



Board of Directors Meeting
Tuesday, June 8, 2021
Via ZOOM

Attending: Pat Ida, Scott Hearburg, Peter Reale, Nancy Archer, Lance Clark, Sandy Morhouse, Bobby Porter

1. Financial Report - Pat Ida

- Balance Sheet: Cash \$204,000 in primary checking account. Other investment in NLG Paddle and 2 mortgages with James Cawley, and Ti Golf totaling \$2,748,000. Total Assets \$2,952,00. Likely to see first payments from Ti Golf in January 2023 based on 2022 revenues, resuming payment of Trek note.
- P&L: Revenues to date are \$632,000, major disbursements include \$43,000 to the school for supplies, support for the drama production, and CV-TEC tuitions, \$3,200 in scholarship funds, \$48,000 in payroll, and approx. \$16,000 in other operations expense.

Financial Report – Move to accept Scott Hearburg, second Bobby Porter. Passed.

ACTION: Pat Ida – For our August meeting, please prepare a report with our year-end cash position projections.

2. Board Business – Donna

- Ti Golf is now open. Restaurant had a great opening week and continues to be busy.
- Resolution on Re-Submitting CFA Grant application for Trek – James has been made aware that if he wants to resubmit this application, he needs to start ASAP to apply for a construction loan to support construction before reimbursement. Must be in place prior to application. The sale transaction does not need to be complete by the time of application, but the sale contracts need to be supplied with the application. We are currently also assisting him with a Shuttered Venue Operators grant application that would provide other capital to be used for operations and free up event revenues in July for construction use. Note that the contracts with the county are not likely to be resolved until the end of 2021. At the end of July we have an option not to renew our agreement with the county, or Trek's contract with us.
- Board proposes reinstating the Trek mortgage payment soon.

ACTION: Sandy M. – Connect with James to see if we can assist with the CBS licensing agreement and encourage James to keep moving with a construction loan and CFA application, and discuss starting to pay mortgage payments again.

MOTION: Motion made by Scott Hearburg to approve a resolution authorizing Ti-Alliance to submit a CFA application on behalf of Star Trek Original Series Set Tours for funding to renovate the Hacker Building, should James Cawley decide to do so. Seconded by Sandy Morhouse. Passed unanimously.

3. Committee Reports:

- Governance Committee (Lance) - Updates on communications compliance issues
 - i. Board members will receive information from Lance on requirements of document posting and retention. Most of those things we are currently doing and we will remediate any shortcomings. Donna will work with webmaster Chris Quinn to dedicate a page on our website to these documents.
 - ii. We are required to publicly broadcast our meetings with at least 1-way streaming communication. Lance will provide information to the board next week. Likely that we will adjust our agenda to add executive sessions to all meetings at the end of the standard meetings as permitted by ABO so that confidential client information can be protected.

Board recommends public attendance via stream, but will not allow participation by non-board members. Non-board members can forward comments, ideas, and information to us after the meeting via email. We will close out streaming at the end of each meeting and go into executive session.

ACTION: Donna and Lance will formulate the way we will record and post.

- Development Committee
 - i. Grant & Funding
 - Secured a \$20,000+ PPP forgivable loan for Trek Studios
 - Secured a \$100,000 National Grid Main Street grant for the Burleigh House renovation
 - Exploring further support for Burleigh House through NYSERTA energy rebates and grants.
 - NY Main Street application for \$400,000 for Trek/Hacker Building was denied in the spring round of funding, but we are likely resubmitting a stronger application in CFA Cycle ending July 30 – see above.
 - Engaging with Empire State Development on the Cobbler’s Bench project.
 - Federal (June/July notifications pending)
 - a. RBDG – double school funding to \$180,000 + \$20,000 for Ti-Alliance programs
 - b. NBRC – \$58,000 Funding for intern salary matching program in 2022 & 2023
 - Private Foundations
 - a. Cloudsplitter – Submitting application in August for operations funding
4. Program Updates
- Trade Education (Donna)
 - i. Students in the Field was very successful with 8 total outings. Fall program will expand to include additional and career exploration with professionals workforce “coaching”.
 - ii. Intern/Summer/Full time Employment Pop-Up Job Fair – connected more than 20 students with potential summer employment. Will have a final number of actual jobs filled in a few weeks.

UPDATE: We will be working more closely with Brilliant Pathways in the coming months to develop solid activities and programs that extend the career work that they do in the younger grades to provide a full continuum through 11th and 12th grades. Their program currently focuses on students in 5th-10th. Our Students in the Field and job placement programs could be closely tied to their program and together we could provide some creative career programs for the older students.

- iii. Supporting school with supplies & alumni matching – continue to support the school with essential classroom supplies and support for the drama production. Our contributions were matched by the Ti Alumni Association with funds from a grant from the Pearsall Foundation. Moving forward we will concentrate our funding on skills training and special projects.
- iv. 2021 Scholarships – Brett Moore, our scholar from 2020 at SUNY Wanakena, graduated a few weeks ago with his Forest Ranger credentials. Our congratulations go out to him and his family. Brett has decided to continue his education with a 4-year degree in Forestry and has transferred to Paul Smith’s College.

Two of our scholarship recipients from 2020 are not returning to school in the fall. One is unsure of their course of study and uninspired by remote learning. They now have a full-time job and will consider going back to school in the future. The other wanted to transfer to a specific lineman's program but it was full so they need to wait a year for admission. They're on the waiting list. They will use this year to work, live at home, and save up for the program next year and we will put them back in the "cue" for scholarship if needed.

We have 4 good applications right now and are deciding individual awards on 6/9.

UPDATE: We will be providing \$28,000 in scholarship awards to the following students:

- Michael O'Donnell – SUNY Adirondack, Media and Electronic Arts
- Shannon Jordon – Hudson Valley Community College, Nursing
- Brandon Provoncha – Modern Welding School, Welding
- Brett Moore – Paul Smith's College, Forestry (continuing on from 2 year program at SUNY Forest Ranger School)

- Derelict Buildings (Lance) – The remediation "system" for identified derelict buildings has been successful and sustainable. The town is being reimbursed by the owners for about 85% of clean up and mowing. Continuing the program this spring. The CEO is using the software developed as part of the program to analyze of the priority properties – what tools were used and what was the result. Will present to the public safety committee and town board.

Five of the asbestos surveyed properties are complete and they still have some funding for two more that may, or may not get used.

Our partner HAPEC is distributing a new flyer about mortgage counseling that will be mailed to all residents in the next couple of weeks.

- Business Incubation & Downtown Development
 - i. Opportunities Page Promotional Program – Starts on Google Ads June 17.
 - ii. New & Expanding Businesses – Want to make the board aware of all the things happening in downtown right now.....
 - A new sub and pizza shop in Jay Fortino's restaurant across from the Fire Dept (formerly Tower Pizza)
 - Burleigh Luncheonette is expanding their seating footprint and kitchen renovation
 - Joe and Elisha Vilaro closed on Circle Court
 - Cunningham's should be starting construction soon
 - Ticonderoga Trading Post gift shop has moved into Scarlett Merfeld's building (formerly Denpubs)
 - Escape Rooms are likely moving into the Cobblers Bench for the summer
 - Star Trek Next Generation might be putting some initial displays into the back of the Cobbler's Bench
 - Looks like Country Florist is going to get a new owner
 - The Sandman flooring store is getting ready to open
 - There is supposed to be a new retail store going into the Harbour's building
 - Mary Mazzotte is renovating the Latchstring Motel into 3 new 1-bedroom apartments
 - Roxies salon building is for sale
 - Both of the apartment buildings across from the post office are under new ownership

- The Burleigh House is well under construction
- The theater lot is for sale
- And a few other things we've heard rumor about that we can't talk about yet.
The energy in town is fantastic!

5. New Business/Old Business

- Looking forward to seeing what the coming election brings in renewed interest in community-wide planning. Ticonderoga would be a good candidate for the Northern Forest Center community engagement process that would help us get additional funding for development projects. They also have programs for workforce development and are a primary partner to NBRC. Not having done community-wide planning is holding us back from grants and engagement with both federal and state funding partners.
- Housing – There is a lot of discussion going on in the North Country, NY State, and federally about the lack of middle-income housing affecting the economic development of rural communities. As a result, we will likely see some expansion of the eligibility requirements for housing support that broadens the definitions that currently govern low-income housing. Throughout the region the state has been experimenting with support for multi-family middle income housing in Tupper Lake and other communities within the auspices of the APA and finding ways to support those projects. This is a real change in focus. Might be time for some property owners in Ticonderoga to seriously consider some significant projects.

Nancy mentioned that we have a Housing Analysis goal for this year. We should think about how we might begin to tackle that topic and see if we can get the town on board for it, and look for other regional agency partners.

- Credit Union is getting ready to go to bid on their new 6,000 square foot facility which will have a large meeting space with separate entrance.
- Childcare – In addition to the housing forums, there is a great deal of discussion about creating practical ways to create new childcare options in our region. To date this active discussion and priorities for it at the federal, state and regional levels has not resulted in significant funding, but that is beginning to change with COVID relief for existing childcare and a push for some funds to be dedicated to creating new childcare options.
- Kiwanis and other Golf Tournaments – We have been asked to sponsor some of these events, but will probably not do that as it just moves non-profit \$\$ from our resources to theirs. But we will participate in the events as individuals.
- Considering having two Ti-Alliance events – one at one of our homes for Donor Appreciation, and our Annual Meeting in August at the Ti Golf Club to support them. Board supports both. Donna will budget them.

Next Scheduled Meeting: Tuesday, August 10, 2021, 3 PM EST, Location TBD
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