

# THE AGENCY

BROOME COUNTY IDA / LDC

**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
September 11, 2015 • 12:00 PM • Broome County Public Library  
185 Court Street, Exhibit Room, 2<sup>nd</sup> Floor  
Binghamton, NY 13901

## AGENDA

1. Approve Minutes – August 14, 2015 Board Meeting W. Howard
  2. Public Comment W. Howard
  3. Executive Director’s Report K. McLaughlin
    - Updates
    - Internal Financial Report – August 31, 2015
    - Strategic Plan Update
  4. Loan Funds Availability as of August 31, 2015 T. Gray
- New Business**
5. Resolution to Approve a Professional Services Contract with The Rochester Group for the Purchase and Implementation of CRM/Salesforce Management System S. Duncan
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6. Request from STEED Borrower, Sonostics, Inc., to Subordinate to New Debt T.Gray
- Old Business**
7. Adjournment W. Howard

## BOARD OF DIRECTORS

**Terrence M. Kane**  
Chairman of the Board

**Wayne L. Howard**  
Vice Chairman

**James G. Rounds, Jr**  
Secretary

**John J. Stevens**  
Treasurer

**James V. Baumgartner**  
Board Member

**John M. Bernardo**  
Board Member

**Jeffery K. Davis**  
Board Member

**Robert N. Nielsen, Jr.**  
Board Member

**Jeffrey K. Smith**  
Board Member