

To: **EDC Board Members**

Re: **Transcribed Minutes of April 21, 2020 Meeting of the Board of Directors**

Present: Matt Fuller, Esq. – Chair  
Judy Calogero – Secretary  
Chris Barden – Vice Chair  
Jim Siplon – Director  
Laura Ladu – Director  
John Strough – Representative, TOQ  
Mike Pratt – Director  
Mitch Amado – Treasurer & Chair of Audit & Finance Committee  
Matt Simpson – Representative, Warren County  
Dr. Kristine Duffy – Representative SUNY Adirondack – Chair of Governance  
Alex Rotolo – Director

Guests: Staff: Ed Bartholomew, President/CEO  
John Wheatley, Vice President  
Lisa Daly, Daly Accounting

On April 21, 2020, the Board of Directors for the Economic Development Corporation met via Zoom teleconference for its Regular Monthly Board of Directors Meeting of at 8:00 a.m. The following is a transcription of the meeting:

**I. WELCOME AND CALL TO ORDER**

Matthew Fuller (00:00):

Taking time out of your busy schedule to help the EDC to keep on moving. John's on. Are you keeping the minutes, John?

John Wheatley (00:13):

We're recording it and we're going to get it transcribed.

Matthew Fuller (00:17):

Okay. That would be great. I see some phone numbers down there, so I'm not sure who's [crosstalk 00:00:26]. John, do you want to just do a roll call real quick?

Ed Bartholomew (00:34):

Yes, I'll do the roll call, Matt. We'll start with Matt Fuller.

Matthew Fuller (00:41):

Here.

Ed Bartholomew (00:42):

Mitch? Mitch was on earlier.

Mitch Amado (00:49):

Sorry, I'm muted. I'm here, I unmuted.

Ed Bartholomew ([00:52](#)):

Okay. Chris Barden?

Chris Barden ([00:57](#)):

Present.

Ed Bartholomew ([00:57](#)):

Mike Pratt?

Mike Pratt ([00:58](#)):

Here.

Ed Bartholomew ([00:59](#)):

Jim Siplon?

Jim Siplon ([01:01](#)):

Yes.

Ed Bartholomew ([01:01](#)):

Alex?

Alex Rotolo ([01:03](#)):

Here.

Ed Bartholomew ([01:04](#)):

Laura?

Laura Ladu ([01:06](#)):

Here.

Ed Bartholomew ([01:07](#)):

Matt Simpson?

Matt Simpson ([01:08](#)):

Here.

Ed Bartholomew ([01:09](#)):

Dr. Duffy?

Kris Duffy ([01:10](#)):

Here.

Ed Bartholomew ([01:10](#)):

John Strough?

John Strough ([01:10](#)):

Here.

Ed Bartholomew ([01:13](#)):

Judy Calogero?

Judy Calogero ([01:15](#)):

Here.

Ed Bartholomew ([01:17](#)):

That's great. All accounted for, Mr. Chair.

## **II. APPROVAL OF MARCH MINUTES (DEFERRED)**

Matthew Fuller ([01:22](#)):

All right. First thing we'll do ... Is that all right out there, Nance? Are they hauling that away? Sorry. I think they're picking up my boat. First thing we'll do is approve our annual and regular monthly meeting minutes from March 20th.

Ed Bartholomew ([01:44](#)):

Matt, we are deferring that to the next month because we're unable to get the full transcript completed.

## **III. FINANCIAL UPDATE: APPROVAL OF MARCH, 2020 FINANCIALS AND PAYMENT OF BILLS**

Matthew Fuller ([01:52](#)):

Sorry, something's going on on my end. My system here. Hold on, I just lost my ... Here it is. I know Mitch sent an email a couple days ago about the financials, I don't know if he was able to get to it, see it, or if that meeting happened?

Mitch Amado ([02:09](#)):

I saw the financials, Matt.

Matthew Fuller ([02:11](#)):

You did? Okay.

Mitch Amado ([02:13](#)):

Yes, thank you.

Matthew Fuller ([02:16](#)):

You want to hit that real quick?

Mitch Amado (02:18):

Sure. And, Lisa, feel free to jump in at any time. A couple things I took away from the PNO, one of the first things is: Lisa referenced that there are still accounts in the AR that may need to be written off relative to dues and membership. Is that correct, Lisa? Unless I read it wrong. I think it said, "Memberships not written off as in the past," she attached a schedule. Are there memberships that need to be written off at this point in time?

Lisa Daly (03:03):

I will have to look at the AR. I think that the audit took care of a lot of them.

Mitch Amado (03:08):

All right, very good. If that's the case. The second thing I spoke to Ed yesterday on memberships is: nothing has been billed out yet, correct?

Lisa Daly (03:20):

Correct.

Mitch Amado (03:20):

And there's about \$90,000 worth of membership in the budget, does that sound right?

Lisa Daly (03:29):

I think that's what they've always done.

Mitch Amado (03:32):

All right. So given the state of the situation we're in, should we re-look at that budget and amount again and look at it and see what types of business sectors we're expected to collect from and determine if we're going to rely on that at 100% offer some members, or offer memberships at a discounted rates? I think that's something we got to look at sooner than later. I know a lot of memberships that we participate in, be it Haney's or Iroquois, they're offering reduced memberships, so rather than try to carry something that may not come to be. Any thoughts on that?

Mike Pratt (04:24):

I think that's a wise maneuver. It's probably better coming out of this to have volume than yield.

Alex Rotolo (04:37):

Have we heard from many of our members saying they're asking for reduced memberships?

Ed Bartholomew (04:42):

We have not heard from that. I think that, Alex, because everybody is just engrossed in their own business and so forth, that that may not be at the top of their list to be calling EDC about the membership. We have sent letters out as step one to many of the top members, and once we will, this coming week, start reaching out to those, and then I would expect that we would get some kind of

response to report back to whether or not they have indicated a desire for a reduced rate. Once we hear back from them, unlike in the prior years, we then will put it on the books indicating that they are desirous of renewing, and then we will put that on the books and build them.

Alex Rotolo ([05:46](#)):

My thought here is: I don't know why we would be ... like let's let our members tell us, as we're speaking to them, just like any customer investor, if people need some help here, then we can discuss it, but I'm not sure about preemptively doing it, unless we're going to also try to get new membership, I mean people do need the services that the EDC is providing at this point in time. So that's just my thought, not to preemptively do anything as it will have an effect on our private investment, if you will.

Mitch Amado ([06:30](#)):

I look at it a little differently. This is a membership, we're supposed to be providing support, and not that we want to burn through any cash, but if there's any point in time where we can provide support and be proactive, I think this could be the time, sending a letter out, "Understanding the situation your business may have been impacted, and for this period, we will offer a reduced membership rate." That was my thought. It can go either way. I think it may help keep them and us engaged better, and I think you mentioned something, Alex, and it may help recruit new members that may need access to the EDC as they have some challenges coming out of this economic downturn. Just a thought.

Alex Rotolo ([07:30](#)):

Yeah, my thoughts on that are, A, I would consider a new membership reduction during the next 60 days, if you weren't an existing member, if we can attract. But, existing members, if we want to preemptively do anything, I would be more in favor of letting people know that they can delay payment, payment may be half now, the first 60 days, and pay in the future, but I'm not a fan of taking our existing, if you will, pricing and dropping it for the long-term and the short-term here, if you will.

Matthew Fuller ([08:11](#)):

Yeah, or even quarterly or something like that. We could even include a little note on the invoice to say, "If you need, please contact John for a quarterly billing arrangement in the difficult times," or I'm sure we could make the wording appropriate. I'm with you, Alex, I don't know if I would go right out of the gate and reduce it, but I think acknowledging it, I mean I've been doing that with all my clients.

Mitch Amado ([08:38](#)):

Yeah, I look at it a little differently. Our members may do business with a lot of different companies, and I've called all of our major vendors, and some that may not be as significant as others, and bankers, and basically asked them what they'd be able to offer as a reduction during this period. Some were very responsive, some were not; those who were not responsive, I have options to go other places. I just threw it out there. It's more of a [crosstalk 00:09:12].

Alex Rotolo ([09:13](#)):

I agree, but the difference there is you called and asked for a reduction and gave a reason why. People didn't just reach out to give 10 or 20% off, unless it's a liquid market for some sort of commodity that has an index, I mean I've seen that. That's my thought.

Mitch Amado ([09:31](#)):

On the vendor side, I reached out. On the membership side, the memberships reach out to us: Haney's, Iroquois. So, a little bit different.

Alex Rotolo ([09:44](#)):

Got it.

Mitch Amado ([09:45](#)):

If you want to offer something or just acknowledge that you want to delay it, that's fine, I just want to make sure we don't get in a position where we're relying on \$90,000 of revenue and we're in a situation, three, four, five months from now where it's not going to be there. So let's just watch it closely, and maybe we come up with an option to defer. I just don't think it's prudent to just believe we're going to collect \$90,000.

Alex Rotolo ([10:15](#)):

Agreed. I agree, the short-term cashflow may be different. I think we can preemptively offer that, that's my final thought on it.

Matthew Fuller ([10:24](#)):

Yeah, I think, obviously, we give a bunch of discretion to Ed on these things, too. If bills like that go out and somebody contacts and say, "Hey, we still want to be a member, we're running into financial issues right now, can you do something?" I don't have any thought in my mind that Ed wouldn't take care of it, and he'd come back to us and we can approve it.

Mitch Amado ([10:44](#)):

As long as we're consistent [crosstalk 00:10:47].

Matthew Fuller ([10:47](#)):

Absolutely.

Mitch Amado ([10:49](#)):

Thank you.

Matthew Fuller ([10:51](#)):

To your earlier point, I think receivables like that are going to sit wallowing in somebody's account payables right now, it's all triage, probably we're all doing it.

Jim Siplon ([11:04](#)):

Don't we need to engage with them anyway? It feels like, to me, the bigger question is how are we going to get connected with all of them, instead of waiting for them to connect with us? And I know it's going to be a struggle with just the two of our staff members right now in a position to be able to do that, but I feel like we need to develop a strategy to reach out to everyone to find out what it is that they need and to elicit whether this is even an issue.

Kris Duffy ([11:35](#)):

I would agree, and I guess I would just add: is there something that EDC can offer as a virtual service right now to not only acknowledge that these are interesting times for everyone and EDC is offering a virtual workshop on ... to all of our members just to say thank you at no charge, or something like that. So it's not necessarily discounting the membership fee, but it's offering an immediate service to acknowledge the fact that we're here for you and we have this opportunity, I mean that's one way to engage and also demonstrate continued value.

Ed Bartholomew ([12:19](#)):

I think [inaudible 00:12:21] a portion of that with our specific page that we are updating on a regular basis on the various programs that are available from SBA, from the State Department of Labor, and so forth, and we have been reaching out to many and we, in the last week to weeks, probably have talked to half of the membership who would either call us or we'd call them to determine where they are in terms of needs and so forth, as well as speaking to numerous smaller businesses, particularly in the northern areas of [inaudible 00:13:07], Chester, Thurman, and so forth to assist them through the process that's currently undergoing with the various program as well. I think that we will offer, we do have the ability to undertake now, with the Zoom efforts, to put on some other further information. Again, the key there is not to just go live with it, but to have it recorded so it can be viewed at any time that the person wants to view it, rather than just have a standalone meeting at 8:00 and that's it.

Matthew Fuller ([14:00](#)):

Anything else on that?

Jim Siplon ([14:02](#)):

Well, is there a way for us to capture what you're getting out of that, Ed? I mean, obviously, that's valuable, all that information and interactions that you're having.

Ed Bartholomew ([14:13](#)):

Well, I think the capture is pretty simple: for many of them that just don't have an understanding of what these various programs are, as well as being proactive and advising them when, as an example, some of the smaller businesses, the independent contractors and the sole proprietorships, were able to go online. We advised them, in advance, to get their documentations in order and go online.

Ed Bartholomew ([14:48](#)):

Unfortunately, because by the time they went online, the program just about ended, and when the applications came in to be reviewed by SBA and the banks, they only had basically a week before it was shut down, so many of the small businesses, literally the small businesses of 50 and under, were cut out of this first round and that's what's happening in Washington right now.

Ed Bartholomew ([15:18](#)):

I think the Senate's going to vote this afternoon on a package of about \$450 billion that will go, and we have some information that will be going out as soon as that is adopted tomorrow by the House and signed by the president to get that out, as well as making phone calls to certain individuals that have been asking us when that was going to happen to do that, Jim.

Judy Calogero ([15:50](#)):

In terms of capturing it, could you keep track of it so that-

Ed Bartholomew ([15:54](#)):

I am.

Judy Calogero ([15:56](#)):

We've got a record of it. I don't think we need it immediately, but I think, as a follow-up, it'd be good for the board for you to be able to keep track of who those companies are, and even keep a list so that we're making sure that all the members are being reached. And the other thing I would suggest is that, for those businesses that were not successful in applying because they didn't move quickly enough, they might need help, and we might have members, like Matt Fuller has been doing that for some of his clients, and I'm sure we have other members who are available, accounting firms are doing it, law firms are doing it, let's put out the list of our members who are available to help people, so if businesses are not ready and they need help, let's get our other members connected to them so that they can help them to complete those applications as quickly as possible because that money's going to run out in two weeks as well.

Ed Bartholomew ([17:02](#)):

The money's going to run out in three days. That is the prediction from all of the banks, that the money will be gone in three days.

Judy Calogero ([17:12](#)):

So if we know our members who are already familiar with the form and are capable of helping them fill it out, let's get that information out today to them.

Matthew Fuller ([17:28](#)):

I've got clients, I did so many of them, Ed, in four days, it was insane. I've got a lot of them that are in the pipeline right now, waiting. I can't tell you how many millions were sitting, if I added them up right now.

Mitch Amado ([17:47](#)):

There's so much. In addition to the loans, you have tax credits, you have tax deferrals, you have employee retention programs, and you have Payroll Protection Program. It goes far beyond just the loan. There are dollars that can be forgiven. These small businesses are not going to have access to a clear direction on what they may or may not qualify for and get in the pipeline.

Matthew Fuller ([18:24](#)):

Yeah, we were doing those evaluations with accountants: what's the better move, that loan program or the tax deferrals? I don't get into that, but there was a lot of those emails and conversations.

Mitch Amado ([18:37](#)):

As long as we have-

Laura Ladu ([18:40](#)):

One thing I want to interject is: a lot of the people that got closed out of the loan program got closed out of the loan program for lack of a banking relationship. What we might be better off doing would be



bridging that gap because there were banks that weren't participating, so if they were in that bank, they were shut out, and if they didn't have a relationship, so a lot of our members, especially who are startups, probably don't have established lender relationships and might need help with that, as well as help filling out the form.

Matthew Fuller ([19:10](#)):

Absolutely. Just to probably throw him more business than he needs right now, but Mike Murray was taking them, over a weekend, left and right from customers they didn't even have, from other banks. [crosstalk 00:19:24] sent us a bunch, Glens Falls National sent a bunch.

Ed Bartholomew ([19:26](#)):

Berkshire Bank has been very helpful-

Matthew Fuller ([19:28](#)):

Berkshire was huge.

Ed Bartholomew ([19:29](#)):

[crosstalk 00:19:29] as well. Mike Murray took on a couple of not-for-profits at the very last minute, one was a Vietnam Veterans Association of New York state, and they got approved; of course, they're waiting for the money. Adirondack Trust, Glens Falls National, working around the clock, Dave Kaiser and the group over there. And Berkshire Bank, which is the top lender of SBA loans in this region right now also picked up on those, as Laura has indicated, on those did not have regular banking relationships and/or credit unions that did not participate, except for [inaudible 00:20:10] in this area.

Matthew Fuller ([20:12](#)):

Yeah. And I think my suspicion here is some of the backlash that you've seen. I think some of the banks are going to be a little selective. Maybe "selective" is the wrong word, but they're going to triage some applications that get pushed through first, and I think it's going to trend a little smaller.

Judy Calogero ([20:35](#)):

Can we get that information out today in some type of blurb to our members so that they're ready?

Matthew Fuller ([20:42](#)):

Like an email blast or something?

Ed Bartholomew ([20:46](#)):

Yeah, we have something prepared for that. We just have to wait 'til the final because there is still not a final version. There may be differences between the Senate and the House, so we'll get something ready in its form to standby and be prepared.

Matthew Fuller ([21:11](#)):

If any of you did all those applications, they changed-

Ed Bartholomew ([21:14](#)):

In the middle.

Matthew Fuller ([21:15](#)):

Friday morning or Saturday morning, we had to redo 35 applications. It was insane, I was losing my mind. In a half an hour, they changed.

Mitch Amado ([21:27](#)):

My apologies for venturing off to financial statements for a bit, but I thought-

Matthew Fuller ([21:30](#)):

No, it's good.

Mitch Amado ([21:31](#)):

A very good discussion. I just want to get back to one thing from the Finance Committee, we talked about it a couple times over the past couple years is: our cash balances in excess of the FDIC insured limits. I spoke to Arlene Girard yesterday, I'm pretty familiar with the FDIC Insure Deposit Suite Program, where you have one bank that has your funds, and as soon as the funds exceed \$245,000, they're swept into another bank, and the other bank that they're swept into, you're then provided with FDIC coverage.

Mitch Amado ([22:16](#)):

They have parts of that program, but they don't participate in the full program, so I asked her to go back and see why can't that participate, what will it take to participate, as we need to move one with this ... it's not a recommendation, it's something we need to do. The best that they could offer right now was putting 250K in Saratoga National and 250K in Glens Falls, that still leaves us naked on a half million dollars. So I hope to hear back from her this week and then we'll bring back to the Finance Committee a recommendation of what we should do.

Mitch Amado ([22:57](#)):

Everybody thinks nobody can fail, banks are strong, we always think that; however, I think we have a responsibility to make sure that we protect the assets of the EDC. So, I'll follow up with all of you at the next Finance Committee.

Ed Bartholomew ([23:13](#)):

Thank you, Mitch, for undertaking that to get a final answer and conclusion on whether or not we can get through that with Glens Falls National, that's helpful.

Mitch Amado ([23:27](#)):

I had no other questions on the financial statements or follow-ups from previous meetings. Lisa, Ed, or anyone else, any questions? I'm happy to move on.

**MOTION TO APPROVE FINANCIAL REPORT BY JUDY CALOGERO, SECONDED BY MATT SIMPSON,  
APPROVED UNANIMOUSLY**

Judy Calogero ([23:37](#)):

I move that we accept the report as presented.

Matthew Fuller ([23:46](#)):

Thank you, Judy, I was just looking at my agenda here. Motion by Judy, we'll take a second.

Matt Simpson ([23:50](#)):

I'll second.

Matthew Fuller ([23:52](#)):

Seconded by Mr. Simpson. John or Ed, can you guys run the roll?

Ed Bartholomew ([23:58](#)):

Yes, we'll start with Mitch?

Mitch Amado ([24:03](#)):

So moved.

Ed Bartholomew ([24:05](#)):

Chris Barden?

Mitch Amado ([24:07](#)):

So moved.

Ed Bartholomew ([24:08](#)):

Mike Pratt?

Mike Pratt ([24:10](#)):

Yes.

Ed Bartholomew ([24:11](#)):

Jim Siplon?

Jim Siplon ([24:12](#)):

Yes.

Ed Bartholomew ([24:13](#)):

Alex?

Alex Rotolo ([24:14](#)):

Aye.

Ed Bartholomew ([24:15](#)):

Laura?

Laura Ladu ([24:16](#)):

Yay.

Ed Bartholomew ([24:17](#)):

Matt Simpson?

Matt Simpson ([24:19](#)):

Yes.

Ed Bartholomew ([24:20](#)):

Dr. Duffy?

Kris Duffy ([24:21](#)):

Yes.

Ed Bartholomew ([24:23](#)):

John Strough?

Matthew Fuller ([24:28](#)):

He's muted, but that looked like a yes.

Ed Bartholomew ([24:31](#)):

Judy?

Judy Calogero ([24:32](#)):

Yes.

Ed Bartholomew ([24:33](#)):

And Matt Fuller?

Matthew Fuller ([24:35](#)):

Yes.

Ed Bartholomew ([24:38](#)):

Okay, that's a pass.

Matthew Fuller ([24:40](#)):

All right, that was good. Ed, certainly if we do get a blast out or something, small businesses, if anybody needs help, as time permits, I'm willing to help, I've done a bunch of people in the last week, so give my information out. I'm doing a bunch of pro bono stuff, just trying to help smaller businesses, obviously, that can't afford it, main street stuff. So if there are small local businesses that need to stay alive, I'm happy to help them.

Ed Bartholomew (25:10):

Okay, good, thank you.

#### **IV. REPORTS OF COMMITTEES**

Matthew Fuller (25:13):

Onto committees, we just did audit and finance governance.

Kris Duffy (25:18):

We didn't have a meeting this month, we're waiting for the next strategic planning session that's coming up this week, and then we may have some things to talk about after that.

Matthew Fuller (25:30):

Thanks. I was just going to mention that too: if anybody's got time, the next meeting we've got, Friday, on Zoom, I know we're all buried, I just don't know what's going to happen one day to the next, those governor's orders keep coming out, another one came out last night that changes all my municipalities again today. I don't know if you say that, Ed, but they changed [crosstalk 00:25:51]-

Ed Bartholomew (25:51):

Yes.

Matthew Fuller (25:52):

So now all my tax assessment stuff for May is all over the map. It changes every day. But if you have time, again, I know, boy, am I more than distracted right now, Friday's going to be a big day for us to move some things forward, so if people can get on that and we can dedicate an hour or so, we'll try to get them focused and keep them moving, none of us has many hours to do that on Friday, so we'll try to be efficient and keep things going. Ed, how's it been?

#### **V. PRESIDENT/CEO REPORT**

Ed Bartholomew (26:25):

Well, this is the opportunity for EDC to do what we do in a more very time-sensitive ... and one of the problems with these executive orders is they just are coming out rather than on a comprehensive review, which was done during the 9/11, where they put together a comprehensive amount because you're just anticipating that the number of statutory requirements such as assessments and the challenges and things like this are moving, and just the whole issue with litigation in the courthouse down in, particularly, New York City, but even this area in terms of decisions not be rendered in a timely fashion.

Ed Bartholomew (27:14):

So, what we have been attempting to do is to be proactive with our communication, with our email blasts and constant contact, as well as indicating and responding. We, again, have a tremendous amount of small businesses, so in regards to that, what the Warren County Local Development Corporation is doing this morning at 9:30 on Zoom is to adopt a rapid recovery loan program that will basically consist

of loans for those employment of 20 employees or less in the area. It'll be offered over a four-year period at 4% interest, the first two months will be principal and interest will not have to start payment until the third month, no prepayment. There is a no charge for application fee, and the cost of the process will not exceed \$125.

Ed Bartholomew ([28:26](#)):

Matt Simpson has been working on this, along with [Peter McDevitt 00:28:30] and the other board members, [Craig Leggett 00:28:33], [Gene Merlino 00:28:33] and [Brad McGowan 00:28:35] to implement this and the application has been completed, and as soon as that's approved, it will be up on the county website, EDC will have that website, and that will be an expedited process, going forward. Again, for principally, the sole proprietorships, those individuals that just have been held through the cracks for a variety of reasons, we'll see how that goes, and then depending on what transpires next, the county is prepared, through the LDC, to assist as well.

Ed Bartholomew ([29:18](#)):

As well as our regular loan program exists there, and also the city, through the stimulus money that it received, will also be undertaking a very similar program for businesses in Glens Falls, pretty much along the same lines and focused on a retail in the downtown area, as well as other small businesses that exists. It can be used for a number of activities: payroll, obviously payroll taxes, working capital, in going forward for that. So that is going to be kicked off this week.

Ed Bartholomew ([30:05](#)):

The chairman of the Warren County Board of Supervisors has established a taskforce, chaired by Mike Wild, Dr. Duffy is a member of that taskforce, myself, Mike [Bittel 00:30:19], a number of other groups are also being involved, and it's created a good discussion point of how we can be helpful now, as well as what needs to be done to get Warren County back open again. Differences of opinion as to how that will look when it reopens, some are hoping that it will open all at once, I think that is more going to be opening on a fragmented basis, whether it's manufacturing that may have excessive inventory that may not be able to open, as well as the tourism industry and are they ready to move forward, and cleaning/sanitizing their facilities, are they going to be required to test each guest coming in?

Ed Bartholomew ([31:18](#)):

There's a lot in the tourism, as well as the J-1 program, which is in jeopardy right now of not being implemented. President Trump has just issued an executive order of not allowing, again, many of the countries not to enter the U.S.A., so that, combined with the unemployment benefits that I have been granted here in New York state for up to 39 weeks, many businesses are concerned that some of their employees are going to stay home on that for that 39 weeks because it actually is paying them more to stay home than to go back to work, in many cases.

Ed Bartholomew ([32:07](#)):

And so that becomes an issue on top of the existing employment gap that we had with workers currently in our region. Additionally, as part of that taskforce, myself and Mike Bittel have been working with our congressional delegation, Congresswoman Stefanik and Senators Gillibrand and Schumer, on the various components that included the small businesses, the hospital, and also a push for state and local government. You saw the article, probably, over the weekend with Mike Swan from the county treasurer, that expecting a significant drop in sales tax, occupancy tax here.

Ed Bartholomew (32:57):

Washington County, also, will have an impact, although not to the extent, from a tourism sales tax point of view. Nonetheless, there was a proposal sent out last Friday by Senator Schumer that had some good traction. Unfortunately, it fell a little bit short, so the bill that's going to be adopted will have additional monies for hospitals. They did pull out the monies specifically for rural hospitals as a standalone. Glens Falls is not a rural hospital, so that aspect did not hurt Glens Falls Hospital, other than the fact that there is, in my opinion, a little bit less money that can go around.

Ed Bartholomew (33:45):

And the small amount for state and local government is supposed to be taking up earlier. We felt that it was important so that Frank Thomas signed a letter EDC and the Chamber Mike Bittel signed a letter urging both parties to put together this three-tiered package, so we fell short a little bit, but I think, and Matt Fuller alluded to it, that the small business package that's coming out is going to have a little bit more guidance for the banks so that you may not see some of these franchise restaurants in the country being able to circumvent the maximum of 500 employees at one site. In fact, one of the restaurant franchises returned their money yesterday, the \$10 million.

Ed Bartholomew (34:46):

New York state had approximately \$11 billion that was allocated to New York state for their businesses, that was pale in comparison to the state of Texas that received \$88 billion from the small business loan component. New York state applications actually had a total of 41,000 applications were approved for funding. As I indicated, Texas got considerable more money than New York state, as a comparison, for that.

Ed Bartholomew (35:31):

We've been communicating with a number of the banks in regards to this, as well as major businesses, as well as some of the smaller businesses, so that we're divided, as you know, we have the major businesses manufacturing are located here in the hub of Glens Falls, Queensbury. As you move further north, it becomes smaller businesses. So what we are trying to do, as I've indicated before, is get the proper information up, phone calls, [inaudible 00:36:02] Senator Little's office and [Dan Stack's 00:36:07] office has been helpful in joining in so that we really need the proposal for state and local government would have provide more county with close to \$5.6 million, which would have presented a good help toward the gap that we're going to have in sales tax, as well as in the area of occ tax as well. Hopefully that will come back.

Ed Bartholomew (36:37):

Each municipality would have received monies as well that would have helped the respective areas as we go through that. I'm confident that something will be done sooner than later because there is a growing notion that we're basically spending an awful lot of money and perhaps we should stop, and that's a growing amount that's happening down in Washington now, so the further delay, it becomes less and less likely that the states and local government may get their money, so they're going to have to move fast on that.

Ed Bartholomew (37:10):

And without that, that will trigger another layer of potential layoffs. Currently, in the area, the capital district cities are looking at massive layoffs of police and fire. Glens Falls, right now, seems to be okay,

according to Mayor Hall. The county is in good shape right now because of the surplus money that they have, but it's going to be a difficult road ahead for that, so we need to be working very well; the taskforce, I think, is very helpful. And maybe Dr. Duffy could just comment from her perspective as it relates to SUNY Adirondack?

Kris Duffy ([37:58](#)):

Sure, Ed. Well, let's see, we're finishing up our spring semester, we moved all of our courses to remote instruction, back on March 23rd. It certainly revealed a lot of great work on the part of our faculty, but it also revealed the incredible digital divide that exists in our community. We were able to quickly allocate more than 150 laptops and Chromebooks to our students, as well as some of our employees. We've helped students do everything from identifying hot spots, to access wireless, to increasing their internet service provider, providing them funds to do so. So, a lot of great work on the part of the college, but certainly our students are struggling, we hear it every day, and they're doing their best to finish the semester. We'll continue in a remote way for our summer classes, and now we're starting to put together several contingency plans for the fall.

Kris Duffy ([39:04](#)):

The CARES Act funds that came in the last stimulus package did allocate 2.5 million to the college; half of that needs to go directly to students, and the other half is intended to come to the institution. The student portion, we're still awaiting guidance on how that can be allocated at first, and just like you were saying, Matt Fuller: at first, we were told we had a lot of discretion, now we're being told there are guidelines coming, so we just don't really know at this point how we can allocate the money. Obviously, it's meant to go to the neediest students, and just to give you perspective: 65% of our students are Pell students, which means they fall in a very low-income category, that's over 1500 students. So even if we just took the 1.2 million and just divided it up evenly across that, that would wipe the money out very quickly, so we're trying to anticipate needs beyond just right now, but also try to save some funds for the summer and the fall.

Kris Duffy ([40:04](#)):

The institutional portion, again, we don't really know exactly how we can spend it. We certainly have incurred a lot of costs, we've incurred a lot of lost revenue, and anticipate continuing that, based on the state allocation, we know our counties are going to be strapped, and lost revenue for other types of revenue that we gain throughout the summer and being pretty much shut down. So, I'm optimistic that we have a path forward, but it's going to be very difficult, and if the state continues to cut our funding as is being discussed, we'll be in a very difficult spot in the coming year. So, we're doing our best to encourage enrollment in the fall and plan for all different scenarios that could occur as we work through this crisis.

Ed Bartholomew ([40:55](#)):

Thank you, Kris, for that update, and certainly it'll be interesting to see what develops out of the meeting this afternoon between the governor and Donald Trump as president in terms of their differences of opinion and so forth. The economic impact and the opening is really becoming a major topic and discussion. There was demonstrations in Glens Falls this past weekend at the Circle, asking for reopening. They did not adhere to the social distance, none of them have masks, the police did, at the request of the mayor, went over and advised them that, in the future, they will need to have masks and to maintain their social distance.



Ed Bartholomew ([41:49](#)):

But, again, it's being ramped up and they're having their concerns, the business community has legitimate concerns on how we can reopen, I just think it's going to be a fragmented step-by-step approach here to get this going back again, but the more that we're out of work, the more difficulty we're going to have in the revenues and, therefore, I think that, realistically, we have to be looking at our budget and, fortunately, we have a good surplus balance to weather the storm in the event that there is any sudden adjustments in our revenue stream this year and next year as well.

Mitch Amado ([42:41](#)):

Ed, just to follow up on local economic impact, I think everyone does know that we have furloughed about 330 employees, they will be receiving their full benefits, but they will not be receiving paychecks, and they will not be allowed to use any of their ETO time, and we have assisted them all in applying for state unemployment, and then the federal would piggyback on that. The impact to Glens Falls Hospital, we generate about \$26 million in patient service revenue a month; that number is cut in half, so the revenues are going down by \$13 million a month, which the lagging cashflow will be following that, and so we're very much in tune to the impact it's had on our employees, and for every dollar impact it has on our employees, it has a ripple effect throughout the Glens Falls area economy.

Mitch Amado ([43:56](#)):

So, we're working as hard as we can to try to get as much funding as possible, but, more importantly, getting our organization open for business as usual to bring the folks back on a payroll and help the recovery. We believe, right now, that we're caught up between this tug-of-war between Governor Cuomo and President Trump. This is not New York City up here, we are not New York City by any means. We were told to quit doing elective cases and staff up and buy supplies and acquire inventory to address overflow patients. We did not receive any overflow patients, knock on wood, we did not have a huge outbreak in our catchment area, knock on wood; however, there were significant costs to prepare and there is significant loss in business operations right now.

Mitch Amado ([44:59](#)):

So we do need to keep our eye on this, and I appreciate everything you're doing, getting as much funding for hospitals as possible; however, without business coming back and a plan to bring business back in areas that are not hot spots, this is very detrimental to all hospitals, north and west of, I would say, the Hudson Valley, north and west of Ulster County. Very, very detrimental right now. And it's going to have an impact on all of those economies as well, as the hospitals are the largest employers in those areas.

Ed Bartholomew ([45:41](#)):

Thank you, Mitch. [inaudible 00:45:43], as you know, has laid off pretty much their workforce of 55. On the positive side, Alex, would you like to give us a brief update on Finch?

Alex Rotolo ([46:01](#)):

Yeah, I don't want to go into too much detail because-

Ed Bartholomew ([46:04](#)):

Yes, I understand.

Alex Rotolo ([46:07](#)):

It's a very competitively sensitive time. But Finch is running, we are important to the supply chain. People don't maybe know this, but we are an FDA-certified facility and our papers do go into packaging and other applications for food and drug and food contact and that sort of thing, as well as we've been doing some trials in supplying, at no cost, some N95 masks, converting papers with some of our sister paper mills that we have relationships with to the New York area. We've reached out on a number of things that we can add to the supply chain in addition to what we already do.

Alex Rotolo ([46:55](#)):

Finch is running at full employment and full wages, at this point in time. [inaudible 00:47:06] publicly available information show that paper will be down over 50%, which is massive. [inaudible 00:47:20] was down for 10 days, I believe, came up yesterday. A number of major mills in the Boise system went down for 60 days announced, these are mills as big as Finch, so you can imagine. And communities similar to Glens Falls, I would say maybe not as robust and diverse in terms of manufacturing, usually the mill is the area.

Alex Rotolo ([47:41](#)):

But that's where Finch is at this point, and our focus is the health and safety of our employees. Maybe a fifth of the people that were in the offices are in on any given day, that may even be more than are here; I think we have 40 or 50 people in the front office, and there's less than 10 here today. So all non-essential personnel, we've had to convert to work from home, which was the first challenge among many, but we're just focused on the health and safety of our employees first, and continue to operations and employment of everyone, profitability and all that has taken a backseat, it's keeping people safe and keeping everyone employed because we will come to the other side of this and we don't want to do anything or hurt the long-term of the business or the community.

Alex Rotolo ([48:50](#)):

So, for now, we'll continue to run, and I think that's [inaudible 00:48:57]. If there are any questions, I'm willing to answer them.

Ed Bartholomew ([49:03](#)):

Thanks, Alex, and thank you for your leadership, along with [inaudible 00:49:09] and the entire work crew of maintaining your workforce at Finch Paper during this period of time, so we thank you for your effort. Basically, Alex is at the plant pretty much most of the day and evening hours there, so good work, good job.

Alex Rotolo ([49:30](#)):

Thanks.

Matthew Fuller ([49:32](#)):

Hey, Ed, just quick on the small business loan program you were talking about there, one thing I do want to note, and it's personal because I know and I've seen it working with some of the small businesses downtown, but that PPP program that came out was based on payroll, but for a lot of small businesses, especially downtown, the payroll actually isn't their biggest expense, it's rent, utilities, inventory costs,

things like that. So even the store, for an example, using 25% of your payroll for other expenses actually doesn't get you very far in 60 days.

Ed Bartholomew ([50:11](#)):

We have no restriction on that allocation, they just have to tell us what that is: mortgage/rent are all inclusive, inventory, working capital are all included in that. It can be used for payroll, but [inaudible 00:50:28] percentages based from the SBA PPP.

Matthew Fuller ([50:33](#)):

Yeah, that's great. We had signed on to do some help with the Lake George-Lake Champlain Regional Planning Board, they've got a program, too, that Jeff actually is handling, he stepped into handle that, so if you guys do get some applications and you've got an applicant that doesn't have access to legal counsel to help them get through it, keep me in mind [crosstalk 00:50:54] pro bono work. I can't take on everybody, but if I can help some small businesses, the smaller the better, survive, I'm here, so keep that in mind, I'll definitely offer some pro bono time to help people through that.

Ed Bartholomew ([51:07](#)):

Thank you, Matt.

- VI. OLD BUSINESS**
- VII. NEW BUSINESS**

Matthew Fuller ([51:10](#)):

What else did I write down here? That Pell program is important, you're looking at one, that's how I got through college, that money is huge for a small family. Did anybody else have anything else? What'd we leave off here? Good topics here today. I don't know if we had anything old or new or any other [crosstalk 00:51:30]-

Ed Bartholomew ([51:30](#)):

Just other than: the paperwork's in its final stages on our Warren Street property. There was some back issues on an ancient mortgage that was never recorded at discharge, and so forth, so [Bob Barry 00:51:51] did an affidavit for us to indicate that essentially we've never been asked/requested to make any payment since our time of ownership, [crosstalk 00:52:03] other paperwork, and that's over to Trish, and I would expect that, within the next week to 10 days, they should be able to close.

Matthew Fuller ([52:12](#)):

Good deal. I think maybe one of the things we can push out there, too, from the EDC is just the whole idea of being local; if anything, it probably has turned everybody's focus to what's local now, what can you get here? A lot of businesses are really struggling out there, I got a lot of clients, we're in the death zone. The more we can push people to use local businesses, the better off we're all going to be.

Ed Bartholomew ([52:51](#)):

Great.

Matthew Fuller ([52:52](#)):

Is that everybody? I don't think we have any executive session or anything [crosstalk 00:52:58].

Ed Bartholomew ([52:58](#)):

No.

## **X. ADJOURNMENT**

Matthew Fuller ([53:00](#)):

John, Ed, thanks for getting this together and keeping things moving, and we'll hopefully get as many people as we can on Friday. All right?

John Wheatley ([53:10](#)):

Good.

### **MOTION TO ADJOURN BY JUDY CALOGERO, SECONDED BY MITCH AMADO, APPROVED UNANIMOUSLY**

Matthew Fuller ([53:11](#)):

Stay safe out there. We'll have a motion to adjourn?

Judy Calogero ([53:15](#)):

So moved.

Matthew Fuller ([53:17](#)):

And a second?

Mitch Amado ([53:17](#)):

Second.

Matthew Fuller ([53:19](#)):

All in favor, just say "aye".

Alex Rotolo ([53:22](#)):

Aye. [crosstalk 00:53:23].

Matthew Fuller ([53:23](#)):

All right, everybody, thank you. Have a good one.

John Wheatley ([53:27](#)):

Thanks, Matt.