

THE AGENCY

BROOME COUNTY IDA / LDC

BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY

GOVERNANCE COMMITTEE MEETING

May 20, 2020 – 11:30 a.m.

The Agency Conference Room, 2nd Floor

FIVE South College Drive, Suite 201

Binghamton, NY 13901

REVISED AGENDA

1. Call to Order R. Bucci
2. Accept the April 15, 2020 Governance Committee Meeting Transcript R. Bucci
3. Public Comment R. Bucci
4. Review/Discussion/Recommendation to Authorize the Extension of the Lease Agreement By and Between The Agency, Boscov's Department Store, LLC, The Binghamton Local Development Corporation, and the City of Binghamton Dated as of May 1, 2013, for an Additional One (1) Year Term Commencing May 1, 2020 and Terminating April 30, 2021, on the Same Terms and Conditions as set Forth Therein, Including the Payment of Rent in the Amount of \$135,061.00 During the Extension Term S. Duncan
5. Review/Discussion/Recommendation to Enter into an Agreement with Elan Planning, Design & Landscape Architecture, PLLC in Order to Initiate the Site Inventory Evaluation & Prioritization Process, a Beginning Master List of Greenfield, Vacant Lots and Potential Building Candidates for Redevelopment will be Developed S. Duncan
6. Review/Discussion/Recommendation to Accept an Application from GJS Property Group, LLC and Authorizing a Sales and Use Tax Exemption in an Amount not to Exceed \$60,000.00, Consistent with the Policies of The Agency in Connection with the Renovation of the Property and Building Located at 85 Main Street, Village of Johnson City, Broome County, New York S. Duncan
7. Review/Discussion/Recommendation to Accept an Application from Beer Tree Brew Works, Inc. and Authorizing a Sales and Use Tax Exemption in an Amount not to Exceed \$96,000.00, Consistent with the Policies of The Agency in Connection with the Renovation of Interior Space Leased to Beer Tree Brew Works, Inc. at the Former Sears Building Located Within the Oakdale Mall, 501 Reynolds Road, Village of Johnson City, Broome County, New York S. Duncan
8. Review/Discussion/Recommendation to Approve an Extension of the Sales and Use Tax Exemption Letter of AOM 128 Grand Avenue Through, and Including, May 8, 2021, not to Exceed \$232,000.00 S. Duncan
9. Review/Discussion/Recommendation to Approve an Extension of the June 19, 2019 Sales and Use Tax Exemption Agreement with National Pipe & Plastic, Inc. from June 19, 2019 Through, and Including June 19, 2021, of which the Total Shall not Exceed \$418,000.00 S. Duncan
10. Adjournment R. Bucci



OFFICE OF THE MAYOR

Richard C. David, Mayor
Jared M. Kraham, Deputy
Donna Ferranti, Secretary

April 30, 2020

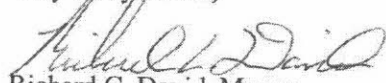
Jim Boscov, CEO
Boscov's, Inc.
4500 Perkiomen Ave.
P.O. Box 4116
Reading, PA 19606-0516

Re: Boscov's - City of Binghamton

Dear Mr. Boscov:

This letter confirms that the Lease Agreement and Parking Agreement, last dated November 1, 2019, are extended for a period of one (1) year from May 1, 2020, to April 30, 2021. The Rent for May 1, 2020, to April 30, 2021, is \$135,061 and shall be paid as required in Section 2. No "Major Replacements" are due under Section 4. The Lease Agreement will otherwise remain in full force and effect. Please execute a copy of this letter and return same to the undersigned. This extension may be executed in several counterparts. A fully executed set will be provided to all parties.

Very Truly Yours,


Richard C. David, Mayor

Boscov's Department Store, LLC

By: _____
Jim Boscov, CEO

Date: _____

Broome County Industrial Development Agency

By: _____
Stacey Duncan, Executive Director

Date: _____

Binghamton Local Development Corporation

By: _____
John Saraceno, Pres.

Date: _____

THE AGENCY – BROOME COUNTY IDA/LDC Site Inventory Evaluation & Prioritization Initiative

Scope of Services

May 18, 2020

PHASE I:

- I. To initiate the Site Inventory Evaluation & Prioritization process, a beginning Master List of greenfield, vacant lots and potential buildings candidates for redevelopment will be developed. This will be done in partnership with The Agency staff. The Tier I evaluation process will get this list to a manageable number, followed by a Tier II evaluation conducted with much more detail. The scoring system utilized will prioritize both the Master List and the Final List.

ACTION ITEMS:

- Develop Countywide Master List of Sites/Buildings for Evaluation
 - Mix of several site categories
 - Greenfield/50 acres and greater
 - Urban Vacant Lots/Three Cities Locations
 - Urban Buildings/Three Cities Locations
 - Initial Master List Opportunities to be identified
 - 50 Greenfield
 - 25 Urban Lots
 - 25 Buildings
- II. Once the Master List of Sites/Buildings is completed, there will be two stages of evaluation. Tier I is more general and is intended to narrow the list to stronger development and redevelopment opportunities. Then Tier II evaluation gets into much more detail with a point system that will prioritize the stronger sites.

ACTION ITEMS:

- Develop Evaluation Based Comprehensive Scoring System & Criteria
 - Incorporate multiple development factors
 - Include locally/regionally identified priorities
 - Utilized to Scale List Focused on Most Viable Opportunities
 - Two Tiers of Evaluation with point based system
 - I. Simplistic to Narrow Master List (In Phase I)
 - II. Detailed for Ranking of Final List (In Phase II)

- III. Upon completion of Tier I evaluation, a final list of the stronger remaining sites and buildings will be produced. Working with The Agency staff, this final list will be reviewed and signed off on. With a finalized list, a budget will be developed for Tier II evaluation of selected sites that will be evaluated in detail resulting in Site Spec Sheets as part Phase II.

ACTION ITEMS:

- Finalize Cost Structure for Tier II Evaluation Process & data required for Spec Sheet Development
 - Based on Mix of Site Types and Complexity
 - Greenfield
 - Urban Re-Development Buildings
 - Urban Developable Vacant parcels
 - Mix and Details of the Final List Determines Phase II Cost

- IV. Once the final list is in place, the demand for engineering and architectural related supportive services will be defined. This is the last cost element directly connected to the specific sites that will define the budget for Phase II evaluation costs. This is when a final budget can be finalized and be part of the Phase II proposal.

ACTION ITEMS:

- Confirm Project Team, scope and pricing
 - Planning, Research, GIS Mapping & Data Collection
 - Economic Developer/Graphic Designer
 - Engineering Firm
 - Architectural Firm

- V. A final report will be produced that addresses the process, evaluation criteria, Tier I evaluation results and the scope of work for Phase II including Tier II evaluation data and overall cost.

ACTION ITEMS:

- Deliver Final Report
 - Project Results Outline
 - Tier I & Tier II Evaluation Criteria
 - Master List of Sites with Tier I evaluation completed
 - Tier I Evaluation Sheets and Summary
 - Define Phase II Next Steps/Summary of Final Site List
 - Phase II Budget and Project Completion Delivery Timeframe

INITIATIVE PHASE II:

- Conduct Tier II Detailed Evaluation of Final Site List
- Incorporate EPA Grant Funding
- Coordinate Team to Develop Spec Sheet Site Specific Criteria and Facts
- Develop and Deliver Prioritized Final Site List
- Develop Spec Sheet Design/Content for Final Site List
- Deliver Completed Spec Sheets for Defined Sites

Project Budget

The Agency Site Inventory Evaluation & Prioritization Initiative

Task	Team Member	LCN		AM		CK2		Total by Hours	Total by Task
	Hourly Rate	\$165		\$195		\$95			
Task 1	Coutywide Master List (Sites and Buildings)	40	\$6,600	40	\$7,800	40	\$3,800	120	\$18,200
Task 2	Scoring System (Develop and Apply)	40	\$6,600	40	\$7,800	6	\$570	86	\$14,970
Task 3	Finalize Phase II Cost Structure	12	\$1,980	12	\$2,340	0	\$0	24	\$4,320
Task 4	Confirm Project Team, Scope and Pricing	6	\$990	6	\$1,170	0	\$0	12	\$2,160
Task 5	Summary Report	24	\$3,960	24	\$4,680	16	\$1,520	64	\$10,160
	Total	122	\$20,130	122	\$23,790	62	\$5,890	306	\$49,810

LCN: Lisa Nagle, AICP, RLA
 AM: Alexander 'Sandy' Mathes, Jr.
 CK2: Chris Kimmerly

Project Schedule

The Agency/Broome County Site Inventory, Evaluaton & Prioritization Initiative

Task	Title	Month				
		1	2	3	4	5
1	Coutywide Master List (Sites and Buildings)	★				
2	Scoring System			★	★	
3	Finalize Phase II Cost Structure					
4	Confirm Project Team					
5	Summary Report					★

★ Proposed Advisory Committee Meeting