



Board of Directors Special Meeting

February 25, 2025, 2:00 pm
111 Washington Ave, Suite 100, Albany, NY 12210
Conference Room

AGENDA

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| 1. Welcome & Roll Call | Alan Goldberg, Chair |
| 2. January 22, 2025 Meeting Minutes | Alan Goldberg, Chair |
| 3. CFO Report | Amy Thompson, CFO |
| 4. CEO Report | Kevin O'Connor, CEO |
| 5. Other Business | Dylan Turek |
| a. Memo – Recommendation to Board | |
| b. (action) Resolution 2025-02-01 - RFP AACA2402 | |
| 6. Executive Session | Alan Goldberg, Chair |
| 7. Adjournment | Alan Goldberg, Chair |



Board of Directors Meeting

ROLL CALL

Board Member	Present/Excused / Absent
Alan Goldberg, Chairman	
Rich Rosen, Vice- Chairman	
Alan Alexander, Treasurer	
Laura Zeliger, Member	
Mike Cassidy, Member	
Michael Cinquanti, Member	Excused
Helen Brooks, Member	
Caitlin O'Brien, Ex-Officio, J. Cunningham	
Michael McLaughlin, Ex-Officio, D. McCoy	

ADVANCE ALBANY COUNTY ALLIANCE LOCAL DEVELOPMENT CORPORATION
BOARD OF DIRECTORS ANNUAL MEETING
1/22/2025 MEETING MINUTES

A Meeting of the Advance Albany County Alliance Local Development Corporation Board was held on Wednesday, January 22, 2025, at 8:45 am at 111 Washington Ave, Albany, NY. Members of the public were able to attend the meeting by attending in person.

The following Committee Members were present at, and participated in, the meeting:

- Alan Goldberg, Board Chairperson
- Rich Rosen, Board
- Michael Cinquanti, Board
- Helen Brooks, Board
- Michael Cassidy, Board
- Laura Zeliger, Board
- Caitlin O'Brien, Chief of Staff, Albany County Legislature (Ex officio)
- Michael McLaughlin, Albany County Deputy County Executive (Ex officio)

Directors excused:

- Alan D Alexander, Board Treasurer/

Alliance Staff Present:

- Kevin O'Connor, CEO
- Amy Thompson, CFO
- Antionette Dukes-Hedge, Economic Development Coordinator
- Sara Paulen, Executive Assistant
- Kevin Catalano, Senior VP, Director of Comm. Lending

Also present at the meeting:

- Thomas Owens, Esq.

The Directors called the meeting to order at 8:46am.

1. The first order of business, Mr. Goldberg called the Board of Directors meeting to order. Then Mr. Goldberg made a roll call and confirmed there was a quorum.
2. Next order of business was the Approval of Minutes from September 25, 2024 (as revised), November 20, 2024, and December 18, 2024. After discussion upon a motion made by Mr. Cassidy to approve the Meeting Minutes, seconded by Mr. Cinquanti, the three sets of Minutes were approved pursuant to a unanimous vote.
3. The next order of business Mr. Goldberg, Chair provided an update on the Arts & Cultural Grant. Approximately 45 groups applied for the grant. They were filtered into two groupings, larger organizations with budgets and smaller organizations with no set budget. Next steps will be to create a way to follow the grant money to assure these grant funds are allocated correctly by the receiving organization. Open discussion followed.

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4. The next order of business was a report from the Governance Committee. Ms. Zeliger reviewed the Committee's recommendations to the Board for the election of Board Officers.
 - a. Upon a motion made by Mr. Rosen to nominate Alan Goldberg for Board Chairman, seconded by Mr. Cinquanti, the Board Chairman was approved pursuant to a unanimous vote (with Mr. Goldberg abstaining).
 - b. Upon a motion made by Mr. Cassidy to nominate Rich Rosen for Board Vice-Chairman, seconded by Ms. Zeliger, the Board Vice-Chairman was approved pursuant to a unanimous vote (with Mr. Rosen abstaining).
 - c. Upon a motion made by Mr. Rosen to nominate Helen Brooks for Board Secretary, seconded by Mr. Cinquanti, the Board Secretary was approved pursuant to a unanimous vote (with Ms. Brooks abstaining).
 - d. Upon a motion made by Mr. Cinquanti to nominate Alan Alexander for Board Treasurer, seconded by Mr. Cassidy, the Board Treasurer was approved pursuant to a unanimous vote.
 - e. Upon a motion made by Mr. Cassidy to adopt Resolution 2025-01-01, seconded by Mr. Rosen, Resolution 2025-01-01 was approved pursuant to a unanimous vote to document the results of the election of Board Officers.

Mr. Owens reviewed the Authority's Procurement Guidelines, Property Disposition and Acquisition Policies and Investment Guidelines. These policies were reviewed by the staff and Governance Committee and there were no recommended changes. Upon a motion made by Mr. Cinquanti to adopt Resolution 2025-01-02, seconded by Ms. Zeliger, Resolution 2025-01-02 approving such policies was approved pursuant to a unanimous vote.

Mr. Owens presented the Authority's Mission Statement and 2025 Performance Goals as reviewed and recommended by the Governance Committee. Upon a motion made by Mr. Cassidy to adopt Resolution 2025-01-03, seconded by Mr. Rosen, Resolution 2025-01-03 was approved pursuant to a unanimous vote.

5. The next order of business was the CFO Report. Ms. Thompson presented a review of the December 2024 Narrative and Financials. Next, Ms. Thompson gave an update on the audit being conducted by The Bonadio Group, followed by an update on the ACPHLA projected expenses.
6. Next Order of business CEO Report. Mr. O'Connor presented an overview of the creation of the Albany County Pine Hills Land Authority (ACPHLA) based on the recommendation of The County Executive, Daniel P. McCoy. Next, Mr. O'Connor presented an update on the Central Warehouse Project. Environmental remediation and Amtrak review will take place first. The RFP has been narrowed down to 3 companies with the goal to start the project this year. Next, Mr. O'Connor discussed Governor's State of State Address, followed by an update of AACA operations. The Alliance has secured a recurring revenue stream by receiving ½ of 1% of the hotel occupancy tax and some portion of the Air B&B Tax.

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7. Next order of business was Other Business. Mr. Catalano presented STAGE Grant applications for Philips Medical Systems MR, Inc. and NHS USA Corporation.

Applicant:	Philips Medical Systems MR, Inc.
Grant Funds Requested:	\$1,500,000.
Project:	To increase the utility infrastructure for higher capacity electric supply to be brought to the Latham manufacturing and research facility. Without an electrical supply increase, Philips Medical will be constrained in their future growth plans.
Eligibility Category:	Industrial and Manufacturing Facilities, and Healthcare / Lifesciences
Jobs Created:	20 FT
Jobs Retained:	120 FT
Investment in County:	\$15,510,000.
Reviewing Criteria Score:	17 points (Max 22 points)
AACA Recommended funding Level:	\$1,410,000

Applicant:	NHS USA, Corporation
Grant Funds Requested:	\$908,000.
Project:	New 18,000 sq ft state-of-the-art manufacturing facility at their Menands, NY facility; the new facility will house a 40-ton capacity overhead crane and lead to 15 additional jobs at the site.
Eligibility Category:	Industrial and Manufacturing Facility used to create parts and products for public and commercial rail transportation.
Jobs Created:	15 FT
Jobs Retained:	122 FT
Investment in County:	\$9,988,000.
Reviewing Criteria Score:	16 points (Max 22 points)
AACA Recommended funding Level:	\$908,000

8. Next order of business was Executive Session. Upon a motion made by Mr. Rosen to enter Executive Session for the purposes of (i) discussing the employment history of a particular person or corporation, and (ii) matters leading to the appointment of a particular person, seconded by Mr. Cassidy, the motion was approved pursuant to a unanimous vote. No action was taken in the Executive Session.

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9. Next order of business was to exit Executive Session and return to the open meeting. On a motion made by Ms. Zeliger and seconded by Mr. Rosen and unanimously approved, the Board exited Executive Session. Following discussion among the Board, staff and counsel related to two STAGE Act applications, upon a motion made by Ms. Zeliger to approve STAGE Grant application for Philips Medical Systems MR, Inc., seconded by Mr. Cinquanti, Resolution 2025-01-04 was approved pursuant to a unanimous vote. Next, upon a motion made by Ms. Brooks to approve STAGE Grant application for NSH USA Corp., seconded by Mr. Cassidy, Resolution 2025-01-05 was approved pursuant to a unanimous vote.

A motion was made by Mr. Cassidy to authorize the Board Chair to amend the Authority's contract of CEO to recognize the county's annual increase, seconded by Mr. Cinquanti, the motion passed pursuant to a unanimous vote.

10. The meeting was adjourned with unanimous consent of all Board members.

Helen Brooks, Board Secretary

Board Minutes as approved by Board on February 25, 2025

February 20, 2025

Mr. Alan Goldberg
Chairperson of the Board of Directors,
Advance Albany County Alliance
111 Washington Ave, Suite 100
Albany, NY 12210

RE: RFP #ACA2402 – CM, Abatement and Demolition Services for the Central Warehouse

Dear Chairperson Goldberg:

On behalf of the RFP Selection Committee (the “Committee”), this memo shall serve as our official recommendation that the Board of Directors authorize me, as CEO of the Advance Albany County Alliance (the “Alliance”), to negotiate and execute a contract on behalf of the Alliance for Abatement and Demolition Services (the “Project”) with the Partnership of Gramercy + LiRo Cos.

At the direction of this board, on October 30, 2024, the Alliance prepared and published RFP#ACA2402, requesting proposals for Construction Management, Abatement and Demolition Services to abate known asbestos and tear down the dilapidated and failing Central Warehouse Building located at 143 Montgomery Street. In accordance with our public procurement policy, the RFP was posted on our website and advertised in the Times Union for no less than 1 week and a continuous posting on New York State Contract Reporter, describing the solicitation and informing interested parties how to find the RFP documents or contact us for more information.

Of the nearly 50 initially interested contracting groups, we received 7 responses by the December 11, 2024 deadline, of which three (3) proposals were held to be responsive to the RFP (the “Final Respondents”) and found to be “complete” as defined within the instructions provided in the RFP. The Final Respondents were then asked to attend in-person interviews, facilitated and attended by the committee, during which each respondent delivered a prepared presentation and answered questions pertaining to their RFP responses.

Following the completed submission of additional documents and information requested of the Final Respondents, it is the Committee’s recommendation that the Board of Directors authorize me to negotiate and execute a Total Not to Exceed Contract on behalf of the Alliance in the amount of \$14,642,290.00 with the Joint Venture partnership of Gramercy & LiRo Co’s.

Sincerely, on behalf of the RFP Selection Committee,

Kevin O’Connor,
Chief Executive Officer

**RESOLUTION 2025-02-01
OF THE
ADVANCE ALBANY COUNTY ALLIANCE
LOCAL DEVELOPMENT CORPORATION**

WHEREAS, the mission of the Advance Albany County Alliance Local Development Corporation (the “Corporation”) is to foster economic development, promote increased employment and the development and retention of economic activity in Albany County, and to otherwise act in the public interest; and

WHEREAS, in support of its mission and pursuant to Resolution 2024-12-02, the Corporation acquired title to the property known as “The Central Warehouse”, and issued a publicly advertised, open and competitive Request for Proposals (“RFP”) in accordance with the Corporation’s Procurement Policy seeking proposals (“Responses”) for construction management, abatement and demolition services (“Services”) related to the Central Warehouse; and

WHEREAS, because the Services require the exercise of specialized and technical skills and experience (“Special Factors”, including but not limited to the extremely close proximity of the Central Warehouse to an operating Amtrak rail line which has been damaged (and/or shutdown for extended periods) in the recent past due to falling debris from the Central Warehouse, and the potential for the Services to expose the Corporation to significant liability expenses and/or delays causing potentially substantial cost increases to the Corporation and/or cause interruptions to essential public transit services, and the necessity to work in accordance with multiple Amtrak requirements), the Corporation utilized a RFP process in which the “cost” was not the sole determining factor on which to make an award, but one of five (5) weighted evaluation criteria (“Evaluation Criteria” which were: experience and qualifications of key personnel (25%), cost (25%), approach to project and proposed methodology (20%), past performance (20%), and compliance (10%)) against which Responses would be reviewed, evaluated and scored; and

WHEREAS, the Corporation organized a review committee comprised of individuals from among Corporation staff (including the Chief Executive Officer and Senior VP), Albany County, and NYS Empire State Development (the “Review Committee”) to review, analyze and score the Responses based on the RFP stated Evaluation Criteria contained in the RFP; and

WHEREAS, seven (7) Responses were received in response to the RFP, and of such seven (7) Responses, three (3) Responses were determined to be responsive/complete when reviewed against RFP requirements; and

WHEREAS, the proposers which submitted such three (3) Responses were each invited to make a substantive in-person oral presentation/interview during which each such respondent explained and detailed their Response to the Review Committee which then reviewed and graded each proposal against the RFP Evaluation Criteria; and

WHEREAS, the Board having considered and discussed the findings and evaluation/scores of the Responses against the Evaluation Criteria and recommendation of

the Review Committee and Corporation staff; and

WHEREAS, the Corporation now desires (A) to ratify the evaluation process used in the RFP including but not limited to the use of the Evaluation Criteria as a basis for an award, (B) an award of the RFP for the Services to [] as the proposer which scored highest against the Evaluation Criteria, and (B) the Chief Executive Officer to negotiate, execute and enter into a contract for the Services, or similar agreement, by and between [] and the Corporation (the “Agreement”), and such other documents as may be necessary to obtain the Services and (C) if the Corporation is unsuccessful in reaching an Agreement with the proposer identified in (A), the Chief Executive Officer is authorized to negotiate, execute and enter into a contract with the proposer (“Alternate Agreement”) which was evaluated as the next highest proposer against the Evaluation Criteria;

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF THE CORPORATION, AS FOLLOWS:

Section 1. All action taken by the Corporation staff, counsel, Review Committee, and/or Chief Executive Officer with respect to procuring and obtaining the Services is hereby ratified and confirmed.

Section 2. In consequence of the foregoing and based on the recommendation of the Chief Executive Officer and staff, the review of the Responses and the findings, evaluation and scores of the Review Committee, the Corporation hereby determines and resolves to: (A) authorize and ratify the RFP process used by the Corporation, including but limited to the fact that cost was not the sole determinative factor in making an award of such RFP, and approve and the adopt the use of the Evaluative Criteria (B) enter into the Agreement (or Alternate Agreement, if necessary) and any related documents thereto, and (C) to do all things necessary or appropriate for the accomplishment thereof.

Section 3. The Chairperson, Vice Chairperson, and/or Chief Executive Officer, with the assistance of the staff and counsel to the Corporation, is authorized to negotiate and approve the form and substance of the Agreement (or Alternate Agreement, if necessary) and other terms related to the Services.

Section 4. (A) The Chairperson, Vice Chairperson and/or Chief Executive Officer is hereby authorized, on behalf of the Corporation, to execute and deliver the Agreement (or Alternate Agreement, if necessary) and all related documents, and, where appropriate, the Secretary (or Assistant Secretary) of the Corporation is hereby authorized to affix the seal of the Corporation thereto and to attest the same, all in the forms thereof as the Chairperson, Vice Chairperson, and/or Chief Executive Officer of the Corporation shall approve, the execution thereof by the Chairperson, Vice Chairperson, and/or Chief Executive Officer to constitute conclusive evidence of such approval.

(B) The Chairperson, Vice Chairperson, and/or Chief Executive Officer is hereby further authorized, on behalf of the Corporation, to designate any additional authorized representatives of the Corporation (each, an “Authorized Representative”).

Section 5. The officers, employees and agents of the Corporation are hereby

authorized and directed for and in the name and on behalf of the Corporation to do all acts and things required or provided for by the provisions of the Agreement (or Alternate Agreement, if necessary), and to execute and deliver all such additional certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the officer, employee or agent acting, desirable and proper to effect the purposes of the foregoing resolution and to cause compliance by the Corporation with all of the terms, covenants and provisions of the Agreement (or Alternate Agreement, if necessary) binding upon the Corporation.

Section 6. This resolution shall take effect immediately.

Dated: February 25, 2025

Secretary

Motion made by:

Seconded by:

Vote: