



Board of Directors Meeting
Tuesday, April 13, 2021
Via ZOOM

Attending: Nancy Archer, Lance Clark, Joe Giordano (ex-officio), Scott Hearburg, Pat Ida, Chris Mallon, Sandy Morhouse, Pam Nolan, Donna Wotton (Staff)
Absent: Bobby Porter, Peter Reale

1. **Financial Report** - Pat Ida
 - Financial Report - Cash accounts are at \$216,044 with \$157,000 unrestricted. Total assets are \$2,902,249 and include \$2,304,000 outstanding note to Ti Golf Club. That amount continues to grow with pledged and other donations and will represent funding back to Ti-Alliance over time. Assets also include \$306,000 notes to Trek Tours LLC.
 - Trek Tours expects to get back on track with mortgage payments by July 2021. TGC will likely not begin repayment of their loan until January 2023.
 - Expenses are all on budget.
 - The 2020 Audit has been completed and filed. PARIS is up-to-date with year-end information and approved by ABO.
2. **Board Business** – Donna
 - New employee: Melinda Fuller has joined our team part-time as the Trade Ed Access Program Coordinator – funded in part by Adirondack Foundation \$10,000, and individual donations from donors supporting workforce development.
 - Claire Burns has migrated from Alaska to Ticonderoga, is currently quarantining/testing and getting her vaccines, and will be reporting to work at Ti-Works on April 19. We're excited to finally welcome her to the office after 6 months of remote work.
3. **Committee Reports:**
 - **Governance Committee** (Lance) – Governance Committee has recently audited all of the regulations to ensure Ti-Alliance compliance. Some of these requirements are new due to COVID and other adjustments at the state and federal levels and we need to keep current with updated regulations.
 - All board members are asked to update their Acknowledgment of Fiduciary Responsibilities and Conflict of Interest Testiment and forward to Donna for filing.
 - It is recommended that Lance, Nancy, Peter, Pat, and Scott refresh their board training after their reappointment to the board in January 2021.
 - The Governance Committee will draft a formalized plan for document retention. We currently retain all official documents, but we are required to have a plan, designated location, and policy regarding retention.
 - **Development Committee** - Grant & Funding
 - *State*
 - a. NY Main Street for Hacker (denied)– we have a meeting scheduled with NY Main Street to discuss scoring deficiencies so that we can make necessary adjustments. Cunningham's did get \$500,000 for the development of their restaurant and we have let them know that if there is anything that we can do to support them, we're here. PRIDE submitted and will administer their grant.
 - b. There is some talk of the regular CFA granting cycle coming back this year (due at the end of July) as the state is anxious to boost the economy in any way that they can. There may be opportunities to submit another anchor building grant or other needs such as revolving loan funds for entrepreneurs or housing (in partnership with HAPEC & Derelict Buildings).
 - *Federal* (March/April applications)



- a. RBDG – We doubled our request for school funding to \$180,000 + \$16,000 for Ti-Alliance programs in order to support the dramatic increase in the number of students expected to be attending BOCES CV-TEC next year and the other Trade Ed programs at Ti-Alliance. If awarded, the funding will cover the other half of the salary for Melinda Fuller. Awards are made in June/July.
- b. NBRC – Hacker Roof (\$240,000) or Entrepreneurs Fund (\$125,000 for tourism business start-up and expansion) – UPDATE: Funding of the Hacker Roof would require meeting federal requirements for union-based labor – driving the cost to almost double and necessitating the use of a contractor from out of the area. In addition, the administrative regulations are onerous and NBRC recommends against asking for construction funding. Likewise funding for the Entrepreneurs Fund must be done to Federal standards, lending at no less than 8% and other restrictions that defeat our purpose for the fund. They would like us to do an application for workforce development funding that would provide employers in our internship program in 2022-2023 with reimbursement for intern salaries. They like all the work that we are doing here and really want to support us, we just have to find projects that fit within their criteria.
 - *Local/Regional*
 - a. Adirondack Foundation Grant (awarded \$10,000) for support of the salary of the Trade Education Access Program Coordinator
 - b. Assisting Steve Racanelli with a National Grid grant to assist with costs of renovating the Burleigh House building.
 - c. Exploring other local and regional private foundations for operational and investment funds. Potential interest in “impact investing” with private investors.

4. Program Updates

- Trade Education (Donna)

- Updated the Skilled Careers Training Quick Reference Guide with additional programs and updated the Ti-Alliance Scholarship information and 2021 applications. All are now available online at our webpage and in print at the school guidance office.
- Students in the Field and Internship Programs – Melinda Fuller is coordinating school field trips every Monday from March 1 through May 1 in partnership with the high school counselors. Trips include everything from construction to veterinary, medical to wastewater treatment plant. 3-4 students attend each trip. We are also coordinating summer internships for juniors and graduating seniors with local employers. Seniors will be placed where there are full time jobs opening. If they excel at their internship there would be the option for full time employment.
- Ti-Alliance raised some money and purchased nearly \$900 worth of essential school supplies to support our teachers in the classroom. Purchases included everything from 60 copies of To Kill a Mockingbird to flashcards, post-it charts, special ed tools, and drivers ed student workbooks. International Paper contributed \$500 to the effort and the Ticonderoga Alumni Association is also purchasing additional items on the school “wish list” Principal John Donohue reports that it has been a huge boost to the teachers’ and student morale in this difficult year.
- Ti-Alliance will continue the scholarship program this year. We may have fewer students interested because they may be discouraged by remote learning this past year. However we are aware of at least one graduate from last year that will be applying. We have \$12,000 in the account to support 2nd year scholarships for the 2020 grads. The DiFebbo Foundation will be donating \$15,000 again, and we have a few other private donations of smaller amounts. We would like to have at least \$35,000 in the fund and build more so that it becomes a little more self-sustaining.
- Brett Moore, the first graduate of our scholarship program, will be graduating in May from SUNY Wanakena as a Forest Ranger. We will contact his parents to explore what might be a suitable graduation gift for him. We will have his parents take a photo and do a news release for the paper.



MOTION made by Scott Hearburg to move \$8,000 to the scholarship fund. Second: Sandy Morhouse. Motion unanimously carried.

- Derelict Buildings (Lance) – Had a meeting last week with the Code Enforcement Office.
 - Upgraded software has been installed. Among the new software will enable the CEO to have accurate data on the numbers of properties that have been remediated over time and utilize the data to improve and report on the program.
 - New law that requires banks & mortgage companies to maintain properties through and after foreclosure seems to be working well and has brought some properties into compliance.
 - We have had fewer cases requiring legal action so we need to see if we can find another use for the funds we had earmarked for an escalation of legal actions.
 - Similarly, we had funds for asbestos abatement and have had fewer requirements for that. Funds remain for that purpose.
 - There will be another round of outreach (\$5,000 budget) to promote the mortgage assistance and mortgage counseling program.
 - Joe reports that a couple of the burned-out buildings (35 The Portage & John Street) need a little more structured plans for the town to gain title and demolish these homes. But they are working through the process with the county similar to 30 The Portage.

ACTION: Lance will work with the CEO to see if we can develop an inventory/data on how many properties we have in this category to help us explore resources and develop an overall strategy for bringing them back into the tax roles.

- The town authorized restarting the annual funding for the property mowing and cleaning. Town is getting reimbursed 80% of the money that they are spending to do the work.
- Lance, Nancy, and HAPEC will be exploring other potential uses for these funds (\$25,000) that “expire” in October 2021. We will be in contact with LISC to see other potential uses for the funds.
- Donna and Lance will look for opportunities to develop a “full circle” program that would extend the Derelict Buildings into a housing development program that could bring some of these abandoned building project full circle into working housing again.
- Business Incubation & Downtown Development – Entrepreneur Committee Work (Donna & Chris) – Strong focus in the next few months on the Opportunities Page and developing some new entrepreneurs for targeted businesses.
 - Working with James Cawley and Trek to get him PPP and Shuttered Venue Grant monies that he could use for general operations this year to free up his own revenues to replace the roof of the Hacker Building. We will continue to seek out grant money for that purpose, but we need a “self-financed” backup plan that we are hopeful will come about. Title work is complete on the property and the county is working through the closing process. We need to keep on this and keep it moving to completion soon.

ACTION: Sandy follow-up with the county to move the closing of the Hacker Building to completion.

ACTION: Joe will reach out to the county as well to see where they are in the process and if there is still a state order for abeyance on commercial foreclosures.



- Opportunities Page Update – Housing and Jobs page goes live by April 23. Delayed for other grant and school programs. The sections for Operating Businesses for Sale and Businesses to Start are currently live. As soon as Jobs and Housing are up we will begin a major promotional campaign.
- Rob Singer and I are working on a donation from George to our Entrepreneurs Fund that would create a “living legacy” to George in the form of a “loan” named for him that could be lent, paid back, and lent again to new or expanding entrepreneurs in Ticonderoga.
- Looks like there is a buyer for the Country Florist. We have talked with them to let them know that we can help with small amount of funding if necessary.
- The people opening the new pizza/sub shop in Jay Fortino’s gray building across from the Fire Station may also come to us for a little inventory money for start up.
- New & Expanding Businesses
 - Jamie Frasier of Adirondack Guide Service will have at least an online presence in Ticonderoga this summer and offer some level of guide service. We will also continue to promote this type of business as an Opportunity in Ti in the hopes of finding someone to expand these services, or even partner with Jamie for a storefront presence in 2022.
 - Rathbun Building has a potential tenant for their building.
 - Person in town that was interested in starting a daycare businesses will likely do some small home-based daycare. The economics of starting a real commercial daycare are not realistic in this area when

considering the cost of satisfying the regulations for a building and salaries. Unless there is a publicly supported building where they would not have to pay rent and utilities, it would be very difficult.

UPDATE: We had a discussion with Jonathan Bernstein, the owner of the “Sears Building” that was in our feasibility study last year, and where the Sandman is opening a flooring store. He just signed a contractor to renovate the storefront and is open to us working to put a nice mural on the side of the building that faces the mini-park at the entrance to the LaChute River Walk – great billboard for entry to downtown. PRIDE is potentially interested in partnering with us on a project/grant for this purpose.

5. New Business/Old Business
 - Ticonderoga is talking about reconvening an Economic Development Committee. Joe is talking with other areas and organizations about their models. Wants to capitalize on the community, tourism, and new residents in a way that enhances the lives of the people who currently live here as well as those new to town. No current goal for a date when it might happen but working on ideas. Donna mentioned that Northern Forest Center has a program to help communities do a visioning exercise that has been very successful in the northeast area. They could also offer some funding. Donna will forward the material. Joe will follow-up with Chattie to talk about her work in consolidating previous feasibility reports with the Comprehensive Plan to survey what had been accomplished vs. what still needs to be addressed and how we add new goals. A new Comprehensive Plan should include a solar strategy and updated community goals. Need a tangible plan of action to guide the town and various agencies as we work to tackle the goals.

Next Scheduled Meeting: Tuesday, June 8, 2021, 3 PM EST, in the Ti Community Center
