

1 STATE OF NEW YORK

2 BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY

3 - - - - -

4 In the Matter of the Application

5 regarding the

6 50 Front Street Associates, LLC Project

7 - - - - -

8 A Public Hearing held at 60 Hawley Street,  
9 Binghamton, New York, on the 10th day of November,  
10 2016, commencing at 11:55 AM.

11  
12 BEFORE: JOSEPH MEAGHER

13 Chairman of the Broome County  
14 Legislature

15  
16 REPORTED BY: CZERENDA COURT REPORTING, INC  
17 71 State Street  
18 Binghamton, New York 13901-3318  
19 LAURA SCHMIEDER  
20 Shorthand Reporter  
21 Notary Public  
22  
23  
24

1                   MR. MEAGHER:    Good morning.   My  
2                   name is Joseph Meagher, and I'm counsel to  
3                   the Broome County Industrial Development  
4                   Agency.   The Agency is conducting a hearing  
5                   pursuant to General Municipal Law 859(a) to  
6                   seek public comment on an application for  
7                   financial assistance submitted by 50 Front  
8                   Street Associates, LLC, in connection with a  
9                   proposed five-story, mixed use building  
10                  including 122 market-rate apartments,  
11                  10,000+/- square feet of office/commercial  
12                  space, and an under-building parking garage  
13                  to be located at 50 Front Street in the City  
14                  of Binghamton, County of Broome, State of  
15                  New York.   The acceptance of the filing by  
16                  the Agency does not infer any position on  
17                  the approval or disapproval of the financial  
18                  assistance requested.   No position will be  
19                  taken by the Agency until the public hearing  
20                  is concluded.

21                 A copy of the application, along  
22                 with the cost benefit analysis, have been  
23                 prepared by the Agency and is available for  
24                 your review.

1 Notice of this hearing was  
2 published in the PRESS & SUN BULLETIN on  
3 October 26, 2016. I request each person  
4 wishing to speak state his or her name and  
5 if you are speaking on behalf of an  
6 organization, please identify that entity or  
7 organization. The hearing will remain open  
8 until all public comment is concluded.

9 First, I'm going to ask that Kevin  
10 McLaughlin, Executive Director of the  
11 Agency, explain the tax benefits that have  
12 been requested by 50 Front Street, LLC.

13 MR. MCLAUGHLIN: Thank you, Joe.

14 As Joe said, the project is at  
15 50 Front Street in Binghamton. It's going  
16 to be a 122 market-rate apartment complex  
17 with the associated commercial space. It's  
18 really a couple phases to the project. The  
19 first phase is that it has to be a complete  
20 remediation of the environmental conditions  
21 that are within the building, asbestos and  
22 so forth is going to have to be completely  
23 done. The building will then be demolished  
24 and we hope that this will all start

## Public Hearing - 50 Front Street Associates, LLC

1           sometime during the first part of the year.  
2           The total project cost is estimated at  
3           around \$31 Million, a significant investment  
4           in the City of Binghamton.

5                     50 Front Street Associates is  
6           seeking a deviated 28-year pilot and is also  
7           seeking an 8 percent sale tax exemption and  
8           a 1 percent mortgage tax exemption on the  
9           project. As I said, the project is expected  
10          to be commenced almost immediately with  
11          completion in the second quarter of 2018.

12                    MR. MEAGHER: All right. Does  
13          anybody wish to be heard with regard to this  
14          project? I'll start with John.

15                    MR. MCCLAUGHLIN: Go right there,  
16          John, that way, everybody can hear you.

17                    A SPEAKER: I'm John Solak, I live  
18          in Binghamton. I don't understand how an  
19          application is taken and public comment is  
20          invited on a project where the entity  
21          doesn't own the land. I think we are  
22          backwards here. I think, first, the LLC  
23          should close on the property and then we  
24          should discuss favors and I have questions

1 as to the legality of that. I mean,  
2 nobody's putting up anything except for  
3 maybe artist renderings and stuff like that.

4 Further, let me state for the  
5 record that the principals of the  
6 organization aren't here. So, who is their  
7 advocate? There is nobody here to answer  
8 any questions. This isn't the first time  
9 that people have requested tremendous,  
10 tremendous tax breaks and don't even bother  
11 to show up. So, that would indicate to me  
12 that the fix is in; that this is some sort  
13 of rigged system here.

14 This is, I guess, the land bank's  
15 debut project and it hasn't been handled too  
16 well, in my opinion. Ken Kamlet, who was  
17 the attorney for Newman, maybe he still is,  
18 was an outspoken advocate of the creation of  
19 the land bank in Broome County. And we have  
20 the land bank, but my understanding would be  
21 that the land bank would handle all these  
22 issues related to remediation and preparing  
23 the site and then seeking development.  
24 Instead, we have Newman Development doing

1           the remediation.

2                       Now, what's their experience in  
3           doing remediation? Do they have any? How  
4           much money are they making? I don't see a  
5           lot of skin in the game for Newman,  
6           honestly. I think that from my way of  
7           thinking, I think you got to go back to the  
8           Sheraton Hotel in Binghamton to see a  
9           project that has this many subsidies. Not  
10          only the ones we are talking about today,  
11          but, as I understand it, there are several  
12          that can be applied for.

13                     So, I -- I think you're looking,  
14          when you add it all up, you are looking at  
15          least 20 percent of the so-called project  
16          costs being given as incentives and I  
17          suggest something, and now the duration of  
18          the tax payment. And I don't think it's a  
19          bad project. I think the street is rapidly  
20          going down hill as witnessed by Mr. McManus  
21          of the funeral home and the gentleman that  
22          owns the valet shop, they were at the  
23          planning board and talking about another  
24          unrelated property and they were bemoaning

1           the condition of that street because --  
2           well, I guess, now when somebody graduates  
3           from Susquehanna Valley and sort of handyman  
4           says, Mom, I'm going to Binghamton to strike  
5           my fame and fortune with student housing.  
6           So, they buy a few units and that's what  
7           happened to that street.

8                        So, I don't think that the project  
9           is bad, but the duration of the tax  
10          payments. At one time we are just talking  
11          about paying some new taxes and the amount  
12          of it and it was sort of a clean deal  
13          because they were all under 20 years. Now,  
14          the creep has gone from 24 to now 28 years.  
15          That's outlandish. I mean, there is  
16          absolutely no way that any government entity  
17          can plan on a 28-year basis. I mean, that  
18          means that a guy that comes on board in a  
19          municipality today is not even going to be  
20          retired yet. So, I don't -- I mean, it's  
21          just outrageous. The duration is absolutely  
22          unacceptable, absolutely unacceptable.

23                       I mentioned this before: The  
24          Sheraton Hotel lasted from 1959 to 1973.

1           So, that's 14 years that the Sheraton  
2           lasted. So, you know, I disagree with it.

3                   Now, Newman operates in a very  
4           linear fashion. They don't take much  
5           chances because they sort of concentrate on  
6           trying to keep people out and then hold, you  
7           know, and hold the other developers back.  
8           And this project is on a very slow pace, and  
9           I think what you are going to see is, I  
10          think you are going to see tenants from the  
11          River House being poached and then you will  
12          end up with a problem at the River House.  
13          So, I don't -- I don't think -- because  
14          Newman admitted in the presentation that the  
15          rental market here wasn't exactly strong.

16                   As far as the retail space and job  
17          creation aspect of this, the IDA has not  
18          held anyone's feet to the fire on these job  
19          creation things, whether it's Ron Kutas and  
20          the Fair Store, whether it's this guy in the  
21          Chase Manhattan Bank building; they have all  
22          more or less claimed ignorance or whatever  
23          and their plans have not come to fruition.

24                   Now, it's easy to fill up retail



1 space, to be quite honest. You find some  
2 entrepreneur and you lower the rent and say,  
3 hey, we'll give you a space for a couple  
4 hundred dollars and if you have a proven --  
5 proven -- if you are successful here at this  
6 location, we'll talk about -- so, there is  
7 no excuse for those storefronts to be empty.  
8 What are they holding out for? They are not  
9 triple-A storefronts.

10 So, that's the concern, duration of  
11 the abatement, whatever you want to call it,  
12 the pilot. The next thing is the fact that  
13 the IDA is not holding anyone's feet to the  
14 fire, particularly on retail space. It's  
15 all empty and there is no rhyme or reason to  
16 think that, you know, that there is no lease  
17 signed or no interest on the table. The  
18 third is that what the land bank is for. Is  
19 the land bank for just to take property and  
20 not do anything?

21 And may I say this: Stacie knows,  
22 they have done a horrible job with that  
23 location and securing it and allowing it to  
24 be vandalized and everything else. So, it's

1 a good project, but if you look at the top  
2 ten taxpayers -- and that's what I look  
3 at -- I look at the top ten taxpayers and  
4 that's in all the prospectuses and the top  
5 ten employers. And, by the way, 454  
6 employees will get you to a spot on the top  
7 ten now.

8 When I look at that and I see all  
9 these tax abatements, and it's almost like  
10 we have more landlords here than tenants, I  
11 think you've got to question. And anybody  
12 that in their right mind that would approve  
13 a 28-year tax abatement, I believe -- well,  
14 I would advocate their immediate jailing,  
15 but they should be booted out of the public  
16 area as fast and furious as possible.

17 MR. MEAGHER: Thank you, John.

18 Does anybody else wish to be heard?  
19 I'll take the gentleman in the green shirt.

20 A SPEAKER: I would like to thank  
21 everyone for the opportunity to talk here  
22 today. Obviously, I wish this was held at a  
23 more appropriate time when people could  
24 actually come to speak. I think that's very

1           inappropriate that it be held at this time  
2           of day when most people are working and  
3           can't come out and express their concern or  
4           their position relative to this pilot  
5           agreement as being proposed.

6                       By the way, my name is Brian  
7           Whalen, I'm a life-long resident of the City  
8           of Binghamton. I live in the First Ward at  
9           245 Oak Street. I'm also the vice president  
10          of the Binghamton City School District Board  
11          of Education. I am not here to speak on  
12          behalf of the board of education, because  
13          the board of education has not been allowed  
14          to -- we just found out about this basically  
15          through a letter that was sent out on the  
16          24th of October and received by the  
17          superintendant on the 28th.

18                      We've been asking for information  
19          because we had heard about this property  
20          that we knew nothing about, other than it  
21          was 50 Front Street, but there was no  
22          indication to us there was any pilot  
23          agreement involved, the length of the pilot  
24          agreement, what the impact was to the school

1 district who is the taxing authority. I  
2 think things are misconstrued here in terms  
3 of who has authority to make these decisions  
4 because it appears the accessing authority  
5 has the authority to decide on our behalf,  
6 which I think is totally inappropriate.

7 I understand that this pilot here  
8 may be unlike the last one, which built  
9 student housing, does have an initial tax  
10 revenue component. However, extremely  
11 small, less than 10 percent of what the  
12 assessed -- or what the taxes would be at  
13 based on the year '28.

14 The City School District of  
15 Binghamton, just for people's information,  
16 we experience well over a 70 percent poverty  
17 rate as measured by free and reduced  
18 lunches. That figure is, in all likelihood,  
19 understated because there is, obviously, you  
20 know, a stigma associated with some people  
21 applying and they didn't want to be  
22 categorized in that category. So, what the  
23 school district has down is we do provide  
24 free lunches to our entire student

1           population because it's important that they  
2           are able to come to school and learn and be  
3           nourished and taken care of in that regards.

4                       However, they don't give a voice in  
5           this pilot. Twenty-eight years out with no  
6           voice at all, there is no revenue other than  
7           the minimal amount that would be generated  
8           in the first year for the school district.  
9           It's an issue of a couple of things: One,  
10          that this whole process operates in the dark  
11          and the information is withheld and  
12          misconstrued and nobody really knows what  
13          the whole story is behind the role of the  
14          Agency.

15                      The county, in their wisdom,  
16          decided that when they turned over control  
17          of these decisions to the Agency a number of  
18          years ago, made sure that they were going to  
19          collect their tax revenue, their sales tax  
20          revenue specifically. So, when you read the  
21          letter that came out announcing this and  
22          what the ramifications were, it talked about  
23          sales tax relief and, obviously, that's at  
24          the state level only. And, therefore, the

1 way everyone knows sales tax works, or at  
2 least my understanding of it, is that the  
3 city receives their share of that sales tax  
4 revenue. And I understand that will grow  
5 from 45 percent to the 50 percent area, if  
6 it hasn't already in terms of the county  
7 sharing with the municipalities.

8 The Agency also would receive  
9 revenue from this project because I assume  
10 that would be the least payments. So, they  
11 are obviously allowed to continue their  
12 operations. The county gets theirs, they  
13 get shorted a little bit on the county side,  
14 on the property taxes. However, when it's  
15 something that occurs in the city, the  
16 amount that they are getting taxed is  
17 significantly lower than what it would be if  
18 it was an outside unit than in town.

19 So -- but my biggest concern about  
20 this, because I don't know if this is a good  
21 project or not, because not enough  
22 information has been put out there to the  
23 public and certainly to the people that  
24 should have a vote in the process, and that

1 is the school district. And I'm not talking  
2 Binghamton, I'm saying every school  
3 district, when there is a project cited  
4 within their jurisdiction, should have a  
5 voice in the decision process.

6 The city and county even after the,  
7 you know, after the initial phase of the  
8 project when they will be collecting  
9 revenues from, obviously, from anything that  
10 is materials that are used to build the  
11 project, will continue to receive revenues  
12 from the shops if they so happen to survive  
13 and are able to collect sales tax; whereas  
14 the city school district will not receive  
15 anything other than, like I said, this  
16 miniscule amount.

17 And what it really does is it  
18 provides an unfair taxation to the city  
19 residents who are basically providing  
20 corporate welfare to multi, multi,  
21 multimillionaires. And if anybody doesn't  
22 have an issue with this, I think you really  
23 need to examine your conscience. The city  
24 school districts, along with all the other

1 school districts in the state, are faced  
2 with this 2 percent capsule. It is very  
3 difficult for us to increase revenues and  
4 get the money we need to educate our  
5 children. I'm still not sure who has  
6 authority to approve this project, but what  
7 I'm asking: Before the Agency board makes a  
8 decision or whoever is making the  
9 decision -- maybe somebody can make that  
10 clear to me how that process works -- is  
11 that this project be brought in front of the  
12 Binghamton City School District and they  
13 cast their vote on how they feel this should  
14 be, whether this is in the best interest of  
15 city taxpayers and the children in our  
16 district.

17 Everybody seems to have to give up  
18 very little except for the school district.  
19 We are the organization that probably needs  
20 it the most and we are not at the table. We  
21 don't get a vote and that's what this  
22 country is founded on, is everybody  
23 remembers the Boston Tea Party.

24 So, I would like -- I'm not opposed



1 to development, I think it's good. I'm  
2 still a firm Keynesian economic, the  
3 theorist believer, and I believe in the  
4 supply and demand, so let the larger forces  
5 do what they need to do. And I just --  
6 there is just -- I started to question what  
7 the role of the Agency is in terms of in  
8 what -- from what their original intent was  
9 is to bring well-paying jobs into the  
10 community, because this project certainly  
11 won't do that.

12 And I'm not talking about  
13 non-reoccurring jobs of construction in  
14 nature that go away after the building is  
15 built. What I'm talking about is sustaining  
16 jobs for our community and sustaining jobs  
17 that are well-paying.

18 And I think if you were to look at  
19 the previous project and certainly would  
20 look at this one, I don't think that they  
21 are bringing -- they would bring  
22 well-paying, sustaining jobs in this  
23 community. As a matter of fact, most of the  
24 jobs that are being generated would be

1           minimum wage-type jobs or certainly a low  
2           income-type jobs.

3                       So, the other problem that it also  
4           brings forward is that similar to the  
5           previous project, I don't know that there  
6           has been an assessment on the needs. So we  
7           are going to go spend money we don't even  
8           know if it's needed. Can you fill  
9           market-rate housing, and if you can, what's  
10          the impact on the rest of the neighborhoods?  
11          Are we going to continue to attract more  
12          poverty because people can't get a fair  
13          market rate for their apartment buildings;  
14          which, by the way, has happened with the  
15          last project. And, furthermore, if they  
16          can't rent them and receive any revenue,  
17          then they end up off the tax rolls and there  
18          is no revenue collected whatsoever.

19                      So, my concern, as I said, is I'm  
20          not speaking on behalf of the board; I wish  
21          I could. I wish we had the information  
22          early enough so that we had the opportunity  
23          to meet and have this discussion; that  
24          didn't happen. We did get an e-mail from

1           somebody associated with the developer who  
2           wanted to talk about the project with us  
3           prior to it going public. It didn't talk  
4           about any kind of tax breaks or the type of  
5           pilot or whatever.

6                        So, I think the light needs to be  
7           shined on what the Agency role is and how  
8           this process is supposed to work, and I  
9           think it's incumbent upon everyone to really  
10          look at who the stakeholders are and make  
11          sure that they are brought to the table and  
12          that you get a buy-in from them. I just  
13          find it absolutely appalling that the city  
14          school district who collects more taxes and  
15          has a higher budget than the City of  
16          Binghamton is probably second in budget to  
17          the county, has no say or has not been given  
18          any opportunity to have this information  
19          presented to them and for them to reach a  
20          consensus how they would feel about the  
21          project.

22                       Like I said, I don't know what to  
23          tell you how I feel because there is not  
24          enough information that has been provided

1                   and some of the information has been false  
2                   and misleading.

3                   So, having said that, if you are  
4                   looking for if I am in favor or against the  
5                   project, I think this needs to be aired a  
6                   little bit better than it has been and then  
7                   you need to involve the right stakeholders  
8                   in the process and get their input before  
9                   you make a decision that impacts somebody  
10                  that is not represented in the discussion.  
11                  Thank you.

12                  MR. MEAGHER:    Thank you.

13                  Mark, you wish to speak?

14                  A SPEAKER:    Thank you.    I'm Mark  
15                  Whalen, resident of Binghamton.   I'm county  
16                  legislature, but I'm not here representing  
17                  the legislature.   I'm just here as a citizen  
18                  that cares about the process and the product  
19                  and cares about a successful, viable  
20                  community today and for the foreseeable, you  
21                  know, 20, 40, 50 years.

22                  I'm not opposed to the demolition  
23                  and redevelopment of 50 Front Street.   It is  
24                  an eyesore.   It is a -- it is a building

1           that is no longer viable and no longer  
2           functioning and it was a drain on city  
3           services. The succession of elder care  
4           homes that were there -- and I use that  
5           "care" word very carefully because it was --  
6           I used to say that's how you knew when your  
7           kids hated you, because they sent you to  
8           that place.

9                       I wish there was some board members  
10           here because they are the ones that set the  
11           policy for the IDA and they really need --  
12           I've spoke at their meetings before to  
13           literally no avail. But my primary concerns  
14           here, basically five different concerns, and  
15           they are focused on the lack of formal  
16           policy of the Agency regarding continued  
17           residential development. It used to be  
18           called the Industrial Development Agency and  
19           it was charged with bringing jobs and  
20           assisting businesses that were here and  
21           expanding and growing and helping to create  
22           a viable economic community here.

23                       And there is not an awful lot of  
24           that going on. There is some and we've had

1           some successes, but the last five, six years  
2           has been focused primarily on residential  
3           quote-on-quote luxury development, luxury  
4           student housing, and they turned just about  
5           every chicken coop in downtown Binghamton  
6           into luxury student housing, and some of it  
7           is far from luxury. And I know the IDA  
8           hasn't participated in all of those types of  
9           developments, but it's continued.

10                 So there are some developers who  
11           can pull off this residential development  
12           without pilots. Without a formal policy on  
13           residential development, we don't know how  
14           effective using millions of tax dollars in  
15           the form of property tax abatements or  
16           pilots is in creating jobs that are able to  
17           support a family. I think we can all agree  
18           that many of the manufacturing and  
19           industrial developments that have occurred  
20           over the years are fairly well-paying and  
21           give people a reason, especially young  
22           people, a reason to stay here after  
23           graduation.

24                 I'm also concerned about the loss

1 of tax revenue for the Binghamton City  
2 School District, and my brother spoke about  
3 the impact on the district in terms of their  
4 tax revenue and some people make their  
5 augment, well, you got an empty building  
6 right there not paying a dime in taxes but  
7 -- and that's true. So, yes, some is better  
8 than none, but we are also -- we are also  
9 creating competition to people who own other  
10 apartment buildings and rentals in the area  
11 and that -- that -- this is something that  
12 needs to be studied. There is no attempt to  
13 evaluate the impact of additional housing in  
14 our already struggling real estate market.

15 And what is the impact on our  
16 already high vacancy rates? I find it  
17 absolutely fascinating that you have the  
18 Binghamton Housing Authority and Woodburn  
19 Court II which are characterized as  
20 generally low-income housing; they are  
21 advertising for tenants. So, obviously  
22 there is a vacancy at the lower end of the  
23 market because people are moving up as rates  
24 for some of the higher sort of quality

1 residential units have come down and makes  
2 it within the reach of many lower-income  
3 people and they are moving out of Woodburn  
4 Court II, the low rise, and the Binghamton  
5 Housing Authority.

6 So, it's -- it's disconcerting that  
7 the IDA and part of the policy makes no  
8 attempt to evaluate the impacts on the  
9 vacancy rates. If you go back to the 1970s  
10 when you had plenty of jobs in this area,  
11 you had a housing market that basically was  
12 in equilibrium with the number of jobs and  
13 we had a really well-functioning economy.  
14 You had IBM, you had Link, you had Universal  
15 Instruments, you had General Electric, you  
16 had a number of industrial concerns, and you  
17 had hundreds of subcontractors and suppliers  
18 and sheet metal shops and fabrication shops  
19 and all the ancillary spinoff. And when you  
20 say with every industrial job you get a  
21 spinoff of about multiply effect of about  
22 five jobs.

23 So, basically everything was in  
24 equilibrium. As we lost those thousands and



1 thousands of jobs, some through high taxes  
2 and others through corporate greed and other  
3 issues, the number of jobs dropped  
4 dramatically, and we still have a legacy of  
5 thousands and thousands of vacant properties  
6 and over the years those properties have  
7 been filled with people who are migrating  
8 here for -- for a better life, for better  
9 housing, the streets are safer, the schools  
10 are better. I often say our biggest problem  
11 in the area besides the loss of jobs lately  
12 is justification in the outer boroughs of  
13 New York City because they can't afford to  
14 live there anymore so they are coming here.

15 That's a personal decision. That's  
16 every person is entitled to improve their  
17 lot in life. But certainly in Binghamton  
18 and particularly the Binghamton School  
19 District, the impact of having excess  
20 housing in this area has been to -- to sort  
21 of tacitly invite people to come here.  
22 People who have -- many of them have high  
23 needs, low skills, and they end up on  
24 welfare and that essentially has pushed the

1 city schools past the tipping point where  
2 you are now having a significant amount of  
3 people that are leaving, middle class people  
4 leaving the area because they don't feel  
5 comfortable sending their kids to these  
6 high-needs schools and it's unfortunate.

7 I mean, I still believe in  
8 Binghamton, but I don't have kids. So, the  
9 IDA really needs to take a look at  
10 formulating a policy on residential housing.  
11 I mean, it's -- it's you are working at  
12 cross-purposes to this community. I mean,  
13 you may think are you doing a good thing by  
14 filling in these vacant lots and turning old  
15 buildings, but I would dare say, I mean,  
16 every year, hundreds and hundreds of vacant  
17 properties are either abandoned by their  
18 owners or given up for back taxes, and we  
19 are finally getting to the point where we  
20 are tearing down 30, 40, 50, 60 buildings  
21 per year. You can't do it fast enough.

22 And the fifth issue is, you know,  
23 again, it goes back to the board as, you  
24 know, there seems to be little or no attempt

1           to negotiate with some of these developers  
2           on a less-generous pilot agreement, you  
3           know, they take a ten-year pilot, would they  
4           take a quicker ramp up, you know, or start  
5           at -- some of them may start at 50 percent  
6           and climb to 100 percent after ten years or  
7           so. But there are other -- there seems to  
8           be no attempt to evaluate what the rate of  
9           the returns are for these developers and  
10          whether or not a nonstandard pilot that is  
11          less generous than a standard pilot would be  
12          enough for them to continue with their  
13          development.

14                 We want people to feel that they  
15          can come here and invest their money and get  
16          a decent rate of return, but you don't want  
17          to create an unlevel playing field where the  
18          people that invested years ago are getting  
19          clobbered. That's what's happening, they  
20          are walking away, many of them. It's  
21          problematic. And for the Agency not to take  
22          this into account is, you know, it's  
23          bordering on malfeasance and I think it's  
24          deplorable that there are no board members

1                   here. I just can't say that enough.

2                   And I will attend the next meeting  
3                   and give my spiel. I've done that before  
4                   and nobody's paid attention, but I guess I  
5                   got to keep doing it. Thank you.

6                   MR. MEAGHER: Thank you, Mark.

7                   Jim, do you wish to be heard?

8                   A SPEAKER: I wasn't sure if Joe  
9                   was saving the best for last or forgot my  
10                  name but one or the other. Jim Baumgartner,  
11                  I live at 52 Rogers Mountain Way in  
12                  Binghamton.

13                 I would like to start by thanking  
14                 the Broome County Land Bank. I think  
15                 they've done a pretty good job with the lack  
16                 of funding and things around their  
17                 abilities. I thank the City of Binghamton  
18                 Mayor and thank the IDA and Kevin and the  
19                 whole team for working on the public side of  
20                 this project. I would like to thank Mark  
21                 Newman. I know that he and the Newman  
22                 Development Group have done a lot of things  
23                 behind the scenes in evaluating the project,  
24                 evaluating the product, evaluating the

1 community, and they've shown some real  
2 leadership on the private side of the  
3 project.

4 And my opinion, the demolition of  
5 50 Front Street to replace the building will  
6 further demonstrate the comeback for the  
7 City of Binghamton. Based on other Newman  
8 Development Group projects, I'm sure the  
9 building will be attractive and well-built.  
10 This building and others proposed to the  
11 city have an opportunity to be much more  
12 than a pretty building.

13 I'd like to implore the project to  
14 incorporate as many Smart Energy Solutions  
15 as possible. Binghamton is starting to get  
16 a good reputation for Smart Energy as  
17 evidenced by the CHP installed at Bates  
18 Troy. If you want to talk to a believer in  
19 energy and what it can do for a business,  
20 talk to Brian Kradjian. The BU incubator,  
21 currently under construction, the solar and  
22 geothermal installed in MacArthur school;  
23 there is going to be much more. The City of  
24 Binghamton could put itself on the map for

1 innovative energy by the inclusion of Smart  
2 Energy Solutions in this project and similar  
3 projects.

4 I ask that all the parties explore  
5 funding opportunities that may be available  
6 through NYSERDA, PSC, EPA, New York Green  
7 Bank, da, da, da, da, da. And as an aside,  
8 Alfred Griffin, who is the president of  
9 New York Green Bank which has the capital  
10 approaching a billion dollars to help to  
11 fund and bridge projects between developers  
12 and green energy which was here in town last  
13 week -- and, frankly, none of the principals  
14 and major people involved in projects showed  
15 up to meet with him. So, I don't get that,  
16 but anyway....

17 There is lots of opportunity, I  
18 believe, in helping to make the 50 Front  
19 Street just another showplace for modern  
20 power, generation and efficiency. Every  
21 dollar brought into the community for EV  
22 charging, CHV head pumps and the like, helps  
23 to raise the profile of the building, helps  
24 to raise the profile of the city, will save

1           the project money on its energy needs, and  
2           reduce the America's dependance on foreign  
3           oil.

4                   I understand market-rate housing  
5           and being in the city. There is upper  
6           limits to what people are willing to pay.  
7           But I believe there should be enough  
8           potential sources of energy funding that  
9           could offset the additional costs that the  
10          building would incur.

11                   I would go further in saying that I  
12          think the Land Bank City and the IDA should  
13          ask all developers to add and consider smart  
14          energy for projects they want to propose.  
15          Get into that process early and projects  
16          that have smart energy solutions that are  
17          going to be good for the community, they  
18          should get a higher rating than projects  
19          that don't. There is a lot of evidence and  
20          success stories into other communities who  
21          are pushing for energy conservation and  
22          local energy generation that put global  
23          labor to work and approve the appeal of  
24          their cities and there is no reason why

1 Binghamton cannot be among them.

2 We must start thinking differently  
3 in this sense. Just because this is Upstate  
4 New York, we are in the rust belt, economy  
5 is not exactly booming. Don't build to a  
6 standard of 1990s. Build to a standard of  
7 2020, 2025 and create a new narrative for  
8 the city and it's housing options. Thank  
9 you very much.

10 MR. MEAGHER: Thank you, Jim.

11 Does anyone else wish to be heard?

12 (Whereupon there was no response)

13 MR. MEAGHER: Hearing none, I'm  
14 going to request that the reporter spread on  
15 the records of this hearing the notice of  
16 public hearing, the correspondence to the  
17 taxing authorities, affidavit of mailing,  
18 the affidavit of publication in the PRESS &  
19 SUN BULLETIN, and the affidavit of posting  
20 of the notice of this public hearing. The  
21 reporter will prepare a transcript which  
22 will be provided to all the members of the  
23 Agency as soon as she has completed and  
24 before this project is brought for a vote



1                   before the board.

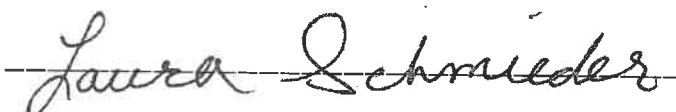
2                   That said, I'm going to call this  
3                   hearing to a conclusion. Thank you all.

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1 STATE OF NEW YORK :

2 COUNTY OF BROOME :

3  
4 I, LAURA SCHMIEDER, Shorthand Reporter, do  
5 certify that the foregoing is a true and accurate  
6 transcript of the proceedings In the Matter of a Public  
7 Hearing Regarding 50 Front Street Associates, LLC  
8 Project, held in Binghamton, New York, on November 10,  
9 2016.

10  
11  
12   
13 LAURA SCHMIEDER

14 Shorthand Reporter

15 Notary Public

16 CZERENDA COURT REPORTING, INC

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18 Binghamton, New York 13901-3318

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