

BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Governance Committee Meeting Transcript

Held telephonically, May 20, 2020, commencing at
11:30 a.m. Adjourned at 11:50 a.m.

[See attendees at end of Transcript.]

REPORTED BY:

Carrie Hornbeck, Executive Assistant

Broome County Industrial Development Agency

Chairman Bucci: We visually have everyone, so I don't think there is any need to take a roll. And so, we will call the meeting to order.

Ms. Hornbeck: Excuse me. Could you take a roll, cause [sic] I can't see everybody, please?

Chairman Bucci: Alright, well, I can tell you who is on -- we just want the committee members, right?

Ms. Duncan: Yes, just Committee -- Governance Committee, for now.

Chairman Bucci: So, Carrie, Rich Bucci is here, Brian Rose is here, Cheryl Insignia [sic] is here, and Jim Peduto is here.

Ms. Hornbeck: Thank you.

Ms. Duncan: And Carrie, Natalie can -- is recording, so we can get a screen shot and she can send you a list of all attendees, for recording purposes.

Ms. Hornbeck: Okay.

Chairman Bucci: Okay. Alright, so we will proceed. The first order of business is to accept the

April 15th Governance Committee Meeting transcript.
Those were sent out; if there were any additions,
deletions or modifications, they were sent back to
Carrie. So, with that being said, we will accept the
minutes of the April 15th meeting.

The next order of business is Public
Comment. I know there are other individuals online.
If there is anyone who would like to comment on items
on the agenda, or issues before The Agency, I invite
you to identify yourselves and to speak now.

Mr. Culbertson: This is Dave Culbertson,
with National Pipe. I have a couple of our other
people in the room with me on the phone -- but we have
an issue on a grant from The Agency, that I think we
need to discuss -- an extension of time -- regarding
some hazardous waste clean-up that was about a year
longer than we thought it would take.

Ms. Duncan: Is -- this is outside of
today's current agenda item with the sales tax
extension? Is this something separate from that?

Mr. Culbertson: I'm sorry. It is not the
grant, it is a sales tax exemption, yes.

Ms. Duncan: Okay. We do have this on today's Governance Committee agenda, so we will be -- I think we have that -- Item #9 on our agenda -- so, we will -- we do have that for addressing today.

Mr. Culbertson: Okay. Thank you.

Chairman Bucci: Stacey, is it fair to say when we get to it as an agenda item, if anyone has any questions, they can ask Dave?

Ms. Duncan: Absolutely.

Chairman Bucci: Okay. So, we will do it that way, then. Very good. Is there anyone else, who would like to speak at this time? Okay, hearing none, we will close that section of the meeting and we will move on to our items on the agenda for today.

The first issue on the agenda is a Recommendation to Authorize the Extension of the Lease Agreement By and Between The Agency, Boscov's Department Store, The Binghamton Local Development Corporation, and the City of Binghamton Dated May 1st, 2013, for an Additional One-Year Term Commencing May 1st, 2020 and Terminating April 30th, 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. So, I'll pass off to Stacey for
an update.

Ms. Duncan: Yeah, you know this is a -- not
much to update, other than what's been provided to you
in the letter. We've been working with the City of
Binghamton on retaining this lease on a year-to-year
basis with Boscov's Department Store. So, this is a
renewal of that agreement, that expired on April -- I
believe it was April 30th -- so, it is an automatic
renewal of this upon today's decision by the Board.
Certainly, I think this arrangement that we have is
crucial in keeping Boscov's downtown, as a priority of
Mayor David's, and as well, he has been in many
conversations with the state about some funding to do
some renovations -- I think, much needed, to the
building which would be vital to retaining Boscov's,
or any, you know, tenant in the future, however that
plays out. So, I think this is an important step for
us to retain that relationship with Boscov's. So, I
will take any questions, if you have any.

Chairman Bucci: Yeah, I know the intent, obviously, the state, the city and Boscov's are looking for, working out a long-term lease, and I know that's still in the works. I think the pandemic obviously, has kind of, probably, put -- stall on that for the time-being, but the good news is we are extended for another year, which gives them, you know, more time to negotiate, and hopefully, come up with a more permanent resolution for staying in the City of Binghamton, so -- are there any questions for Stacey? Hearing none, I'll entertain a motion.

Mr. Peduto: So, moved. Jim.

Chairman Bucci: Motion by Jim. Is there a second?

Mr. Rose: Second. Brian.

Chairman Bucci: Second by Brian. All in favor:

Unknown: [I -- in unison.]

Chairman Bucci: Any opposed? Motion carries.

Ms. Sacco: I was on mute. I'm sorry. I said, "I."

Chairman Bucci: Okay.

[Laughs.]

Chairman Bucci: The next item of business is a Recommendation to Enter into an Agreement with Elan Planning, Design & Landscape Architecture, in Order to Initiate the Site Inventory Evaluation & Prioritization Process, a Beginning Master List of Greenfield, Vacant Lots, Potential Building Candidates for Redevelopment, to be Developed. So, I'll pass that to Stacey, for an overview.

Ms. Duncan: Sure, you know this is something that we have been talking about doing for a number of years, now, quite frankly, and it does connect to our organizational strategic plan. One of our strategic objectives was to identify new development sites. I think, actually, quite frankly, even coming out of this pandemic, I think, the marketing and proactivity on marketing sites for investment will become even more important, moving forward. Elan Planning, Landscape, Architecture and Engineering -- last year, I believe, was it -- we issue a RFQ for services from Architecture and Engineering, and then, last -- the last round, we also

added firms that could do things like feasibility studies, redevelopment strategies, etc., and we had selected Elan, as that firm of record for us. So, we do have an existing relationship in that regard, so not require an RFP process, because we have already done that. So, what this would be -- to do -- would be to look at a comprehensive review of Broome County potential redevelopment sites, initiate a site evaluation and prioritization -- this does connect -- tangentially, it is connected to our recent EPA assessment grant -- it would help us determine what sites could be -- we could utilize those EPA funds to review and which ones kind of fall outside of the scope of that program. It also, I think -- as we talked -- I think, in our last discussion about the need to -- I think, have a more comprehensive list ready to go last year, so that when we get needs, when we get RFI's, we have all of our data ready to go and can respond, I think, a little more adeptly, than we are currently able to. I think we do the best we can; Natalie keeps a pretty comprehensive list, but there's a lot of details that we are not able to capture, that we can through this process. The total funding for Phase 1 is \$49,810.00. If you recall, at the end of

last year, I worked with John Stevens through Finance Committee to -- we set aside \$125,000.00 of investment income -- instead of moving that into our account, we put that aside for future studies related to economic development. We would utilize some of those funds to pay for this Phase 1 -- and a quick update on that -- I just wanted to update you -- I had come to the Board previously with the potential for doing a creative economy sector study. I am still interested in that at some point in time -- but I think what we will do is table that for the time-being, because I think we need to spend some time seeing how things are going to play out with this pandemic. So, that is just an aside, but I did want to update the Board on that. But this would be the -- funds coming from that source. I'll answer any questions the Board has.

Chairman Bucci: So, what would a Phase 2 be? Is that what you were just referring to -- or Phase 2 would then be another part of this initiative?

Ms. Duncan: A Phase 2 - yeah, a Phase 2 would be to do - so, the first Phase is really, just kind of culling potential development sites in Broome County and creating a short list, if you will, of

which ones we think would be best to do a more deeper dive into -- infrastructure, utility infrastructure, broadband, to do some potential environmental review and do -- create from there -- basically, spec sheets and detailed information that we can then use to market sites -- and I had sent you a link prior to the meeting, of some of the product of that would be a digital -- basically, a digital mapping, kind of, using GIS and mapping, that -- you know, a searchable site database that would also encapsulate all of that information, as well. So, Phase 1 is what sites do we want to focus on, and kind of create an inventory of those, and Phase 2 might be a deeper dive, as we think necessary, and we would bring those back to the Board for review.

Chairman Bucci: Any additional questions for Stacey? Is there a motion?

Ms. Sacco: Sacco makes the motion.

Chairman Bucci: Is there a second?

Mr. Rose: Rose seconds. Brian Rose.

Chairman Bucci: Okay. Second. All those in favor, say I.

Unknown: [I -- in unison.]

Mr. Peduto: This is Jim. I need to abstain.

Chairman Bucci: Okay. So, we have one abstention, and three I's -- and Carrie, Jim was the abstention, if you didn't already get that.

Ms. Hornbeck: Yes, thank you.

Chairman Bucci: Okay. The next item of business is a Recommendation to Accept an Application from GJS Property Group and Authorizing a Sales and Use Tax Exemption in the 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, in the Village of Johnson City.

Ms. Duncan: Yes, GJS is George J. Slavik Property Group, LLC -- recently acquired the building at 85 Main Street, and have come to us for a sales tax exemption program only, to do some renovations to that property for their business expansion. The amount, at \$60,000.00, does not exceed \$100,000.00, so, no Public Hearing is required, so we can, based on the action of

the Governance Committee and Board today, approve that benefit at today's meeting -- and you should have an application in your packets, if you have any questions.

Chairman Bucci: Any questions for Stacey?
Okay, I will entertain a motion to approve.

Mr. Rose: Rose moves.

Mr. Peduto: Peduto, second.

Chairman Bucci: We have Jim seconding. All in favor:

Unknown: [I -- in unison.]

Chairman Bucci: Any opposed? Motion passes.

The next item of business is a Recommendation to Accept an Application from Beer Tree Brew Works and Authorizing a Sales and Use Tax Exemption in the Amount not to Exceed \$96,000.00, Consistent with the Policies of The Agency in Connection with the Renovation of the Interior Space Leased to Beer Tree Brew Works at the Former Sears Building, Located Within the Oakdale Mall, Reynolds Road, Village of Johnson City. Stacey.

Ms. Duncan: Yes, this is -- as you are familiar with the renovation to the Sears facility -- we received a call from Doug Matthews, who purchased that building, as to the best way to approach -- Beer Tree is doing their work completely independently of the work going on with the Lourdes project, and as well, as, I think now, completed Office of Employment and Training for the County there. Upon -- you know, just, a discussion with counsel, we thought the best way to approach that is to have Beer Tree actually apply separately, as their own entity -- and they are doing all of the work independently of the owner -- and so they have applied to us for this Sales Tax Exemption -- Sales and Use Tax Exemption -- at \$96,000.00, again, not requiring [a] Public Hearing, being under \$100,000.00.

Chairman Bucci: Are there any questions of Stacey? Motion to approve?

Mr. Rose: Rose moves.

Chairman Bucci: Is there a second?

Mr. Peduto: Peduto, second.

Chairman Bucci: Motion approved. Seconded.

All in favor:

Unknown: [I -- in unison.]

Chairman Bucci: Any oppose?

Ms. Sacco: This is Sacco. I need to abstain.

Chairman Bucci: Okay. So, we have three I's and one abstention.

Next item of business, Recommendation to Approve an Extension of the Sales and Use Tax Exemption Letter of AOM 128 Grand Avenue Through, and Including, May 8th, 2021, not to Exceed \$232,000.00. Stacey.

Ms. Duncan: Yes. So, the next two agenda items are both requests for extension of time, not of dollar value of the exemption for these projects. So, with the one currently being considered, AOM -- that is, the apartments over near the School of Pharmacy in Johnson City, Praveen reached out to us, on the -- certainly, understandable, being delayed, because it is not an essential construction project -- they had to stop construction related to COVID 19 -- so, as

such, has come to us and requested an extension of time for their exemption.

Chairman Bucci: Any questions? Motion?

Mr. Peduto: Jim.

Chairman Bucci: Second?

Ms. Sacco: Sacco.

Chairman Bucci: All in favor:

Unknown: [I -- in unison.]

Chairman Bucci: Okay. Four I's. Motion is -- any opposed? Motion is carried.

The next item on the agenda is a Recommendation to Approve an Extension of the June 19th Sales and Use Tax Exemption Agreement with National Pipe & Plastic, from June 19th, 2019 Through, and Including June 19th, 2021, of Which the Total Shall not Exceed \$418,000.00. Stacey.

Ms. Duncan: Again, similarly, this is the request for an extension of the length of the term of the exemption and not the dollar value. This project -- which is the relocation of National Pipe and Plastic's headquarters from Vestal to Endicott -- has

had some construction delays and Dave Culbertson, President and CEO of National Pipe is here -- Dave, I don't know if there is anything specific you would like to add -- or, with regard to the project -- but certainly, we -- you know, understandable construction delays in the months -- recent months.

Mr. Culbertson: We had [inaudible] in to you, but, basically, it took a year longer to get EPA approval for removal of hazardous waste on the site. There were PCB's left by EJ and an electronics system that they had. We knew about that, in advance. The demolition team turned that removal over to another contractor that was supposed to coordinate removal, transportation, location of a hazardous waste dumpsite and the approval of the EPA. All four of those had to be permitted separately, but the permits had to be associated with one specific time period. So, that became, kind of, a catch-22 last year, when we were attempting to finish this. We stepped in last summer, got all the permits, all at once -- potentially, would have had consequences that would have been fairly severe, if we did not get everything done in time, but we finally got all the waste removed to a hazardous site -- there are only two of these in the country --

and approval signed off by the EPA in the fall. So, we lost [inaudible] last year, as a construction period. The weather turned winter by the time we got the final EPA approval. We were waiting for this winter to release us for construction, and then they got caught in a COVID 19 period again, so, we are just now, this week starting to move dirt again and put a foundation in at the end of this week. So, now, it looks like we can have everything done by the first quarter of '21. We are asking to be able to run through the second quarter of '21, in case we have any further delays.

Ms. Duncan: Okay, Dave.

Chairman Bucci: Okay. Are there any additional questions for Dave or Stacey? With that, I will entertain a motion to approve.

Mr. Peduto: Jim Peduto.

Chairman Bucci: Is there a second?

Ms. Sacco: Sacco.

Chairman Bucci: All in favor:

Unknown: [I -- in unison.]

Chairman Bucci: Any opposed? Okay. Motion carries.

Mr. Culbertson: Thank you all very much, by the way.

Chairman Bucci: Good luck, Dave.

Ms. Duncan: Thank you, Dave.

Mr. Culbertson: Thank you, Rich. Is there any reason why we need to stay on the call?

Ms. Duncan: No, I, no -- the Governance Committee will bring this to the full Board in about ten minutes, when our regular Board meeting starts. You are welcome to stay, but not required.

Mr. Culbertson: Okay. Thank you very much.

Chairman Bucci: That concludes our Governance Committee agenda.

Chairman Bucci: I will entertain a motion to adjourn; Brian Rose [1st]; Jim Peduto [2nd]. All in favor:

Unknown: [I -- in unison.]

Meeting adjourned [at 11:50 a.m.].

[Attendees: Rich Bucci, Brian Rose, Cheryl Sacco, Jim Peduto, John Stevens, Stacey Duncan, Tom Gray, Natalie Abbadessa, Carrie Hornbeck, Brendan O'Bryan, Theresa Ryan, Amy Williamson, Joe Moody, Dave Culbertson and Mayor Greg Deemie.]