



Board of Directors Meeting – Tuesday, June 13, 2023
Location: Ticonderoga Community Center

The meeting will be broadcasted to the public via Zoom
<https://us02web.zoom.us/j/89479631402?pwd=ZUtReWZGckNjamFGOTFaV2ZMdS9qdz09>

1. Approval of minutes of April 11, 2023 meeting, and special meeting May 22, 2023 – Motion to approve and waive reading by Lance Clark, second Chris Mallon. Approved.
2. Executive Session – Motion to move to Executive Session by Nancy Archer, second by Peter Reale, approved and moved to ES.
3. Move to return to BOD Meeting – Motion to return to public meeting by Chris Mallon, second by Nancy Archer. Approved and moved to public meeting.
4. Financial Report – Ti-Alliance is in excellent financial health. We currently have \$645,000 in cash, of which \$350,000 is unrestricted operational funds. Scholarship accounts are at \$163,000 of which we will spend approx. \$25,000 in the next month as we pay for fall semesters. \$88,000 in the 108 Montcalm account, \$17,000 in the Entrepreneurs account, \$16,000 in our Childcare account. We have an increase of \$250,000 in our cash position over this time in 2022. We have outstanding notes in the amount of \$3,257,266. Our net worth is approaching \$4M.
 - Trek and Burleigh payments are on schedule.
 - New Entrepreneurs Fund Loan of \$15,000 to Billy Porter for his Italian/Pizza/Sub restaurant at 59 Montcalm (formerly Debbie Mackey’s restaurant). He was expecting to be open by July 1, still not open on 7/16/23 but working on staffing issues. Has also applied to PRIDE for money to fix the front of the building.
 - Board members need to tithe \$300 each for the special donor meeting.
 - Motion by Peter Reale, second by Lance Clark to accept the financial report. Passed.
5. Board Business
 - 108 Montcalm Progress – currently working to finalize contract for general contractor Donny Paige. New engineering survey performed with the help of Dave Woods. Moving forward with DRI application for full amount of project. Likely that we will need to raise the funds for the roof to go on this fall.
 - DRI Update – First meetings have been done. State walked us through the process – starting over with an open call for projects. Workshops and DRI committee will help to decide the priorities and provide a strategic investment plan (SIP) to the state. Then the state will decide what they will fund. Alliance will be submitting projects for 108 Montcalm and will support the Public Art project. Alliance was the project owner of record for the KOC & We Are Instrumental but PRIDE has provided KOC with an offer for the building. Instead, the Alliance will work with Kathleen Coffman on her submission for the Cobbler’s Bench, 75 Montcalm (florist building), 110 Montcalm, Pad Factory Apartments, 119 Top Floor (Peter’s apartments), the CoOp expansion, and a Sugar and Spice store expansion.

- Eman Qamar is our summer intern for 2023. She will be managing Ti-Works in partnership with Claire, working in ETapistry to scrub our list and help me look for some new donor/funding sources, working on an Instagram video project to promote working downtown Ticonderoga, helping to plan our annual meeting, and will provide other support for Donna throughout the summer. She will be in London for the last three weeks of June, returning after that for July & August.
- Childcare updates: Peter and I will be meeting with Father Chris and Sister Sharon to talk about how we can move forward with the lease agreement with St. Mary's Parish. Cynthia Johnston (recently retired) will be helping in our search for our childcare operator to resume in late July. Also looking for a Childcare Program Manager to work part time at Ti-Alliance to help drive this program (might be Cynthia).
- Final plans for donor appreciation event – June 23 at Sandy & Patty's house, Eddie's will cater, the Clark sons and their wives will be our servers. Music will be the Gregson Brothers (local favorite).

ACTION: Donna to give Sandy and Kathleen a copy of the DRI plan for 108 so that they can use it as a model for Cobbler's Bench.

6. Committee Reports:

- Development Committee
 - i. Recent donations: \$50,000 Sylvamo for childcare. Donna will attend their Advisory Council Meeting on July 31 to accept the donation.
 - ii. Recent & Upcoming Grant Applications
 - Childcare Grant Applications: Pending with Charles R. Wood Foundation and Northern Border Regional Commission. Additional conversations with private funders also underway.
 - Donna has been invited by the Silver Bay Property Owners Association to present to them on 7/31. This was instigated by Chris Parlin and we have heard from a number of members that they would like to be more involved with Ti-Alliance. They have a brain trust of industry and community leaders among them that could participate both financially and as committee members and advisors.
 - Claire has created a new crowdfunding utility on our website that does peer-to-peer fundraising utilizing a variety of activities including playing pickle for TA, Paddle for TA, Sailing for TA, etc. We will be promoting it to our constituents.
 - iii. Scholarship Endowment – T. Beaty made a \$5,000 donation to the Endowment Fund, we realized \$3,150 in gains and reinvested it in the fund.

UPDATE: Recent private donation for \$25,000 for childcare.

- Governance Committee:
 - i. Update on Audit – out for bid to 3 companies. Peter can give us the name of his auditor as well.
 - ii. Evaluation Surveys – Action Plan Recommendations
 - We will create a team of readers to review the board meeting minutes (Nancy), quarterly newsletters, website, and our press releases.

- We will create a team to help create measureable goals with metrics for each year. (Nancy volunteered, Bob Porter will volunteer after Nov. 2023, will ask Pam Nolan as well)

ACTION: Donna will contact Pam re: Goals team

- iii. Procurement Policy – Final policy is ready for adoption. Lance Clark made the motion to adopt, seconded by Chris Mallon, approved. Donna will send hard copy around for signatures on Docusign. We need to appoint our Procurement Committee (3 members) for 108 Montcalm project. Town’s Procurement Policy has been updated on their website.

7. Program Updates

- School/Workforce Development/Scholarships
 - i. Job Fair was better than ever. Lots of jobs filled, employers felt the students were much more engaged than in previous years and ready to work.
 - ii. We are currently working with BOCES placement services to get as many of the 2023 graduates as possible placed with Ticonderoga businesses.
 - iii. Eight Scholarship grads and awardees for 23/24 for a total of more than \$40,000.
 - Three returning scholars:
 - a. Eman Qamar – Sienna Nursing
 - b. Jack Michalak – NCCC Nursing
 - c. Andrea Cook – SUNY ADK Accounting/Large Animal Vet
 - Five new scholars:
 - a. Donta Brown – Masonry Union Apprenticeship Program – Albany
 - b. Connor Rafferty – CVTEC CDL Class B
 - c. Yarr Tyler – CIA Culinary
 - d. Samantha St. Denis – NCCC Nursing
 - e. Kimberley Wojcik – Erie Community College Dental Assistant
- Childcare Update
 - i. St. Mary’s – The Alliance is ready to move forward with lease discussions. Peter and Donna will pursue a first draft and timing with the Parish. Cynthia Johnston will be helping us look for an operator in August. We’re semi-looking for a Project Manager to help administer the project this fall. Funding is forthcoming from Sylvamo and another private donor. We have applied for an NBRC grant and a Charles R. Wood grant, HHHN, UVM, Stewarts, Aubuchon, and are engaging with private funders over the summer. The new center will accommodate approximately 50 kids. We anticipate needing more spaces than 50 and have a waiting list for spots.
 - ii. Katie Alexander purchased the Book Store and will be opening up Punky Noodles Children’s Museum soon. She has also applied for a childcare license that will give her up to 12 full-time slots of full childcare. Should be up and running by fall.

- Downtown Development
 - i. Prospective coffee business – **UPDATE** – the coffee business fell through but we are still on the hunt.
 - ii. **UPDATE** – Marinelli’s Meat Market and Deli is open as of July 15.
 - iii. DRI project proposals are due July 24. We should see some new business opportunities in the proposals.
 - Housing Update
 - i. Regan to Planning Board this summer. **UPDATE:** They are finalizing their plan and working with the town on the right of way for sewers. Also finalizing their plan for their application to the state for tax credits. Met with Mark Wright, Jim McKenna, Nicole J. Green, and me to talk through their application requirements. Moving forward with their proposal.
 - ii. Mary Mazzotte sold her house project at 31 Montcalm House. Her next one is at 6 Iroquois. In the range of \$239K - \$250K. Entertaining a DRI project idea for adding a building in front of the Latchstring with additional apartments.
 - iii. We have also had some contact from Housing Visions. Similar to Regan but slightly smaller, 2 years down the road and more subsidized housing.
 - ORDA Discussions – Program to help us develop more outdoor recreation for our community, including winter activities. Working with Paul Wylie and Kris Seymour at ORDA, Joyce Cooper, and Kendra (school gym teacher), but talks are on hold while we are all busy with summer activities. To resume in the fall.
8. Motion to Adjourn from Sandy Morhouse, Second by Mark Wright. Adjourned

Next Scheduled Meeting: Tuesday, August 8, 2023, 3 PM EST, In Person (TNFCU Conf Room) & Virtual
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