

**BOARD MEETING**  
**FIVE South College Drive; Suite 201, 2nd Floor**  
**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**Binghamton, New York 13905**  
**Wednesday, July 18, 2018, 12:00 pm**

**SYNOPSIS OF MEETING**

**PRESENT:** T. Kane, W. Howard, J. Bernardo, J. Stevens, D. Marusich, R. Bucci, M. Pinker and D. Crocker

**ABSENT:** S. Feehan

**GUESTS:** Brian Haynes, Resident  
John Solak, Resident  
Jeff Platsky, Press & Sun-Bulletin  
Tom Spicer, IBEW 325  
Kevin McManus, Deputy County Executive

**STAFF:** K. McLaughlin, T. Gray, S. Duncan, C. Norton, N. Abbadessa and C. Hornbeck

**COUNSEL:** None

**PRESIDING:** T. Kane

Prior to calling the meeting to order, Mr. Kane introduced The Agency's new Board Member, Daniel E. Crocker, and administered the Oath of Office. Mr. Kane called the meeting to order at 12:04 p.m.

**ITEM #1. APPROVE MINUTES FOR THE JUNE 20, 2018 BOARD MEETING:** Mr. Kane asked if there were any concerns or adjustments with the minutes for the June 20, 2018 Board Meeting; hearing none, Mr. Kane stated minutes are approved.

**MOTION:** No motion necessary.

**ITEM #2. PUBLIC COMMENT:**

- 1) Mr. Solak addressed the Board regarding: 50 Front Street; Pike Development Group, LLC; Board meeting minutes; Binghamton University and The Agency's purpose.
- 2) Mr. Haynes addressed the Board regarding The Agency's assistance with a new Hemp business in Broome County, as well as Workforce Development.
- 3) Mr. Spicer addressed the Board regarding a job update for Local Electricians Union 325.

**ITEM #3. EXECUTIVE DIRECTOR'S REPORT:** Mr. McLaughlin asked Ms. Duncan to provide a brief report on the following initiatives related to The Agency's Strategic Plan:

- 1) Launch of the BR + E Loan Program: Broome County committed \$300,000.00 in funds.
- 2) Met with companies and developers (manufacturing, commercial operations and housing development) and expect PILOT Applications in the next couple of weeks.
- 3) CFA Process: Providing technical assistance to three companies (manufacturing operations, expansion of local companies and one infrastructure-related project).
- 4) BAE Study: Working with Elan; 80% complete with Existing Conditions Report; early stage identification of redevelopment tracts; attending Town Board Meeting to provide brief overview; Elan to provide Preliminary Summary Report in August.
- 5) Workforce: Launched Jobs.Now.Broome Campaign: Multi-media program includes job search website; working with school superintendents to create/implement Career Pathway Programs (such as "Trades in the Classroom") and obtain CFA training funds.
- 6) Transportation: Facilitating Job Access Transportation Study on behalf of Broome County, with TransPro; reviewing Preliminary Report with recommendations for Steering Committee (BC Transit, Broome-Tioga Workforce, Binghamton Metropolitan Transportation).
- 7) Housing Study: Identifying key partners to create programs to rehabilitate existing inventory.
- 8) Invited Board Members to attend August 2, 2018 Community Presentation by Dr. Tim Rushton, Director of Lehigh Career & Technical Institute. A tour of BOCES is planned.

Ms. Duncan and Mr. McLaughlin responded to questions and comments from Board Members.

**ITEM #4. LOAN FUNDS AVAILABILITY AS OF JUNE 22, 2018:** Mr. Stevens requested permission to address concerns from the June Board Meeting regarding certain account balances. Mr. Stevens explained that The Agency invested \$2.5 million in treasuries recently, broken into four pieces: rates were ranging from 2.375 to 2.625, which boosts up the yield on The Agency's portfolio. Mr. Stevens further stated there is some reserve, for the building issues. The Loan Funds Availability Report was presented to the Board by Mr. Gray. The balances available to lend are \$377,077.40 (STEED) and \$441,947.46 (BDF) and \$300,000.00 (BR + E). Mr. Kane asked if there were any questions of Mr. Gray concerning the report; there were none.

**MOTION:** No motion necessary.

**ITEM #5. A \$200,000.00 LOAN REQUEST FROM 265 MAIN STREET, LLC, FROM THE BDF/BR + E LOAN**

**FUND PROGRAMS TO ASSIST IN THE ACQUISITION AND RENOVATION OF THE PROPERTY AND BUILDING**

**AT 265 MAIN STREET, JOHNSON CITY, NY:** Mr. Gray stated this is an acquisition for a commercial mixed-use property in Johnson City, NY. Mr. David Whalen, 100% owner of Binghamton Hots, established his business in 2010, and is now in a position to be franchised nationally. Mr. Whalen is requesting financing to acquire and renovate the property at 265 Main Street in Johnson City. The Advisory Loan Committee (ALC) and Mr. Gray recommend approval of the request. A discussion ensued regarding job creation, as well as the location, use of the building and financing.

**MOTION:** To accept a \$200,000.00 Loan Request from 265 Main Street, LLC, from the BDF/BR + E Loan Fund Programs to assist in the Acquisition and Renovation of the Property and Building at 265 Main Street, Johnson City, NY. On a MOTION by Mr. Stevens, seconded by Mr. Pinker, the MOTION CARRIED UNANIMOUSLY.

**ITEM #6: A \$50,000.00 LOAN REQUEST FROM GROW HEMP, NEW YORK, LLC, FROM THE BR + E LOAN FUND TO ASSIST IT IN THE ACQUISITION OF MACHINERY AND EQUIPMENT AND WORKING CAPITAL FOR**

**USE AT ITS FACILITY AT 17 ROBERTS ROAD, WINDSOR, NY:** Mr. Gray stated Grow Hemp, NY was established in 2018 by brothers Jeffrey and David Bump to grow and process hemp for commercial sales. The brothers, along with seven other minor partners, have provided an equity investment of \$300,000.00 and with it, have leased 125 acres of tillable land, including buildings, machinery and equipment for 10 years, and also renovated their facility to prepare it for growing, drying and processing Hemp. After completing an initial planting, Grow Hemp, NY is now in a position to achieve sales projections, but needs additional machinery, equipment and working capital to do so. The ALC and Mr. Gray recommend approval of this request.

**MOTION:** To accept a \$50,000.00 Loan Request from Grow Hemp, New York, LLC, from the BR + E Loan Fund to assist it in the Acquisition of Machinery and Equipment and Working Capital for use at its Facility at 17 Roberts Road, Windsor, NY. On a MOTION by Mr. Stevens, seconded by Mr. Bernardo, the MOTION CARRIED UNANIMOUSLY.

**ITEM #7: A \$110,000.00 REQUEST FROM PREPARED POWER, LLC, TO ASSIST IT IN THE ACQUISITION OF THE PROPERTY AND BUILDING LOCATED AT 528 OLD FRONT STREET, BINGHAMTON, NY:**

Mr. Gray stated Mr. Gerald Sabato has owned Bryant Heating & Air Conditioning since 1993. Mr. Sabato's company provides sales, service, maintenance and installation to residential, as well as commercial customers. Bryant Heating & Air Conditioning has been located at 175 West Service Road in Binghamton, NY, for the last ten years, but must now relocate. Mr. Sabato has located a building on Old Front Street that will meet his current requirements and also, provides additional space for future growth. The ALC and Mr. Gray

recommend approval of this financing request. A short discussion followed regarding the balance of the BR + E Fund.

**MOTION:** To accept a \$110,000.00 Request from Prepared Power, LLC, to Assist it in the Acquisition of the Property and Building Located at 528 Old Front Street, Binghamton, NY. On a MOTION by Mr. Stevens, seconded by Mr. Pinker, the MOTION CARRIED UNANIMOUSLY.

**ITEM #8: RESOLUTION ACCEPTING AN APPLICATION FROM PIKE DEVELOPMENT GROUP, LLC, OR AN ENTITY TO BE NAMED, FOR A SALE/LEASEBACK OR A LEASE/LEASEBACK TRANSACTION TO FACILITATE THE FINANCING OF THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF 7 HAWLEY STREET, BINGHAMTON, NY AND AUTHORIZING THE AGENCY TO SET AND CONDUCT A PUBLIC HEARING WITH RESPECT THERETO:**

Mr. McLaughlin stated this is a signature project for the City of Binghamton. After the Collier Street Garage was torn down, the City sought a developer to build a new parking garage, as well as some housing in downtown. The City of Binghamton circulated an RFP; the successful developer, Pike Development Group, LLC, of Rochester, is in the process of getting ready to start construction. The Board is considering only the housing project, which will be 18 rental units, along with 6,000 square feet of commercial space. As part of the project, there will be a 302-space garage. Mr. McLaughlin stated time is of the essence and asked the Board to consider the application in lieu of short notice. Mr. McLaughlin further stated Pike Development Group, LLC, is firming up their final contract with the State and hope to start construction next month; the process has been negotiated with the Assessor and the Mayor, pending City Council approval. A question and answer period followed.

**MOTION:** To accept an Application from Pike Development Group, LLC, or an Entity to be Named, for a Sale/Leaseback or a Lease/Leaseback Transaction to Facilitate the Financing of the Acquisition, Construction and Equipping of 7 Hawley Street, Binghamton, NY and Authorizing The Agency to Set and Conduct a Public Hearing with Respect Thereto. On a MOTION by Mr. Bucci, seconded by Mr. Pinker, the MOTION CARRIED 7 to 1. Ms. Marusich opposed.

**ITEM #9: EXECUTIVE SESSION: TO DISCUSS THE SALE OF REAL PROPERTY:**

**MOTION:** To convene to Executive Session at 12:39 p.m. On a MOTION by Mr. Pinker, seconded by Mr. Stevens, the MOTION CARRIED UNANIMOUSLY.

**ITEM #10: RECONVENE TO PUBLIC SESSION:**

**MOTION:** To reconvene back to public session at 1:04 p.m. On a MOTION by Mr. Stevens, seconded by Mr. Bucci, the MOTION CARRIED UNANIMOUSLY.

**ITEM #11: ADJOURNMENT:** Mr. Kane requested a motion for adjournment.

**MOTION:** To adjourn the meeting. On a MOTION by Mr. Bernardo, seconded by Mr. Howard, the MOTION CARRIED UNANIMOUSLY, and the meeting was adjourned at 1:04 p.m.

The next meeting of The Agency Board of Directors is scheduled for Wednesday, August 15, 2018 at 12:00 p.m. at FIVE South College Drive, Suite 201, Binghamton, NY 13905.