

**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY
BOARD MEETING
185 Court Street
Binghamton, New York 13901
Wednesday, February 15, 2017, 12:00 pm**

SYNOPSIS OF MEETING

PRESENT: T. Kane, W. Howard, R. Bucci, J. Bernardo, and L. Pinker

ABSENT: J. Stevens, S. Feehan, D. Marusich, and J. Rounds

GUESTS: Scott Colton, Carpenters Local 277
Kevin McManus, Deputy County Executive
Tom Spicer, IBEW
Dan Richardson, Local Roofers
Robert Murphy, City of Binghamton Economic Development

STAFF: K. McLaughlin, T. Gray, S. Duncan, N. Abbadessa

COUNSEL: J. Meagher

PRESIDING: T. Kane

Mr. Kane called the meeting to order at 12:05 p.m.

ITEM #1. APPROVE MINUTES FOR THE JANUARY 18, 2017 BOARD MEETING: Mr. Kane requested approval of the minutes for the January 18, 2017 Board Meeting.

MOTION: Resolution to approve the January 18, 2017 Board Meeting minutes. On a MOTION by Mr. Howard, seconded by Mr. Bernardo, the MOTION CARRIED UNANIMOUSLY.

ITEM #2. PUBLIC COMMENT: Tom Spicer from the IBEW wanted to thank the Agency for the hard work accomplished on enforcing its Labor Policy.

MOTION: No motion necessary.

ITEM #3. EXECUTIVE DIRECTOR'S REPORT: Mr. McLaughlin stated the Agency has put together a workforce taskforce and the first meeting will take place March 1, 2017. He realizes the workforce priority is a daunting task but feels confident in the Agency's ability to carry it out. Mr. McLaughlin said he was involved in discussions about the Binghamton airport and stated the Agency will help in any way it can. Mr. McLaughlin had a meeting with Lenny Skrill from the Office of Community Renewal. Together they attended the Community Renewal ribbon cutting in Binghamton's first ward and spoke about other projects in the area. Mr. McLaughlin made a presentation in Syracuse for Crushman & Wakefield's annual meeting. Mr. McLaughlin received a phone call from the NYS Economic Development office asking if he would put his name on and support the Governors Free NYS Tuition proposal. He stated he does not feel

comfortable doing so at this time. Mr. McLaughlin wanted to make the Board aware he received this phone call and where he stands. A brief discussion took place.

MOTION: No motion necessary.

ITEM #4. LOAN FUNDS AVAILABILITY AS OF JANUARY 31, 2017: Mr. Gray presented the Loan Funds Availability report to the Board. The balances available to lend are \$457,797.39 (STEED) and \$490,445.85 (BDF). No comments were made.

MOTION: No motion necessary.

ITEM #5. TO APPROVE A HOUSING SUPPLY AND DEMAND ANALYSIS CONDUCTED BY SUSAN M.

PAYNE, STRATEGIC PLANNING AND ECONOMIC DEVELOPMENT CONSULTANT: Mr. McLaughlin explained this housing analysis was part of the Agency's strategic plan and requested by some of the Board members. The housing analysis will show data and include solid material about Broome County. Mr. McLaughlin stated the Agency has ample money in their budget under Professional Services and Contracts to cover the cost of the study. Mr. Bucci does not understand why this analysis needs to be completed. Mr. McLaughlin said having this study will give the Agency knowledge and understanding of any housing need in Broome County. He said private sector companies that are trying to hire and recruit new candidates are hearing complaints left and right with regard to the housing in Broome County. Ms. Duncan also stated the housing study complements the workforce initiative the Agency is working on. Mr. Pinker said someone other than Susan could complete this study and asked that the Agency put out RFP's. This resolution was tabled.

MOTION: No motion necessary.

ITEM #6. TO APPROVE A CONTRACT OF SALE TO 265 INDUSTRIAL PARK, LLC FOR THE ACQUISITION OF 121 AND 265 INDUSTRIAL PARK, KIRKWOOD, NEW YORK: Mr. McLaughlin stated this is the same contract that was given to Modern Marketing Concepts, who backed out of the deal, for the sale of the Link building. He is asking the Board for their approval to sell this building.

MOTION: To approve a Contract of Sale to 265 Industrial Park, LLC for the acquisition of 121 and 265 Industrial Park, Kirkwood, New York. On a MOTION by Mr. Bucci, seconded by Mr. Pinker, the MOTION CARRIED UNANIMOUSLY.

ITEM #7. RESOLUTION ACCEPTING AN APPLICATION FROM CARRIER SERVICES GROUP, INC. FOR A LEASE/LEASEBACK TRANSACTION TO FACILITATE THE ACQUISITION, RENOVATION AND EQUIPPING OF 1151 HOYT AVENUE, TOWN OF FENTON, BROOME COUNTY, NEW YORK AND AUTHORIZING THE AGENCY TO SET AND CONDUCT A PUBLIC HEARING WITH RESPECT THERETO: Mr. McLaughlin stated Carrier Services Group will buy a portion of the old DOD Hillcrest Depot site and relocate its new World Headquarter's location for worldwide asset management services. Mr. McLaughlin is asking the Board to accept the application and set a public hearing.

MOTION: To approve a resolution accepting an application from Carrier Services Group, Inc. for a Lease/Leaseback transaction to facilitate the acquisition, renovation and equipping of 1151 Hoyt Avenue, Town of Fenton, Broome County, New York and authorizing The Agency to set and conduct a public hearing with respect thereto. On a MOTION by Mr. Howard, seconded by Mr. Bernardo, the MOTION CARRIED UNANIMOUSLY.

ITEM #8. RESOLUTION ACCEPTING AN APPLICATION FROM 265 INDUSTRIAL PARK DRIVE, LLC. FOR A LEASE/LEASEBACK TRANSACTION TO FACILITATE THE ACQUISITION, RENOVATION AND EQUIPPING OF 121 AND 265 INDUSTRIAL PARK, TOWN OF KIRKWOOD, BROOME COUNTY, NEW YORK AND

AUTHORIZING THE AGENCY TO SET AND CONDUCT A PUBLIC HEARING WITH RESPECT THERETO: Mr. McLaughlin explained the PILOT that was approved for Modern Marketing Concepts will be the same PILOT 265 Industrial Park Drive, LLC is asking for. He said right now this resolution is asking to accept the application and set a public hearing.

MOTION: To approve a resolution accepting an application from 265 Industrial Park Drive, LLC. for a Lease/Leaseback transaction to facilitate the acquisition, renovation and equipping of 121 and 265 Industrial Park, Town of Kirkwood, Broome County, New York and authorizing The Agency to set and conduct a public hearing with respect thereto. On a MOTION by Mr. Howard, seconded by Mr. Pinker, the MOTION CARRIED UNANIMOUSLY.

ITEM #9. TO APPROVE AN OPTION AGREEMENT EXTENSION WITH JEFF HYMAN FROM HYMAN

HEMISPHERIC: Mr. McLaughlin stated Mr. Hyman was at the previous Board meeting. Based off the conversation from this meeting with the Board Mr. Meagher created an Option Agreement Extension. Mr. Bucci asked if a particular part of the Option Agreement could be changed to read; *The Buyer shall have the right to extend this Option Agreement for an additional six (6) month period if agreed to and approved by The Agency.* Mr. Meagher stated he would make the requested change to the Option Agreement.

MOTION: To approve an option agreement extension with Jeff Hyman from Hyman Hemispheric with said changes. On a MOTION by Mr. Bernardo, seconded by Mr. Pinker, the MOTION CARRIED UNANIMOUSLY.

ITEM #10: RESOLUTION ESTABLISHING A SMALL BUSINESS INCENTIVE PROGRAM DESIGNED TO AID IN THE RETENTION AND EXPANSION OF SMALL BUSINESSES LOCATED IN BROOME COUNTY: Mr.

McLaughlin stated this is the same resolution that was held over from the previous month. He explained the Small Business Incentive Program is designed to aid in the retention and expansion of small businesses located in Broome County. This program will provide assistance to businesses through the elimination of (8%) Sales Tax on qualified purchases related to operating their business or for expansion and renovation and a (1%) Mortgage Recording Tax on the purchase of land or buildings for their

business operations. Mr. McLaughlin met with the County and they are 100 percent behind this program. He stated the Agency along with the County will hold a news conference to make small businesses aware this program is available. Mr. Bernardo asked what makes this program different from the Agency's tax incentives they have now. Mr. McLaughlin said this program will be for projects \$100K and under and have a much quicker approval turnaround time. The Board does not need to approve these requests but Mr. McLaughlin assured the Board he will notify them as to when a business was granted this assistance. Mr. McLaughlin also stated he approached the Legislators to approve a new Small Business Fund. This fund is designed to stimulate the creation and expansion of small business for the purpose of retaining and/or creating jobs in Broome County. The loan amounts will be on a smaller scale. Mr. Bernardo asked when and if this fund would take place. Mr. McLaughlin said as soon as the Legislators pass it.

MOTION: To approve a resolution establishing a Small Business Incentive Program designed to aid in the retention and expansion of small businesses located in Broome County. On a Motion by Mr. Bernardo, seconded by Mr. Pinker, the MOTION CARRIED UNANIMOUSLY.

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

MOTION: To adjourn the meeting. On a MOTION by Mr. Bucci, seconded by Mr. Bernardo, the MOTION CARRIED UNANIMOUSLY, and the meeting was adjourned at 12:37 p.m.

The next meeting of the BCIDA Board of Directors is scheduled for Wednesday, March 15, 2017 at 12:00 p.m. at the Broome County Public Library, 185 Court Street, Binghamton, NY.