

TOWN of BETHLEHEM

# BIDA Report

BETHLEHEM INDUSTRIAL DEVELOPMENT AGENCY

2010

“The Town will grow in a manner that maintains and enhances its preeminent residential and semi-rural character through the attraction of high quality, clean, commercial development to carefully planned and strategically located sites. Residential neighborhoods in the Town will be enhanced by proximity to open space, pedestrian oriented facilities, high quality employment opportunities and neighborhood scale commercial services.”

BIDA Vision Statement

Dear Friends,

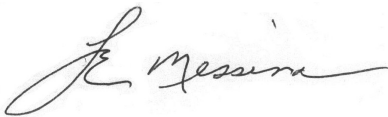
The Town of Bethlehem, founded in March 1793, encompasses 52 square miles and is comprised of seven hamlets including Delmar, Elsmere, Glenmont, North Bethlehem, Selkirk, Slingerlands and South Bethlehem. It is situated on the west bank of the Hudson River, bordering the City of Albany, the Capital of New York State. Its prime location allows easy access to New York City, Boston and Montreal. Bethlehem offers high-quality school systems, excellent recreational facilities, and superb programs and services. The community is dynamic and diverse - with a population of 32,844. Its blend of suburban neighborhoods, rural areas and commercial enterprises makes it a pleasant, attractive and enjoyable community to live, work and play. It is a place where businesses and residents alike appreciate the benefits of sound economic development and fiscal responsibility through open communication and cooperative effort.

The Bethlehem IDA (BIDA) is a corporate governmental agency, constituting a public benefit corporation, governed by Article 18-A of the New York General Municipal Law. The Agency was created to actively promote, attract, encourage, develop and maintain economically sound commerce and industry for the purpose of expanding employment opportunities, diversifying our tax base, preventing economic deterioration and increasing the tax base and general prosperity of the Town of Bethlehem. BIDA provides financial assistance consisting of tax exemptions for eligible projects. The Agency promotes and assists in the rehabilitation, expansion and development of business and industry in an effort to create and maintain jobs and increase the prosperity of all residents of the Town of Bethlehem. Projects eligible for BIDA assistance involve manufacturing, warehousing, research, commercial or industrial facilities, or industrial pollution control, recreation, educational, cultural, horse racing and railroad.

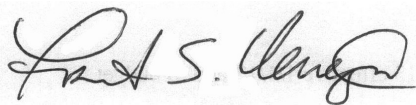
BIDA and the Town of Bethlehem are committed to promoting economic development while capitalizing on the Town's strategic location, existing infrastructure, and well-informed residents. The two work together to promote, attract, encourage and develop high quality jobs and capital investments in economically sound commercial and industrial projects. They will also continue to implement the recommendations and goals outlined in the Town's Comprehensive Plan and Bethlehem 20/20 Report while assisting the Bethlehem Chamber of Commerce in providing assistance to existing businesses.

Companies wishing to do business in the Town of Bethlehem will find the Bethlehem IDA and Town staff to be pro-active when it comes to the Planning Board approval process. To find out more about the BIDA, please visit the Agency's website at [www.bethlehemida.com](http://www.bethlehemida.com) or contact the Executive Director, Terrence Ritz, at 518-439-4955 x 1139.

Sincerely,



Samuel E. Messina  
Town Supervisor



Frank S. Venezia  
BIDA Chairman



**BURTON**

## SELKIRK VENTURES

Selkirk Ventures recently received Planning Board approval for a 92,750 sf addition to its existing 350,525 sf building. World Logistics, a tenant at the 158 West Yard Road facility, recently received "Empire Zone" status from New York State. Burton Snowboards assembles various equipment and accessories here.



## IMUS

Innovative Municipal Products (IMUS) received Planning Board approval to refit the existing fuel tanks to hold liquid chloride and other ice melting solutions. A new truck loading and distribution terminal is under construction. IMUS is currently located in the Port of Albany, but will be moving to the former Texaco facility located at 454 River Road in Glenmont.

## SOUTH ALBANY AIRPORT

South Albany Airport, located at 6 Old School Road in Selkirk, constructed a new hangar to house ten (10) aircraft. A new maintenance hangar is planned for the summer of 2010.



## TEPPCO

Teppco is the largest supplier of propane in the northeast. Located at 68 Maple Avenue in Selkirk, it will be installing a 1,700,000 gallon heated water tank and two (2) Diesel pumps to supply enough water for four (4) hours of continuous fire protection of the truck racks and three (3) 90,000 gallon propane tanks.

## TOWN OF BETHLEHEM BIDA



### Town of Bethlehem

Samuel E. Messina      Supervisor

### BIDA Board Members/Officers

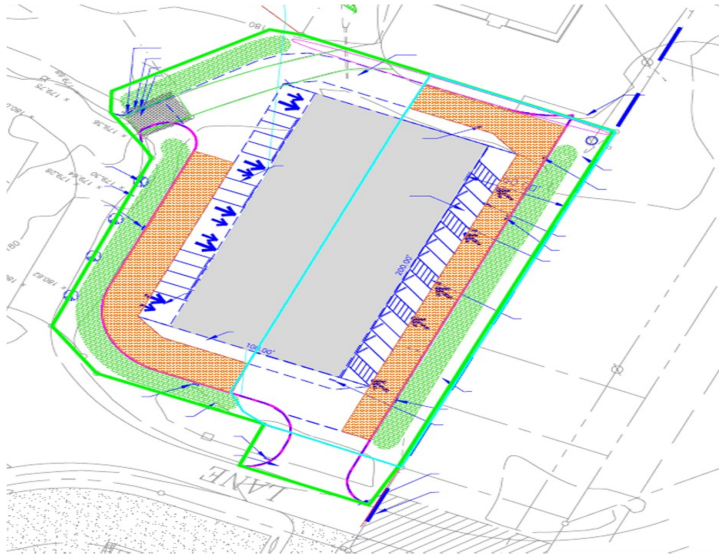
Frank S. Venezia	Chairman
Robert B. Ward	Vice Chairman
Joseph P. Richardson	Secretary
Sam NeJame	Assistant Secretary
Brian T. Stenson	Treasurer
Victoria Stanton Sweeney	Member
Mark Hennessey	Member

### BIDA Staff

Terrence W. Ritz	Executive Director & CEO
Suzanne E. Traylor	Chief Financial Officer & Contracting Officer
Thomas P. Connolly	Assistant Executive Director & Agency Counsel
Deborah M. Kitchen	Assistant to the Executive Director

## INITIATIVES SUPPORTED BY THE BIDA

- Interchange Feasibility Study
- Route 9W Corridor Study
- Local Waterfront Revitalization Plan (LWRP)
- Delaware Avenue Hamlet Enhancement Study
- New Scotland Road Hamlet Master Plan



## 35 HAMILTON LANE

Malm Realty is proposing a new 20,000 square foot flex building at 35 Hamilton Lane in Glenmont. The building will be available for lease. Spaces will range from 2,000 square feet to 20,000 square feet with six (6) overhead doors, wet sprinkler and 20' ceilings.

Working in conjunction with the Town of Bethlehem Engineering Division, the Developer will incorporate green infrastructure practices to manage stormwater runoff for the proposed new warehouse. These practices include preservation of natural features and conservation design, reduction of impervious areas, and runoff reduction techniques.

The proposed practices at this industrial building site include limiting wetland impacts, performing soil restoration of vegetated areas, installing porous pavement, and conveying stormwater with grassed swales. Upon completion, the project will be the first of its kind in the Town of Bethlehem and will be utilized as a reference for developers to see how green infrastructure practices may be incorporated into most site designs.

## MARKETING STRATEGY ELEMENTS

- Continue the Business Visitation Program
- Develop a Marketing and Communication program with the New York State Economic Development Council (EDC) and the Center for Economic Growth (CEG)
- Work with the Town's Planning Board to encourage a streamlined project review and approval process



## DELMAR PLACE

467 Delaware Avenue, LLC owns and operates Delmar Place, a 94 unit assisted-living facility in Delmar. The 67,900 square-foot structure, which resembles a luxury hotel, was opened to residents in the Fall of 2004.

The developers of Delmar Place, Henry Klersy and his son, Kevin, chose to construct a facility that not only provides its residents with the comforts of home, but also provides state-of-the-art energy efficiency technologies. They partnered with the New York State Energy Research and Development Authority (NYSERDA) to achieve their goals.

Science Applications International Corporation (SAIC), a NYSERDA technical consultant, was retained to conduct an energy analysis for Delmar Place under the **New York Energy SmartSM** New Construction Program. SAIC also provided commissioning assistance to ensure that the new building operates efficiently as intended in the design.

# FINANCIAL REPORT

## BIDA BALANCE SHEET

FOR THE FISCAL YEAR ENDING DECEMBER 31, 2009

Assets		Liabilities and Net Assets	
Cash	\$ 0	Accounts Payable	\$ 32
Investments	220,574	Accrued Liabilities	1,151
Receivables	8,275	Deferred Revenue	0
		Total Liabilities	1,183
		Total Net Assets	226,688
Total Assets	\$ <u>228,849</u>	Total Liabilities and Net Assets	\$ <u>226,849</u>

## STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS

FOR THE FISCAL YEAR ENDING DECEMBER 31, 2009

Operating Revenues	
Charges for Services	\$ 34,085
Total Operating Revenues	<u>34,085</u>
Operating Expenses	
Salaries & Wages	31,005
Other Employee Wages	4,803
Professional Services Contracts	48,307
Supplies & Materials	115
Other Operating Expenses	9,721
Total Operating Expenses	<u>93,751</u>
Operating Loss	<u>(59,666)</u>
Non-Operating Revenues	
Investment Earnings	1,682
Federal Subsidies/Grants	0
Total Non-Operating Revenue	<u>1,682</u>
Non-Operating Expenses	
Rail Grant Expenses	0
Total Non-Operating Expenses	<u>0</u>
Net Loss	<u>(57,984)</u>
Change in Net Assets	(57,984)
Net Assets - Beginning of Year	283,650
Net Assets - End of Year	\$ <u>225,666</u>

## STATEMENT OF CASH FLOWS

FOR THE FISCAL YEAR ENDED DECEMBER 31, 2009

Cash Flows from Operating Activity	
Cash Received from Providing Services	\$ 45,421
Cash Payments Contractual Expenses	(35,448)
Cash Payments Salaries and Benefits	(58,548)
Net Cash Used by Operating Activity	<u>(48,575)</u>
Cash Flows from Non-Capital and Financing Activities	
Net Cash Provided by Non-Capital and Financing Activities	<u>0</u>
Cash Flows from Capital and Related Financing Activities:	
Net Cash Provided by Capital and Related Financing Activities	<u>0</u>
Cash Flows from Investing Activities:	
Interest Income	1,682
Net Cash Provided by Investing Activities	<u>1,682</u>
Net Decrease in Cash and Cash Equivalents	(46,893)
Cash and Cash Equivalents at Beginning of Year	267,467
Cash and Cash Equivalents at End of Year	\$ <u>220,574</u>

## RECONCILIATION OF OPERATING INCOME TO NET CASH

FOR THE FISCAL YEAR ENDED DECEMBER 31, 2009

Operating Loss	\$ (59,666)
Adjustments to Reconcile Income to Net Cash Used by Operations	
Increase/Decrease in Assets Other Than Cash and Cash Equivalents	11,336
Increase/Decrease in Liabilities Other Than Cash and Cash Equivalents	(245)
Total Adjustments	<u>11,091</u>
Net Cash Used by Operation Activities	\$ <u>(48,575)</u>

This condensed financial statement is not intended to fully present the financial position of the BIDA as of and for the year ending December 31, 2009. The 2009 financial statements for the BIDA have been audited by the firm of Teal, Becker and Chlaramonte, CPA's, P.C. A complete copy of the audited report may be obtained by contacting the Comptroller of the Town of Bethlehem, 445 Delaware Avenue, Delmar, NY 12054. (518) 439-4955, x 1123.



## CSX, SELKIRK YARDS

With 21,000 miles of track, access to 70 ports and the largest intermodal network in the U.S., and nationwide loading and distribution services, CSX has what it takes to move your business.



## NYS THRUWAY EXIT 22

New York State Thruway Exit 22 is located on River Road in Selkirk. The Thruway provides easy access to New York City, Boston and Buffalo.

09.27.2007

# 2009 Operations and Accomplishments

2009 saw the collapse of financial institutions across the United States and the bottom of the worst recession since the 1930s. Economic development was hard to come by in 2009. Against this backdrop, the Agency's operations and accomplishments in 2009 were as follows:

The Agency provided financial assistance to America Housing Foundation, Inc. and modified the payment in lieu of tax agreement of Selkirk Cogen Partners, L.P. to provide for monthly payments instead of semi-annual payments.

The Agency continued to support the Town's Bethlehem 20/20 planning initiative which calls for the development of a long-term needs assessment, a long-term tax base analysis to quantify the tax base diversification goals, a marketing and communications program and a community compact on principles, goals and objectives for the year 2020 and continuation of the existing business development and retention program.

The Agency continued to work with staff of the NYS Department of Transportation Grant of \$1,300,000 to design and construct a rail sidetrack at 158 West Yard Road, to enhance the Selkirk Ventures Project. The project is on hold while CSX plans for and constructs a new main track adjacent to the site.

The Agency continued to support the Town's planning initiatives for the Capital District Transportation Committee & NYS Department of Transportation - 2009 Grant Programs, the 9W Corridor Study, the Clapper Road Interchange Feasibility Study, the Local Waterfront Revitalization Plan, the Delaware Avenue Hamlet Enhancement Study, the New Scotland Road Hamlet Master Plan, the Open Space Plan and the Agriculture and Farmland Protection Plan.

The Agency and the Town hosted a series of meetings of business, government and economic development leaders for an interactive discussion of business retention and development opportunities in the Selkirk Yards Industrial District. The Agency and the Town also met with the leaders of SABIC and Selkirk Cogen to consider the feasibility of providing low-cost power to SABIC and other nearby industrial users.

The Agency supported the application of World Logistics Group, Inc. for certification as a regionally significant warehousing distribution firm pursuant to the Albany County Empire Zone program. The Empire Zone Designation Board approved World Logistics as a "regionally significant" project effective 1/1/08.

The Agency continued to support the Vista Technology Campus project, which calls for construction of a 40,000 square foot building and roads and infrastructure to support the future development of a 1.4 million square foot campus.

Representatives of the Agency provided support to the Delaware Avenue business district for the Flags and Flowers Committee. Flower baskets and banners were hung on utility poles along Delaware Avenue to enhance the Delaware Avenue business district.

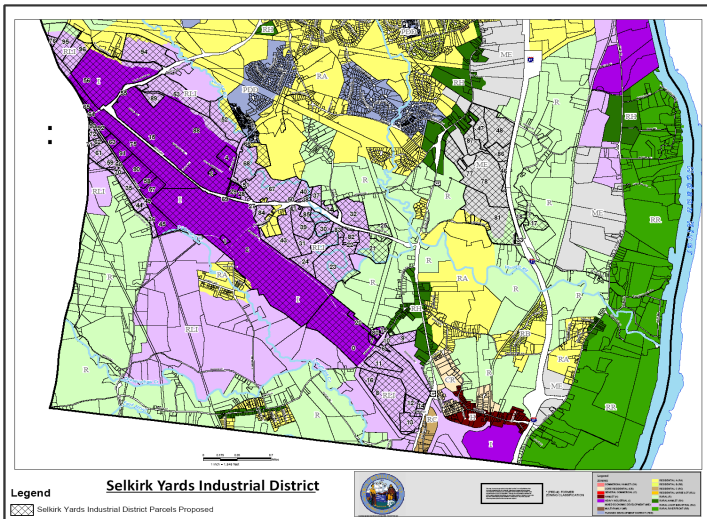
The Agency negotiated a 2009 Service Agreement with the Town pursuant to which the Town provides professional services to the Agency.

The Agency filed its Audited Financial Statement for 2008 on the Public Authorities Reporting Information System ("PARIS") which also constituted the Agency's Annual Report for 2008. The Audited Financial Statement for 2008 was posted on the Agency's website ([www.bethlehemida.com](http://www.bethlehemida.com)).



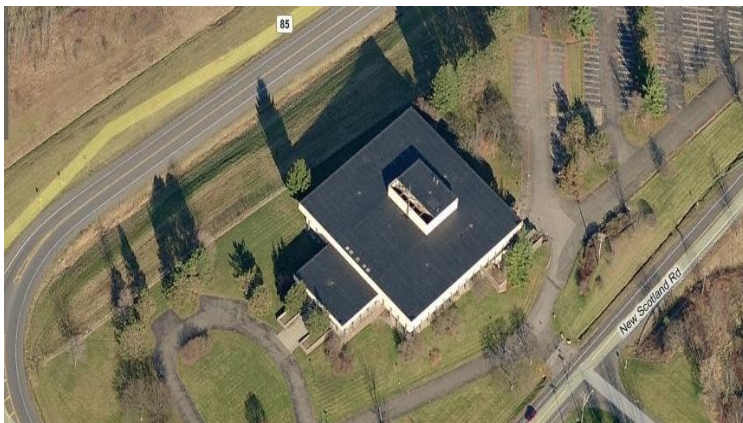
# SELKIRK YARDS INDUSTRIAL DISTRICT

Companies that are currently located within the Selkirk Yards Industrial District include CSX, SABIC and Owens Corning. Access to the Selkirk Yards Industrial District is available via Creble Road which runs between Route 9W and Route 32. The Town is actively working with the Capital District Transportation Committee, the NYS Thruway Authority, and the NYS Department of Transportation to identify ways to improve access between the NYS Thruway and the Selkirk Yards Industrial District in an effort to support federal freight mobility goals, reduce the traffic burden on Route 9W and Thruway Exit 23 and improve the safety and quality of life of the Maple Avenue neighborhood by removing tractor trailer through traffic.



# BLUE CROSS BUILDING

The Town will continue to identify and encourage new investment where infrastructure capacity and development, including buildings, already exist. The former Blue Cross Blue Shield building at the intersection of New Scotland and Maher Roads in Slingerlands is a leading candidate for adaptive re-use.



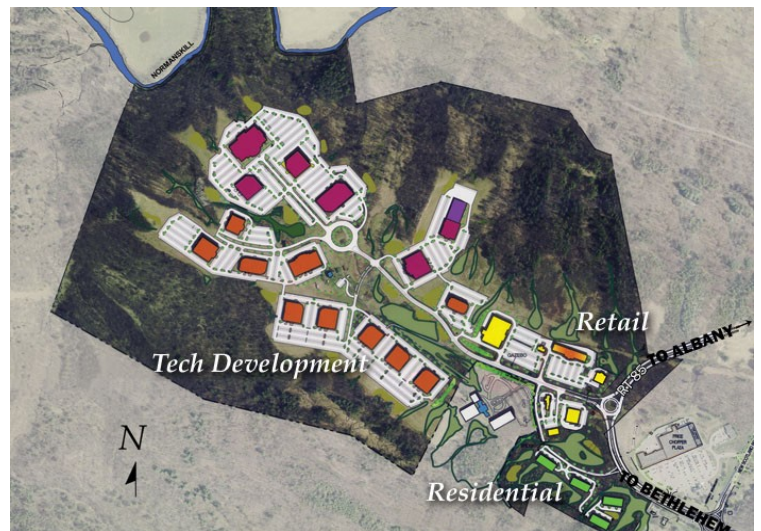
A list of commercial/industrial properties available for sale or lease in the Town of Bethlehem can be found on the BIDA web-site at [www.bethlehemida.com](http://www.bethlehemida.com)

# VISTA TECHNOLOGY CAMPUS

BIDA and the Town Board are actively working to encourage quality development within the VISTA Technology Campus, a 440 acre real estate development located on Route 85, a four-lane arterial highway in Slingerlands. It is approximately 4.5 miles south of Albany Nanotech, as well as the Exit 24 Interchange of the New York State Thruway, I-87 and I-90. The Campus is convenient to local centers such as Albany Nanotech, GE Global Research and the AMD chip fab manufacturing facility now under construction

Development of Vista, a 1,400,000sf campus of office, research and manufacturing facilities, in addition to medical office and retail space, is now scheduled to begin in 2010.

A retail complex will be just one of several amenities offering shops, banks and restaurants including a pharmacy and a mixed use “village retail” building. Vista will also have a residential condominium development allowing residents the opportunity to live, work and recreate at Vista. Other features include a sidewalk system, bike lanes, and a nature trail.



## BIDA PROGRAMS AND SERVICES

The Bethlehem Industrial Development Agency (BIDA) is charged with increasing the Town's commercial tax base through economic development initiatives that actively promote, encourage, attract and develop job opportunities and economically sound businesses for the Town.

The IDA can provide five basic forms of financial assistance to qualified applicants in order to promote the economic welfare of residents of Bethlehem:

- ◆ Exemption from Mortgage Recording Tax
- ◆ Exemption from State and Local Sales and Use Tax
- ◆ Real Property Tax Abatement (PILOT Agreement)
- ◆ Issuance of Tax-Exempt and Taxable Bonds
- ◆ Sale Lease/ Straight Lease Transactions

Projects that may be eligible for assistance include: manufacturing, warehousing, commercial, industrial, research, industrial pollution control, recreation and railroad.

Additional information about the Agency's incentives and current initiatives is available in the Executive Director's office, or by accessing the BIDA website at [www.bethlehemida.com](http://www.bethlehemida.com).

Bethlehem Industrial Development Agency  
445 Delaware Avenue  
Delmar, NY 12054  
518-439-4955 x 1139 (ED/CEO)  
518-439-4955 x 1159 (Clerk)  
[www.bethlehemIDA.com](http://www.bethlehemIDA.com)

## Resources

[Town of Bethlehem](http://www.townofbethlehem.org)  
[www.townofbethlehem.org](http://www.townofbethlehem.org)

[Bethlehem Chamber of Commerce](http://www.bethlehemchamber.com)  
[www.bethlehemchamber.com](http://www.bethlehemchamber.com)

[Albany County Dept. of Economic Development, Conservation & Planning](http://www.albanycounty.com)  
[www.albanycounty.com](http://www.albanycounty.com)

[Center for Economic Growth](http://www.ceg.org)  
[www.ceg.org](http://www.ceg.org)

[New York State Economic Development Council](http://www.nysedc.org)  
[www.nysedc.org](http://www.nysedc.org)

[NYS DEPT. of Economic Development / Empire State Development Corp.](http://www.empire.state.ny.us)  
[www.empire.state.ny.us](http://www.empire.state.ny.us)