

BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY

IDA Board Meeting Transcript

Held telephonically, January 20, 2021, commencing at
12:00 p.m. Adjourned at 1:20 p.m.

[See attendees at end of Transcript.]

REPORTED BY:

Carrie Hornbeck, Executive Assistant

Broome County Industrial Development Agency

Chairman Bernardo: I'd like to call to order the meeting of the Broome County Industrial Development Agency of January 20th, 2021. And I would ask Joe Meagher to take care of housekeeping, if you will.

Attorney Meagher: Okay. Good morning, all. It's time for our annual oath of office. So, I'm going to read the oath, and I'm going to ask each of you to, in unison, repeat after me -- with using your own name, of course. So, if you would repeat after me, or before we do that, would you all raise your right hands, please. And repeat, I --

Unknown: [I -- in unison.]

Attorney Meagher: State your name.

Unknown: [Name stated -- in unison.]

Attorney Meagher: -- do solemnly swear --

Unknown: [-- do solemnly swear -- in unison.]

Attorney Meagher: -- that I will support the Constitution of the United States --

Unknown: [-- that I will support the Constitution of the United States -- in unison.]

Attorney Meagher: -- and the Constitution of the State of New York --

Unknown: [-- and the Constitution of the State of New York -- in unison.]

Attorney Meagher: -- and that I will faithfully discharge the duties --

Unknown: [-- and that I will faithfully discharge the duties -- in unison.]

Attorney Meagher: -- of the office of member of the Broome County Industrial Development Agency --

Unknown: [-- of the office of member of the Broome County Industrial Development Agency -- in unison.]

Attorney Meagher: -- according to the best of my ability.

Unknown: [-- according to the best of my ability -- in unison.]

Attorney Meagher: Perfect. You're all sworn in. Carrie, are you on? She's not on.

Ms. Hornbeck: Yes, I'm on.

Attorney Meagher: How do we want to handle the notarization?

Ms. Hornbeck: If everyone would just send me their oaths of office; there's an executive order

that gives me the ability to go ahead and notarize in the absence of a public meeting, via virtual.

Attorney Meagher: Okay, Carrie.

Mr. Peduto: Carrie, can those be emailed? Or do we need to drop them off?

Ms. Hornbeck: No, you can just email them to me.

Mr. Peduto: Okay.

Ms. Hornbeck: Thank you.

Ms. Duncan: And as, well, you also -- I think, Carrie, you also sent out the acknowledgement and fiduciary duty form. So, send those along, as well.

Attorney Meagher: Yes, those have to be executed. All right. John, do you want to move on to the next item?

Chairman Bernardo: I do. Nomination of officers. Joe, are you taking it from here, or am I?

Attorney Meagher: You were.

Chairman Bernardo: Okay. Are there any nominations for the office of chairman?

Mr. Crocker: Yes. I'd like to nominate John Bernardo, for chairman. Dan Crocker.

Mr. Mirabito: I'd like to second that nomination.

Chairman Bernardo: Okay, you've heard the nomination. It's been seconded. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Thank you. Moving on for the office of vice chairman.

Mr. Mirabito: Yes, I would enthusiastically like to nominate Jim Peduto.

[Laughs.]

Chairman Bernardo: Second that, with as much enthusiasm.

[Laughs.]

Chairman Bernardo: You've heard the motion and a second. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Thank you. For the office of secretary -- is there a nomination?

Mr. Peduto: This is Jim Peduto. It's my distinct pleasure to nominate Rich Bucci, for secretary.

Chairman Bernardo: Thank you, Jim. Is there a second?

Mr. Crocker: Yes. Dan Crocker. I would second that nomination.

Chairman Bernardo: Thank you, Dan. So, we have a motion and a second for the office of secretary. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Thank you. Moving on to the office of treasurer. Is there a nomination?

Mr. Bucci: This is Rich Bucci. I'd like to nominate Dan Crocker, for the office of treasurer.

Chairman Bernardo: Thank you, Mayor. Is there a second?

Mr. Cornwell: Steve Cornwell seconds. Thank you for the motion and second. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Okay. So, our officers are in place. Congratulations to everyone.

We're looking for a motion for the appointment of Dan Crocker to The Agency Loan Committees. Is there a motion?

Mr. Bucci: This is Rich Bucci. I make a motion that we appoint Dan Crocker to The Agency Loan Committee [sic].

Chairman Bernardo: Thank you, Mayor. Is there a second?

Mr. Rose: Brian Rose. I'll second.

Chairman Bernardo: Thank you, Brian. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed?
Congratulations, Dan. More work for you.

[Laughs.]

Chairman Bernardo: Looking at the agenda, we're looking for a [sic] approval or comments on the transcript from our December 16th, 2020 Board meeting.

Unknown: Can I talk?

Chairman Bernardo: You may speak, as you wish, yes. Who was that?

Unknown: Sorry, that was a member of the public.

Chairman Bernardo: Okay, sorry about that. I thought that was Mr. Cornwell. I'm looking at him, nope. Are there any comments on the transcript? If

not, I'm looking for a motion to accept those --
accept the transcript for that meeting.

Mr. Crocker: Motion.

Chairman Bernardo: Dan, was that you?

Mr. Crocker: Yes.

Chairman Bernardo: Thank you. Is there a
second?

Mr. Mirabito: Joe seconds.

Chairman Bernardo: Thank you, Joe. All
those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed?

Mr. Cornwell: For the record, Cornwell just
abstains, because I wasn't at that meeting, so I
wouldn't really be able to verify and approve those
minutes.

Chairman Bernardo: Gotcha. Thank you,
Steve. We come to the part of our agenda where we
have a Public Comment session. Anybody wishing to
speak on any matter concerning the Broome County IDA,
please raise your hand, state your name and address
for the record.

Mr. Solak: Hello, can I talk?

Chairman Bernardo: Sure, would you please?

Go ahead.

Mr. Solak: John Solak, Binghamton.

Chairman Bernardo: Hi, John.

Mr. Solak: How you doing?

Chairman Bernardo: Very well.

Mr. Solak: Pleasure to be with everybody today. Lester Avenue. I guess that's on the agenda. That has been a boondoggle. Let's review. The gentleman that owned that property, that the county wound up with, went to Florida. He went bankrupt. The county spent well over \$100,000.00 on a Florida law firm to get possession of that building. Then we had the Isaac Anzaroot debacle. We had all the big-time politicians: Jason Garner, Donna Lupardo -- talking about what a great success this was and what it was going to be. Isaac Anzaroot had a bad reputation in the community already. He had an even worse represent -- reputation downstate -- the Big Apple, where he's from. It was clear that he couldn't -- wanted to flip it. He flipped it. It ends up in Matthew Paulus' hands. Matthew Paulus and Paulus Development and Matthew Paulus' wife -- every time they contribute, they contribute \$2,500.00 a piece, to

the county executive -- 10,000 or more dollars has been put forth by Matt Paulus in ANSCO loss [sic], including very recently. In fact, if you take Jason Garner's dad out of it, Matthew Paulus is Jason Garner's biggest campaign contributor. At its opening -- at the time of the ANSCO loft, I asked this big real estate developer what the cap rate was on the project, because New York State pension money was going in there, too. He didn't even know what a cap rate was. This guy's a neophyte. He's like so many that have passed through here. You know, one thing I'll say for the Newman Development Corporation -- at least, they can put together a project and complete it. This guy has no business doing this project. I note with interest, you're in for a penny, in for a pound. You've already approved a \$200,000.00 working capital loan. I know money is fungible, but one wonders if that working capital loan ended up in the Jason Garner campaign coffers. So, this is a travesty. He's flipped out of the ANSCO project, selling the tax credits, and now he's going to do this. There is no indication that there's any demand. This is another nonsensical project. Tax breaks, too. So, this is going to end up another disaster, because

the developer is clearly, clearly undercapitalized. If he had to borrow a couple 100,000 from you for working capital, that means he hasn't got the proverbial pot. So, you're going to make another grand mistake, like you've made so many of them, and I would wonder, have you -- any of the Board members -- seen Matt Paulus' tax returns? Go into a bank? The loan committee wants to see your personal tax returns. So, and here's a guy that when he had toxic substances in his building in Syracuse, he tried to intimidate the tenants. He's an amateur. This is an amateur-hour project, and it's big money. Why don't we deal with someone better? Why don't we find people that can deliver on their projects? Again, there are good developers, but time after time -- whether it's Mountain Fresh Dairy, or your other disasters -- you choose to deal with people that from the get go, lack the capacity, or the character to execute these deals properly. So, I'm not too excited about this, and I think you need to take a second look at it. I'll be speaking at the Public Hearing, and I wonder where Matt Paulus will be. Thanks.

Chairman Bernardo: Thank you, John, for your comments. Would anybody else like to speak during this Public Comment period?

Mayor Deemie: Yeah, I would like to speak. Mayor Deemie, with the Village of Johnson City.

Chairman Bernardo: Hi Mayor.

Mayor Deemie: Hi, everybody. Happy New Year to those I didn't see in the first meeting I was in. I take issue with some of the comments that Mr. Solak has put forth. I mean, publicly, going after certain individuals, I feel, is not the right way to go about things. In my mind, I think Mr. Paulus is going to be doing a great project here in the Village of Johnson City. The ANSCO building came out wonderfully -- it's a -- proof of what he can do and what he's capable of doing. I've met with the gentleman. I've talked to the gentleman. I feel he's genuine in what he wants to do with the village. Yes, we had a little bit of an issue with the last developer and the project and what happened there -- those things do happen. Sometimes you make a decision that doesn't quite go the way you want it to go. But these things always do happen. But from what I've seen, in talking with Mr. Paulus and the work they've

done already -- and they've been working on over there and moving forward -- I think it's going to be a very good, good project -- great for not just the -- just not Johnson City -- but as Stacey stated earlier in the Governance meeting, it's going to be transformative for the whole area, including Broome County, and the surrounding areas, because of the size and scope of the building and the stature that it has in the area. So, this is just to set the Public Hearing anyhow, it's not to approve the PILOT or approve anything. This is just to set the public -- accept the application and set the Public Hearing and then, go from there. So, but, again, I feel it's a very important project to move forward with. If other developers wanted the project, why didn't they bid on it? Why didn't they go after it, if they thought it was a viable project that they could do? I mean, Mr. Paulus has taken a chance with this. It's a big project. Thirty million, probably thirty-plus million, when we get down to it -- but I've seen pictures of it. I've seen renderings of it. I've been around long enough, I think -- we're looking at a great project here and a great possibility for everybody. Thank you.

Chairman Bernardo: Thank you, Mayor. Would anybody else like to speak at this Public Comment period? We'll call this to a close. Executive Directors Report. Stacey.

Ms. Duncan: Thanks, John. I'd like to begin again by just welcoming our new Board members, Steve Cornwell and Dan Gates. It's been a pleasure to meet with you thus far, and we look forward to working with you on the year ahead. A few updates, because I am looking forward to getting to our acknowledgement today. You have in your packet our unaudited financials, and the -- I can tell you that our auditing process is -- been well underway. Theresa and Tom have been working closely with Insero on our 2020 audit, with the plan to have that submitted for the PARIS reporting system by the required March 31 deadline. So, potentially we could look at an approval by the Board as early as February, but certainly by our March meeting. At this stage, everything is going smoothly. I appreciate Theresa and Tom's attention to this. Just a little point of information. Interestingly, myself, Brendan and Mayor Deemie, as well, participated in an interesting webinar with -- hosted by the county planning

department, who has a -- who had received funding through the EJ BOA program, with Bergman Associates, on setting up a business improvement district, which is a concept we've been looking into through our relationship with the village and think there are challenges -- but also a number of opportunities with that. So, continuing to advance discussions on the development in Johnson City. I was asked to participate in a group by UHS -- The Southern Tier Vaccination Network. That is a group of all 14 area health care centers, all Departments of Health, in that -- those -- it's the Southern Tier Regional Economic Development Council region -- all Departments of Health, as well, as they requested Chambers of Commerce and EDO's, who are often conveners of groups on getting accurate and timely information out on the vaccine -- not a -- it's certainly a heavy lift, but we're doing weekly calls with them. Just an update on our Site Inventory Analysis. For our new Board members, we've engaged with Elan, Planning and Consulting, to take a comprehensive look at potential available development sites in all parts of Broome County, both in our urban core, as well as our rural areas. We expect and hope to have a face-to

presentation to the Board next month. And finally, yesterday, I had the good pleasure to be named to the Board of Directors for the New York State Economic Development Council, led by Ryan Silva. For those new Board members, New York State EDC is the lead association on behalf of IDA's, LDCs, and other economic development organizations. So, I have a two-year term -- looking forward to representing the Board with our state association. So, any questions on that?

Chairman Bernardo: Thank you, Stacey, and congratulations on your appointment.

Ms. Duncan: Thank you. I do, John, have one -- just a couple of notes on our financials.

Chairman Bernardo: Go ahead.

Ms. Duncan: Yep. And as I noted, what you have in our packet is our unaudited financials at this stage. Notes -- just a couple notes, I think given the uncertainty that we entered into early in 2020, with COVID and not knowing exactly the landscape or the number of projects, I think all in all, we ended the year in a good position. We did experience a few unexpected revenue shortfalls. Just to note, the forbearance agreement with 265 was approved following

our budget approval. So that's why you'll see that variance in that item. The mortgage with ADEC was a - - was reduced, because we did offer a deferment for loan and mortgage clients for a three-month term. They have since -- they took advantage of that three-year -- three-month -- excuse me, deferment and have since then begun their P&I payments. As well, when we set up the Broome County Emergency Loan program, we did waive loan administration fees with that. We also budgeted for the Town and Country project, which we learned early -- I think Q1 of 2020 -- that that project would not be advancing because the owner -- the then-owner -- decided not to proceed with the sale. We also did get a [sic] unexpected revenue income through the payoff of the Airport Hangar lease that we had with the Greater Binghamton Airport. And we were able to close the One North Depot project -- one that had been sort of, out there for a period of over a year or two. So, we were thrilled to see that that project could advance and we were able to move forward with that. Lastly, on our summary of bank deposits and investments, I just wanted to point out in our NBT transition account, the total of \$256,406.00 has been utilized through our relationship

with NBT. They did purchase a Treasury. That always happens at the end of the month. So, you will see that on the financials. However, we did purchase that Treasury. I've learned well from Mr. Stevens, to make sure we're checking that balance often. So, we did take advantage and buy a -- purchase the Treasury with that. So, any questions?

Chairman Bernardo: Thanks, Stacey. Go ahead.

Ms. Duncan: So, finally for my report, and I may turn the floor over to you, John -- we wanted to do a special recognition for our two Board members: Wayne Howard and John J. Stevens. John, Wayne: we just wanted to publicly thank you for your service, representing the Broome County IDA and LDC for many years and thank you for your support, not only on the Board, but of myself and the staff. And with that we have -- I will show in my screen -- we have for each one of you these plaques which we will get to you, that says: from The Agency, Broome County IDA/LDC presented to Wayne L. Howard -- we have one that says John J. Stevens -- in appreciation of your leadership and service as a member of The Agency Broome County

IDA/LDC Board of Directors. Jonn, would you like to say anything?

Chairman Bernardo: Sure. Thank you. I too, want to welcome our new Board members, Steve and Dan -- looking forward to working with you, as I've stated before.

As a point of reference, John Stevens joined our Board in 2011. He -- many of you know him -- he's a retired senior vice president from Tioga State Bank, and before that, he worked for JP Morgan. John graduated from Alfred State and the University of Michigan. In addition to serving on The Agency Board, he serves on the Board of Achieve and the TSB Broome Business Development Board. As well, he's on the Binghamton University Forum. John not only served as a Board member, but spearheaded our investment strategy and worked very closely with NBT on our investments and keeping us in tune with -- keeping us in tune with not only the laws, but doing it, quite well. John, we thank you for your years of service. You've been a great Board member and a friend.

Mr. Stevens: Thank you, John. It was a pleasure. I enjoyed every minute of it. Well, most every minute of it!

[Laughs.]

Chairman Bernardo: Moving on to a different fella, Wayne Howard. Most of you know Wayne, if not all of you. Wayne retired from Louis N. Picciano & Sons after more than 40 years, as a licensed master plumber. He also served on the Broome -- as a member of the Broome County Legislature. He was a -- he was the Majority Leader, I think, for some time. He was Dan Schofield's sidekick, for any of you who know a little bit about politics in the area. In addition, Wayne serves as a trustee for Local 112 Plumbers and Pipefitters. And Wayne has served the IDA Board since 1995. He was appointed -- as the legislature -- back then legislators had two representatives -- Wayne was one of the two -- for a number of years. Wayne is also a personal friend and he's served to guide me on a number of issues over the last several years. And I want to thank you, Wayne for your years of service. And, I think he's trying to unmute himself. There he is.

Mr. Howard: I've finally shown my face on this.

[Laughs.]

Mr. Howard: And it's only because I would like you to remember me, like this.

[Laughs.]

Mr. Howard: In any case, John, thank you and Stacey, and the staff, for your warm words. It's been a pleasure. It's been a long time -- I've seen a lot of things come through the IDA and John, I'm going to miss you, too, Mr. Stevens.

[Laughs.]

Mr. Howard: And I wish everybody good luck and success in the New Year, and good luck to the two new Board members. My helicopter's waiting to take me to Airforce, minus one, in Binghamton.

[Laughs.]

Mr. Howard: So, have a good meeting and have a great New Year, and goodbye.

Unknown: [Thanks, Wayne -- in unison.]

Attorney Meagher: All the best, Wayne.

Mr. Gray: Stacey, could I just chime in here, just for a second. I wanted to just say a couple of quick things. As far as John Stevens goes -- on behalf of the three loan committees that John was the chairman of -- he was really invaluable on that committee -- was always available to listen to me try

to convince him of extending credit to maybe somebody who -- had they gone to Tioga State Bank, would have gotten a definite no, right off the bat. But he was always there to listen and to -- always had the best interests of all of our small businesses at heart and really did an exemplary job on the loan committee. So, John, I wanted to thank you for that.

Wayne wasn't on the loan committee, but he was -- he did round out a lot of the foursomes that I was able to participate in -- and he's the only other left-handed golfer that I know of, that has Ping irons. So, Wayne, we're gonna [sic] -- I'm certainly going to miss those outings, because we had a great time and enjoyed every moment of it. So, I wish both of you the best of luck in the future.

Mr. Stevens: I just want to add, just so everybody knows -- Tom's nice comments relative to me. I had called Tom earlier in the day and told him that I'd be leaving the meeting early, and that he could have my lunch.

[Laughs.]

Mr. Stevens: Tom, I'd also like to add that the staff that we have there is just top-shelf, and they've been great to work for, and they've

accommodated some of my crazy requests, no questions, and I wish you all the very best. And now I'll shut up.

Chairman Bernardo: Thanks, John.

Mr. Howard: Tom, it's in my will -- you get to Beryllium's when I'm gone.

[Laughs.]

Mr. Gray: And I appreciate that, too, Wayne.

[Laughs.]

Chairman Bernardo: Okay, Loan Activity Reports. You've had, I hope, a chance to review those in our financial package. Tom, would you care to offer anything in addition to what's in the package?

Mr. Gray: Only John, that I'm currently looking at two requests -- two restaurants that are kind of, having a tough time through this pandemic. And -- two definite requests, with another request that I think it's going to be right behind it. Not a restaurant, but another request, as it relates to recreation for our community. So, probably next month, I'll have two for the Board to take a look at.

Chairman Bernardo: Thank you. Does anybody have any questions for Tom -- relative to the Loan Report?

Okay, moving on to New Business. You've all received the 2021 Meeting Schedule. I trust you've put that on your calendars, or it's been -- we've been invited by way of Carrie, I presume. Very good.

New Business. Resolution Accepting an Application from EJ Victory Building, LLC, and/or Another Entity to be Determined for a Sale/Leaseback or a Lease/Leaseback Transaction to Facilitate the Compact Development, Brownfield Redevelopment, Historic Preservation and Equipping of 59 Lester Avenue in the Town of Union, Village of Johnson City, Broome County, New York and Authorizing a Sales Tax Exemption in the Amount of \$1,440,000.00, a Mortgage Tax Exemption in the Amount of \$250,000.00, and a Property Tax Exemption in the Amount of \$2,700,538.00, and the Setting and Conducting of a Public Hearing with Respect Thereto. Stacey, I'm going to throw it to you, and then obviously, we'll go to questions and and Mayor Bucci can take it from there. Go ahead, Stace.

Ms. Duncan: Thank you. And so, to the Board -- last week, you received a [sic] Application for Benefits for the EJ Victory Building project located at 59 Lester Ave. It's also included -- a Project Review Form and our required Cost Benefit Analysis. And just a refresher to our two new Board members, today's action is to consider acceptance of the Application, for the purpose of inducing our Public Hearing. It does not, at this stage, approve any benefits. But a little background on the project -- and I'm very glad that we are at this point with this project -- and Matthew Paulus is here, so I will offer some background and then ask Matthew to weigh in, if I missed any significant details. But the historical rehabilitation of the former EJ Victory Building, 59 Lester Ave., in Johnson City, into a mixed-use commercial building, will revitalize an anchor asset and historic building in the central Johnson City neighborhood and serve as a catalyst for economic development in Johnson City. When the rehabilitation is completed, the building will provide the neighborhood with 108 market-rate apartments and approximately 7,500 square feet of commercial space for prospective businesses. The creation of a more

business friendly community in this neighborhood will connect the key corridor that connects the area north of Main Street in Johnson City, Lester Ave. area, with the area south of Main Street in Johnson City, which is currently home to the Southern Tier Health Sciences and Technology Innovation Park. So, the location where the Binghamton School Pharmaceutical Sciences, the Decker College of Health Sciences, the Century Sunrise project that we supported a few years prior to this, and, as well, the Goodwill Theater and core Main Street central business district. Other projects in the Paulus Development portfolio include the ANSCO Camera Factory, which this Board supported a few years ago and that is fully-leased with a waiting list, which we are happy to hear. Paulus Development has also done projects similar in Syracuse area, including the Dietz Lofts Apartments, which I believe has won a New York State Historic Preservation award for the exemplary work done in that project. For some other information, the total project cost is approximately \$30 million. There are three to four permanent jobs associated with this project that will be created under Paulus Development. As well, construction jobs associated with the project, range from a total of 100

to 125 construction jobs with a three-year anticipated payroll of approximately five million dollars. An action that would be required by this Board, because this is a deviation to our Uniform Tax Exemption Policy, the Village of Johnson City Board in December -- December 15th -- approved request by Paulus Development for a 30-year PILOT. Total PILOT payments are roughly more than nearly 2.3 million dollars in tax revenue to the jurisdictions within the Town of Union, in the Village of Johnson City. Matthew, you are here with us today. Thank you for joining. Did you want to add anything?

Mr. Paulus: Thank you for the opportunity and thank you to the Board for another opportunity to invest into a great area, and a really impactful part of Broome County, which is the revitalization of Johnson City. This building is -- has a long history to it. A lot of it -- when it was originally constructed was fantastic, and, it's a really great opportunity in this community to contribute towards the main investments that have really changed Johnson City and will continue to change it. I hope that this project will contribute towards the community in a way that further accelerates the investment by Binghamton

University, UHS hospitals and all the other small businesses in the areas. I hope that we can do a great historic preservation project here that will utilize that great asset -- tell the story of the great history of the community and be a catalyst for change, going forward. This is a big project. It is one that in a post-COVID world will require some additional efforts, but this is something that I appreciate the opportunity to do. We'll find a way to get it done, and I guess if I could just say one of the things -- I think was five years ago -- I was in front of this Board and had a chance to meet a lot of the community leaders and stakeholders here in Broome County. And everyone gave me an opportunity to move forward that ANSCO Camera Factory Project. It worked out really well, but it's the relationship that's been created with this community that means a lot to me. This is another big challenge, another big opportunity and take advantage of it. Thank you for hearing this request, and thank you for giving me a second opportunity here in this community. I really do enjoy being a part of it, and I look forward to further strengthen that relationship. So, thank you.

Chairman Bernardo: Thank you, Matthew. Are there questions? Actually, let me go to Mayor Bucci. Would you take it from here? Did the Governance weigh in on this?

Mr. Bucci: Yes, we did, and we move it forward as a motion to approve.

Chairman Bernardo: Thank you. Before the second, are there any discussion point -- anybody have questions they'd like to ask, before we move forward?

Mr. Mirabito: Yep. John. Joe Mirabito.

Chairman Bernardo: Yes.

Mr. Mirabito: Matthew, I see in the proforma here -- you got a considerable amount of money you're going to have to spend on cleaning the place up, environmentally. Have you already done the environmental audit there?

Mr. Paulus: In regards to the environmental work that's been done before -- I'm not sure I understand the question on the audit, but we have -- we've done a Phase I, a Phase II. We have entered into the New York State Brownfield program . . .

Mr. Mirabito: Okay.

Mr. Paulus: . . . and we're in the process of completing additional testing, which is required

through the remedial investigation. Once entering the program, we'll develop a remedial action work plan to address the environmental concerns to ensure for the healthiest and safest -- of the community possible, in the area. So, we're underway with it -- we've done the audit, if that's the reference, and we plan on using that as the guidelines and regulatory environment to ensure the health and safety of that building.

Mr. Mirabito: Good. So, you know what you're dealing with there -- as far as the products you have to clean up?

Mr. Paulus: Well, we have a good understanding of it, now. Every project is a little bit challenging. In regards to this project, in particular, there is not that much that is involved in going underground. [There] is some new utility services which will require some additional coordination, but in regards to the above-surface environmental conditions, they're more traditional of what you see with historic preservation.

Mr. Mirabito: Okay.

Chairman Bernardo: Thanks, Joe. Thanks, Matthew. Any other questions of the developer?

Mr. Bucci: John, I just want to make a couple of comments. We talked about the ANSCO Camera Factory, and I'm very familiar with that. When I first got married, I lived a block from there. So, and as Mayor, we tried to transform that building a number of times -- it had a number of lives. And -- but the developer here took that building and really worked it into something unique, and it is a project that is impacting a number of neighborhoods in the city, because it really is on the cusp between the First Ward and the west side of the City of Binghamton. And I think this EJ Victory Building is almost something similar. It's a building that has tried -- had a number of different lives, a number of different attempts to revitalize it. But I think, here, there is a comprehensive plan to really make a difference. And this project, obviously, the impact of it -- it's hard to quantify in words. Not only will it impact Johnson City, but I think it's just got a regional impact, because you can see it from the highway. And those are the kinds of things when you're driving through here, and you're looking -- you're looking to your right, or your left -- and what you see has a great impact on what you think of our

region. And when that's done -- visually, it's going to make a huge difference just on how people perceive the urban core of our region. And so, I think there's a lot of excitement about what this could become.

Chairman Bernardo: Thank you, Mayor. Any other comments or questions? Okay, the Mayor has a motion to move forward with this. Is there a second?

Mr. Rose: Second. Brian Rose.

Chairman Bernardo: Thank you, Brian. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Motion carried. Thank you.

Mr. Paulus: Thank you.

Chairman Bernardo: We have a Resolution Authorizing the Executive Director on Behalf of The Agency to Renew The Agency's Contract with Hue for Digital Account Services from March 1st, 2021 to February 28th, 2022, in Accordance with the Attachment called Exhibit A. Natalie.

Ms. Abbadessa: Thank you, John. As you all know, I sent out information ahead of time, in regard to our marketing evaluations. I'd be happy to walk you through the information if you like or if you're

comfortable with what you read yesterday; I can answer any questions that you may have. It is our recommendation to continue to use Hue's services for creative work, website maintenance, social media and updates. The contract amount remains consistent with 2020, at \$18,000.00.

Chairman Bernardo: Thank you, Natalie. Are there any questions for Natalie? Or comments? Mayor, this came through Governance?

Mr. Bucci: It did. We move it forward, as a motion to approve.

Chairman Bernardo: Seeing no -- hearing no questions, is there a second?

Mr. Cornwell: Second, Steve Cornwell.

Chairman Bernardo: Steve, thank you. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Motion carried.

Ms. Abbadessa: Thank you.

Chairman Bernardo: Moving on to Resolution Authorizing the Executive Director -- and this is the redline version -- it was modified slightly this morning text-wise. I think it was just -- there were

a couple of -- it stated something that it really isn't, if you will. Resolution Authorizing the Executive Director to Enter into a One-Year Agreement with FreshySites, LLC for Web Development and Maintenance with a Two-Year Renewal Period in the Contract Form Attached Hereto, as Exhibit A. Natalie, take it from here.

Ms. Abbadessa: Again, I sent out the information ahead of time on the FreshySites evaluation. I'll be happy to walk you through that information -- answer any questions. If you're comfortable with what you read yesterday, we can -- we can go -- move on. It is our recommendation to continue to use FreshySite's services for web development and maintenance on the Broome is Good website. With the removal of social media management, the yearly contract amount has been significantly reduced from 9,600 to 3,600.

Chairman Bernardo: Thank you, Natalie. Are there any questions for Natalie? Mayor, this came through Governance, as well.

Mr. Bucci: Yes, it did, so we move it forward, as a motion to approve.

Chairman Bernardo: Is there a second to that motion?

Mr. Mirabito: Joe Mirabito seconds.

Chairman Bernardo: Thank you, Joe. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Motion carried. Thank you all for that. I think we need to go into Executive Session, and I look for a motion to go into Executive Session.

Mr. Crocker: Motion, Dan.

Chairman Bernardo: Thank you, Daniel. Is there a second?

Mr. Gates: [Inaudible] . . . Dan Gates.

Chairman Bernardo: Thank you, Dan. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Okay. Natalie, or whoever is running the show -- I think it's Natalie.

Ms. Abbadessa: Yes, it is.

Chairman Bernardo: You want to remove those that don't belong and put them put them in a holding area or something?

Ms. Abbadessa: Yep, I'll remove everybody from the waiting room, and when we're finished with Executive Session, I'll bring you all back in. I'm going to stop recording as of now.

Chairman Bernardo: Thank you, Natalie.

[The Board Convened to Executive Session at 12:43 p.m. on a motion by Mr. Crocker, seconded by Mr. Gates.]

[The Board Reconvened from Executive Session at 1:19 p.m. on a motion by Mr. Rose, seconded by Mr. Peduto.]

Ms. Abbadessa: All set.

Chairman Bernardo: Thank you. Covering all that we have -- no Old Business -- I'm looking for a motion to adjourn.

Ms. Hornbeck: Excuse me, please, John. Can I get what time you guys came out of Executive Session? Who was first and who was second, please?

Chairman Bernardo: It was 1:19. Brian made the motion. Jim Peduto seconded it.

Ms. Hornbeck: Thank you.

Chairman Bernardo: You're welcome. That said, is there a motion to adjourn?

Mr. Bucci: Motion, Rich Bucci.

Chairman Bernardo: Mirabito's hand beat
you, Rich!

Mr. Bucci: [Inaudible] second.

Chairman Bernardo: All those in favor, say
aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: We are adjourned.

[The Board Convened to Executive Session at 12:43 p.m.
on a motion by Mr. Crocker, seconded by Mr. Gates.]

[The Board Reconvened from Executive Session at 1:19
p.m. on a motion by Mr. Rose, seconded by Mr. Peduto.]

[The meeting was adjourned on a motion by Mr.
Mirabito, seconded by Mr. Bucci at 1:20 p.m.]

[Attendees: John Bernardo, Rich Bucci, Jim Peduto,
Brian Rose, Cheryl Sacco, Dan Crocker, Dan Gates, Joe
Mirabito, Steve Cornwell, John Stevens, Wayne Howard,
Stacey Duncan, Tom Gray, Natalie Abbadessa, Carrie
Hornbeck, Theresa Ryan, Brendan O'Bryan, Amy
Williamson, Joe Meagher, Matthew Paulus, Aaron Martin,

Mayor Deemie, Michael Tanzini, Joe Moody, Dan
Reynolds, Cindy O'Brien, John Solak, Ian Williams,
Michelle, Tom.]

STATE OF NEW YORK :

COUNTY OF BROOME :

I, CARRIE HORNBECK, Executive Assistant,
do certify that the foregoing is a true and accurate
transcript of the Broome County Industrial Development
Agency Board Meeting, held telephonically, on January
20, 2021.

Carrie Hornbeck / signed electronically

CARRIE HORNBECK

Executive Assistant

The Agency Broome County

Industrial Development Agency

FIVE South College Drive

Binghamton, NY 13905