

**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY
GOVERNANCE COMMITTEE
January 15, 2020 – 11:00 AM
The Agency Conference Room, 2nd Floor
FIVE South College Drive, Suite 201
Binghamton, NY 13905**

PRESENT: R. Bucci, J. Peduto, C. Sacco and J. Stevens

GUESTS: Jeff Platsky, Press & Sun Bulletin
Brian Haynes, Great Eastern Hemp
Joseph Bertoni, Broome County Legislator

ABSENT: B. Rose

STAFF: S. Duncan, T. Gray, N. Abbadessa, C. Hornbeck, B. O'Bryan, T. Ryan and
A. Williamson

PRESIDING: R. Bucci

AGENDA ITEM 1: Chairman Bucci called the meeting to order at 11:01 a.m.

AGENDA ITEM 2: Accept the December 18, 2019 Governance Committee meeting minutes: Chairman Bucci stated the first item on the agenda is to accept minutes for December 18, 2019; any changes or revisions were forwarded back; hearing no comments, Chairman Bucci stated the minutes are accepted, as presented.

MOTION: No motion necessary.

AGENDA ITEM 3: Public Comment: None.

AGENDA ITEM 4: Review/Discussion/Recommendation of a Resolution Accepting an Application from Davidge Holdings, LLC and Authorizing a Sales and Use Tax Exemption in an Amount not to Exceed \$20,400.00, Consistent with the Policies of The Agency in Connection with the Renovation and Equipping of the Property and Building at 31 Front Street, City of Binghamton, Broome County, NY. Ms. Duncan stated Chianis and Anderson, also known as Davidge Holdings, LLC (Davidge) is purchasing 31 Front Street, the prior home of Savearound and the Decker Mansion. Davidge is seeking a sales tax exemption in the amount of \$20,400.00 for renovation of their

offices. The amount of the sales tax exemption requested does not require a public hearing. At this time, Ms. Sacco abstained.

MOTION: Having no quorum, the matter will be taken up by the full Board.

AGENDA ITEM 5: Review/Discussion/Recommendation of a Resolution Accepting an Application from Great Eastern Hemp, LLC for a Sale/Leaseback or a Lease/Leaseback Transaction to Facilitate the Financing of the Acquisition, Renovation and Equipping of the 60 Lester Avenue, Town of Union, Broome County, NY, Including a Payment in Lieu of Tax Agreement and a Sales Tax Exemption in an Amount not to Exceed \$80,000.00. Ms. Duncan stated this resolution is for acceptance for a public hearing. A revised Project Review Form, as well as Cost Benefit Analysis and PILOT schedule have been provided today. This is a 15-year standard PILOT. The project involves the acquisition of 60 Lester Avenue (former home of Achieve), which was sold recently. The Agency started conversations with Great Eastern Hemp many years ago about their interest in the emerging hemp industry, prior to the passage of the farm bill. Mr. Brian Haynes, in attendance, is a representative of the company. Great Eastern Hemp anticipates 40 new jobs over a three-year period, with an investment totaling just over \$11 million dollars. Chairman Bucci asked if there were any questions; hearing none, asked for a motion.

MOTION: Ms. Sacco moved the Motion to Recommend the Resolution to the full Board for approval, seconded by Mr. Peduto; the MOTION CARRIED.

AGENDA ITEM 6: Review/Discussion/Recommendation of a Resolution Authorizing The Agency to Enter into a Real Estate Agreement of Sale with the Binghamton Local Development Corporation (The "BLDC") for the Sale of 6.2114 +/- Acres of Land Located at 30 Charles Street, City of Binghamton, Broome County, NY, for an Amount of \$30,000.00 per Acre, \$20,000.00 Payable at Closing and the Balance from the Proceeds of the Sale of the Parcels by the BLDC. Ms. Duncan stated this is the final step in transferring the remaining acreage at Charles Street Business Park to the BLDC. The Agency had been in discussions with Savearound acquiring those adjacent parcels to their building; Savearound has since decided this is not the best option for them at this time. The Agency reached out to Mayor David at the BLDC, who expressed a desire to take ownership of the Charles Street Business Park. The BLDC has already gotten approval to transfer the property. The matter was discussed last month; The Agency is now ready to advance

the transfer and all parties have reviewed the matter with legal counsel. Chairman Bucci asked for a motion.

MOTION: Ms. Sacco moved the Motion to Recommend the Resolution to the full Board for Approval, seconded by Mr. Peduto; the MOTION CARRIED.

AGENDA ITEM 7: Review/Discussion/Recommendation of a Resolution Authorizing the Executive Director, on Behalf of The Agency, to Enter into an Agreement with Hue for Digital Account Services Running from March 1, 2020, Through and Including February 28, 2021, in the form Attached Hereto as Exhibit "A." Ms. Abbadessa stated the Agency has worked with Hue for about six years now. Hue is responsible for The Agency brand and The Agency's updated website. Hue is also instrumental with The Agency's Good Life program, and branding of the BR + E program, which has been highly successful. The Agency would like to continue using Hue's services for creative work, website maintenance and updates. The contract amount has not changed from last year, remaining at \$18,000.00.

MOTION: On a MOTION by Ms. Sacco, seconded by Mr. Peduto, the MOTION CARRIED.

AGENDA ITEM 8: Review/Discussion/Recommendation of a Resolution Authorizing the Executive Director, on Behalf of The Agency, to Enter into an Agreement with Freshysites, LLC for Social Media and Marketing Services, to run from February 1, 2020, Through and Including January 31, 2021, in the Form Attached Hereto as Exhibit "A." Ms. Abbadessa stated the Agency has worked with Freshysites, LLC (Freshy) for the last two years. Freshy is responsible for the Broome Is Good website, all of the Broome Is Good social media, along with the Good Life stories. The Agency has moved the Good Life story creation and interviews in-house; Freshy will continue to be responsible for both the website maintenance and all of the social media accounts. A short discussion followed.

MOTION: On a MOTION by Ms. Sacco, seconded by Mr. Peduto, the MOTION CARRIED.

AGENDA ITEM 9: Executive Session: Sale of Real Property. Chairman Bucci asked Ms. Duncan if the Governance Committee would be going into Executive Session; Ms. Duncan replied it would not be necessary.

AGENDA ITEM 10: Adjournment: Chairman Bucci asked for a motion to adjourn.

MOTION: On a MOTION by Ms. Sacco; seconded by Mr. Peduto, the MOTION CARRIED.
Chairman Bucci adjourned the meeting at 11:11 a.m.

The next meeting of The Agency Governance Committee is to be determined.