



**Board of Directors Meeting – Tuesday, February 9, 2020**  
Via ZOOM

1. Financial Report - Pat Ida

- Financial Report - Cash accounts are at \$240,000 with \$198,000 unrestricted. Other assets are \$2,448,000 and include \$2,066,000 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 note to Trek Tours LLC.
- PPP – Our first round of \$6,100 will be forgiven but we are probably not eligible for Round 2 PPP.
- Expenses are all on budget.

UPDATE: We received the latest installment of reimbursement for our RBDG School Grant of \$22,000 this week, for the quarter ending 12/31/20. Of that \$1,000 is money for Ti-Alliance, the balance goes to the school.

2. Board Business – Donna

- Annual Report – Ti-Alliance met about 70% of our published goals and objectives for 2020. The things that we did not meet were mostly areas where COVID impeded our ability to accomplish those things (like the Contractors in the Classroom program that was shut down with the school last spring) and the structure for business incubation (also restricted by COVID), but we will put that back on track this spring with the Opportunity Page and support of the Entrepreneur Committee. See annual report attached and at the Financial Page of the website.

Accomplishments include:

- Opened Ti-Works co-working space.
- Continued to expand our Trade Education Access Program with another year of federal grant support, a sustainable scholarship program and additional engagement at the school.
- Receipt and administered a CFA grant for feasibility study on 3 downtown buildings and a market study to focus our business development efforts.
- Raised \$2M for Ti Golf for rebuilding the clubhouse and repayment to Ti-Alliance for more programs.
- Continued to advocate for the ZAP Derelict Buildings program and got another round of funding for 2021 for additional legal funding and asbestos remediation.
- Created material for tourism website for the Ti Area Chamber of Commerce.
- Created structure and support documents for the Entrepreneurs Fund.

Increased capacity includes:

- Contributions were up about 30% this fall and with our administrative money from grants we have covered our operational costs for 2021. 2021 Operational budget is up approximately 50% over 2020.
- Increased our capacity and experience for grant writing.

- Hired another full-time person (Claire Burns) to do the communications and other support work. Great social media is resulting in over 300% increase in our reach and engagement through newsletters and social media).
- Added a part-time volunteer (Melinda Fuller) to coordinate our trade education visit/video and internship programs.
- Potentially adding an additional volunteer that has broad experience in finance that could be helping us with business & financial planning for various projects.

ANNUAL REPORT RATIFICATION: Donna will send the Annual Report to all board members and take role call via email for ratification.

- Board Eval Results
    - i. "Agree" scores were achieved across the board with a few exceptions.
    - ii. "Somewhat Agree" ratings were achieved on a few items:
      - Board sets clear and measurable goals to accomplish our mission – important that we set strategic goals in addition to specific action goals.
      - Board contributions to accomplishing the mission – Donna sees more involvement with each board member than the board members see between themselves.
      - Decisions made by the Board are arrived at through independent judgment and free of political influence or pressure – requires awareness on the part of everyone on the board that the things we are interested in moving forward for the benefit of all are sometimes areas where board members have made investments. We need to be careful that board members recuse themselves at appropriate times and that we administer our resources without undue influence. Feel confident that we can do that.
      - Board not fully aware of statutory obligations and compliance with the law. Donna does monitor and keep us compliant with our regulatory requirements.
  - Working with James for a LISC grant for COVID recovery and funds from NY Main Street Grant program for Hacker Building renovation.
  - Upcoming Board Resolutions will be required for federal NBRC & RBDG grant applications. Donna will call a special meeting to ratify resolutions. RBDG will focus on the school programs, NBRC will focus on education, housing, and downtown/business development.
  - Donna will convene a group of board members (Bobby Porter, Lance Clark, Peter Reale) to discuss a possible program for housing renovation that would utilize grant-provided revolving loan funds and partnership with private investors to work on middle-income housing.
  - Personnel: Claire Burns is in the process of migrating to NY. She is currently working remotely about 30 hours/week but will be working full time once arriving in Ticonderoga at the end of February. She will quarantine for 14 days before starting onsite work at Ti-Works.
  - Sandy has been working with Dan Manning on the foreclosure on 108 Montcalm (Hacker). The title abstract is complete and Dan is now able to move forward with the foreclosure. The foreclosure ban does not apply to this commercial property. Typically gives parties about 30 days for all the parties to respond.
3. Committee Reports:
- Development Committee
    - i. Grant & Funding
      - Fall fundraising results (strategy & results)
        - a. Raised \$121,000 – effective Giving Tuesday and Year-End Campaigns with matches via Robly email, social media, and personal emails. Donations up 30% from Nov-Dec.

- b. Ops budget is increased by 40% to \$145,000 – make up the rest in grant admin and getting James back on track with his payments this summer. Additional grant admin \$\$ will make up the difference to \$145K. We're fine.
    - Grant season
      - a. NY Main Street for Hacker (January 15)
      - b. Federal (March applications)
        - i. RBDG (Resolution) – We will re-apply for school CV-TEC funding and other Trade Education Access Program activity funds.
        - ii. NBRC (Resolution) – We will apply for funding to potentially support Middle income housing, business development, workforce development, capacity building for Ti-Alliance. Potential projects include:
          - 1. Middle income housing (possibly tied into derelict building project)
          - 2. Opportunities Page (Start-up funding)
          - 3. Operational Capacity for Econ Dev Programs
          - 4. Workforce development program
            - a. \$\$ for school programs through us
            - b. Scholarship program – assisting students with stipends for room and board
            - c. \$\$ to support internship programs – salaries for interns
            - d. Foster capacity for econ dev (operational funds)
          - 5. Business Development \$\$ - revolving loan fund for outdoor recreation businesses (guide training, possible equipment, business development dollars)
      - c. Northern Forest Center – Regional agency concentrated on communities that have been economically hindered by the deterioration of the forest industry. They are a major partner of NBRC. We will explore funding opportunities at NRC.
      - d. Adirondack Foundation January 31) – We applied for a \$20,000 grant in January to support part time salary for Melinda Fuller, currently working pro-bono on the Trade Education Access Program.
      - e. State – We submitted a \$400,000 grant request to NY Main Street on behalf of Trek Tours for money to be used for the renovation of the Hacker Building. PRIDE also submitted an application on behalf of the Cunninghams for renovation of their restaurant (former Roofers). Donna had extensive discussions with the regional director of NY Main Street about the possibility of these two applications coming from Ticonderoga. Their response (email shared with PRIDE, Tom Cunningham, and the town board) was that they would not compete any more against each other, than they would with all the other submissions. Each is evaluated on it's scoring merits, and since they are submitted by two different administrative entities, that would not be a conflict. Competition was stiff this year with over 120 applications.
4. Program Updates
  - Trade Education (Donna)
    - i. Brilliant Pathways Alliance – working with them on additional programs in the classroom. They have some similar programs bringing career information to students and we will partner up on Ti-Schools where practical.
    - ii. New brochure update with new programs – We have just launched a new online version of the Career Training Quick Reference Guide and will promote it not only in our own school and community, but throughout the area as a tool to help students, counselors, and families sort out career opportunities and training. Available online at [www.ticonderoga-alliance.org/skilled-careers](http://www.ticonderoga-alliance.org/skilled-careers).

iii. In the meantime:

- New welding gloves – We purchased 60 pairs of welding gloves for the school to allow students to get back in the welding bay, one of the most popular shop activities in the Technology Classroom. Was shut down because students couldn't share their few pairs of gloves with COVID restrictions.
- New Printer Head for 3-D printer – We purchased a new head for the printer (\$200) and hooked them up with Wes Lorenzini to help them get skilled at 3-D printing.
- Melinda Fuller is working to retool the Contractors in the Classroom program into Students in the Field program. Arranging visits for 3-4 students at a time to go on field trips to job sites of all kinds that require 0-2 years training. She will be coordinating internships with all of the businesses as well for a much more robust summer intern program in 2021. We will coordinate the visits, pay for transportation gas, and help the students create videos of the job sites and interviews. We will help them library the videos for use by teachers in the classroom and students who were not able to attend that outing. Outings are Mondays in March and April when all the students are remote, plus other dates.
- John Donohue also created a wish list of other small items that are needed by classroom teachers. Donna is collecting donations to purchase the things on the wish list.

**ACTION: All board members** – please try to go online and donate \$20 to this effort. If we each donate and I get a few others to do the same, we should have the \$\$ to cover most everything on the list. It's easy stuff like workbooks, flashcards, crayons, etc.

- Derelict Buildings (Lance) – We received approval to begin spending money for a new round of legal proceedings and asbestos remediation (\$47,500 in this round). Purchased the software that is now being used, and working with the Department of Financial Services that is putting pressure on people to clean up and maintain properties. They have 8 ½ months to spend the money which will be challenging to get Matt Fuller to schedule cases, and to identify 3 properties for asbestos surveys. Also includes \$5,000 for targeted counseling from HAPEC activities helping people with mortgage and rents from COVID-based hardship. Will be doing some outreach.
- Housing – Asked the code office to identify condemned housing in downtown that might be candidates for rehab. If we are able to receive any funding from NBRC for a housing revolving loan fund, this could kickstart a housing rehab program in partnership with private investors, and could dovetail with the Derelict Buildings project.
- Tourism Enhancement – TACC has still not been able to make use of the material we created for them for a new tourism website and it would really help our tourism to get it out there. Considering alternatives of what to do with the material before it gets outdated. Will consider some creative options.
- Business Incubation & Downtown Development – Entrepreneur Committee Work (Donna & Chris)
  - i. The Opportunity Page has launched and is already seeing some new discussions/energy. Lots of positive feedback. It has 4 sections:
    - Operating businesses for sale (9+1 new one)
    - New businesses to start & partner (based on our studies)
    - Affordable Mid-range Housing for sale (\$130,000-300,000 range) and for rent
    - Professional JobsWe will field all inquiries and connect people with services they might need via TACC, regional agencies, funders, and others that can help them achieve their goals.

ii. New Businesses

- WesWorld – A technology-based business in downtown that would span a variety of technology areas from arcade games, to 3-D printing, to music recording studio, to drone building & battle bots, and inventions with Raspberry Pis. Possible summer camp as well.
- Daycare – Engaging at the county level to help her target this business and build a viable model.
- We are moving forward with a business owner to bring guided expeditions to Ticonderoga for “daytripping” tourists in the summer of 2021. We will help them create some “packaged” outings that can be sold online and promoted by various hotels and other entities in town.
- There is a new fishing store up by the massage store, Nate Charboneau is doing plumbing supply and equipment rental in the old Wagonwheel, and there is a new flooring store (from Sandman floors) going into the Sears Building.

5. New Business/Old Business

- Diversity – The Adirondack Diversity Initiative (part of ANCA) has 4 excellent videos on YouTube called Anti-racism 101 (<https://www.youtube.com/watch?v=Qq2Bq810ui4&t=10s>). Highly recommended for board members and have recommended to the town board for use throughout the leadership to help us be more cognizant of our racism, intended or unintended. It’s an excellent way to become more sensitive and build positive diversity messages into our everyday economic development work. As we do our work we want to be mindful, with an openness to diversity of all kinds. I recommend these videos for all board members.
- Working with Hudson Headwaters on Vitalist Program – educating medical home workers, IT people, social workers helping to connect people with health services & insurance exchange, telemedicine, developing broadband.
- Encouraging Joe G to join the spring cohort of Recast City to bring PRIDE, TACC, TMSP & T-A together & restart some coordinated econ dev for the town.
- Board members are interested in reaching out to seniors in town that are not computer literate to help with scheduling vaccine appointments.

UPDATE: Donna has reached out to Hudson Headwaters, Adirondack Home Services, and the Office of the Aging of Essex County. The county and HHHN are not getting vaccines yet. OOAEC did not have a way to reach out to potential people because of privacy issues. But we have let them and HHHN know that we have people available to volunteer to help in any way we can for helping to make or transport people to appointments. Adirondack Home Services is bound by privacy issues and can’t help us. We will continue to reach out to the senior club (Bob Detrick runs the senior bus and Elks have a list of seniors).

Next Scheduled Meeting: Tuesday, April 13, 2021, 3 PM EST, via Zoom
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