

BROOME COUNTY LOCAL DEVELOPMENT CORPORATION

Audit & Finance Committee Meeting Transcript

Held telephonically, October 7, 2020, commencing at
11:24 a.m. Adjourned at 11:36 a.m.

[See attendees at end of Transcript.]

REPORTED BY:

Carrie Hornbeck, Executive Assistant

Broome County Industrial Development Agency

Chairman Stevens: I would like to call to order the Finance Committee of the Broome County LDC. And, the first order of business is to approve the minutes of our March 18th Committee Meeting.

Mr. Crocker: I'll make that motion.

Chairman Stevens: Thank you, Dan.

Mr. Mirabito: I'll second it.

Chairman Stevens: Thank you, Joe. All those in favor?

Unknown: [I -- in unison.]

Chairman Stevens: Opposed? Minutes approved. Public Comment. Do we have any Public Comment? I see none. That -- moving right along, that takes us to the 2021 Budget for the LDC.

Ms. Duncan: Yeah, so thank you, John. So, we can -- I think, go through this relatively quickly. As you know, I -- with the LDC -- unlike the IDA -- there's not a consistent stream of income that we receive. It's often project-based, or grant-funded initiatives that we've pursued. Looking at our income -- or, you know, consistent income -- it's really that fee we received from Good Shepherd, Fairview, that -- on the refinancing of the bond issuance -- that brings

us about \$24,000.00, annually. That is through 2025. So, when we looked at this budget, much of what we spend our time on through the LDC is the promotion and execution of the Good Life program. So, we wanted to do something that -- kind of -- right-sized our expenditures, based on our anticipated income -- and also -- you know, stay, as well -- very conservative on not knowing what the economic landscape will look like for next year. So, if you look at fee income year -- this year, we were able to close the UHS Bond deal. I think moving forward -- you know -- as a staff, we will look -- I think that's an underutilized pool that we have, that can bring some income to the LDC. So, it's something we'll look at, on an annual basis -- is -- are there projects we could serve to promote or to bring an income to us on a regular basis? So, we've not projected fee income. I am in conversations with some potential projects that could utilize that type of funding, but we've not -- you know -- included any income from fees in this year's - - next year's budget.

Good Life Grants: we have a consistent partnership with NYSEG at \$75,000.00. We anticipate getting our payment towards the end of 2020 for this

year -- that's a reimbursable grant. So, we submit all of our documentation of expenses, and then we get that money back. Natalie and Amy are working on that -- next year's application, as well. So, we think that will be consistent income, and then again, the 24,000 from the Good Shepherd refinancing process. So, looking at income, we've kept it pretty low, at anticipated income of about ninety-nine, just shy of \$100,000.00. On the expense side -- the expenses are relatively low to the LDC.

Under Marketing: we've maintained -- we've decreased slightly -- we've maintained about \$20,000.00 for marketing efforts. That's also to support community sponsorships, as well as our efforts with the Good Life program, or things that might come up outside of that.

Good Life Advertising: we expect to spend about \$50,000.00, and as you can see through the year, Natalie will provide updates on -- you know -- the impact and the return on that investment, that we get with various marketing and advertising efforts. We've shaved down Good Life Print, as we're moving everything to digital formats now.

Community Sponsorships: historically, we've supported organizations such as the Rumble Ponies, the Binghamton Devils, the Philharmonic, with some opportunity for sponsorship programming. You know -- we know next year is going to potentially -- we're just not sure what streams of income outside of what we've outlined -- so, we're keeping that low.

And, then, Professional Services: that's mostly for maintenance of the Broome is Good website. So, we've really kept this on a shoestring budget going into next year. I will note, however, that if you look at our year-end estimates for this year, we do have a -- I guess if you want to call it a surplus -- or the earned revenue of the three hundred and twelve -- that would be available to us, should something come up that we felt -- you know -- was requiring additional investment in the efforts we wanted to support -- but we looked at this from what could we -- how could we continue to execute the Good Life program in a way -- you know -- that we've done in similar years. So, it's basically a break-even budget. We do -- we've not -- you know, anticipated the expense of all of our UHS funds there, but they would be available, should we finally need them, into

next year. So, I don't know if there's [sic] any questions on that.

Chairman Stevens: Questions for Stacey?

Mr. Mirabito: I'm sorry, what's that big fee income this year from [inaudible]?

Ms. Duncan: The UHS -- because we issued the tax-exempt bonds . . .

Mr. Mirabito: Yep.

Ms. Duncan: . . . for there. Yep. That was the fee we received for that project. And again - - and I keep saying this -- I, you know -- the more and more I work with -- you know -- organizations like UHS, or even some project developers, I think there's a real missed opportunity to utilize some of the tax-exempt bonds to utilize our bond capability. So, it's something -- I think we'll actively pursue projects in the year ahead -- that can bring that income in to us.

Chairman Stevens: Any other questions?

There being none, I would like a motion to Approve the LDC 2021 Budget, as presented.

Mr. Mirabito: Joe, so move.

Chairman Stevens: Joe moves. A second?

Chairman Stevens: I'll second.

[Laughs.]

Mr. Crocker: Sorry. I was muted.

[Laughs.]

Chairman Stevens: Okay. All those in favor?

Unknown: [I -- in unison.]

Chairman Stevens: Opposed? The budget, as presented, is approved. Is [sic] there any other business people would like to bring before this committee? Okay. Stacy, I do have one, and it's really for the whole Agency -- but, think about what's happening in the year ahead in the investment portfolio, and, if you see any possible needs of any of that money -- and when you might need it -- if you can do that, so that when I talk to NBT -- talk to Brad -- we can take that into consideration, as we're looking at maturities -- in rates.

Ms. Duncan: Yeah, I know. I understand what you're saying. And yeah -- I think certainly -- we will keep that in mind. If there's any kind of investment you can make related to site development, or anything like that.

Chairman Stevens: It doesn't have to be -- you know -- it doesn't have to be \$100,000.00. It could just be -- you know -- we've got a \$300,000.00

treasury coming due, and -- you know -- can I get 20,000 of that?

Ms. Duncan: Right. Yeah -- and there's still funds -- I know, we pulled that one hundred twenty-five out of an investment -- I think, a treasury that had come due and we've utilized that -- I think -- well, we've used -- we're using that for our site developments, inventory or site inventory. And, I'm sorry, I'm drawing a blank on -- I know we've applied it for something else -- drawing blank with, at the moment. So, there are some funds still -- from that initial outlay. So, I think it's nice to know that could be utilized.

Chairman Stevens: And, the other way we could do it too, is that -- you know, the transition account grows in leaps and bounds -- is mature, we can just sweep the money out of there into an operating account, versus rolling it into a maturing treasury and reinvest. Okay.

Ms. Duncan: I think -- yeah -- I mean, something we're watching closely -- I know, that keeps coming up -- and I think, you know -- is from a legislative point of view -- is should the state decide -- they've allowed IDA's -- you know, to loan

and grant monies for emergency purposes, really, to COVID. You know, we're watching that closely, to see if that occurs. I think from a loan portfolio point of view -- you know -- we're well-funded, but -- and we have some reservations on the grant side of it -- but you know -- we'll watch that closely, as well. Yeah, so . . . and Joe, I have to say completely separate from business, I had the opportunity to meet your lovely daughter the other night at the [inaudible]. Yeah, she's fantastic. Yes.

Mr. Mirabito: Yeah. Thank you.

Mr. Stevens: Must take after her mother.

Mr. Mirabito: . . . [Inaudible] take after her mother.

[Laughs.]

Ms. Duncan: Yeah, she's . . . it's good to see she's . . .

Mr. Mirabito: She's talk. . . she can talk, like me, though. She talks a lot.

[Laughs.]

Chairman Stevens: If there's no other business to come before this esteemed group, I'd be neglectful if I didn't say thank you, very much. It's 11:30. We're well-over our predicted time and --

but, it was good discussion, and thank you for hanging in there.

Ms. Duncan: Thank you. Thanks, John. Thank you, everyone.

Chairman Stevens: This meeting is adjourned.

Ms. Duncan: Have a great day.

Mr. Mirabito: All right. Thank you.

Ms. Abbadessa: Thanks, guys.

[The meeting was adjourned by Mr. Stevens at 11:36 a.m.]

[Attendees: John Stevens, Dan Crocker, Joe Mirabito, John Bernardo, Stacey Duncan, Tom Gray, Natalie Abbadessa, Carrie Hornbeck, Theresa Ryan and Robert O'Donnell.]

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 Local Development
Corporation Audit & Finance Committee Meeting, held
telephonically, on October 7, 2020.

CARRIE HORNBECK

Executive Assistant

The Agency Broome County

Industrial Development Agency

FIVE South College Drive

Binghamton, NY 13905