill	the Village of Town Potsdam
12.	Greg Thompson	Village of Potsdam
13.	marty nich	town of Potsdam
14.		
15.		
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