



Strengthening Homes, Communities and Lives

RUPCO RESPONSE FOR THE CITY OF KINGSTON PLANNING BOARD TO PUBLIC COMMENTS AND CONCERNS

List of Landmark place concerns by name and date from letters sent to the Planning board and Planning Board Meeting Transcripts as of 5/1/2018.

Summary of Comments

The city of Kingston Planning board provided opportunity for both the submission of written comment on the RUPCO proposal for Landmark Place located at 300 Flatbush Ave. Kingston NY, during the period from March through April 2018, and the offering of comment by personal appearance at two public planning board meetings on March 19th 2018 and again on April 16th 2018.

Written Comments to the City of Kingston Planning board – Organized by Date Received

Letter 1: Sharon Mary “Chiz” Chisholm – Chiz’s Heart St. 254 Washington Ave. Kingston, NY 12401 – 4/14/18

Letter 2: Rebecca Lamoreaux – Resident – City of Kingston NY – 4/17/18

Letter 3: Linda Marston-Reid, Resident - 41 Emerick St Kingston, NY 12401 – 4/16/18

Letter 4: Kathy Hockman, Chief Operating Office, Resource Center for Accessible Living, INC. – 4/18/16

Letter 5 M Aiello Mercier – 374 Clifton Ave. Kingston, NY 12401 – 4/26/18

Letter 6: Mary Ann Mills, Resident – City of Kingston NY – 4/27/18

Letter 7: Karen Miller, Resident City of Kingston NY – 4/27/18

Letter 8: Kingston Interfaith Council – 30 Pine Grove Ave. Kingston, NY 12401 – 4/27/18

Signed by

- Rev. Erica Baron, Unitarian Universalist Congregation of the Catskills, Kingston
- Pastor James Childs, Pointe of Praise Family Life Center, Kingston
- Deacon Elke Hekler, Redeemer Lutheran Church, Kingston
- Rev. Renee S. House, Old Dutch Church, Kingston
- Rev. Dr. G. Modele Clarke, New Progressive Baptist Church, Kingston
- Father Frank Alagna, Holy Cross/Santa Cruz Episcopal Church, Kingston
- Rev. Dr. Clinton Bennett, Clinton Avenue United Methodist Church, Kingston
- Rev. Thomas E. Taylor, Redeemer Lutheran Church, Kingston
- Imam Syed Khlid Khan, Masjid Umar, Kingston
- Rev. fustin fohnson, Trinity Lutheran Church, Kingston
- Rev. Michelle Meech, Saint John's Episcopal Church, Kingston
- Deacon Susan Bonsteel, Saint fohn's Episcopal Church, Kingston
- Pastor Erick Mercado, Vida Real Church, Kingston
- Cantor Bob Cohen, Congregation Emanuel of the Hudson Valley, Kingston
- Rabbi Yael Romer, DD, Congregation Emanuel of the Hudson Valle; Kingston

- Rev. Kendra VanHouten, Fair Street Reformed Church, Kingston
- Rev. Dr. Faye Banks Taylor, Saint Marks AME Church, Kingston
- Rev. Alison Quin, Christthe King Episcopal Church, Stone Ridge
- Rev. Susan Auchincloss, Saint Gregory's Episcopal Church, Woodstock

Letter 9: Stephen F. Berardi, Resident – City Of Kingston NY – 4/27/18

Letter 10: Paul and Kristine Casciaro – 387 Clifton Ave. Kingston, NY 12401 – 4/27/18

Letter 11: Cindy Chambers – 332 Clifton Ave. Kingston, NY 12401 – 4/27/18

Letter 12: Terri and Anthony Tiano – 321 Clifton Ave. Kingston, NY 12401 – 4/29/18

Letter 13: Ben P. Dorsi-Tordaro – Resident City of Kingston NY – 4/30/18

Letter 14: Vincent Rua – 214 West Chestnut St – Unit 101, Kingston, NY 12401 – 4/30/18

Public Comments Heard at two City of Kingston Planning Board Public Meetings - Alphabetical

March 19th, 2018

- Public Comment 1: Debbie Brown
- Public Comment 2: Elizabeth Wood
- Public Comment 3: Ellen DiFalco
- Public Comment 4: Joe DiFalco
- Public Comment 5: Keith PHILLIPS
- Public Comment 6: Lawrence McCauley
- Public Comment 7: Maryann Mills
- Public Comment 8: Mike Naccarato
- Public Comment 9: Patrick O'Reilly
- Public Comment 10: Paul Casciaro
- Public Comment 11: Vince Rua

April 16th, 2018

- Public Comment 1: Bill Carey
- Public Comment 2: Bryant Andrews
- Public Comment 3: Clifford Faintyck
- Public Comment 4: Debbie Brown
- Public Comment 5: Eli Basch
- Public Comment 6: Elizabeth Wood
- Public Comment 7: Ellen DiFalco
- Public Comment 8: Erica Baron
- Public Comment 9: Frank Willis
- Public Comment 10: Gloria Waslyn
- Public Comment 11: Joe DiFalco
- Public Comment 12 Keith PHILLIPS
- Public Comment 13: Kevin O'Connor
- Public Comment 14 Lawrence McCauley
- Public Comment 15: Lisa Robins
- Public Comment 16: Mary Ann Parker
- Public Comment 17: Maryann Mills
- Public Comment 18 Nina Dawson
- Public Comment 19: Patrick O'Reilly
- Public Comment 20: Paul Casciaro
- Public Comment 21: Renee House
- Public Comment 22: Rita Worthington
- Public Comment 23: Sarah Wenk
- Public Comment 24: Vince Rua

COMMENTS HEARD ORGANIZED BY CATEGORY & TOPIC

- A. The Overall Plan To Develop
 - a. New Construction Style
 - i. Ugly Or Unwanted
 - ii. Overall Cost
 - iii. Cost Per Unit
 - iv. Unit Size
 - b. Purchase Price
 - c. RUPCO Ability To Provide Services To The Tenants
 - d. Security, Neighborhood Safety
 - e. Historic Preservation - Cemetery

- B. Type Of Residents And Name Calling Of Neighbors
 - a. Mentally Ill
 - b. Criminals
 - c. Not Being Built For Kingston Residents
 - d. Kingston Provides Enough Housing For Low Income People

- C. Local Impact On Community Services
 - a. Infrastructure,
 - i. Water Sewer Road
 - ii. Traffic
 - b. Fire And Police Calls To Service Increasing
 - c. Light And Noise Pollution

- D. Costs
 - a. Pilots, Taxes, Ect

Attached files:

1. UCEDA December_17_2014_0
2. UCEDA August 19, 2015_0
3. UCEDA Minutes September 29, 2016

All other documents are part of the public record compiled by the City of Kingston Planning Board

PUBLIC COMMENTS - WRITTEN

Landmark Place Letters to the Planning Board Feb – May 2018

Date of Letter or Comment	Name	Opposed	In Favor	A: Overall Development Plan	B: Type of Residents	C: Local Impact On Community Services	D: Costs - Pilots Taxes		Other
4/13/2018	Thomas Maines	x		x	x	x			
4/16/2018	Mary Ann Mills	x		x					
4/18/2018	S Berardi	x			x	x	x		
4/27/2018	Paul and Kristine Casciaro	x		x					
4/26/2018	M Aiello Mercier	x		x	x	x	x		
4/30/2018	Vincent Rua	x		x	x	x	x		x
4/30/2018	Terri and Anthony Tiano				x	x	x		
4/16/2018	Linda Marston - Reid		x						
4/14/2018	Chiz		x						
4/9/2018	Kathey Hockman - RCAL		x						

PUBLIC COMMENTS - HEARD

Landmark Place City of Kinston Planning Board Meeting Transcripts March – April 2018

Date of Letter or Comment	Name	Opposed	In Favor	A: Overall Development Plan	B: Type of Residents	C: Local Impact On Community Services	D: Costs - Pilots Taxes		Other
3/19/2018 - 4/16/2018	Vince Rua	x		x	x				Tom Collins being the director of the board of Tongore Pines when the deal was made with the county for Landmark place
3/19/2018 - 4/16/2018	Elizabeth Wood			x	x			x	
3/19/2018 - 4/16/2018	Patrick O'Reilly			x		x		x	
3/19/2018 - 4/16/2018	Debbie Brown	x		x	x				
3/19/2018 - 4/16/2018	Maryann Mills	x		x		x			Could you tell me why the employees of the City of Kingston this past summer worked on the sewer and water on Clifton Avenue for a few weeks on the taxpayers' dime to correct
3/19/2018 -	Maria Phillips	x		x					Medical waste - endangered species
3/19/2018 - 4/16/2018	Keith PHILLIPS	x							Property rights

3/19/2018 - 4/16/2018	Paul Casciaro	x		x	x	x		x	SEQR - equalization rate
3/19/2018 - 4/16/2018	Ellen DiFalco	x		x	x	x			
3/19/2018 - 4/16/2018	Lawrenc e McCaul ey	x			x				
3/19/2018 - 4/16/2018	Joe DiFalco	x		x	x				
3/19/2018 -	MikeNa ccarato	x							SEQR
3/19/2018 -	Bill Carey	x		x					
4/16/2018	Lisa Robins	x		x	x				"RUPCO, you are not welcome here..."
4/16/2018	Mary Ann Parker	x				x			
4/16/2018	Bryant Andrew s		x						
4/16/2018	Eli Basch		x						
4/16/2018	Frank Willis		x						
4/16/2018	Kevin O'Conno r		x						
4/16/2018	Rita Worthin gton		x						
4/16/2018	Erica Baron		x						

4/16/2018	Renee House		x						
4/16/2018	Clifford Faintych		x						
4/16/2018	Gloria Waslyn		x						
4/16/2018	Sarah Wenk		x						
4/16/2018	Nina Dawson		x						

A. The Overall Plan to Develop

Issues raised by the public included concerns about the Style and Appearance of the proposed new building; Overall Cost & Cost Per Unit; The size of the residential units in the historic building; the purchase price paid by RUPCO to acquire the property; RUPCO’s ability to provide services to tenants; security and neighborhood safety, and; Historic Preservation & the Cemetery.

As proposed, RUPCO plans to create 66 rental apartments of senior and supportive housing to meet the critical shortage of permanent affordable housing for seniors and residents with special needs. 34 apartments will be created in in the historic structure with another 32 apartments in a new building.

The historic Alms House sits on a knoll at the highest point on the site. The proposed new building is similar in scale and massing to the Alms House, but is located down therefrom via 12 foot gradient and is pulled away from the Alms House to the east by approximately 140 feet.

Style and Appearance of New Construction:

Issues raised by the public regarding the style and appearance of the proposed new structure were carefully evaluated by the planning board as lead agency for the review of potential environmental impacts associated with the project as required under the State Environmental Quality Review Act (SEQRA). On May 8, 2011, the planning board issued a Negative Declaration pursuant to Part 611 of the implementing regulations and determined the proposed project will not have a significant effect on the environment.

According to the Standards for Rehabilitation established by the United States Secretary of the Interior New Construction within the Boundaries of Historic Properties

“It is possible to add new construction within the boundaries of historic properties if site conditions allow and if the design, density, and placement of the new construction respect the overall character of the site,” according to the U.S. Secretary of the Interior’s Standards for Rehabilitation – Standard 9 in particular – and the Guidelines for Rehabilitating Historic Buildings, “new construction needs to be built in a manner that protects the integrity of the historic building(s) and the property’s setting. Related new construction – including buildings, driveways, parking lots, landscape improvements and other new features – must not alter the historic character of a property. A property’s historic function must be evident even if there is a change of use.”

“In addition, the following must be considered:

- “The location of new construction should be considered carefully in order to follow the setbacks of historic buildings and to avoid blocking their primary elevations. New construction should be placed away from or at the side or rear of historic buildings and must avoid obscuring, damaging, or destroying character-defining features of these buildings or the site.
- “Protecting the historic setting and context of a property, including the degree of open space and building density, must always be considered when planning new construction on an historic site. This entails identifying the formal or informal arrangements of buildings on the site, and whether they have a distinctive urban, suburban, or rural character. For example, a historic building traditionally surrounded by open space must not be crowded with dense development.
- “In properties with multiple historic buildings, the historic relationship between buildings must also be protected. Contributing buildings must not be isolated from one another by the insertion of new construction.
- “As with new additions, the massing, size, scale, and architectural features of new construction on the site of a historic building must be compatible with those of the historic building. When visible and in close proximity to historic buildings, the new construction must be subordinate to these buildings. New construction should also be distinct from the old and must not attempt to replicate historic buildings elsewhere on site and to avoid creating a false sense of historic development.
- “The limitations on the size, scale, and design of new construction may be less critical the farther it is located from historic buildings.
- “As with additions, maximizing the advantage of existing site conditions, such as wooded areas or drops in grade, that limit visibility is highly recommended.
- “Historic landscapes and significant view sheds must be preserved. Also, significant archeological resources should be taken into account when evaluating the placement of new construction, and, as appropriate, mitigation measures should be implemented if the archeological resources will be disturbed.”

The planning board determined: “From an historical/aesthetic perspective, the project site was formerly utilized as an Alms House and as a governmental-/institutional health department facility for the County of Ulster.” In this regard, the Lead Agency noted that “the project architect has designed a building which complements the historical- nature of the iconic Alms House, as well as the buildings which are proximate to the site.” “Based upon the Visual Analysis performed and the Lead Agency's additional consideration of the potential aesthetic effects presented by the building and appurtenances, the Lead Agency finds that the visual impacts of the proposed action have been mitigated to a point whereby the overall visual- effect is not environmentally significant. Accordingly the planned development will not result in any non-mitigated adverse visual impacts.”

Overall Cost & Cost per Unit:

The \$21M project is well leveraged with federal and state historic tax credits. Sources of permanent financing for Landmark Place shall include tax credit equity in the amount of \$9,221,677 raised from the syndication of the LIHC/SLIHC and federal/state Historic tax credits ; permanent financing from HFA including a first mortgage in the amount of \$2,300,000; 2nd mortgage from NYS Supportive Housing Program in the amount of \$5,250,000; 3rd mortgage from NYS New Construction Program in the amount of \$3,040,000; developer equity/contingent loan in the amount of \$405,787; contingent interest from SHP/NC in the amount of \$189,000 from the use of these funds during construction and a deferred developer fee of \$580,000. It is RUPCO’s intent to seek additional grant sources including NeighborWorks America and the Federal Home Loan Bank’s Affordable Housing Program, among others, to offset its contingent loan amount of \$405,787.

Cost per unit calculations for the development of affordable housing in the context of historic preservation and new construction is entirely irrelevant to planning board.

Unit Size in the Historic Alms House: There are thirty four apartments are proposed in the historic Alms House structure, available as studios and one-bedrooms in a range of sizes.

Alms House	Number of Units	Square Feet
Basement Floor Studios	8	246 SF – 308 SF
Basement Floor 1-Bedrooms	4	381 SF – 466 SF
First Floor Studios	4	279 SF - 309 SF
First Floor 1- Bedrooms	2	463 SF - 473 SF
Second Floor – Studios	9	289 SF – 330 SF
Second Floor 1-Bedrooms	3	399 SF – 453 SF
Third Floor 1-Bedrooms	4	351 SF – 453 SF
Total	34	

These units were designed so as to preserve and repurpose the historic attributes of the structure. However, it has been observed in urban communities all across America that “unit sizes in new apartments have been shrinking in recent years, as developers seek higher density and higher revenue per square foot to offset rising land value and construction costs and to hold monthly rent at an affordable level relative to income. The ultimate incarnation of this trend has been the introduction—or the reintroduction—of very small units, often referred to as micro units. These very small (by traditional standards) apartments, lease at approximately 20 percent to 30 percent lower monthly rent than conventional units.” The Urban Land Institute (ULI) Multifamily Housing Councils were awarded a ULI Foundation research grant in fall 2013 to evaluate from multiple perspectives the market performance and market acceptance of micro and small units. Excerpted below, their Report titled “The Macro View on Micro Units” was published in 2014.

“In New York City and Philadelphia, the minimum size requirement for a new dwelling unit is 400 square feet. However, former New York City mayor Bloomberg waived this requirement for the AdApt NYC competition, which defined micro apartments as studio apartments that range between 275 and 300 square feet and include fully functioning kitchens and accessible bathrooms. In the city of San Francisco, new legislation was passed allowing apartments as small as 220 square feet, so long as 70 square feet of this space is allocated to a bathroom and kitchen.

“In the District of Columbia, the minimum size for an apartment is also 220 square feet but with no prescription regarding allocation of space within the unit. In Boston, the minimum size for a dwelling units 450 square feet within one mile of public transit, but again this requirement was waived for a demonstration project in the Innovation District to allow development of smaller units.

“In some Midwestern and Texas markets, units ranging between 400 and 500 square feet are described as micro units. Seattle and Portland have no minimum size requirements, which probably explains why these markets are two of the best examples of cities demonstrating a tremendous amount of experimentation with very small units, including a wide range of communities offering SROs and micro units.”

We recognize that there are various definitions emerging of micro-units in urban communities across the United States. Although the proposed units are small, they are designed to provide efficient and affordable housing to rental tenants who otherwise would not find available housing with stability and the supportive services described below.

Purchase Price for Acquisition:

The contractual Agreement to purchase the Alms House property for \$950,000 from Ulster County's Economic Development Alliance (UCEDA) was negotiated in September 2016. RUPCO acquired the property in April 2018.

RUPCO Ability to Provide Services to the Tenants:

In September of 2017 RUPCO received an award from NYS Empire State Supportive Housing Initiative (ESSHI) to provide services and operating funding in support of 35 permanent supportive housing units within Landmark Place for one or more eligible homeless populations. The Office of Temporary and Disability Assistance (OTDA) was initially identified as the State Contracting Agency to administer the ESSHI contract with RUPCO. This conditional award will move to committed status following the securing of capital funding.

Within the RUPCO application, Case management was identified as a key component for the stability of some tenants. A key issue for many of the tenants/program participants is their inability to follow through; this may be hampered by the fact of their age and/or disability. Direct services provided by this program will assist residents in their daily living skills, advocacy and ability to access programs that will assist in their housing stability. On-site nursing or health services will assist residents in medication management, monitoring chronic health issues, and provide opportunities for educational programming that will increase their wellbeing. On-site support from community partners that will provide employment, job readiness and social engagement programming.

RUPCO shall provide the following Services under this program and will operate each of the Services enumerated below consistent with all NYS and Federal regulations applicable to the Services.

Case Management Services Provided On-Site:

- Self-Advocacy support designed to promote the individual's ability to assess his or her needs to make changes in their lives.
- Community Integration Services and resource development to assist individuals to identify skills and community supports necessary to meet environmental demands and to develop a natural support system.
- Health Services supports leading to improved and stable personal health by increasing the individual awareness and use of physical health care, proper nutrition and family planning.
- Medication management and training focusing on role and effects of medication in the treatment of symptoms of mental illness as well as proper storage and self-administration of prescribed medications.
- Daily Living Skills training focusing on primary activities of daily life inclusive of budgeting, money management, maintenance of environment and skills related to supporting the individual to live in his or her goal environment.
- Concierge Case Management type services will be available 24 hours per day/7 days per week. The on-site staff will offer a consistent presence to residents assisting them in their moment of need either directly providing a service or assisting them with accessing needed services. This positioning will engender trust and confidence on behalf of the clients occupying the apartments of this proposal.

- Skill development support which assist clients to gain and utilize the skills necessary to undertake employment or pursue educational opportunities. Socialization activities which seek to decrease isolation and increase the development and practice of interpersonal skills.
- Public Benefits management and advocacy with multiple systems, including enrollment in Medicaid.
- Educational and vocational training and/or job readiness skills and programs
- Transportation provided directly with either or in coordination with City of Kingston Transit.

The following services were identified to be provided by Community Partners:

- Rehabilitation counseling assisting the individual to generalize newly learned behaviors and improving awareness of behaviors which impede goal accomplishment.
- Substance Abuse awareness activities designed to increase client awareness of substance abuse leading to treatment and the reduction or elimination of its use.
- Symptom management which focuses on the development of client strategies to reduce and/or cope with psychiatric symptoms.
- Educational supports and job training.

Security, Neighborhood Safety:

Safety is our number one concern and is the bedrock of our property management protocols at the 16 properties we own/manage. We propose the same for Landmark Place. Here are a few measures proposed for Landmark Place to ensure the safety and well-being of our residents and our neighbors:

- Adequate, energy-efficient, strategically placed exterior lighting of the Landmark Place campus
- 24/7 front desk coverage to serve as the front line addressing resident needs, both practical and emergency
- Video surveillance of the buildings and campus to ensure safety oversight
- An open and working relationship with Kingston's fire and police departments

In addition to 2 FTE professional staff to provide services for the people living in the supportive housing units, RUPCO shall employ 1 FTE live-in Superintendent to care for the maintenance of the property, 1 PTE Property Manager to handle lease up and other property related issues and round the clock, 24/7 Desk Clerks to monitor the property to provide for the well-being and safety of the residents. The Front Desk Clerk office will be located in the former Alms House Building, and will feature a centralized monitoring of all on-site security features that will include video surveillance of the property as well as alarmed door passages, motion detectors and automatic lighting.

The Desk Clerk's function is not to provide neighborhood security but rather to provide on-site monitoring of activity to ensure the safety, comfort and well-being of the senior residents living on campus. The campus provides permanent rental housing and independent living to all 66 units of housing. Desk Clerks will be able to monitor all resident and visitor traffic, in and out of the buildings.

Overview of Responsibilities

Building management is responsible for building safety and security. The Superintendent and Property Manager shall be responsible for walking and examining the physical plant on a regular basis, to identify weak spots, problem areas, and opportunities for improved staff and building performance. Managers should be vigilant in seeking out and correcting security breaches and safety hazards. All site staff and tenants should be encouraged to share ideas to improve building security and community safety with the director of property management or designated staff. Managers, together with all site staff, should focus on fire and life safety concerns, slip and fall

hazards, areas vulnerable to trespass, key control, and any and all threats to tenants, staff and/or building and community safety.

RUPCO will develop a formal safety plan for Landmark Place. The plan will include such items as emergency preparedness information, posted evacuation routes, preventative maintenance schedules, gas and water shut-off locations, and other important safety information including links and contact information to all other emergency providers. This plan shall be made available to all tenants and staff and will be reviewed regularly by the management and the safety committee. The RUPCO safety committee is made up of property management, facilities, HR staff, support services, and tenant representatives, and meets on a quarterly basis, or more frequently if needed.

Responding to Crisis: When to Contact Supervisors

RUPCO has established a chain of command for responding to building emergencies. The on-site Desk Clerk will notify the appropriate designated staff or provider in case of crisis or emergency. All staff employed at Landmark Place shall be trained to triage situations and contact the director of property management, building manager or other designated staff without delay, and law enforcement and safety officials as appropriate when any of the following emergency type incidents occur:

- Injury to anyone on the premises.
- Death of a tenant or visitor to the property.
- Fire on the premises.
- Severe flooding.
- Major natural disaster, e.g., earthquake, tornado or flooding.
- Issue or concern reported by neighboring property owner.
- Tenant displaced from his/her unit due to fire, flood or other emergency cause (not simply locked-out during the business day).
- Violence and related police contact.
- Other serious crime at the property.

RUPCO maintains an Incident Report policy agency wide to document incidents and monitor required or suggested follow up. The Director of Property Management shall contact the appropriate personnel, including supportive services staff, upon assessing the crisis. Staff involved in the emergency should be careful to document the details as soon as the incident is over so police, medical providers, insurance providers, and others get accurate information. This document then gets reviewed by Senior Management to evaluate if additional training is necessary or if a modification of procedures needs to be addressed.

RUPCO provides the following documents for all of its properties:

Supportive housing programs have documented policies and procedures that are clearly written and comprehensible to all program staff. Having clear policies and procedures in place helps provide support to staff, helps supportive housing projects run smoothly, and helps ensure consistent and predictable responses to important events. A Policies and Procedures Manual represents an important guide to: who does what; when or how often it is done; how it is done (in writing, in a meeting, etc.); what resources are available (staff on call, logbooks); and what forms to use. At a minimum, the Manual outlines the performance of critical functions, such as emergency on-call systems, fire safety procedures, and responses to crises. Policies and procedures should also be periodically reviewed and revised throughout the operating of the housing.

Many programs have three different manuals:

• RUPCO provides a Tenant Handbook/Orientation Guide upon move in and annual at time of recertification. Common items that can be found in the handbook are:

1. Rules and Regulations
2. Maintenance requests and after hours contact phone number
3. Snow removal policy
4. Community Room(s) policy
5. Green Energy recommendations
6. Routine replacement guide for carpeting, painting, appliances, etc.
7. Pet policy
8. Garbage policy
9. Paying rent and miscellaneous charges
10. Special senior tenant communication: OFA, nutrition, accessing legal advice, emergency preparedness, food pantry, etc.

RUPCO provides a Personnel Policies and Procedures Manual (for staff); and a Building Operating/Program Policies and Procedures Manual (for staff).

In addition, RUPCO shall provide a Supportive Service Manual that will outline the following policies and procedures for Landmark Place:

Introduction

- Agency Overview and Mission
- Program Description and Goals

Organizational Information

- Organizational Chart
- Job Descriptions

Admission and Discharge Policies

- Tenant Selection Processes
- Eviction Processes

Building Management Policies

- Rent Collection
- Room Inspections
- Repairs and Maintenance
- Lease Violations
- Health and Safety Violations
- Front Desk Responsibilities
- Building Security and Visitor Policies

Social Service Policies

- Program Policies (i.e., medication management, budgeting assistance, representative payee, referrals etc.)
- Service Documentation Policy

- Confidentiality Policy
- Fraternalization Policy
- Miscellaneous Operations: (i.e., car policy, petty cash etc.)

Emergency Policies and Procedures

- Psychiatric/Medical
- Accidents and Death
- On-Call Phone Numbers, Emergency Contacts and Resources

Fire Safety Policy

- Fire Prevention and Inspection Policy

Grievance Policies

- Informal Tenant Grievance Policy
- Formal Tenant Grievance Policy
- Dispute Resolution Services

Elder Abuse and Neglect Reporting

- Criteria for Identifying Incident of Abuse or Neglect
- Abuse and Neglect Reporting

Incident Review Policies

- Investigating an Incident
- Writing and Filing Incident Reports

Medical Policies

- Recommendations and guidance to tenants regarding medication storage
- Recommendations and guidance for staff regarding medication monitoring

Historic Preservation – Cemetery:

RUPCO made history on February 2, 2018 as State and National Registers of Historic Places officially added the Kingston Almshouse, the City’s first civic building built in the mid-19th century to its lists of sties worthy of preservation. RUPCO submitted the application for historic designation of The Almshouse — 300 Flatbush Avenue, Kingston — at the request of both City and County agencies in 2017. The State Historic Preservation Office notified all parties last week that The Almshouse achieved that designation. Both state and national registers list buildings, structures, districts, objects, and sites significant in the history, architecture, archaeology, engineering, and culture of New York and the nation.

A question was raised whether there construction impacts will affect graves that may have been around the Alms House in the 1870's through the 20th century.

In April 2017, a letter-report by Joseph E. Diamond, Ph.D, was submitted to the planning board to address concerns proposed construction locations at the Kingston Alms House premises. Professor Diamond wrote: “In their plan RUPCO proposes a new building for multi-family housing as well as other improvements and associated changes. The location for the proposed senior housing and associated parking is to the southeast of

the current National Register building in an area that would be considered a very low probability area for finding prehistoric or historic archaeological resources.”

“Another question is whether these construction impacts will affect graves that may have been around the Alms House in the 1870's through the 20th century. The Alms House was constructed between 1872 and 1874, and was used as such until it was converted in 1954 to be used as the Ulster County Chronic Infirmary (Rhoads). The question is -are there human burials on the property, and if so, where would they be located? The 1875 Beers Map of Ulster County (1875) shows the Alms House with no graveyard around it as does the 1891 Beers Map of the Hudson Valley from New York to the Troy Dam (1891). Neither of these maps have any details of the property other than the main building. However, a map dated 3/4/1954 which was found in the boiler house on the Alms House property, is a survey map showing the Alms House with outbuildings and a cemetery downhill in the northwest property angle (see attached). Based on this map the cemetery appears to be about 750 feet away from the main building. As a consequence of this finding, and the location of all planned site disturbances within pre-disturbed areas, I would recommend that no archaeological work is needed on this project.”

Accordingly, the planning board as lead agency for the review of potential environmental impacts associated with the project as required under the State Environmental Quality Review Act (SEQRA) determined that “there will be no adverse effect upon the character or quality of important historical, archeological or architectural resources.”

B. Type of Residents

Issues raised by the public included concerns about the type of residents who will live on the property. Statements were heard to suggest that the project is “not being built for Kingston residents” and that Kingston already provides enough housing for low income people. On just our waiting list for senior housing there are currently 559 total; 84 From Kingston - 356 are from Ulster County. 146 are New York State (outside Ulster County) and the remaining 57 are from out of state. While Landmark Place cannot preference residents of the City of Kingston, there is no funding requirement to market these units statewide or nationally.

Proposed Residents & Housing Need:

All residents at Landmark Place will be seniors, age 55+. Affordable housing opportunities for seniors, and permanent supportive housing is needed in the City of Kingston, the only City in Ulster County, as Kingston has both the highest rate of homelessness and it is the location of most services that would be beneficial to those served including health care, mental health services, transportation, entitlements, jobs, education and job training to name a few. Kingston also has the highest percentage of both subsidized and market rate rental housing. According to HMIS data, 41% of all those placed in emergency housing in May of 2016 came from zip code 12401 which includes the City of Kingston.

According to United Way’s ALICE (Asset Limited, Income Constrained, and Employed) Report¹, the City of Kingston’s poverty rate is 16% compared to 12% for the County and its ALICE rate is 45% compared to 33% for the County. The City of Kingston has not built any affordable senior housing since 2001 when Brigham Senior Housing’s forty units were built on O’Neill Street. Since then over 469 affordable senior housing units have been built in Ulster County, outside the City of Kingston.

Supportive housing designed to assist vulnerable elders with special needs must provide comprehensive services that are age-appropriate and available on-site or nearby to the housing to accommodate available

¹ <https://www.unitedwayalice.org/new-york>

transportation while offering efficiency and convenience to the senior residents. Local services that may be needed include emergency room or acute medical care, physical health care, crisis intervention, behavioral health care, substance abuse treatment, representative payee services, nutrition and meal services, coordination with other human service providers, transportation and other community amenities including retail establishments. The City of Kingston is the single municipality in Ulster County that offers the greatest array of these services and amenities.

The target population for this project will be homeless individuals, age 55 and over, with unmet housing needs and whom have one or more of the following disabling conditions or life challenges: serious mental illness, substance use disorder, military service with disabilities including veterans with other than dishonorable discharges, chronically homeless and frail or disabled seniors. A minimum of 7 units will serve frail or disabled seniors to be housed in the newly constructed building.

Today in New York State, fully half of the single homeless population is over the age of 50.

Need for Affordable, Age Restricted Supportive Housing in Kingston:

The Ulster County Continuum of Care monitors monthly homeless numbers of individuals through our Homeless Management Information System (HMIS). In 2016, an unduplicated count indicated the number of homeless individuals on a monthly basis living in motels/shelters varied from a low of 145 to a high of 177 - averaging 165 homeless individuals per month. There are only 27 shelter beds in Ulster County to house this population; the rest are placed in motels where the average length of stay is 85 days. Comparatively, the daily cost of our shelter beds is \$65 and the daily cost of motels is \$91. In response, the UC CoC is working on its Strategic Plan and has already adopted its strategies, goals and action steps to reduce homelessness. The first goal is to increase the number of permanent supportive housing beds for chronic homeless by 50% with the RUPCO's Landmark Place named as a critical project.

An HMIS report on disabling conditions for the six month time period of 10/1/16-3/31/17 demonstrates that 60% of adults in the system self-report at least one physical, emotional or other health condition regardless of whether or not the condition is serious enough to become disabling with the highest comorbidity occurring between Mental Health and Substance Use. 32% of our homeless individuals have mental health problems; 23% have substance use disorder; 15% report chronic health issues; 15% report a physical disability and 7% have a developmental disability. The Continuum of Care has established unmet need percentages for transitioning homeless individuals from emergency shelter to permanent housing placement through the review of data and provider experience. The six month HMIS report cited above, prepared by CARES, demonstrated that 70% of the 795 households in the CoC were 1 person households.

Following a recent study conducted to determine emergency room use at our local hospital, David Scarpino, President and CEO, Health Alliance of the Hudson Valley, reported: "When we look at people who have had four or more hospitalizations in the last 12 months, it comes down to two populations, people with respiratory problems and people with behavioral health problems – mostly the elderly – and we've chosen to focus on the issue of behavioral health because it is so profound in our community. Last year we had one person come to the hospital 64 times. When you have people living in shelters, single rooms, flop houses and hotels, they feel insecure, they have no social contact and they are lonely."

Compliance with federal Fair Housing Act: The Fair Housing Act² is a federal act in the United States intended to protect the buyer or renter of a dwelling from seller or landlord discrimination. Its primary prohibition makes it unlawful to refuse to sell, rent to, or negotiate with any person because of that person's

² <https://www.justice.gov/crt/fair-housing-act-2>

inclusion in a protected class. The Fair Housing Act (Title VIII of the Civil Rights Act of 1968) introduced meaningful federal enforcement mechanisms. It outlaws:

- Refusal to sell or rent a dwelling to any person because of race, color, disability, religion, sex, familial status, or national origin.
- Discrimination based on race, color, religion, sex, disability, familial status, or national origin in the terms, conditions or privileges of sale or rental of a dwelling.
- Advertising the sale or rental of a dwelling indicating preference, limitation, or discrimination based on race, color, religion, sex, handicap, familial status, disability or national origin.
- Coercing, threatening, intimidating, or interfering with a person's enjoyment or exercise of housing rights based on discriminatory reasons or retaliating against a person or organization that aids or encourages the exercise or enjoyment of fair housing rights.

U.S. federal law protects individuals from discrimination or harassment based on the following nine protected classes: sex, race, age, disability, color, creed, national origin, religion, or genetic information (added in 2008). Many state laws also give certain protected groups special protection against harassment and discrimination, as do many employer policies. Although it is not required by federal law, employer policies may also protect employees from harassment or discrimination based on marital status or sexual orientation.

The following characteristics are "protected" by United States federal anti-discrimination law:

- Race – Civil Rights Act of 1964
- Religion – Civil Rights Act of 1964
- National origin – Civil Rights Act of 1964
- Age (40 and over) – Age Discrimination in Employment Act of 1967
- Gender (Sex) – Equal Pay Act of 1963 and Civil Rights Act of 1964 Note: The Equal Employment Opportunity Commission interprets 'sex' to include discrimination based on sexual orientation and gender identity
- Pregnancy – Pregnancy Discrimination Act
- Citizenship – Immigration Reform and Control Act
- Familial status – Civil Rights Act of 1968 Title VIII: Housing cannot discriminate for having children, with an exception for senior housing
- Disability status – Rehabilitation Act of 1973 and Americans with Disabilities Act of 1990
- Veteran status – Vietnam Era Veterans' Readjustment Assistance Act of 1974 and Uniformed Services Employment and Reemployment Rights Act
- Genetic information – Genetic Information Nondiscrimination Act

The goal is a unitary housing market in which a person's background (as opposed to financial resources) does not arbitrarily restrict access. Calls for open housing were issued early in the twentieth century, but it was not until after World War II that concerted efforts to achieve it were undertaken.

Fair Housing in New York State:

The New York State Human Rights Law protects all of the same characteristics as the federal Fair Housing Act but also makes it illegal to discriminate based on creed, age, sexual orientation, marital status, or military status.³

³ <https://ag.ny.gov/civil-rights/fair-housing>

NYS Homes & Community Renewal Fair & Equitable Housing Office (FEHO)⁴ established in January 2015 is committed to removing barriers to fair housing at the state level and to affirmatively further fair housing. FEHO looks at how HCR's public investments affect the larger housing market and works to engage our partners to ensure affordable housing is available in all areas of the State. FEHO provides education and outreach and oversees compliance to ensure that economic opportunities generated by U.S. Department of Housing and Urban Development (HUD) financial assistance are, to the greatest extent feasible, directed to low- and very low- income persons.

Recipients of federal funds from the U.S. Department of Housing and Urban Development (HUD) are required to comply with the Fair Housing Act (FHA) and its requirements to affirmatively further fair housing (AFFH). The purpose of AFFH is to reduce segregation and encourage integration in housing by promoting fair housing choice regardless of one's protected characteristics under federal and New York State fair housing laws. Accordingly, RUPCO will make every effort to reach those in need of housing who are the least likely to apply, without regard to current residency in the city of Kingston or Ulster County.

City Of Kingston's Plan on the Need for Affordable Housing:

The City of Kingston Five-Year Consolidated Plan⁵ touches on the need for the City to provide Affordable housing. As the county seat and only city within Ulster County, most services are concentrated in the City of Kingston. Affordable housing units for placement, access to transportation through City and County para-transit, vocational training and sheltered workshops, and case management services offered through private and public organizations means that the city hosts disproportionate number of special needs individuals. According to 2009-2011 ACS data, 17.5% of Kingston residents have an identified disability. The type of disability varies by age. Youth 5-17 have a high concentration of cognitive disabilities (14.2%). Individuals who are 18-64 years of age share the categories of cognitive (6.4%) and ambulatory (7.4%) problems as the most numerous disabilities. For the age group of seniors 65 years and above 25.4% have identified ambulatory disabilities, 15.9% are hearing impaired, and 26.1% require assistance with self-care and/or independent living.

The highest number of special needs individuals in the City are elderly, at 20.94% of the population, a growing segment, up by more than 5,000 persons from the last census. Services are offered through a number of programs including the City Parks & Recreation Senior Programs, Office for the Aging, and nutrition programs and there are also several senior housing complexes both publicly and privately organized with varying degrees of support services. Almost 21% of the City population is 60 years or older.

The plan also talks about the need to serve our communities veterans stating that "According to the Ulster County Veterans' Service Agency statistics, there are approximately 6-10 Ulster County veterans at any given time seeking emergency housing assistance."

RUPCO is responding to the local need and Governor Cuomo's call to create 1,200 units of supportive housing statewide. In fact, RUPCO has already secured a conditional award under the Governor's Empire State Supportive Housing Initiative (ESSHI) that will have New York State provide all of the operating and supportive service funding needed for the campus.

The City of Kingston hasn't seen any affordable senior housing units built in 16 years when Brigham Senior Housing was built on O'Neil Street in 2001. The Three-County Regional Housing Needs Assessment, conducted by economist Jeffrey Carr and paid for by the Dyson Foundation, analyzed the affordable housing

⁴ <http://www.nyshcr.org/AboutUs/Offices/FairHousing/FairHousing101.htm>
⁵ https://kingston-ny.gov/filestorage/8399/8469/8547/2012_Analysis_of_Impediments.pdf

gaps for both rental and owner-occupied housing for every municipality in Orange, Dutchess and Ulster Counties. In addition to the overall shortfalls, the study provided recommendations for the “to be built” numbers to help meet the gaps through the years 2008, 2015 and 2020.

On any given day in Ulster County, roughly 400 people of all ages (170 of them single people) live in cramped motel rooms; this temporary sheltering costs taxpayers between \$1500 and \$3000 per person per month. The County pays 71% of this cost. That homeless snapshot does not include an unidentifiable number of men, women, adolescents, and children living on the street, under bridges, or in the woods. Nor does it include the scores of individuals ill-housed in overcrowded boarding homes, sleeping on a friend’s sofa or staying at their in-laws.

C. Local Impact on Community Services

Issues raised by the public included water, sewer, road traffic, Fire & Police calls for service and increasing light and noise pollution.

The concerns raised by the public regarding infrastructure and community services were carefully evaluated by the planning board as lead agency for the review of potential environmental impacts associated with the project as required under the State Environmental Quality Review Act (SEQRA). On May 8, 2011, the planning board issued a Negative Declaration pursuant to Part 611 of the implementing regulations and determined the proposed project will not have a significant effect on the environment.

Water:

The City of Kingston municipal sewer and water system is capable of handling the increases in flows attributed to the project. The project will require water demands on a design average of 8,170 gpd. Water will be supplied through a 6" service line and connection to a 10" water main located on Flatbush Avenue. The planning board determined that the City of Kingston Water Department Water Treatment Plant possesses “excess capacity to meet all water demands.”

Adequate fire flow will exist as connected through the 10" pipe at Flatbush Avenue and the designed plans will meet all water supply design standards, back flow prevention measures and associated water regulations promulgated by the City of Kingston Water Department and the Ulster County Health Department Regulations.”

The City of Kingston Water Treatment Plant capacity is 8.0 MGD and this figure is well in excess of current system demands. This excess capacity of the Water System represents the Safe Yield of the Cooper Lake Reservoir Water System (capacity of 6.0 MGD] less any typical maximum daily demand.

The difference between the maximum daily demand and the excess water capacity exceeds 1 MGD. Accordingly, the planning board determined that the proposed water use for the Landmark Place Project (8,170 gpd design average) represents less than LZ of the excess capacity of the Kingston Water Department System.

Sewer:

Addressing sewage disposal for the project, the planning board determined that there is sufficient capacity at the City of Kingston Wastewater Treatment Facility. The city facility presently possesses 1 MGD of surplus capacity.

“The project site currently has a sanitary sewer connection to the City of Kingston sanitary sewer system on Flatbush Avenue. The site collection system includes the main building and one of the masonry "out buildings", which has a pump system to the main gravity system.

Landmark Place will have a design flow of 110 gallons per day per bedroom, plus the first floor of the new senior a design flow of 110 gallons office space portion on the building. The total design flow will be 8,770 gallons per day. This represents an increase in flow of 6,500 +/- gallons per day over the prior office use at the site, and this represents less than 0.5% of the remaining capacity of the system.

Wastewater will be collected and pumped to the City of Kingston gravity sewer on Clifton Avenue (at Meade Street), thus bypassing the Flatbush Avenue sewer main, which the City of Kingston Engineers have identified as having capacity limitations, at the CSX Railroad tracks and at a convergence point at the Foxhall Avenue Sanitary Sewer.”

In consideration of all the analysis provided by the project engineer and city DPW, the planning board determined that “adequate municipal water and sewer supply will be provided for by the project and that additionally, there will be no substantial- change in existing ground or surface water quantity or quality as a result of the project.”

Traffic:

RUPCO Consulting Engineers submitted to the planning board traffic information applicable to multi-family residential apartment development, together with public transportation availability as obtained from the Institute of Transportation Engineers (ITE) Calculations by way of a February 21, 2017 Report. This data indicates combined peak hour vehicle trips for the project at 36 AM peak hour trips, 40 PM peak hour trips and 371 total daily trips.

The total trips per day and the peak hours were compared with the former traffic generated at the site by way of "Government Office" use (Ulster County Health Department) which predicted a reduction in peak hour and total daily trips for the proposed adaptive re-use project at Landmark Place.

The planning board determined that “Although the site is currently vacant and as a result, by definition, alteration of the present pattern of movement of people or goods will occur” a “potential adverse environmental effect does not rise to a level of high significance. The planning board determined that “redevelopment of the project site will be afforded access to a well-defined, signalized and adequate roadway network which will be capable of accommodating the increase in occupancy.” Furthermore, the planning board determined that “the ingress/egress will not adversely affect roadway access or channelization for inhabitants and visitors utilization of the project site for a total of 130 parking spaces.”

Fire & Police calls for service:

The planning board determined that, as with any residential project, the proposed action will create a demand for additional community services (police and fire.) However, these demands were not determined to be adverse for the following reasons:

- “Adequate numbers of police, fire, emergency personnel and modern response vehicles presently exist to accommodate the project in the city of Kingston.”
- “The site is proximate to the center of the city of Kingston and is easily accessible to the paid professional City of Kingston Fire Department.”
- “Existing fire hydrants are located adjacent to the project site.”
- “The City of Kingston Fire Department and City of Kingston Police Department were named “interested agencies under SEQRA and no objections to the project have been forwarded by the entities.”
- “Automated sprinkler systems will service the buildings pursuant to the requirements of the New York State Fire Code.”

- Based upon a review of the proposed Site Plan, the planning board determined that “the sites planned parking and roadway channelization is adequate to permit full fire protection access to the building.”

Lighting:

Addressing lighting, the planning board determined that proposed outdoor lighting levels are “consistent with those commonly observed in commercial parking lots as well as at active residential exteriors. Outdoor lighting for the premises is designed so as not to exceed an average of five (5) foot candles. This level is equal to the Illuminating Engineering Society of North America (IESNA) recommended level for building exteriors.”

“All lighting will be LED and glare shielded as necessary to avoid light trespass on neighboring properties and adjoining roadways. An acceptable uniformity ratio will be maintained over parking and access roads to avoid a pattern of bright light and shadow that can disrupt vision. Lumina mounting heights will be below building height to avoiding additional visual impacts. Based upon the foregoing” the planning board determined “there will be no adverse effects as a result of lighting.”

Noise: Addressing noise, the planning board considered that noise levels during construction “may intermittently exceed noise levels as regulated locally,” but determined that this potential impact does not rise to a level whereby the same can be said to be significant. In this regard, it was noted that “temporary construction noise is a fact of life within a city” and the planning board was satisfied that regulated hours of operation, intermittent construction, and the generally confined nature of the project will assist with noise mitigation measures.

“Owing to the 14.B 6 acre parcel size, previous site development and the sites proximity to densely developed areas of city, construction related noise will take place in an area which is al-ready commercially developed. The planning board determined that the immediate areas surrounding the project site are not sensitive receptors for noise impacts.

Long term noise impacts will not be substantial as the construction of apartments, project enhancements, driveways, parking areas and related facilities, together with noise resulting from vehicular traffic and project occupancy, will be intermittent and will be customary for the area in the vicinity of the proposed adaptive re-use project.”

Transportation:

In addition to RUPCO staff providing regular van transportation to residents of Landmark Place, the following list of transportation resources has been gathered.

Ulster County Medicaid Transportation – 866-287-0983 (Medical Answering Services – MAS):

Eligible Medicaid enrollees may get transportation to and from most medical appointments. All Medicaid enrollees are not eligible and must call the number above to prove eligibility.

-All medical trips must be schedule three days in advance.

-If using public transportation they should call *MAS* five days in advance

-Transportation is set up according to their needs.

CitiBus - Transit Supervisor - Toni Roser Phone: (845) 331-3725 A, B & C bus lines.

Fare Information: Regular Fare: \$1.00 within City limits, \$2.00 in Port Ewen: Transfers \$.50; Tokens Available at \$1.00 each. **Veterans ride for FREE.

Half Fare: \$.50 within the City limits, \$1.00 in Port Ewen.

**Half Fare Rides are for seniors over the age of 65, persons with disabilities or those receiving Medicare during non-peak hours.

-Citibus (B) travels up Flatbush Avenue and stops at Colonial Gardens and Stuyvesant Charters which is located less than a mile from Landmark Place. We can ask to be added to the bus route.

UCAT - (845) 340-3333

Fare Information: Regular Fare: \$1.50 within Ulster County/\$2.00 outside of Ulster County

**Half Fare are for seniors, veterans and Medicare card holders between the hours of 9am – 3pm.

-UCAT has a bus route for the mall area and one of the stops is at Ulster Gardens which is less than two miles from Landmark Place. We can ask to be added to the bus route.

ADA Paratransit - Paratransit Eligibility - (845) 334-8421:

If you live within 1.5 miles of an existing fixed UCAT route and are unable to use fixed-route service due to a disability you may apply for this service.

If you live within 0.5 miles of an existing fixed CitiBus route and are unable to use fixed-route service due to a disability you may apply for this service-To determine eligibility, riders must complete a certification applications located on but the UCAT and Citibus websites.

Senior Services: If you are 60 or older, and are registered with the Office for Aging (OFA), you may ride one round trip for shopping and two round trips for medical service per week free on the Ulster County Area Transit System or the Office for Aging medical van. The medical and shopping transportation program is sponsored by the Office for Aging and operated under contract by Ulster County Area Transit. Seniors must register for participation.

Local Cabs: there are used in cases when Medicaid transportation is unavailable and they contract out for one of the local cabs to pick them up.

LYFT – Uber Service for Mid-Hudson Valley: This service is available in the Mid-Hudson Area. The Lyft app matches them with friendly local drivers at the tap of a button. I don't think this would be user friendly for some of our seniors, but it is an option. The cost from 289 Fair Street to Health Alliance on Broadway is approx... \$10.00.

Ulster County Veterans Service Agency (UCVSA) Transportation Services: Steven J. Masee, Director - (845) 340-3190

-UCVSA provides transportation daily from Kingston to the Stratton VA Medical Center in Albany for Ulster County veterans.

-Wheelchair-bound veterans may also request special transportation to the Albany VAMC or Kingston outpatient clinic. Reservations are required for all transportation.

D. Costs, Community Benefits & Fiscal Impacts

Issues raised by the public generally concerned the purchase price for the acquisition of the property from the county, plus the construction costs, community benefits and fiscal implications of the project. Some of these matters are addressed by a separate legal memorandum provided by the project attorney.

Project Costs:

The \$21M project is well leveraged with federal and state historic tax credits. Sources of permanent financing for Landmark Place shall include tax credit equity in the amount of \$9,221,677 raised from the syndication of the LIHC/SLIHC and federal/state Historic tax credits ; permanent financing from HFA including a first mortgage in the amount of \$2,300,000; 2nd mortgage from NYS Supportive Housing Program in the amount of \$5,250,000; 3rd mortgage from NYS New Construction Program in the amount of \$3,040,000; developer equity/contingent loan in the amount of \$405,787; contingent interest from SHP/NC in the amount of \$189,000 from the use of these funds during construction and a deferred developer fee of \$580,000. It is RUPCO's intent to seek additional grant sources including NeighborWorks America and the Federal Home Loan Bank's Affordable Housing Program, among others, to offset its contingent loan amount of \$405,787.

The beneficial economic impacts of a \$20M development project are substantial. According to the 2017 study: The Economic Impacts of Affordable Housing on New York State's Economy, the economic impact of a typical 50 unit project in NYS is included below. At 66 units, the economic impact of Landmark Place is expected to be 30% higher than these figures:

- One-time Construction Impacts include; \$16.6 million in total economic spending; 100 total one-time jobs (46 direct jobs in construction related activities, 30 indirect jobs in related industries supporting construction and 24 induced jobs from household spending); \$6.43 million in total employee compensation.
- Ongoing Annual Impacts include; \$2 million in annual economic spending; 14 total jobs resulting in \$0.7 million in annual compensation.

In addition, RUPCO will pay a one-time "recreation fee" of \$186,000 (currently \$3,000 per unit, after the first four units) for Landmark Place to the City of Kingston. It should be noted that commercial projects DO NOT pay recreation fees, ONLY housing projects pay recreation fees. RUPCO paid \$110,000 for the Lace Mill (2013) and \$106,000 for Energy Square (2018). When Landmark Place is added to the cumulative total of recent fees paid for parks, RUPCO will have paid \$402,000 in recreation fees to the City of Kingston which are dedicated to fund the development or improvement to City parks.

RUPCO will propose a PILOT of \$66,000 per year. This is calculated at \$1,000 per unit annually compared to other housing developments that have secured PILOTS that range from \$150 to \$400 per unit, per year. It is important to note that PILOTS are not given solely for job creation. NYS law provides PILOTS for affordable housing production as well. A proposed PILOT is not subject to review or approval by the Planning Board, and the proposal will be submitted to the Common Council for their review and consideration after the conclusion of the planning board take final action regarding site plan and special use permits.

Not doing Landmark Place will not save any taxpayer dollars. The funding proposed for Landmark Place has already been appropriated at the federal and state levels with bi-partisan support. If these resources are not spent at Landmark Place, they will be diverted and spent elsewhere in NYS or around the country.

According to the Corporation for Supportive Housing (CSH) FAQ about Supportive Housing Research, cost studies in six different states and cities found that supportive housing results in tenants decreased use of homeless shelters, hospital, emergency rooms, jails and prisons. In New York, reductions in services resulted in annualized savings of \$16,282. Indeed, Kingston's Health Alliance did a study last year on who was overusing the hospital and identified one man from Kinston who had visited the hospital 65 times in one year.

Additional studies have also documented the reduction in service utilization that supportive housing provides. Illustratively, Researchers at the University of Pennsylvania conducted an evaluation by analyzing records of

4,679 people placed in supportive housing compared to matched controls of homeless people who were not placed in supportive housing. Their analysis found that supportive housing led to decreases in the use of emergency shelters (60%); City jails (38%) and State Prisons (84%) among other tax-payer supported services.

On May 8, 2011, the planning board issued a Negative Declaration pursuant to Part 611 of the implementing regulations and determined the proposed project will not have a significant effect on the environment, and noted that “while economic figures, tax information and other economic indicia” offered by RUPCO and/or members of the public are relevant to the zoning change request, the same cannot form the basis for a grant or denial of a SEQRA Negative Declaration. Accordingly, the Lead Agency has not considered economics, in either a positive or negative way, in reaching its environmental findings within the determination of Significance.”

Responses to Individual Comments:

1. 4/13/18 Thomas Maines

- a. The current development of the area is predominantly single family houses with many families having small children residing in the area. The RUPCO project proposes to house 63+ people, many of whom are mentally ill, with no supervision. As such this is not merely a multi-family residence, it is a facility housing people who need supervision but who will not receive it.

i. Answer: Please see above, section A: The Overall Plan to Develop - Case Management Services Provided On-Site

The surrounding area is mixed use and includes industrial, commercial, multifamily and single family use. RUPCO has proposed creating 66 permanent, affordable residential apartments for people age 55 and over. 35 units will offer supportive housing to persons with special needs who are either homeless or at risk of being homeless in 5 categories:

- 1. Frail and disabled seniors**
- 2. Military service with disabilities**
- 3. Substance use disorder**
- 4. Chronic homeless**
- 5. Mental illness**

New York State is providing funding for 2 FTE positions of a nurse and a behavioral health specialist. In addition, funding is also provided to employ 24/7 front desk clerks to monitor the property.

2. 4/16/18 – Mary Ann Mills

- a. It disturbs me that the cemetery/human remains was not taken into consideration during the SEQR. However, if an application is received for tax credits, it's a requirement that a consultation by the archeology department be performed, regardless who is looking to obtain the property.

i. Answer: Please see above, section A: The Overall Plan to Develop -Historic Preservation – Cemetery

3. 4/18/18 S Berardi

- a. First, RUPCO's plan for a 30+ year PILOT is just way out of line in length of time

i. Answer: Please see above, section D: Costs, Community Benefits & Fiscal Impacts - RUPCO will propose a PILOT

- b. Second, everyone including RUPCO is aware of the antiquated infrastructure the City is having problems with.
 - i. **Answer: Please see above, section C: Local Impact on Community Services – Sewer**
- c. Third, let us not forget police and fire protection costs
 - i. **Answer: Please see above, section C: Local Impact on Community Services - Fire & Police calls for service**
- d. All of these things take taxpayer's money which RUPCO doesn't think they should pay. While RUPCO is waving the humanitarian flag at all of us, they want the taxpayers, many of which are seniors, to foot the cost. I think we have more than our share of RUPCO and other private developers burdening us with PILOT programs, sales tax, and mortgage deals that are big burdens for taxpayers to pay for until a lot of us are deceased. Let us not forget \$950,000.00 for a very beautiful and large tract of land on the corner of two main and well-traveled roads/highway. Sounds cheap to me!! Then consider that the project is taxpayer subsidized! PILOT deal! Then there is the taxpayers subsidized rent! Sounds like a very bad deal for us, the taxpayers.
 - i. **Answer: Please see above, section D**
- e. The saying "build it and they will come" is very fitting. If all we are building is low income housing in the City of Kingston, we sure will not be getting middle income or upper income residents to come and make Kingston their home.
 - i. **Answer: Please see above, section B: Type of Residents**

4. 4/27/18 Paul and Krístine Casciaro

- a. I respectfully request for the Board to review the plan in more depth considering the construction of the secondary structure. This structure under the current plan appears in nature to look extremely institutional and not in keeping with the historic nature of any of the existing structures currently on the 300 Flatbush site as well as the neighborhood. A majority of the neighborhood including Colonial Gardens is constructed with brick, copper and stone similar to the existing buildings on 300 Flatbush Ave.
 - i. **Answer: Please see above, section A: The Overall Plan to Develop - Style and Appearance of New Construction**

5. 4/26/18 M Aiello Mercier

- a. I believe Kingston has contributed more than its share to provide lost cost housing – three in our area alone.
 - i. **Answer: Please see above, section B: Type of Residents**
RUPCO is responding to the local need and Governor Cuomo’s call to create 1,200 units of supportive housing statewide. In fact, RUPCO has already secured a conditional award under the Governor’s Empire State Supportive Housing Initiative (ESSHI) that will have New York State provide all of the operating and supportive service funding needed for the campus.

The City of Kingston hasn’t seen any affordable senior housing units built in 16 years when Brigham Senior Housing was built on O’Neil Street in 2001. [The Three-County Regional Housing Needs Assessment, conducted by economist Jeffrey Carr and paid for by the Dyson Foundation](#), analyzed the affordable housing gaps for both rental and owner-occupied housing for every municipality in Orange, Dutchess and Ulster Counties. In addition to the overall shortfalls, the study provided

recommendations for the “to be built” numbers to help meet the gaps through the years 2008, 2015 and 2020.

- b. I do not understand why RUPCO will purchase this property as such a low cost – surely it can be marketed for more
 - i. **Answer: The property was appraised at \$1,235,000 in 2015. Any entrepreneur or developer that will come in and view this property will say that the property is not subdivided, it is not re-zoned and the buyer will have to tackle those issues and problems. A new buyer will not be able to pay retail price. Expect a lower offer. RE: Mr. Joseph Deegan from a UCEDA meeting on Aug 19, 2015⁶. The County deemed the property as surplus several years ago. RUPCO has agreed to pay \$950,000 for a building that has been vacant for 3.5 years and widely marketed during that time. When RUPCO’s offer was made, it was the highest offer received on the property to that point by a large margin.**
- c. Our sewer system is in poor condition. Check the storm drain in front of 380 Clifton C
 - i. **Answer: Please see above, section C: Local Impact on Community Services – Sewer**
- d. The traffic currently makes it very difficult to exit our driveways. This plan will cause additional congestion and noise and change our neighborhood. B
 - i. **Answer: ITE Trip Generation Rates (8th Edition) indicate that the pre-existing trip generation at the site was approximately 1,434 daily trips with an AM peak hour of 122 trips and a PM peak hour of 229 trips. (Government Office, 120 employees). The same ITE Trip Generation model, applied to the proposed use, yields the following (67 one bedroom apartments (34 senior, 33 regular) and 13,600 sf +/- of mixed use/office space):**

**Total Daily Trips 377
AM Peak Hour 36
PM Peak Hour 40**

Conclusion: There will be a significant reduction in traffic generation at the site (as compared to the prior use). Most other potential commercial uses (i.e, convenient store with pump islands, retail center) on the property would yield much higher traffic generation.

- 6. 4/30/18 Ben P. Dorsi-Todaro
 - a. I spent over a year arguing with RUPCO about a mistake they made in their books, which affected my living situation. I don't think RUPCO should be allowed to have more property if they can't manage their finances they currently have which results in people like me suffering for their incompetence.
 - i. **This comment involves a private matter.**
- 7. 4/30/18 Vincent Rua –
 - a. Highest and Best Use- Mr. O'Connor, in a recent HV1. Article, stated that "he doesn't put much stock in opponents' contention that private-sector buyers were ready to invest in the site. No one has called me in the two years we've been struggling through this to say, 'Hey Kevin, we'll give you \$2 million for it,'"". So...RUPCO's CEO continues to claim there is no better use for this property...yet...exposes his NONPROFIT's cash position to substantial risk, if all approvals are

not granted. Mr. O'Connor could very easily have NOT exposed his NON-PROFIT's cash to risk by simply asking for an extension of time...but...he did NOT. I believe Mr. O'Connor is all about the money...and purchasing this valuable City of Kingston asset gave him the opportunity to try to get all his low income housing tax credits and his historic rehab tax credits that he can sell to Wall Street at 95 cents on the dollar...or...if all this fails, and/or RUPCO does NOT get all necessary approvals, Mr. O'Connor can flip the property and walk away with a cool \$4-5 million! (Just compare with what the Cioni Building sold for after having a comparable asking price two years ago Over \$4 million for a smaller building on 1/15th the lot) If it is the Board's role to ensure that this is the highest and best use of this property, then, you have to ask yourselves, "why would RUPCO's CEO gamble almost \$1 million of his organization's cash on a real estate gamble?" I am suggesting that Mr. O'Connor's unusual decision to expose his nonprofit's cash to substantial risk (as he sees it) is a ruse...and a decision one would not reach unless assured beyond a reasonable doubt that he was taking no significant risk with almost \$1,000,000 of his charity's funding!

- i. Answer: Although much of this comment includes faulty assumptions, none of the issues raised are relevant to the planning board determinations concerning the site plan or special use permits.**
- b. Zoning Approvals Still Needed- As argued previously, the zoning vote for multi-family housing taken in July 2017 by the Common Council is not valid. Judge Mott's ruling specifically denied it. In fact, Judge Mott specifically directed the City to send the zoning request matter back to its Common Council for a re-vote. The Planning Board MUST send this matter back to the Common Council for a re-vote. If your Board does not send this matter back to the Common Council for a re-vote, grievances will be filed with the NYS Attorney General's and Comptroller's Offices. Also as argued previously, there has been no zoning request for a commercial component, in spite of its clear inclusion in the original contract of sale AND recent Facebook posts confirming the same by RUPCO Senior Executive. (Documentation was previously provided.) This should not be considered by the Planning Board until a Commercial Zoning request has been approved by the City's Common Council.
 - i. Answer: RISELEY & MORIELLO ATTORNEYS AT LAW Landmark Place Memorandum in Address of Public Hearing and Written Comments of Record Letter May 17th 2018**
- c. Conflicts of Interest- Conflicts of interest were alleged by others during the SEQR process. This was a big enough concern of the Planning Board that RUPCO's attorney replied in a letter addressed to you personally on May 5, 2017. In that correspondence, RUPCO'S attorney claimed that Mr. Collins had no conflict of interest at the time of signing the contract. The fact that Mr. Collins' wife may have been a senior executive of RUPCO at the time was not mentioned. The fact that Mr. Collins was in fact a RUPCO Board member when Mr. Collins recommended to the UCEDA that a certain approach be taken to listing this property which limited the potential bidders to RUPCO was not mentioned. Finally, the fact that Mr. Collins was a member of a controlled RUPCO entity, Tongore Pines was not mentioned at all. Since this warranted a written reply from RUPCO's attorneys in the first instance, after reviewing the documentation previously provided, if your Board believes such a conflict to be against the better interests of your constituents of the City of Kingston, you should deny this proposed use.
 - i. Answer: Ms. Tara Collins, RUPCO Director of Communications is no family relation to Tom Collins. Mr. Tom Collins has been a RUPCO Board member and officer at times over the years, and a member of the board of Tongore Pines. His**

association with RUPCO was disclosed to UCEDA, and the UCEDA property was represented by Joseph Deegan, CCIM, NY #10491205235, a Managing Director with SVN International Corporation. Mr. Deegan has held all offices of the Hudson Valley New York State Commercial Association of Realtors chapter as well as all offices of the Upstate NY CCIM (Certified Commercial Investment Member) Chapter for which he is currently serving as President. In addition he is a New York State approved instructor. A commercial real estate professional and respected member of the community, he has served locally on the Ulster County Development Corporation, Gateway Community Industries, Ulster County Chamber of Commerce, YMCA of Ulster County and the John A. Coleman Catholic High School Board of Directors.

- d. There were a number of other issues raised at two public hearings that I feel need to be explored. Mr. O'Connor has claimed that his proposal will "save the City of Kingston lots of money". Your Planning Board now has an obligation to better understand Mr. O'Connor's claim. First, in his promotional piece on "Landmark Place- A Case for Support", Mr. O'Connor states that RUPCO will "seek a Payment in Lieu of Taxes in the amount of \$60,000 per year". Elsewhere, this has been proposed to be for 32 years. Giving Mr. O'Connor every possible concession on this calculation, he has estimated that this will cost \$22.5 million to complete. We will assume he does not have overruns as in other large projects. We will assume only 50% of the investments provide intrinsic value to the project...or \$11.25 million. Using our Non-Homestead Property Tax Rates, the annual tax a for-profit, non-PILOT project would pay would exceed \$560,000 per year...This portends over \$500,000 per year in tax breaks...or \$56,000,000 in total property tax breaks! We assume RUPCO will also ask for sales tax breaks that will further add to the costs to the City and County!
 - i. **Answer: This campus is subject to NYS Real Property Law 581-a, which stipulates that the assessed value of a property providing regulated affordable housing must be assessed on an income approach. RPTL 581-a will provide an annual tax levy of approximately \$130,000 as a matter of right. Therefore, any subject PILOT would be seeking a tax break of the difference between the PILOT and the 581-a assessment.**
- e. Now, we also know that Landmark Place will NOT be for seniors but rather will be for homeless, in need, with special needs like bi-polar, schizophrenia, drug/alcohol abuse, etc.
 - i. **Answer: Please see above, section B: Type of Residents - Proposed Residents & Housing Need. This project will be age restricted for seniors 55+.**
- f. Somehow, Mr. O'Connor has calculated that the demands on our Police, Fire, Medical and other services will decline vs. where these homeless are currently living...stating that these are ALL homeless from within Kingston. I believe RUPCO needs to empirically demonstrate how it will save over 516,000,000 in support services for this high-need population as its CEO has suggested. If that is not the case, this project should additionally be denied for this reason.
 - i. **Answer: On any given day in Ulster County, roughly 400 people of all ages (170 of them single people) live in cramped motel rooms; this temporary sheltering costs taxpayers between \$1500 and \$3000 per person per month. The County pays 71% of this cost. On average, supportive housing saves \$15,000 a year per person in local costs when compared to the costs of hospitalizations, shelters, and institutions. In 2016, Ulster County averaged 177 homeless persons per night. Local taxpayers are paying for the expense of police response, ambulance calls, emergency room visits,**

and overnight shelter stays that can cost nearly \$100 per night. That homeless snapshot does not include an unidentifiable number of men, women, adolescents, and children living on the street, under bridges, or in the woods

- g. The size of the proposed units is disturbingly small and well below the guidelines established by NYS Housing Agencies as previously documented. I am not sure how your Planning Board can approve closets for our seniors.

i. Answer: Please see above, section A: The Overall Plan to Develop - Overall Cost & Cost per Unit

8. 4/30/18 Cindy Chambers

- a. I believe the amount of units proposed will Cause a burden on the existing infrastructure, sewer, water and emergency services.

i. Answer: Please see above, section C: Local Impact on Community Services

- b. The units suggested are small and I do not see this as being suitable for the individuals that would be living there. It may be suggested that they create larger units and less units to accommodate a comfortable living space for the tenants.

i. Answer: Please see above, section A: The Overall Plan to Develop - Overall Cost & Cost per Unit

- c. I know the architect had been told the plans coincide with the historical features of the existing building but I disagree. Many people have told me they think it looks like a prison. I do not believe this structure is in line with any historical building in Kingston and quite frankly it is ugly. Maybe the board will take this into consideration and remove this structure from the plans or have it redesigned to fit with the surrounding buildings, especially the Alm's House.

i. Answer: Please see above, section A: The Overall Plan to Develop - Style and Appearance of New Construction

- d. I would like the planning board to also consider the amount of security that will be onsite. The tenants will need security as well as the neighborhood surrounding this project, as the population being considered may have violent or criminal histories and will be allowed to come and go from the property at will. There are no precautions being considered to protect the general public from a potential incident.

i. Answer: Please see above, section A: The Overall Plan to Develop - Security, Neighborhood Safety

- e. The last issue I would like to address is during the possible construction of this project will there being any noise or light pollution safeguards taken into consideration of the neighbors since there may be blasting or drilling required since the bedrock lies close to ground level. Will there be designated construction times?

i. Answer: Substantial Adverse Change In Noise Levels:

The proposed construction of the four (4) story building, roadways, drainage facilities, storm water management infrastructure and related appurtenances, together with adaptive re-use of the existing Alms House, will be limited in duration and will not generate noise levels which would be substantially objectionable to the public at large.

Although noise levels during construction may intermittently exceed noise levels as regulated locally, the Lead Agency does not find that this impact rises to a level

whereby the same can be said to be significant. In this regard, it is noted that temporary construction noise is a fact of life within a city and the Lead Agency is satisfied that regulated hours of operation, intermittent construction, and the generally confined nature of the project will assist with noise mitigation measures.

BLASTING

The Lead Agency has identified moderate impacts relating to bedrock being encountered within five feet of the existing ground surface and the fact that construction may continue for more than one year. However, these impacts do not rise to the level of being classified as high impact and as such, the Lead Agency finds these areas to be environmentally non-significant.

The project site is made up of 14.86 acres with approximately 1.1 acres to be disturbed for the construction of the on-site building, parking areas and roadway entrance. Only meadows /grasslands will be developed and no trees will be removed; roads and additional impervious surfaces after completion will be increased by .90 acres. All wooded areas will be left in a non-disturbed state. This will further limit the potential for adverse air quality impacts

SAFETY

There have been numerous comments and submissions by members of the public and certain public officials questioning the safety of the project in light of its planned inhabitants. In this regard, the Lead Agency is required to follow applicable law and as zoning Land use regulates the use of land, not who or/ans occupies the land, adopting a criterion for examination of community character effects which focuses on homelessness, mental competency, or other individualized status of the planned occupants of the premises is impermissible as a matter of law.

Notwithstanding the foregoing, the Lead Agency takes notice that the Applicant's plans provide for 24 hour a day and 7 days a week coverage at the front reception desk, as well as for the on-site living of a caretaker of the premises.

9. 4/30/18 Terri and Anthony Tiano
 - a. The infrastructure of our sewers cannot support the increase of sewage and water.....fearing another Washington Avenue mess.
 - i. Answer: “A 6” piping that needs an upgrade to 8”. We are going to bypass that section and go directly to an 8” pipe. As the City of Kingston engineer Ralph Swenson recommended on May 8th, 2017 “...the LANDMARK PLACE wastewater be directed away from the Flatbush Avenue Sanitary Sewer (as proposed) and pumped to Manhole #6 (approximately 280 ft. south of the Meade Street MH #7, and approximately 980 ft. south of Flatbush Avenue). It is my conclusion that this approach is satisfactory and will not significantly impact the sanitary sewer system of the City of Kingston. It is my further conclusion that the Lincoln Street Pump Station has ample capacity to accommodate the additional flow of 8,170 gallons per day from the project.” *Ralph Swenson P.E., City of Kingston Engineer May 8th 2017 Letter to the Planning Board*

- b. The tax implications....RUPCO wants a \$60,000.00 a year PILOT for 32 years. This will not be enough tax money to pay for the services needed to support this project.
 - i. **Answer: Please see above, section D: Costs, Community Benefits & Fiscal Impacts**

Ulster County Economic Development Alliance
P.O. Box 1800, 244 Fair Street
Kingston, NY 12402-1800
Tel: 845.340.3556



MINUTES

DECEMBER 17, 2014

A meeting of the Board of Directors of the Ulster County Economic Development Alliance was held at 3:30 p.m., Wednesday, December 17, 2014, Conference Room 108, Ulster County Business Resource Center, 1 Development Court, Kingston, NY.

The following Board Members were present:

Anthony Campagiorni, Chair
Kenneth Crannell
Burton Gulnick, Jr.
James Maloney
Robert Sudlow
Ward Todd

The following Board Members were absent:

Thomas J. Briggs

Additional Attendees:

Linda Clark, Office of Economic Development
Thomas Collins, Commercial Associates Realty
Joseph Deegan, Deegan Sanglyn Commercial Real Estate
Suzanne Holt, Office of Economic Development
Clinton Johnson, County Attorney's Office
Jane Kellar, Executive Director, Friends of Historic Kingston
Christopher Rioux, Department of Finance
Dr. Peter Roberts, President, Friends of Historic Kingston
Karl Schlegel, Office of Economic Development
Geddy Sveikauskas, Ulster Publishing
Kenneth Wishnick, Ulster County Legislature
Arthur Zaczekiewicz, Office of Economic Development

The meeting was called to order at 3:30 p.m.

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MINUTES

Motion: Ward Todd, seconded by Robert Sudlow, moved to approve the Minutes of the September 30, 2014 meeting. A copy of said Minutes is on file.

Vote: The motion was adopted. Kenneth Crannell abstaining from the vote.

FINANCIALS

Motion: Robert Sudlow, seconded by Ward Todd, moved to accept the financials for the period ending October 31, 2014. A copy of said financials is on file.

Vote: The motion was adopted.

REVOLVING LOAN FUND ADMINISTRATIVE FEE POLICY

Mr. Christopher Rioux presented a draft copy of the Revolving Loan Fund Administrative Fee Policy, a copy of which is on file. Past practice was to charge 50% of the fees collected which included principal and interest. They dwindled away our lending power a little bit. He has proposed 50% of the interest collected. In that way the loan funds can still have a piece of the interest and the operating body can still have a piece of it.

Mr. Kenneth Crannell asked if Mr. Rioux could give the members of the board a sense of the amount of fees collected.

Mr. Rioux responded that 25% is about \$6,000, so 50% would be about \$12,000. It is not much, but it will help out our operations a little bit.

Mr. James Maloney asked where the other 50% goes.

Mr. Rioux responded that it will stay in the loan funds to increase our lending power.

Clinton Johnson, representing the County Attorney's Office, asked for a few moments to review the document. It will be brought up again at the end of the Agenda.

FRIENDS OF HISTORIC KINGSTON

Ms. Jane Kellar, Executive Director, and Peter Roberts, President, of the Friends of Historic Kingston, addressed the members of the Board of Directors. The Friends of Historic Kingston are almost fifty years old. In 1965 they were chartered by the NYS Board of Regents. The group was formed with members of the business community and they believed that history was vital to the community, but it didn't belong on the bookshelf. History was a part of the streets and our buildings. Their mission today continues with that guiding principal. They believe in history and preservation as an economic development tool. A copy of their presentation regarding the Alms House, a/k/a the Infirmary, a/k/a the County Health Department is on file. The report was prepared by their board. Their board members include Jen Zell, Frank Flynn, Frank Braunlein, Eli Basch, Hayes Clement, Ann Brett, Patricia Finch, Ward Mintz, Paul O'Neill, Dr. William Rhoades, Bridget Smith Bruhn, and Paul Tully. The photograph on the cover of the presentation is of the old Alms House dating back to 1918 or so.

PUBLIC COMMENT

Chair Campagiorni opened the meeting for public comment. There were no individuals who requested the Privilege of the Floor. The Public Comment Section of the Agenda was closed.

RFQ – 300 FLATBUSH AVENUE/GOLDEN HILL

Thomas Collins, Commercial Associates Realty Inc.

Mr. Thomas Collins addressed the members of the Board of Directors. Mr. Collins stated that he has been in business in Kingston for 27 years. He has been involved in the re-development in almost every historic mill building in the City, except for a couple over the past 15 years; from the Lace Mill which is currently being renovated all the way back to the Canfield Buildings and Pine Grove Avenue Buildings which are all now being redeveloped for more contemporary uses – from medical to housing and other commercial concerns. This property is up his alley; he likes to deal with historic buildings and see them get re-used. At the time this building first reverted back to the county, he encouraged the County Executive not put it up for auction but to find a LDC to put it in so that you could have contingent offers. He is so happy to see that it has landed here because it will help the county maximize value for it. The previous situation did not allow for contingent offers; you put it up for auction and you take the highest bid. Since the zoning is single family residential, it greatly limits the amount of risks someone would take buying it without any assurance that they could get the property re-zoned and have highest and best use there. Personally, he thought the highest and best use is a combination of commercial and residential; multi-family residential there. There has been some interest expressed and he thought it would ultimately be the board's decision of what the best proposal they get from the sector or perhaps the quasi-private sector to make something valuable to the community.

Mr. Johnson stated that there are two pieces of property, not just the Flatbush Avenue property.

Mr. Collins acknowledged that there is the Golden Hill property as well.

Mr. Johnson asked if Mr. Collins had given any thought to the Golden Hill property.

Mr. Collins responded yes; that was a whole different animal. It is land-locked and it has a fair amount, according to the published maps, a fair amount of wetlands in it. He thought that it was the kind of property that you have to put "out there" and see what comes back. The good news is that it has water and sewer.

Mr. Johnson stated that there is actually a right of way.

Mr. Collins continued that it is in the water/sewer district; by right it has access to water and sewer. That gives it some value. Probably the highest value for that is for a contiguous property owner. That would have to be explored first. Other than that we are a ways away from the economics of developing that site being appropriate for someone to come in to develop the site. The development costs would be quite high. Probably would be multi-family for more assisted living, the existing owners of Golden Hill may be interested in turning it into a memory care facility or something like that. That would make a lot of sense because they already have the infrastructure there. It is a different municipality, but we have crossed those barriers before.

Legislator Kenneth Wishnick stated that he would be curious to know if what Mr. Collins had just described, who he saw as potential buyers for the two properties and how will you do your marketing to reach those buyers.

Mr. Collins replied that marketing in his industry has changed dramatically in the last ten years. There are two approaches. One is local outreach which is basically the networking they do on a local basis. Two they reach the

whole world through a number of internet marketing sites. The majority of his operating budget goes to those sites, GoStar, Loopnet, Catylist, etc. In that way people from all over the world can see what you have to offer. If you try too hard to target, you might miss something that you didn't think of. You really need to reach the whole world. Obviously, the Flatbush Avenue property you have a corner there that is a very viable commercial corner, somewhere between 2 and 3 ½ acres. It is probably not another drug store site because the market is fairly saturated and none of the other flags are looking at this market right now. He would say highest and best use for that if that is what the County's interest is the highest return on this property would be a commercial development of some sort, perhaps a small strip center. The people that pay the most are the biggest companies.

Legislator Wishnick asked about the building itself.

Mr. Collins responded that the building's highest and best use is multi-family of some sort. Currently there is roughly 3.25 million square feet of office space vacant in Ulster County. They are practically giving away rental space; the cost to renovate that for office is not going to happen, unless there was a user who was looking for that kind of square footage and wanted to make a statement and were willing to spend the extra money to have an environment that they thought represented them. You may find someone like that who wanted to buy it for their own use to make an office building presence out of it, but that would be unusual. He would say that it would either be a multi-family developer, a tax credit developer, like the Alms House in Poughkeepsie. Rents are getting close now to where a renovation of a property like this could be done by a private multi-family developer.

Chair Campagiorni asked in terms of timing how long did he think it would take to dispose of the properties.

Mr. Collins responded six months to a year. You have a wild card there. You have the City of Kingston that is going to alternately be the planning and zoning power. Whoever it is that has a plan, they will have to go to the City; it is going to take a re-zoning and probably an EIS and that process, depending on what the use is, could take from three to six months, perhaps longer. The Planning Board is a pretty good planning board to work with, but the process takes time particularly if it is a re-zoning. It will have to go to the Common Council and be re-zoned and then the site plan. They could be done simultaneously, but it is a fair amount of work for someone; a lot of engineering, legal, expensive process. Right now it is zoned single family and that isn't going to work.

Mr. Johnson asked if the entire parcel is zoned single family.

Mr. Collins responded yes, the entire parcel. Even the corner.

Chair Campagiorni asked as a practical matter can the property be sold without getting the re-zoning substantially done.

Mr. Collins replied that you could probably sell it to someone who would take a flyer on it, but they are only going to pay a couple of hundred thousand dollars for it because the risk would be so great. To maximize value you would have a contingent deal that would bring highest and best use. They know what they can afford to pay.

Chair Campagiorni asked are those conversations that you are having with the municipality in order to get it re-zoned.

Mr. Collins replied that he had personally spoken to the Mayor of the City of Kingston about it. They are all for it. They want to get it back on the tax roles and maximize use. They have concerns about certain uses. The Mayor did not want another drug store. The drug store is going to be the highest tax payer. You have to trade that off. We would be lucky to get a drug store for they would pay the most, but ultimately that would be out of his hands.

Joseph Deegan, Deegan Sanglyn Commercial Real Estate

Mr. Joseph Deegan addressed the members of the Board of Directors. He had a feeling that the Friends of Historic Kingston would be here because he had heard that there is a huge cry that that building not be torn down. From a purely real estate perspective, it would be worth more if it wasn't there. He was not advocating that. He was proud to have been involved in the most recent renovation of the former Ulster Lighting Building into the Finklestein Law Practice with three apartments located above. He does understand this type of property. For those of you that don't know, he was happy to say that he has twisted the county's arm and had them get the property professionally surveyed, retained an architect and had architectural plans which are huge tools in marketing if the building is going to stay as he expects it will be able and to email those to clients. With all due respect to the Friends of Historic Kingston this property creates a real albatross. The commercial piece on the corner, the three acres definitely has some value but to marry those two is a hard trick. He asked if everyone was aware that the underlying zoning was R2; that has to be changed with just about any offer. He asked if people were familiar with commercial real estate offers typically on how they string out contingencies; I am going to buy this property subject to re-zoning, subject to sub-division, subject to financing, etc. That should not scare you off. That is what hampered the sale of the property the first time around when the county owned it because the county could not accept an offer like that which is why it never sold. Now an offer may be taken with those string of contingencies we can get somewhere. Mr. Deegan made use of a printed map (a copy unavailable) to point out features of the property. As part of the property under discussion he commented that there is a piece of truly undevelopable real estate; he did not want people to think that there is a fifteen acre piece of real estate. It was his estimation that there was 6 maybe 7.5 acres. With reference to an adjacent property, he currently has it listed at a market price of \$169,000, a 2.6 acre piece of real estate which also suffers from a rock ledge which is completely useless, allowing for 1 usable acre. Why is that important to this property? If you have 17 acres, a Planning and/or Zoning Board looks at that and says that we will allow you to put "x" amount of square footage on it or "x" amount of storm water retention, or "x" amount of parking. So while this is a significant add-on, it is a significant add-on to a new re-development of the property.

Mr. Ward Todd asked Mr. Deegan who the neighbor was just on the other side of that.

Mr. Deegan responded that he thought it was owned by the Town of Ulster.

With reference to the Golden Hill piece of property, Mr. Deegan stated that he has been very successful in this business by setting people's expectations from day one. He thought that it was a relatively unsalable piece of property, to think otherwise is thinking that you are going to get money for it. He was sorry to be so short and brief but that is what it is. It has egress/ingress issues, cul-de-sac issues.

Mr. Johnson stated that a right of way has been created.

Mr. Deegan responded that a Planning Board is going to do that differently.

Mr. Johnson stated that that has been taken care of. Besides the potential egress/ingress issues that he sees, do you see any other issues.

Mr. Deegan replied that there is only water to it, not sewer. There is a lot of rock up there. He developed a lot of the properties up there – Mid-Hudson Family Medical Services and Gateway Community Industries – thus the name Stone Hill Industrial Park. Putting septic systems up there for any large development is going to be extremely problematic. It is a tough piece of property.

Mr. Robert Sudlow said that Phil Sinagra said that you couldn't grow a rose bush up there!

Mr. Deegan continued by stating his three tiered approach to marketing the property. He would like to think that he a fairly well-established real estate broker; his website receives a thousand hits per month, so he hits the local market. He hits a regional market. He is a member of the NYS Commercial Association of Realtors. They meet the second Tuesday of every month in Newburgh. About 25-45 brokers from five or six counties show up; everybody lays out their wares. Nationally he is a CCIM, which is the highest designation that you can get in the commercial real estate field and he is the incoming President of the Upstate New York CCIM Chapter and is very involved in national committees etc. He has local, regional, national – in that order. He is also an attendee of the Society of Exchange Counselors; these are equity marketing exchange people. Mr. Deegan also manages fifty-three tenants and thirty-five buildings, so he is able to speak when he meets with potential developers as to the uses of the buildings; snow removal per square foot, heat/electric per square foot, trash removal. He has re-developed the Hutton Nursing Home thanks to the assistance of the UCIDA and he has re-developed the Rent-a-Center Building at Academy Green. He would like to think that he comes to the table with a lot of experience in terms of brokerage, management, consultant and development.

Mr. Todd asked about the similarities of this property with the school buildings that you have worked with. Do you see any

Mr. Deegan responded yes. The fact that they got Tillson closed and sold was a miracle. They have Zena in contract. He wished he could tell you that this was all tremendous skill, it absolutely was not. It was luck. Currently there is an offer on Anna Devine right now that he would never have dreamed of; now mind you it is way off the appraisal, but an offer.

Mr. Todd asked how they were being re-purposed.

Mr. Deegan replied that Tillson is being converted to housing; Zena will be Rock Arts Academy School and some outdoor playgrounds for the Woodstock Day School and perhaps another artist component. It was really a unique find and fit. In his humble opinion, if you want to preserve the Alms House, re-develop it, it has tremendous amount of challenges to do so. It can be done into something that will compliments, in a nice way, but an economically feasible way, some sort of commercial development on that corner so you can make the economics work. There is a large regional health care provider right now looking for a 30-40,000 sq. ft. box. He did put this forth, clearly disclaiming that he did not have it listed, but that it would be coming available on the market. He thinks that they are going to look at it; it seems to fit. It's a stone-throw from the hospital, water/sewer. They understand that the building needs to stay with the 2.6 acres behind it, so if they want a 40,000 sq. ft. building and they go two-stories, they have used a half-acre of land, it probably fits there with good parking.

Legislator Wishnick stated that indirectly you have painted the picture that both of these parcels are going to be very difficult to sell. In terms of traditional real estate, it is all about price. With reference to this particular building, is it a matter of price or is it just a matter of finding someone who has a use for it.

Mr. Deegan responded that he worked with his father for 22 years and they were opposites on this. His dad argued that price would sell anything in a matter of hours. He argued that when someone had a need for it, than price became the issue. He still subscribes to his theory. Price is always an issue, but somebody first has to say that I want and need this; then price always becomes the issue. He would not make price the issue to get rid of this. You put this on the market for \$200,000, he did not think that people would beat the door down to get it. It comes with a set of issues to work through. Pricing alone will not get this off the books.

Chair Campagiorni asked in terms of timing how long did Mr. Deegan think it would take to sell this property.

Mr. Deegan responded that pretty much everything that he does takes 12-24 months regardless of what it is. We could get lucky and beat that, sure, but that is his historic timeframe.

Mr. Todd asked to close; particularly with the contingencies.

Mr. Deegan replied yes. Contingencies here aren't really going to be the end of the world. There are no show stoppers to get the contingencies done. He does not mean to be negative at all, it has it challenges and it can be done.

EXECUTIVE SESSION

Motion: James Maloney, seconded by Robert Sudlow, moved to adjourn into executive session at 4:10 p.m.

Vote: The motion was adopted.

Motion: Ward Todd, seconded by Burton Gulnick, moved to adjourn out of Executive Session at 4:21 p.m.

Vote: The motion was adopted.

No official business transpired during Executive Session

SELECTION OF BROKER

Motion: James Maloney, seconded by Kenneth Crannell, moved to hire Joseph Deegan of Deegan Sanglyn Commercial Real Estate as the broker of record to market these properties.

Vote: The motion was adopted

FOCUS MEDIA UPDATE

Ms. Suzanne Holt presented the Focus Media update. Her comments included, but were not limited to the following:

- 2014 was the first full year of the Ulster County EDA
- Focus Media was retained to kick-off the marketing of Ulster County
- Focus Media came up with the idea of the Office of Economic Development as the "front door" with the EDA as a valuable tool for the purpose of marketing and education
- Focus Media started with the three SWOTs, the Strength and Weakness Analysis which made it clear that Ulster County's biggest strengths were strategic location, coupled with exceptional quality of life
- A second contract was initiated with Focus Media to be put together collateral in order to promote the two strengths. The contract included an external marketing piece, a internal marketing piece and a fact sheet, as well as a brochure for the UCIDA
- Working to finish the internal brochure as well as the UCIDA brochure
- Focus Media assisted with the website – still a work in progress – bringing in the UCEDA, UCIDA, UCCRC under the umbrella of Ulster County Office of Economic Development

- Video – will play on the website/UTube. (Video was played)
- Site Selector magazine advertisement
- Three mailers to the Northeast site selectors

Mr. Crannell asked Ms. Holt what her plans were for next year.

Ms. Holt response included the following:

- Narrow the target more
- Speaking to Focus Media as well as other Ulster County companies to get different ideas
- Hiring a professional to prepare a target industry analysis to take what was received from the SWOTS, to take a more wide range objective criteria; look at the workforce, look at what businesses are looking for as far as infrastructure
- Know of some private firms that have done this type of work – cost is very high.
- Recently learned of several schools i.e. Northern Iowa Institute for Decision Making, possibly Marist and others that may do the same quality work for a much more affordable price
- Targeting campaigns – three of the clusters that we know that are good to target - value add produce, “technopreneurs”, and targeting second home owners. Possibly start with one of those.
- Building Ulster County Together; Spanish Speaking Seminars, webinars, seminars and conferences sponsored by the UCEDA.

Chair Campagiorni asked what the time frame was for the targeted industry clusters.

Ms. Holt responded that assuming that this is something that the Board wanted, she has already started talking to Drew Conrad from the Northern Iowa Institute for Decision Making and Kristi Caredi from Marist and Peter Fairweather. In the next month or two she will narrow it down and see what the board thinks. She thought that Focus Media got us off to a great start with the SWOTS and the new collateral, we now have something to say and we can now articulate in a really professional way that competes both regionally with all the other counties/municipalities that are competing for attraction.

Chair Campagiorni cautioned about how many dollars you are going to spend on it because what he thought they were going to find the statistics with the Department of Labor and how you are going to define clusters that can be manipulated. He felt that there was a sense, who your anchors are in terms of your marketing materials to help sell from. He would like to see what prices you are getting before a firm decision is made. Let's not forget about the available inventory of real estate and how that meshes with what we are trying to sell.

PRESIDENT'S REPORT

Ms. Holt reported as follows:

- Ulster Advantage was kicked off. This is the County Executive's Buy Local Initiative. There is a new website; five or six of the local banks are participating. There will be an Ulster Advantage sticker on the bank card; businesses are signing up every day.
- The gaming license was not awarded to the Nevele

- The Mid-Hudson Region did very well in the CFA process. There were a lot of big wins; CERES Technology, Zumtobel, Selux, Williams Lake, Phoenicia Festival, DePuy Canal House, etc. The region was number one.

OLD BUSINESS

None.

NEW BUSINESS

The members of the committee revisited the Policy for Loan Fund Administration Fees. Mr. Johnson presented an amended version of the policy. A copy of the amended version is on file.

Vote: Ward Todd, seconded by Robert Sudlow, moved to adopt the Policy for Loan Fund Administration Fees as amended.

Vote: The motion was adopted.

ADJOURNMENT

Motion: Robert Sudlow, seconded by James Maloney, moved to adjourn the meeting.

Vote: The motion was adopted.

Meeting Adjourned at 4:45 p.m.

Respectfully submitted,
Ward Todd, Secretary



MINUTES

August 19, 2015

A meeting of the Board of Directors of the Ulster County Economic Development Alliance was held at 4:00 p.m., Wednesday, August 19, 2015, Legislative Chambers, 6th Floor, Ulster County Office Building, 244 Fair Street, Kingston, NY.

The following Board Members were present:

Thomas J. Briggs
Julie Cohen Lonstein
Kenneth Crannell
Burton Gulnick
Robert Sudlow – left at 4:30 p.m.
Ward Todd

The following Board Members were absent:

James Maloney

President:

Suzanne Holt Director, Ulster County Office of Economic Development

Board Counsel:

Clinton Johnson First Assistant County Attorney

Chief Financial Officer:

Christopher J. Rioux, CPA, Deputy Commissioner of Finance

Staff – Ulster County Office of Economic Development:

Robin Brophy
Linda Clark
Christopher Fury

Additional Attendees:

Joseph Deegan Sperry Van Ness
Raleigh Green Raleigh Green, Inc.
Kale Kaposhilin Evolving Media Network/Hudson Valley Tech Meetup
Geddy Sveikauskas Ulster Publishing

The meeting was called to order by Chair Julie Cohen-Lonstein at 4:00 p.m.

MINUTES

Motion: Thomas J. Briggs, seconded by Robert Sudlow, moved to approve the Minutes of the June 29, 2015 meeting. A copy of said Minutes is on file.

Vote: The motion was adopted. James Maloney absent.

FINANCIALS

Christopher Rioux presented the financials for the periods ending June 30, 2015 and July 31, 2015, to the members of the Board of Directors.

Motion: Ward Todd, seconded by Kenneth Crannell, moved to accept the financials for the periods ending June 30, 2015 and July 31, 2015. Copies of said financials are on file.

Vote: The motion was adopted. James Maloney absent.

ACKNOWLEDGEMENT OF FIDUCIARY DUTY

CERTIFICATION OF NO CONFLICT OF INTEREST

Chair Cohen-Lonstein requested that all members complete their respective Acknowledgement of Fiduciary Duty and Certification of No Conflict of Interest and return same to staff.

PUBLIC COMMENT

Chair Cohen-Lonstein opened the meeting for public comment.

Mr. Kale Kaposhilin, representing the Catskills Conf (www.catskillsconf.com), requested the privilege of the floor. Catskill Conf is an Ulster County style tech conference. Essentially individuals are being canvassed from the metro area, with additional individuals showing interest and signing up from Portland, Oregon, Ohio, Toronto, Canada, and Germany. Participants are top engineers and top entrepreneurs in the tech world that will be coming to the Ashokan Center in October to discuss some of the greatest work in the technology world, not only in business but in social change. Among others, speakers will include Mauyra Couvares, ScriptEd, Dennis Crowley, Foursquare and John Resig, JQuery; all inspirational projects. The conference will set the tone for the type of work that can be done in Ulster County and the Hudson Valley. Additionally, local brands, such as Keegan Ales and Fleisher's Meats will be used to provide the best in food and beverage. Essentially, the subtext of the entire event is that we do great work here; we celebrate not only tech business but tech diversity and the social issues that matter about tech because what we offer in Ulster County is not only good business but a great quality of life. A number of sponsorships have already been taken. A copy of the sponsorship prospectus is on file. He would love to see the UCEDA at a \$5,000 sponsorship. He extended an invitation to the members of the Board of Directors to attend the event; it is hoped that this is the first year of a recurring event.

Discussion included, but was not limited to the following:

- It is expected that 150-180 individuals will attend; this includes sponsors.
- 130 tickets will be sold. At this time 40 tickets are sold; sales will accelerate once the new website goes up.
- We are seeing dozens of individuals who want to know if they can do tech here; they want this quality of life.

There being no additional individuals seeking the privilege of the floor, Chair Cohen-Lonstein closed the Public Comment section of the Agenda.

TECH ENTREPRENEURS CAMPAIGN UPDATE

Mr. Raleigh Green, Raleigh Green, Inc., addressed the members of the Board of Directors. His comments included, but were not limited to the following:

- The campaign kickoff was the second week of July; it has been running for a little more than a month and has been quite successful
- An online campaign, print campaign, sponsorship outreach campaign have been conducted.
- Various exhibits were provided, i.e. postcard, Upstater article

- NYTechMeetUp, August 4, 2015, hosted the reception immediately following the event. Adirondack Creamery graciously provided ice cream for the event. Ulster County was well represented.
- Metrics were provided in the social media and online arena; i.e. Facebook, LinkedIn, etc.
- Campaign objectives are to increase brand visibility and to fill the bus on September 12, 2015.
- Red Carpet Tour Event, September 12, 2015, invitations are going out now; signups through NYTechMeetUp, online registration and lead generation. A copy of the itinerary was provided.
- Phase 1 and 2 are complete; the website is up, we are getting good traffic and the social media campaign is going well.
- A full report will be provided, including metrics, status and net results as he sees it and others have shared.

Chair Cohen-Lonstein requested that the report include the percentage of participation compared to the percentage of visibility to see how to bridge the gap the next time.

Mr. Green did not see that as a fair comparison because the goal was visibility and getting people on the bus. He wasn't sure how to correlate the two.

Chair Cohen-Lonstein responded that the metrics are very impressive, but if the goal is to get 40 people to attend...

Mr. Green remarked if we fill the bus, than we fill the bus.

Chair Cohen-Lonstein replied absolutely; she wasn't commenting that the goal was unreasonable. For all the work that went into this she was imaging that the next campaign would have a higher goal than 40 people.

Mr. Green responded based upon presumed brand equity that has been accrued from the campaign, yes, he expected that to be the case. We are starting from zero.

Continuing, Mr. Green reported that additional expenses that exceed the original budget have been incurred. A request for less than 10% increase to the campaign has been included; a copy of which is enclosed. Additionally, after this campaign is over, currently there is no follow-up. When you start a campaign like this and have built some brand equity with this segment of the population in New York City, it would be tragic to walk away from it. He is recommending a maintenance campaign which would include some print and online advertisements as well as social media; a simmer campaign to keep in the eyes/ears/minds of the current target audience. If you decide to follow-up with a future campaign we are not starting from scratch. If there is no repeat of message you would be starting from scratch again. A minimal maintenance campaign proposal has been submitted for consideration.

Mr. Ward Todd offered for the Ulster County Regional Chamber of Commerce to pick up the cost of the Teal and to assist in finding sponsors for the other \$1,200 and he proposed that the Board of Directors consider the Maintenance Campaign budget as presented.

Ms. Suzanne Holt acknowledged Mr. Todd's generous gesture, but expressed concern over the sponsorships. She thought that that was a whole other conversation.

Chair Cohen-Lonstein questioned the budget for the proposed maintenance campaign asking what the goal was.

Mr. Green responded brand visibility.

Chair Cohen-Lonstein asked what would be different if we have Ulster County Tourism do that compared to spending additional money if it isn't to promote an event, but to promote Ulster County.

Mr. Green replied that Tourism doesn't specifically target technology entrepreneurs as a general rule. We are focused on a vertical. His suspicion was that Tourism was more broad based.

Chair Cohen-Lonstein asked if this would be the ad that would be put in the magazine, something with this message.

Mr. Green responded because the visit to Ulster County would be over, we would be promoting Ulster County as the optimal place for those who want to set up a technology type business and here are the reasons why. Optimally, more contacts and/or leads would be generated for another event. By stopping, it will come to a halt; he thought that it would be a good continuance of brand visibility of what has been identified as a key segment of the County's economic health.

300 FLATBUSH AVENUE/LINDERMAN AVENUE EXTENSION UPDATE

Mr. Joseph Deegan, representing Sperry Van Ness, a nationally affiliated real estate company updated the members of the Board of Directors regarding the 300 Flatbush Avenue/Linderman Avenue Extension properties. His comments included, but were not limited to the following:

- Linderman Avenue Extension
 - Two potential buyers – Dr. Bacci's organization (Golden Hill) and Chris Franco, a resident, who owns the abutting property behind it. He wants to extend his background. There is a potential for him to buy it and subdivide it and sell Dr. Bacci the balance and/or flip.
- 300 Flatbush Avenue
 - Commend the County of Ulster for providing as built plans, survey, etc., which makes his life easier.
 - Survey/Appraisal – he is a big fan of the appraisal process. The appraiser came back with a number of \$1,235,000. The underlying zoning is R2, which presents a problem. The appraiser calculated that an acre and a half with a control light would be worth \$460,000. He agreed with that. A 23,000 square foot brick building on the remainder, this is a fifteen acre piece, of which only seven acres are useable, placed a number at \$775,000. He did not disagree with that either. What he did disagree with is that any entrepreneur or developer that he deals with will come in and view this property and say that the property is not subdivided, it is not re-zoned and he, the buyer will have to tackle those issues and problems. A new buyer will not be able to pay retail price. Expect a lower offer.
 - There have been six showings – from tire kickers to theoretically serious buyers; RUPCO is seriously interested.
 - Friends of Historic Kingston – request to place this property on the national/state historic register.
 - Any developer who is going to re-develop the property will need a serious tax credit situation.
 - Anticipate a 12-24 month period before it sells

ELLENVILLE MILLION

Ms. Holt reported that the membership of the Ulster County Legislature approved the execution of a contract between the County of Ulster and the Ulster County Economic Development Alliance to Implement the Recommendations of the Ellenville Million Committee.

Chair Cohen-Lonstein disclosed that she was Chairman of the Ellenville Million Committee out of Ellenville.

Ms. Holt reported that the committee is concluded.

Ms. Holt stated that the Board of Directors must consider and approve the Agreement for Professional Services between Ulster County and the Ulster County Economic Development Alliance; then a plan must be put in place. There are nine components and each will have to be tackled differently. The way it is set up for each of the nine components a plan would be received from the proposed recipient, the Board will review the plan and budget. Assistance will be provided to the recipients until it is acceptable. The Board will approve each plan and each budget; they then have to spend the money and the money will be reimbursed by the UCEDA. As we go along all the

approved plans are submitted to the Ulster County Planning Department and the Ulster County Legislature. We will be reporting quarterly to the Ulster County Legislature.

Chair Cohen-Lonstein commented that she understood that the recipient has to submit a plan, but some of the concepts don't include a specific recipient; it is the formation of certain commissions. She imagined that that would be something that we would have to oversee or draft ourselves.

Ms. Holt responded that we would draft some sort of plan that included a budget. There would be no payment for the establishment of the committee. When engineering or environmental plans need to be paid for that is when the money would be spent.

Mr. Kenneth Crannell stated that we want to make certain that this is a very transparent process; we want to make sure that we have good plans, good information. He was very excited about this especially the Soft Landing Fund. He sees this as an opportunity to perfect it on a small scale and then begin to talk about doing it larger across the county. It is a million dollars, to the extent that the different components have a target number that was put in for each project, if we do not exceed that amount we are not moving it to a different bucket. We are not going to move the dollars into another area without the approval of the Ulster County Legislature and the Board.

Legislator Thomas Briggs stated that there are several legislators who will be questioning; they want to see the plans as they come in.

Mr. Crannell stated that he didn't see any reason why we don't bring the Hunt Memorial people to speak to your committee.

Mr. Dennis Doyle, Director, Ulster County Planning, stated that the money will end up in the Planning Department's budget. The way the contract is written it says that the UCEDA needs to approve the plan to access the money. We have set it up that the money goes as a lump sum to the UCEDA so that we don't have to continually deal with invoices, etc. It may be apropos to think about how you go about approving a plan that transfers that money if you end up essentially having the Legislature and/or however your transparency process works, so that those comments and concerns are vetted before the UCEDA approves the plan rather than have us being asked to transfer the money and then have the Legislature having some concerns about why we are doing it on that basis.

Chair Cohen-Lonstein stated for clarification that the \$1,000,000 is going to be placed in the Planning Department's account and once these nine components are fleshed out

Mr. Doyle responded that it can be done individually.

Chair Cohen-Lonstein stated that it can be done one at a time and we approve it, we have to go back to the Legislature?

Mr. Doyle responded no. What he is suggesting that the contract is written that the UCEDA has to approve the plan. In doing so, given the concerns of the Legislature, it may be advantageous to have the comments and concerns be expressed before that plan approval comes forward before we are asked to transfer the money.

Chair Cohen-Lonstein so there is additional oversight, so it doesn't happen automatically. We approve the plan and ask for the money and it comes automatically. There is a step in between.

Ms. Holt responded there is not. She thought that it could happen at these meetings. We will notify all the members and they are welcomed to attend and comment at that time.

Mr. Crannell stated that we are embarking on something very new and forward thinking on behalf of the county government. We should really take our time. The Hunt Plan is ready; let's get the buy in of your committee.

Chair Cohen-Lonstein suggested that the contract be amended to prioritize those components that are going to be addressed first.

Ms. Holt said not for the contract, but for discussion.

Mr. Crannell stated that he would like to see the Hunt folks at the next meeting of the Board of Directors.

Mr. Doyle stated that from his perspective, when you go in front of the legislative committee you don't have an approved plan. This is for their comment and we will look to amend the plan based upon their comments.

Motion: Julie Cohen Lonstein, seconded by Kenneth Crannell, moved with full disclosure that she was Chairman of the Ellenville Million Committee, that the contract between Ulster County and the Ulster County Economic Development Alliance be approved.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

25 SOUTH MANOR AVENUE

Motion: Thomas Briggs, seconded by Burton Gulnick, Jr., moved to accept the actions of the Ulster County Legislature with reference to 25 South Manor Avenue.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

Motion: Thomas Briggs, seconded by Burton Gulnick, Jr., moved to amend the contract with Joseph Deegan, Sperry Van Ness to include the 25 South Manor Avenue property.

Legislator Briggs asked how much time was left on Joe Deegan's contract?

Mr. Crannell stated that the contract was just signed; he believed that there was eight months remaining.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

OLD BUSINESS

Ms. Holt stated that at the beginning of the year the Board of Directors approved the hiring of Peter Fairweather to perform a target industry analysis for Ulster County. A report is expected from Mr. Fairweather in the next several months. At the same time Raleigh Green was hired for the Tech-Entrepreneur campaign. With reference to the marketing budget, if you subtract all the expenses out that have been committed to, there is only \$6,000 remaining. Upon consultation with CFO Rioux and Assistant County Attorney Johnson, there is \$20,000 in the legal line; \$10,000 could be easily moved into the marketing line. There are requests for additional expenditures, i.e. Raleigh Green's additional budget for the current campaign; the request for the maintenance campaign, Kale Kaposhilin's request for sponsorship for the Catskill Conf, Facebook.

Three proposals Facebook in the amount of \$50.00/month, Raleigh Green's additional \$2,681 for the current campaign and \$5,500 for the Maintenance Tech Entrepreneur Campaign and Kale Kaposhilin's request of \$5,000 for sponsorship of the Catskill Conf.

Facebook

Motion: Thomas Briggs, seconded by Julie Cohen-Lonstein, moved to approve the expenditure of \$50.00 per month for Facebook.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

Additional Cost for Tech-Entrepreneur Campaign

Motion: Kenneth Crannell, seconded by Burton Gulnick, Jr., moved to approve the request of Raleigh Green in the amount of \$1,181 to cover the additional budget request for the 2015 Tech Entrepreneur Campaign.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

Motion: Kenneth Crannell, seconded by Burton Gulnick, Jr., moved to accept the offer of the Ulster County Regional Chamber of Commerce to sponsor The Teal in the amount of \$1,500.00.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

Maintenance Tech Entrepreneur Campaign

Chair Cohen-Lonstein stated that she was unclear about the ROI on this proposal. She felt that she needed additional information.

Mr. Crannell agreed with Chair Cohen-Lonstein. He suggested that the social media component be continued for the time being.

Motion: Kenneth Crannell, seconded by Thomas Briggs, moved to approve the proposed Maintenance Tech Entrepreneur Campaign submitted by Raleigh Green in the amount of \$3,000 - \$1,500 for social media buys and \$1,500 for account services (media buys, strategy, reports, design services) until the end of the year.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

Catskill Conf

Motion: Kenneth Crannell, seconded by Thomas Briggs, moved to craft a Contract for Services in the amount of \$5,000.00 for sponsorship of the Catskill Conf.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

Budget Transfer

Motion: Thomas Briggs, seconded by Burton Gulnick, Jr., moved to transfer \$10,000 from the legal budget account to the marketing budget account.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

REVOLVING LOAN FUND COMMITTEE

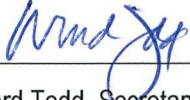
Ms. Holt stated that the Revolving Loan Fund Committee is a sub-committee of the Ulster County Development Alliance. The Chairman of the Ulster County Legislature has just appointed a new committee. Thomas Briggs will be the Chairman of the Committee. Currently there is an applicant and a meeting of the committee will need to be convened.

ADJOURNMENT

Motion: Julie Cohen-Lonstein, seconded by Thomas Briggs, moved to adjourn the meeting.

Vote: The motion was adopted. James Maloney and Robert Sudlow absent.

Meeting Adjourned at 5:25 p.m.

A handwritten signature in blue ink, appearing to read "Ward Todd", is written above a horizontal line.

Ward Todd, Secretary

Ulster County Economic Development Alliance
P.O. Box 1800, 244 Fair Street
Kingston, NY 12402-1800
Tel: 845.340.3556



MINUTES

Meeting of the Board of Directors
September 29, 2016

A meeting of the Board of Directors of the Ulster County Economic Development Alliance was held immediately following a meeting of the Audit/Finance Committee of the Ulster County Economic Development Alliance, Thursday, September 29, 2016, Legislative Chambers, sixth floor, Ulster County Office Building, 244 Fair Street, Kingston, NY.

The following Board Members were present:

Julie Cohen-Lonstein	Chair
Burton Gulnick, Jr.	Treasurer
James Maloney	Vice Chair
Hector Rodriguez	
Robert Sudlow	

The following Board Members were absent:

Kenneth Crannell	
Ward Todd	Secretary

President:

Suzanne Holt	Director, Ulster County Office of Economic Development
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Chief Financial Officer:

Christopher J. Rioux, CPA, Deputy Commissioner of Finance

Staff – Ulster County Office of Economic Development:

Linda Clark
Timothy Weidemann

Additional Attendees:

Joseph Deegan	Sperry Van News
Catherine Maloney	
Kevin O'Connor	RUPCO
Geddy Sveikauskas	Ulster Publishing

The meeting was called to order by Chair Julie Cohen-Lonstein at 4:11 p.m.

This institution is an equal opportunity provider, employer, and lender.

MINUTES

Motion: Burton Gulnick, Jr., seconded by Robert Sudlow, moved to approve the Minutes of the August 17, 2016 Minutes. A copy of said Minutes is on file.

Vote: The motion was adopted. Kenneth Crannell and Ward Todd absent.

FINANCIALS

Motion: Robert Sudlow, seconded by Burton Gulnick, Jr., moved to approve the Financials for the period ending August 31, 2016. A copy of said Financials is on file.

Vote: The motion was adopted. Kenneth Crannell and Ward Todd absent.

2017-2020 BUDGET

Motion: Burton Gulnick, Jr., seconded by James Maloney, moved to approve the 2017-2020 Budget as recommended by the Audit/Finance Committee. A copy of said Budget is on file.

Vote: The motion was adopted. Kenneth Crannell and Ward Todd absent.

Hector Rodriguez expressed his opinion that the budget needed to be reviewed by the membership of the Legislature specifically with reference to how the Legislative membership were being informed and kept involved.

APPROVAL OF INVOICES

BBG&G

Motion: Julie Cohen Lonstein seconded by Hector Rodriguez, moved to approve for payment BBG&G Invoice No. 4035 in the amount of 14,277.50. A copy of said Invoice is on file.

Vote: The motion was adopted. Kenneth Crannell and Ward Todd absent.

Raleigh Green Inc.

Motion: Hector Rodriguez seconded by James Maloney, moved to approve for payment the Raleigh Green Inc. invoice in the amount of \$14,225.00. A copy of said Invoice is on file.

Vote: The motion was adopted. Kenneth Crannell and Ward Todd absent.

300 FLATBUSH

Approval of Agreement for the Purchase and Sale of Real Property

Mr. Joseph Deegan addressed the members of the Board of Directors and provided a "rundown" of the marketing of 300 Flatbush Avenue by his firm Sperry Van Ness. Mr. Deegan marketed through three different organizations; (1) the Society of Exchange Counselors; (2) New York State Commercial Association of Realtors; (3) CCIM – Certified Commercial Investment Member. Additionally he is affiliated with SVN – Sperry Van Ness - a national company in over 200 markets which also offers several ways to market within the company. The property has also been locally shown 10-20 times. The property appraised at a higher value fully intact, rather than subdivided and has been marketed for the past four years in one form or another.

Motion: James Maloney, seconded by Burton Gulnick, Jr., moved to approve the Agreement for the Purchase and Sale of Real Property Between the Ulster County Economic Development Alliance and RUPCO and authorizes the Chairman to sign said Agreement on behalf of the Alliance.

Vote: The motion was adopted. Robert Sudlow voting no. Kenneth Crannell and Ward Todd absent.

PUBLIC COMMENT

No individuals requested the Privilege of the Floor. The Public Comment section of the Agenda was closed.

OLD BUSINESS

None.

NEW BUSINESS

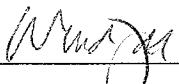
None.

ADJOURNMENT

Motion: Hector Rodriguez, seconded Burton Gulnick, Jr., moved to adjourn the meeting.

Vote: The motion was adopted. Kenneth Crannell and Ward Todd absent.

Meeting Adjourned at 4:52 p.m.



Ward Todd, Secretary