

To: **EDC Board Members**

Re: **Transcribed Minutes of May 19, 2020 Meeting of the Board of Directors**

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

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

On May 19, 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

Matt Fuller ([00:15](#)):

So, we will call the monthly meeting of the EDC together, good morning everybody.

Ed Bartholomew ([00:28](#)):

Good morning.

Matt Fuller ([00:32](#)):

Ed, John, do you want us to go through like a roll or do you guys have documented who's on here?

Ed Bartholomew ([00:39](#)):

We have documents on who's on here.

Matt Fuller ([00:42](#)):

Okay, we will dispense with the roll. There was minutes that we got to get to here, I had a question for you guys. How are you guys getting that done, is that something that spits out from Zoom or does somebody have to go and buy that?

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

No, there is a new program, an app, and a company called R E V that has stenographers around the world that will undertake the transcript within 48 hours.

Matt Fuller ([01:18](#)):

That's amazing, I was reading through them and even like the time references, and I said sweet mercy I hope somebody on our team is not putting that together because that's a lot of work.

Ed Bartholomew ([01:31](#)):

In talking with Empire State Development, I asked them if there was a service, I heard about it and they gave me the name of the company and we're all set up to do that. And again, it's not quite here on the Governor's executive order where he talks about having to transcript. So we went right ahead to have the transcripts undertaken to do that. The only thing that we had to add in there to make it clear is the rate with the resolutions and so forth. And so we add a little bit to it.

Chris Barden ([02:07](#)):

Hey Ed?

Ed Bartholomew ([02:08](#)):

Yes?

Chris Barden ([02:09](#)):

Excuse me one second, I see an email from Alex just popped up on my other screen saying that he's on hold and the host needs to release him.

Ed Bartholomew ([02:16](#)):

There he's in now.

Alex Rotolo ([02:17](#)):

Hi, I was just released five seconds ago. Thank you very much.

Ed Bartholomew ([02:21](#)):

Congratulations on getting released Alex.

Chris Barden ([02:24](#)):

You've been paroled to the meeting, welcome.

Alex Rotolo ([02:27](#)):

I was fully vetted.

Chris Barden ([02:28](#)):

We're in quarantine.

Matt Fuller ([02:30](#)):

Well yeah.

Alex Rotolo ([02:31](#)):

Exactly.

Matt Fuller ([02:32](#)):

I'll have to get that, if you shoot an email to me.

Ed Bartholomew ([02:37](#)):

Yes.

II. APPROVAL OF APRIL MINUTES

Matt Fuller ([02:38](#)):

Great, that's good information. Anyway sorry we got a little sidetracked on the minutes, if anybody has any comments or anything, we can improve them both together we'll have a motion to approve the May 24th April 21 mess in the annuals. Any further discussion on our minutes?

Matt Fuller ([03:03](#)):

All in favor aye?

Ed Bartholomew ([03:05](#)):

Aye.

Matt Fuller ([03:06](#)):

Any opposed?

Ed Bartholomew ([03:07](#)):

Aye.

III. FINANCIAL UPDATE: APPROVAL OF APRIL, 2020 FINANCIALS AND PAYMENT OF BILLS

Matt Fuller ([03:08](#)):

That carried, on to our financials. Mitch.

Matt Fuller ([03:14](#)):

He's yelling at his screen.

Mitch Amado ([03:15](#)):

Let me take myself off of you here, okay. Is Lisa on our call?

John Wheatley ([03:20](#)):

No, not yet.

Ed Bartholomew ([03:22](#)):

She's not yet.

Mitch Amado (03:25):

So I went through the financials and I did have a few questions that are not by any means urgent in nature. The Warren county is looking to the PNL statement, the Warren County have 25000 dollars as income, it looks like none of the funds have been received yet. It's about 75000 dollars due from Warren County.

Ed Bartholomew (03:50):

During the process, we are receiving another check this week from the county.

Mitch Amado (03:55):

Well that takes care of that one. So, on the revenue side that was the only question I had if you go down to the expense side, there is a favorable varies in EDC salaries of about 20,000 dollars just for one month. Is that a result of a budget spread or, you know if you multiply, that's almost 240,000 dollars on an annual basis. So I was just wondering why that's at that level this month?

Ed Bartholomew (04:33):

I think that the billing has come in in a different manner, due to the current situation here. But our overall budget here with the salaries is down in comparison to prior years for that. We won't have that favorable continue throughout the year.

Mitch Amado (05:06):

All right, it is significant so we should make sure we don't back out on that. When I got to the check register, I just need a little refresher here, I saw three checks being cut to Keena, a little over 12, almost 13,000 dollars can you just refresh me what those are for. Are they monthly fees? Quarterly fees?

Ed Bartholomew (05:38):

Those are again the billing, it was not coming in regularly from Keena, I believe some of those are from earlier this year. Myself and John are on those individuals.

Mitch Amado (06:02):

Okay very good.

Ed Bartholomew (06:03):

And the other thing to is in terms of coordinating Lisa's schedule we are trying to work out a schedule where Lisa can be a little more available in coming in and getting the cheques done in a more timely fashion. Not that it's been late, but I'd like to see it done a little bit quicker, and It's just a matter of working with Lisa's schedule during the tax season, which has now been expended so we hope to rectify that.

Mitch Amado (06:41):

Thank you, any questions on the financials? Anyone?

Mitch Amado (06:49):

I'd just like one other item from the finance committee, we're trying to get a finance committee meeting set up by... I've not looked at my calendar yet its either scheduled or in the works to discuss a couple of things. One, a reforecast, at least a look at our projections going forth through your end, how things have changed as a result of the pandemic. And the other item is I think we're in a good spot relative to bringing a recommendation, we'll talk about a financial meeting to the board. To ensure all of our funds to an FTIC program through Glens Falls National so more to come on that.

Matt Fuller (07:34):

Yeah Mitch, actually Meg was asking me maybe yesterday afternoon if that got set up yet. As I don't have that in my calendar yet, she might have thrown out some dates but she was asking me if I head the record.

Mitch Amado (07:49):

I could check, I've not yet checked my calendar yet, Matt. But hopefully soon we can have a quick call.

Matt Fuller (07:54):

That sounds fine.

Mitch Amado (07:58):

Okay, anything else on the financials?

Matt Fuller (08:03):

Maybe with a couple of those questions we had, maybe we could shoot an email out to Lisa? Just get an answer that would be good to get a response from her on those things. Could we have a motion to approve the April financials and payment of bills.

MOTION TO APPROVE FINANCIAL REPORT BY JIM SIPLON, SECONDED BY MITCH AMADO, APPROVED UNANIMOUSLY

Jim Siplon (08:19):

So moved.

Mitch Amado (08:22):

Second.

Matt Fuller (08:24):

All in favor?

Judy Calogero (08:26):

Aye.

Matt Fuller (08:26):

Anyone opposed?

IV. REPORTS OF COMMITTEES

Matt Fuller ([08:28](#)):

On to committee, I wouldn't say that on finance we do that every month. Governance.

Kris Duffy ([08:36](#)):

Good morning everyone.

Matt Fuller ([08:39](#)):

Good morning.

Kris Duffy ([08:40](#)):

We have a full slate of numbers for officers and generally been focused on the strategic plan which we've been meeting regularly with Bethany for updates, the governance committee have not met for any other reasons so there's no further [inaudible 00:08:59].

Matt Fuller ([08:57](#)):

Further thank you's, Ed.

IV. PRESIDENT/CEO REPORT

Ed Bartholomew ([09:05](#)):

Okay, good morning thank you very much and also good to see everybody this morning. Just on a couple of notes here, we have been continuing to work in a new phase. Unfortunately every couple of weeks we seem to be moving forward in our area here today.

Ed Bartholomew ([09:29](#)):

So what we're really beginning to focus in on is EDC and collaboratively through the Warren County and the task force that was created by Chairman Frank Thomas and Chaired by Mike Wild, is now on the reopening phases. And keeping track almost seems that twice a day we are getting updates from the governor's office which is positive. It just is becoming a little bit confusing for the individual businesses as to what is the latest pronouncements, but there seems to be an accelerated push in a positive vein to start reopening the state quicker than anticipated.

Ed Bartholomew ([10:19](#)):

By devising the [matrix 00:10:21] system not only for the region but also in our suggestion Warren County did undertake a matrix for Warren county, and as a result we were able to get a better handle on specifically for Warren county not just for capital region. And the result of that we were able to dig into some data and statistics and it was reviewed. And we are as of today technically we are still in the process of getting the tracers registered, but other than that we should be ready to commence construction for those who were not deemed essential as early as I'm going to say tomorrow. But it could be Thursday or Friday but its in the works now along with the others which would then move out for phase two for two weeks from this week. And moving forward.

Ed Bartholomew ([11:26](#)):

So we are continuing to work closely, we have meetings this morning and on Wednesday morning with the county as well as with ESP on Wednesday and trying to work along with that. As things start to get back to normal the CFA process is scheduled to be unveiled in a couple of weeks. It's a question of whether or not there is going to be budgetary adjustments based on our whole scenario here, the budget officer [inaudible 00:12:09] the director has broad discretionary policy of abilities to alter the budget. It's not going to be increases its going to be decreases, yet the legislator can act within fourteen days on these items to make adjustments.

Ed Bartholomew ([12:25](#)):

So what we're going to end up with is a bunch of mini budget summits which are going to go on during this course of a period of time. Rob is making a good effort to put together a whole series of those so the process can be a little bit smoother but it's unclear as to budget adjustments from [inaudible 00:12:48] , budget adjustments for municipalities are talking about maybe a 12-15% reduction as well as CFA and other program cuts in the area. So we're just kind of waiting for that, that will have an impact you know going forward in that regard.

Ed Bartholomew ([13:09](#)):

Despite that we are getting an uptick, and I had provided that you know the minute we could go into that on the project updates. We have a number of businesses that are looking for the traditional LDC loan from Warren County in going forward with that. One includes a firm in Queensbury that is looking to move ahead with production of safety products in the area that's in operation right now. As well as two transactions have been occurring on Corinth Road that will be announced very shortly that involve a long awaited return to a firm that was originally scheduled to go into another Queensbury site about eight or nine years ago that has now made a commitment for a building on Corinth Road.

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

As well as an announcement with the former Web Graphics building has been sold and there will be a new occupant coming in there. Very briefly summon the highlights and then Matt what's your pleasure on the project summary?

Matt Fuller ([14:34](#)):

Just something we've had a long running kind of to do was get a project list and an updated monthly metrics or just a report on where everything is. I've gotten a lot of comments and discussion from people, you know when we get approached about projects from business leaders or colleagues out here. I for one and I know a lot of board members are in the same boat, didn't know a lot about the status of projects.

Matt Fuller ([15:03](#)):

So Ed and John worked this thing up, it's still a work in progress so if people got comments and suggestions of layout and things like that, you know I think we and some of the board members can help, kind of formulate this thing and what we want it to look like. You know we only have Ed and John working in the office, but that was the idea here was to get this started like we got the first one. Ed and John over the weekend put that together so as of this meeting I don't know if anyone's got any chance to really go through it or have a look at it yet. Obviously, it's quite a few pages, but that is kind of the first start on a running project list here on things that we've got on deck.

Matt Fuller ([15:51](#)):

[Someone's walking over there 00:15:53].

Matt Fuller ([15:53](#)):

I wanted to know if anyone's got any questions, comments or how you want to see that sort of report laid out every month. I do want it as a running item on our agendas just because I think it's important for us to know what the projects are. And then also, ultimately, I think it's got to come down to a priority, what is EDC see as a priority for this project list. And then really see some sort of momentum, and then hold all of us accountable to keeping that momentum going forward.

Ed Bartholomew ([16:32](#)):

First of all on the project list is also a response to the inquiries Matt that we are receiving in terms of project development. And again because this list is a public document we have to utilize our discretion in terms of identifying certain companies due to the fact with a public document there are other municipalities or economic development groups would like to have access to these kind of lists so they can weigh into making a bid to move the companies, which has become a common occurrence to do so.

Matt Fuller ([17:13](#)):

I have been looking for anything like that, Ed, you and I have had to email. I absolutely agree you, we're not looking for of that private stuff. I think it's more of the questions I get are more on the broader public projects, you know the Route 9 corridor. Especially the DRI, the other week someone asked me where that is, you know that's a lot of money and people wonder where that thing is. I agree with you the private stuff we don't necessarily need to include here, or we put those things on without any great detail. But the more public projects are certainly something we've got to put our eye on, so when people ask us.

Matt Fuller ([18:00](#)):

I think that's part of the value of the board, us trumpeting the things we've got going on, and that just takes information. I don't necessarily need to bug you or call you or email you to ask you what's going on. If its fresh in our mind every month then we're going to know.

Judy Calogero ([18:15](#)):

I think that the report's too voluminous, I think there's things in there that we don't need to be in there, or maybe would need to be in a separate report. I agree with you Matt, I think what the board really needs to see are in particular anything a program that we have some major responsibility for that's under contract with the state or the government, or a private effort.

Judy Calogero ([18:44](#)):

I'd like a little bit more time to look at it, maybe I could send off some comments but I think we want it to be a two to three page document that the members can just kind of quickly review and get a good kind of summary update of where we are and so maybe we would be better in some kind of a spreadsheet format. But, I'd like a little bit more time to look at it.

Jim Siplon ([19:11](#)):

I do think we need some high level data, how many companies are currently being engaged, whether that's getting bigger or smaller. I think those are the things that would help us at a glance, not only the total number of projects but how many loans are being administered and how many open projects there are. I think just being able to have one summary that has a handful of those measures would be very helpful.

Judy Calogero ([19:39](#)):

I agree.

Matt Fuller ([19:40](#)):

Judy you and I can bounce this back, Jim if you want to get in we can have a little email going back and kind of throw together a format or something of what we think and then we can shoot it back to Ed and John and kind of go from there. I'm fine doing that, again Ed's buried dealing with the COVID stuff we were asked to jump on that and I think we can.

Judy Calogero ([20:03](#)):

Well I think we want to make it something so that it's both easy for Ed to maintain and so that we can see it on a regular basis, and easy for the members to be able to follow and get sufficient information from that we're looking for. So I'm happy to help with that, Matt.

Jim Siplon ([20:20](#)):

I am as well, Kris did you have your hand up?

Kris Duffy ([20:23](#)):

I did, I just wanted to

Chris Barden ([20:25](#)):

No.

Kris Duffy ([20:25](#)):

Sorry, other Kris, Kris with a K. This is just more specific about the DRI, I wonder if it would be and I know everyone's busy, I know a lot of us it's nice to do things that are getting us back to normalcy to whilst we're all dealing with the COVID response. But I thought it was helpful several months ago, it feels like years ago now, when you, Ed and Dan Hall did an update to the community on the DRI projects. And maybe it would be time to do something, even if you don't have a whole a lot to say to Matt's point but there are a people in the community who ask about it. And it wouldn't hurt to have some sort of, even if it was a quick FAQ to the community about where we are with some of the DRI work, on the farmer's market, etc. Just a suggestion.

Matt Fuller ([21:21](#)):

To give you the context, it came up just last week, I saw a couple of merchants down town and they know ten million dollars is a lot of money, and small businesses particularly main streets are struggling right now. So there's this sense that at least a couple of people that there's this ten million dollar pot sitting there, and well why can't we go tap that to help small business.

Matt Fuller ([21:46](#)):

And I was like, "Well it's not really for that," and you know that obviously solicits a response of "Well nothings being done with that money, well how come they can't just tap a little bit of it, even a few hundred thousand dollars would help these businesses."

Matt Fuller ([21:58](#)):

And I was like "Okay, whoa, whoa, whoa, first of all it would be great if we could do that, we can't. And there's also some really good projects that that's earmarked for."

Matt Fuller ([22:10](#)):

"Well nothing's happening and it would be great for that energy."

Matt Fuller ([22:12](#)):

And I said, "Listen, I will get an idea of where things stand. I will talk to you guys again," because I think that feel good message of that money moving again or that project moving along will be good. It may be, Ed to your point, the first phase of construction things that come out, somethings might start moving again.

Ed Bartholomew ([22:34](#)):

There'll be an announcement by the mayor as early as Friday, or early next week relative to the startup of the market center again. Who was delayed, they have a little bit more work to do and that phase will be done. And also there will be an announcement on a fund specifically for the city of Glen's Falls. It will be announced by Mayor Hall next week, that the city has not received final approval yet relative to the amount of funds that will be available for the business community downtown.

Judy Calogero ([23:19](#)):

Well what's that got to do with the DRI?

Ed Bartholomew ([23:19](#)):

I was responding to Matt's question relevant to the business community wanting to divert money from the DRI to assist their businesses during this period of time.

Matt Fuller ([23:29](#)):

And I did tell them as you had told me that Ed, I think a week or so ago when we were working on a program. And I did say that, that there is something coming just be patient. There's a lot of tension out there with small businesses, people are wearing thin on. Perfectly understandable, I think that's where we, EDC step in.

Kris Duffy ([23:52](#)):

Matt, if also we could consider in whatever may be a dashboard in what you're thinking about and how to highlight some of the projects, the other metrics we've talked about are membership and where we are with current members, any new members, any members that are no longer. Particularly as again small businesses struggle, I think one of the on top of where we are with membership going forward.

Matt Fuller ([24:20](#)):

Yep, we should definitely bring that back around too.

Judy Calogero ([24:27](#)):

Well, and it kind of gets back to the issue that Mitch raised earlier about the finance committee getting together as part of that. If we're seeing that we think we're going to have a drop off in members or members aren't going to be able to afford their fees this year because of their situation, you know we may need to make some adjustments to the budget on membership income.

Matt Fuller ([24:57](#)):

Good point, yes.

Judy Calogero ([25:07](#)):

I think, too, we don't want to lose members so I don't know what we want to do here, but if there are some people that want to somehow maintain their membership but can't afford their fee this year because they've had a drop off. We've maybe got to consider either an adjustment or, we don't want to lose people because they can't afford to pay this year. I don't know what we do.

Jim Siplon ([25:36](#)):

Why don't we look at the policy on when we would receive it, pushing it to the back end of the year. Allow it to be discretionary for now.

Judy Calogero ([25:48](#)):

And keep these people, these companies as members and not lose them.

Mitch Amado ([25:56](#)):

We had this discussion last board meeting to try and get in front of this year, and if I recall it didn't get a lot of momentum but I'm glad it came up again. So, if we cannot lose another month and address this, I think it would be a good thing to do.

Jim Siplon ([26:21](#)):

Perhaps a policy proposal from staff back to the board that we could act on in the next meeting, where it's at least a suite of choices but we're doing something here. And I think we should communicate clearly with the business community that we are attempting to not be tone deaf in what we're doing.

Jim Siplon ([26:42](#)):

I mean they see us in front of the issues, so I think that it clearly just matches that, that along with that there's some changes that we're going to enact this year.

Alex Rotolo ([26:55](#)):

I think we discussed during the last board meeting, Mitch to your point, that I don't think I was in favor of reducing fees. I also think it needs to be taken on a case by case basis but I am in favor of deferring payments, I think that's fair and applicable. We're not providing a service by not charging people, that's not providing a service. We need to provide value, I understand to be sensitive during these times, everyone understands that and is delaying payments.

Alex Rotolo ([27:34](#)):

But I don't think having an across the board delay for everyone or a reduction at this time in fees is appropriate, people can elect to participate at different levels than they have in the past if that's warranted for their business, I understand that. And we can also delay payments for people that need to but continue to have them be members. I just don't think that changing our whole structure of payments, or our whole structure of membership fees is warranted.

Mitch Amado ([28:15](#)):

But I do think that whatever way we go, that's fine I think, but we need to get in front of it. We need to have members know that there may be options.

Alex Rotolo ([28:33](#)):

I agree, we should have some sort of communication that says if your situation - payments can be made whenever the staff decide is appropriate. But people should still commit to what level of membership they're going to have, and know that if they're going to delay or pay over time. Just like many of the government programs that are out there right now and other banking programs.

John Strough ([29:02](#)):

Well it might be possible with businesses that just don't have the income flow, that they'll decline a membership in the EDC and that's a result of the Covid-19 and the impacts of that. So we might expect early on a loss of revenue, would that be as a non-profit. Would we be entitled to some of the impact money? If that was the case. Ed?

Ed Bartholomew ([29:38](#)):

Potentially there is, I think that they would be looking at and evaluating the amount of the fund balance that EDC has in place. So that if there was some kind of substantial, severe loss that dramatically reduced that fund, we would be in a better place to ask for those funds, but right now that would be difficult from approval, but also perhaps from our own internal public policy of not seeking funds when we have that fund balance.

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

So I've jotted down a bunch of notes on this, and John I've got a couple of questions for you I'll email you, and I'll copy you in on that too, but we can prove this and get something back for next month. And it kind of goes, Mitch, hand in hand a little bit too, coming back to finance and having the discussion, because maybe now here in May is the time to also start thinking about next year.

Matt Fuller ([30:47](#)):

What do we think next year is going to look like with the county and with the town, you know sales tax and things like that has absolutely plummeted. With a lot of my municipal clients gotten an eye on next year too, what do they preliminarily think budgets are going to look like? A lot of municipalities are looking at it right now, and you guys have probably seen the same things.

Mitch Amado ([31:13](#)):

There's still a lot of unknowns and to what degree any type of state will now allow with the three trillion that's being discussed right now, hopefully something and hopefully New York state does get something

for that. And the further hope is that some of the funds we do get find their way up state. But I agree with you Matt, we have to look at everything around us that is potentially revenue generating for the EDC. And understand what they may look like on a go forward basis.

Matt Fuller ([31:51](#)):

Yes.

Judy Calogero ([31:53](#)):

I think it would be good to have a detailed membership report to see where we are right now, although I agree, I think that some of this is going to be in the next year and we may not see it yet but we need to be ready for it.

Mitch Amado ([32:04](#)):

I think we need to look at that and membership is just part of our funding, but as we meet as a finance committee look at all of our sources of funding and determine, it may be worth to reach out to work out what level of impact that funding will be at a go forward basis. Above and beyond membership.

Matt Fuller ([32:28](#)):

Just typing some things into an email so I don't forget them. Okay, we'll move this forward to, if I need a couple of board members I may have to rub some people in to kind of think about just firing me some, and actually anybody if you want to fire me ideas directly about something you think should be in policy., I'm happy to take a swing at drafting something to kick around here, so we can help Ed and John on that.

Alex Rotolo ([33:01](#)):

This is a policy referring to what we're going to do with our membership fees? Is that what you're saying?

Matt Fuller ([33:06](#)):

Yeah exactly.

Alex Rotolo ([33:07](#)):

Got it.

Matt Fuller ([33:10](#)):

Yes, happy to compile even just a working word document just so we can keep things moving along.

Alex Rotolo ([33:17](#)):

I do like Alex's suggestion that on a case by case basis, and we just need to make sure that our policy is consistent amongst like cases.

Matt Fuller ([33:31](#)):

Yeah I think that part of it too is that what's just been going through my mind is the opening of it, telling them a story of what we're doing. You know, getting that out to the members, obviously we're all on the

emails, I like the reports we've been getting out there showing what the value is. All this effort, its not unrecognized, I drive by the building all the time seven days a damn week and I don't know how the heck you're doing it.

Matt Fuller ([33:56](#)):

That effort doesn't go unpaid, that kind of effort comes at a cost and you know we've just got to tell that to the members and hopefully people make the decisions on that. Again, even if it's just partial payments or something, I can tell you what our income stream is right now. That's what we would do. I'm not just firing off one cheque, but if I chunked it off monthly and kept it in my running quick books, I would take a cheque out every month or something, and I think that's kind of the things that's going through my mind anyway of what that could look like. So again, happy to compile, comment your ideas on this.

V. VOLD BUSINESS

Matt Fuller ([34:40](#)):

Megan's making light work, where are we? Let's get back to the agenda here. I think we're still on Ed's report, there. Do we have anything else on that?

Ed Bartholomew ([34:53](#)):

I just wanted to jump on that we did close Friday at 139 Warren Street, and the check was wired into the account, Friday after the closing so that is complete. I did check with the city building code office on Friday and as of Friday they had not yet made any discussions with the city relative to the consolidation of the parcels. But, Bob Ryan did speak to Trish about that and they will be undertaking, and I advised the building office to look out for this and to respond to that in an expedited manner. An different possible get back to [inaudible 00:35:45] for that, the planning boards are resuming their meetings in Glens Falls so that should not be an issue to prevent that from going forward, if it requires planning work approval.

Matt Fuller ([36:03](#)):

Cool. [Found two 00:36:25] strategic plan, so [inaudible 00:36:14] should be getting back to us here with updates on a couple of meetings and calls we've had on the corporate side of our strategic plan. So I would try to pivot there, that was kind one of the thoughts behind the project lists too, is really working with moving in short order here to pivot to the strategic plan. And get that kind of second part or two thirds of their work going so we can keep that moving. So not a lot of detail on that right now, just that it's on here right now and we'll be quickly moving on to that [inaudible 00:37:00].

Matt Fuller ([36:54](#)):

And I don't know if you had anything more on that strategic plan? We're good?

Judy Calogero ([37:08](#)):

We've got a call on Friday.

Matt Fuller ([37:11](#)):

Yes, we should be upcoming call sometime today or tomorrow on that.

Matt Fuller ([37:21](#)):

Anything else?

John Strough ([37:26](#)):

I just want to commend Ed, Ed wrote a report for the county of Queensbury, and if I were grading that I would have to give him an A+. It was an outstanding report, and I think the county board members were impressed and look forward to doing business with the EDC largely because of the efforts of Ed.

Matt Fuller ([37:50](#)):

That's great to hear, good stuff.

Ed Bartholomew ([37:54](#)):

I also want to acknowledge John's assistance and participation in gathering some data and information in putting that report together for the town of Queensbury.

Ed Bartholomew ([38:07](#)):

Thank you John.

John Strough ([38:09](#)):

Thank you, Ed.

Matt Fuller ([38:11](#)):

Yeah, it's interesting regionally it's amazing. The whole state's struggling but from a regional standpoint the engine is outraging. Up north, Matt's got stuff going on, I talked to Drew there the other day the bike park and things like that. Just trying to get things going again, and I know the crossroads I talk to those guys all the time and they're just crushing it up there. We had a bunch of stuff stagnant that we couldn't sell at the store, and we've been working with them to funnel it up through the crossroads so we're all in this thing together, and just as we try to regenerate some sort of economy on the tourist side [inaudible 00:38:58] .

VI. ADJOURNMENT

Matt Fuller ([38:56](#)):

It's going to be an interesting summer, and I think we've got a big role here to help move that stuff along. I appreciate your time here, if anyone's got anything else we will, I don't think we've got an executive session stuff right? Then I will motion to adjourn the meeting.

MOTION TO ADJOURN BY JOHN STROUGH, SECONDED BY KRIS DUFFY, APPROVED UNANIMOUSLY

John Strough ([39:19](#)):

I move that motion.

Kris Duffy ([39:19](#)):

Second.

Matt Fuller ([39:26](#)):

I heard a unanimous second there I think, all right through to the Memorial Day weekend everybody.

Ed Bartholomew ([39:32](#)):

Thank you.

Mitch Amado ([39:32](#)):

Thank you.