

**ADVANCE ALBANY COUNTY ALLIANCE LOCAL DEVELOPMENT CORPORATION
BOARD OF DIRECTORS**

2/25/2025 MEETING MINUTES

A Meeting of the Advance Albany County Alliance Local Development Corporation Board was held on Tuesday, February 25, 2025, at 2:00 p.m. 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/Committee Member
- Rich Rosen, Board/Committee Member
- Alan D Alexander, Board Treasurer/Committee Member
- Helen Brooks, Board/Committee Member
- Michael Cassidy, Board/Committee Member
- Laura Zeliger, Board/Committee Member
- Caitlin O'Brien, Chief of Staff, Albany County Legislature (Ex officio)
- Michael McLaughlin, Albany County Deputy County Executive (Ex officio)

Corporation Directors excused:

- Michael Cinquanti, Board/Committee Member

Corporation Staff Present:

- Kevin O'Connor, CEO
- Amy Thompson, CFO
- Dylan Turek, SVP
- Antionette Dukes-Hedge, Economic Development Coordinator
- Sara Paulen, Executive Assistant

Also present at the meeting:

- Thomas Owens, Esq.
- Geoff Reddick, Baker Public Relations
- Mike DeMasi – Reporter, Albany Business Review
- Steve Hughes – Reporter, Times Union
- Josh Frederick, Jackson Demolition
- Mike Kelly, Jackson Demolition
- Mark Curan, Jackson Demolition
- Ashley Cusiquanci, Reporter, CBS 6

The Directors called the meeting to order at 2:02 p.m.

1. The first order of business, Mr. Goldberg called the Corporation's 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 January 22, 2025. After discussion upon a motion made by Mr. Rosen to approve the Meeting Minutes, seconded by Mr. Cassidy, the Minutes were approved pursuant to a unanimous vote.
3. The next order of business was the Corporation's CFO Report. There was no report.

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4. Next Order of business Corporation's CEO Report. Mr. O'Connor presented an update on the Albany County Pine Hills Land Authority (ACPHLA) closing and disposition. The Corporation provides services to, and is paid by the ACPHLA pursuant to a management agreement. The ACPHLA is expected to close on the property on or about March 10, 2025.
5. Next order of business was Other Business. The Corporation's CEO briefed the Board on the RFP for Construction Management and Demolition Services for the Central Warehouse (AACA RFP #2402) which was publicly advertised in October 2024. The RFP sought proposals based on a set of five (5) criteria that were enumerated in the RFP documents. The Board was briefed that seven proposals were received by the Corporation in response to the publicly advertised RFP (TU, Corporation website, etc.), of which three proposals were judged to be complete. Those three bidders were granted an oral interview. The review of the proposals, including each of the oral interviews, was conducted by a Review Committee consisting of 8 individuals including the Corporation's CEO and SVP (D. Turek), two NYS ESD members, two Albany County staff members, and two independent engineering consultants. The Review Committee reviewed, analyzed, and scored each of the three complete proposals against the stated evaluation criteria contained in the RFP. It was noted that a major concern of the Corporation related to this work was presence of an adjoining rail line, the past occurrences in which falling debris from the Building had already damaged the rail line resulting in shutting down rail service for a period, and that this was among the reasons why cost was not the only factor used in the Corporation's RFP evaluation criteria. Following this brief to the Board, Mr. Owens presented and reviewed the contents of Corporation Resolution 2025-02-01, which was in each Board member's meeting materials along with a summary memo from the CEO.
6. Next order of business was Executive Session. Upon a motion made by Mr. Cassidy to enter the Executive Session for the purposes of (i) matters leading to the appointment of a particular corporation related to the potential award for the Central Warehouse RFP, seconded by Mr. Alexander, the motion was approved pursuant to a unanimous vote. During Executive Session, the Board discussed the evaluation criteria contained in the RFP, noted that the evaluation criteria had been present and unchanged since the RFP issuance, and that the analysis/scoring of the responses by the Review Committee was based on such criteria. The Board asked Dylan Turek about the evaluation criteria, and Mr. Turek discussed each of the evaluation criteria with the Board. The Board asked about, and Mr. Turek reviewed the scoring results for each of the three responders which were evaluated and graded. Discussion was also focused on the extreme concern by the Corporation staff about the immediately adjacent Amtrak rail line and the significant potential cost (and potential liability) to the Corporation should any negative impact occur to the rail line. Discussion was also had about the need to coordinate demolition activities with Amtrack, and the desirability of engaging a contractor with experience in this regard. The staff noted the highest scoring responder had more experience working near railroad tracks, and was more familiar with the safety and work requirements of railroad companies. It was felt that the highest scoring responder provided better answers and more thoughtful responses during the interview process (with other bidders providing much more cursory and conclusory answers) with respect to its ability/experience to conduct its operations in a manner which would not expose the

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Corporation to such significant liability/increased costs and that the highest scoring responder was thought to be the best value for the Corporation.

7. Return to Open Session. On a motion made by Mr. Rosen and seconded by Mr. Cassidy and unanimously approved, the Corporation's Board exited Executive Session. No action was taken in the Executive Session.

Following discussion among the Board, staff and counsel related to the approval of the recommended awardee and correction of typos, upon a motion made by Mr. Cassidy to approve Resolution 2025-02-01 seconded by Ms. Brooks, Resolution 2025-02-01 was approved pursuant to a unanimous vote of the Corporation's Board.

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

Helen Brooks, Board Secretary

Board Minutes as approved by Board on March 26, 2025