

THE AGENCY

BROOME COUNTY IDA / LDC

BROOME COUNTY LOCAL DEVELOPMENT CORPORATION

November 17, 2021 • 12:30 p.m.
FIVE South College Drive, Suite 201, 2nd Floor
Binghamton, New York 13905

AGENDA

1. Call to Order J. Bernardo
2. Approve Transcript - October 20, 2021 Board Meeting J. Bernardo
3. Public Comment J. Bernardo

New Business

4. Resolution Authorizing the Executive Director to Request American Rescue Plan Funds in the Amount of \$5,000,000.00 from Broome County, Subject to Approval by the Broome County Legislature, and Contingent on the Correction of the Allocation of Funds from the Broome County Industrial Development Agency to the Broome County Local Development Corporation, for the Purpose of Economic Development, Including but not Limited to Grants and Other Financial Assistance for Site Development and Other Economic Priorities to Advance the Interests of the Citizens of Broome County S. Duncan
5. Resolution Authorizing the Executive Director to Request American Rescue Plan Funds in the Amount of \$5,000,000.00 from the Town of Union, Broome County, New York, for the Purpose of Economic Development, including but not Limited to Grants and Other Financial Assistance for Site Development and Other Economic Priorities to Advance the Interests of the Citizens of Broome County S. Duncan

Old Business

6. Adjournment J. Bernardo

BROOME COUNTY LOCAL DEVELOPMENT CORPORATION

LDC Board Meeting Transcript

Held telephonically, October 20, 2021, commencing at
1:46 p.m. Adjourned at 1:57 p.m.

[See attendees at end of Transcript.]

REPORTED BY:

Carrie Hornbeck, Executive Assistant

Broome County Industrial Development Agency

Chairman Bernardo: Okay, let's call this meeting of the Broome County Local Development Corporation to order of October 20th, 2021. Looking for approval of the minutes or transcript of the September 15th, 2021 Board meeting.

Mr. Bucci: Motion.

Chairman Bernardo: The mayor has made a motion. Is there a second?

Mr. Rose: Second.

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

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Very good. Moving to the Public Comment section. Anybody wishing to speak on any matter concerning the Local Development Corporation, please state your name and address for the record.

Chairman Bernardo: John, please.

Mr. Solak: Yes. Can you hear me?

Chairman Bernardo: Yes.

Mr. Solak: Okay. You know, you vote on this conduit financing, and it's dismissed as well, we're not on the hook. But the question becomes, why do you have to vote on these things, if there's no risk -- or

maybe there is risk, that will appear later. But you are giving your imprimatur and a certain amount of due diligence is required, and you vote accordingly. So, while we may say at this time that there's no financial risk to the Local Development Corporation, there certainly is reputational risk to each of you that approved this. Judging by -- we're preparing for essentially, a lot of inflation, and I think that the IDA meeting, and the salary increases, indicate that we're going to have a lot of inflation. And when someone is doing construction projects as the Good Shepherd Village, you wonder how long -- how that is going to play out -- whether they will need more funds. And I guess what I'm saying to you is this: there is no financial entity that is immune from a run. And in the case of the United Garden, Shepherd Village, whatever it is, there is a possibility of a run. And I would go back into history to a 1979 article in The New York Times -- Methodist Church accused of fraud on the elderly. And in this case, it involved a [sic] outfit called Pacific Homes. They were operators of adult retirement communities back then; eight of them from the west coast to Hawaii. And essentially, what happened in those cases is like

a lot of long-term care companies, their costs were not in line with the longevity, and -- of the recipients, as well as the increased costs, and thus -- believe they went bankrupt and were accused of fraud. So, we must be aware of the history of these things, and I think, the elderly need to be protected. So, I don't think that this project -- if this project was as good as it's supposed to be -- more of the loans would be paid off, and it would be well on its way to independence. I don't think, to tell you the truth -- what would that facility go for? It is on high ground. What would it go for? What is it assessed at? So, we're digging in here to a Local Development Corporation imprimatur -- you are making a vote, that this is indeed a worthy project, and that everything that is said is true and up to snuff? And, I would think about that before you vote and I -- that was a long Executive Session. That Brooklyn Bridge must still be for sale -- or I don't know. Okay, thanks.

Chairman Bernardo: Thank you, John. Would anybody else like to offer a comment to the Broome County LDC?

Mr. Keenan: Yes. Hi, my name is Mike Keenan. I'm President and Chief Executive Officer of Good Shepherd Communities. That is the parent organization of Good Shepherd Village at Endwell. We've operated successfully now for the past 12 years, with high occupancy and good profits. We believe we'll be here for a long time. We offer a service that the community needs, and I think that's proven by our occupancy and we're running 96 to 98 percent of occupied Independent Living units, and almost 100 percent in our healthcare. It's a good project. It's generated well over 100 jobs and it's kept those jobs in this community, and we've improved the lives of not only residents, but our employees. Effective last week, no one at Good Shepherd Village at Endwell earns less than 15 dollars an hour. That's our state starting rate for high school seniors, who are waiting tables -- our maintenance and housekeeping people are up to 17 and 18 -- nurse's aides are in the \$30,000.00 range. So, we've elevated the salaries. We've helped the employees and the people of Broome County, who work -- and the residents who want to retire here. So, I thank you for your consideration.

Chairman Bernardo: Thank you, Michael.
Anybody else like to speak in this Public Comment session? We'll call the session to a close.

New Business: Resolution Item Number Four -
- Resolution Authorizing the Issuance, Execution, Sale and Delivery of the Broome County Local Development Corporation ("The Issuer") Tax-Exempt Revenue Refunding Bonds, Series 2021, Good Shepherd Village at Endwell, Inc. Project, in an Aggregate Principal Amount Not to Exceed \$55,550,000.00 and the Execution and Delivery of Related Documents. Is there a motion?

Mr. Bucci: It was in Governance. Motion to move forward.

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

Mr. Peduto: Jim.

Chairman Bernardo: Thank you, Jim. Any discussion? All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed?

Ms. Sacco: I need to abstain. Yep.

Chairman Bernardo: Thank you, Cheryl.

Ms. Sacco: You're welcome.

Chairman Bernardo: Motion carried. Item

Number Five: 2022 Budget, Stacey.

Ms. Duncan: Yes, I think I can get through this one quickly. So, just as a refresher, the main sources of income for the LDC are predominantly through project fees, such as bond issuances, such as these and/or grant - typically, traditionally grant revenue -- grant income, I should say. So, for 2022 we've identified, or propose, the following income sources. As I noted today, we did get word of a \$75,000.00 grant through NYSEG. That's an Economic Development Marketing Grant program that we participate in. You will note that there is a number here for the Good Shepherd of Fairview Home. That's a refinance we did with Good Shepherd in 2015. We've remained in great standing, as far as our relationship with Good Shepherd Communities or Good Shepherd Fairview Home. That number could be subject to change based on the fee associated with this new refinance, because those dollars will be part of that refinancing. Additionally, we have some new revenue to report, which is -- I reported earlier in the IDA meeting -- that we were successful in our grant application with Broome County to receive funds to issue as small business grants. As such, we are able

to retain about 5 percent, or \$50,000.00 of those. So, we're constantly seeking to find new revenue sources through -- for the LDC, because we are able to use that for community sponsorships and marketing. So, we anticipate revenue of about 148,675. On the expense side -- pretty easy -- it's pretty much similar to last year's. I will note that we have split -- or we've sort of, changed the amount of -- that we spent on Good Life advertising to 25,000, and we're also allocating or -- 25,000 to what we're calling Leadership Alliance marketing. One of the goals of the partnership was to create a stronger and more cohesive message of us, as a team. As such, I'm also making a similar request to the Chamber in their Budget deliberations for a \$25,000.00 allocation, which will help build some of that [sic] communications. Other than that, I don't think there -- we have slightly increased our ability to support community events through sponsorships -- that goes from 15,000 to 30 in 2022, leaving us with operating income of about 31,175. And I should note this does not include a reserve -- and Theresa, I'm going to call on you. We have currently about \$309,000.00 in an account to use -- available for reserve.

Chairman Bernardo: Excellent. Any questions for Stacey?

Mr. Keenan: Can I just make a point. I think twice I heard Stacey refer to income from Good Shepherd Fairview Home, and I think it should be Good Shepherd Village.

Ms. Duncan: Yes. We'll change that in our -- that's on our end. That's why -- when I read it funny -- because -- we'll change that. Thanks.

Chairman Bernardo: Right. Fairview.

Ms. Duncan: Yes, yeah. I don't . . .

Chairman Bernardo: With that change in mind. Thanks, Mike for the clarification.

Ms. Duncan: Thank you.

Chairman Bernardo: Is there a motion to approve the Budget?

Mr. Bucci: Motion.

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

Mr. Gates: Second.

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

Unknown: [Aye -- in unison.]

Chairman Bernardo: Any opposed? Thank you all. Moving on. Any Old Business, Stacey?

Ms. Duncan: I don't have any.

Chairman Bernardo: Looking for a motion to adjourn. Dan's got it. Brian's second. All those in favor, say aye.

Unknown: [Aye -- in unison.]

Chairman Bernardo: Opposed? We are adjourned. Thank you all very much.

[Meeting adjourned on a motion by Mr. Gates, seconded by Mr. Rose at 1:57 p.m.]

[Attendees: John Bernardo, Jim Peduto, Brian Rose, Rich Bucci, Joe Mirabito, Dan Gates, Cheryl Sacco, Stacey Duncan, Tom Gray, Natalie Abbadessa, Carrie Hornbeck, Theresa Ryan, Brendan O'Bryan, Amy Williamson, Joe Meagher, Chris Andreucci, Mike Keenan, Aaron Martin, Mike Tanzini, John Solak, Robin.]

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 Board Meeting, held telephonically, on
October 20, 2021.

Carrie Hornbeck / signed electronically

CARRIE HORNBECK

Executive Assistant

The Agency Broome County

Industrial Development Agency

FIVE South College Drive

Binghamton, NY 13905

Intro No. 31
Date 8/19/2021
Reviewed by CD5
Co. Attorney
Date 8/3/2021

RESOLUTION
BROOME COUNTY LEGISLATURE
BINGHAMTON, NEW YORK

Permanent No. 2021-316
Date Adopted 8/19/2021
Effective Date 8/24/21

Sponsored By: Economic Development, Education & Culture and Finance Committees

Seconded by: Hon. Matthew J. Pasquale

RESOLUTION AUTHORIZING AN AGREEMENT WITH VARIOUS VENDORS AND AGENCIES FOR FUNDS TO SUPPORT ECONOMIC DEVELOPMENT AND COMMUNITY PROJECTS IN BROOME COUNTY FOR 2021

WHEREAS, the County has received funding through the American Rescue Plan Act to address the economic impacts from the COVID-19 pandemic and wishes to use a portion of this funding to promote economic development, and

WHEREAS, the County budgeted \$545,000 to support Marketing & Economic Development and \$150,000 for the Small Community Grant Program and wishes to use this funding to support various community projects in Broome County, and

WHEREAS, the Director of Planning requests authorization for agreements with LUMA Arts Initiative, Inc., Spiedie Fest & Balloon Rally Expo, Inc., The Agency, (Broome County Industrial Development Agency) and Various Small Community Vendors for funding to support economic development and community projects in Broome County for 2021, now, therefore, be it

RESOLVED, that this County Legislature hereby authorizes an agreement with LUMA Arts Initiative, Inc., 217 Washington Street #204, Binghamton, New York 13901 for funding in the amount of \$40,000 from the Marketing and Economic Development allocation of the occupancy tax budget line 90000099.6005026 (Marketing & Economic Development) for the period July 1, 2021 through December 31, 2021, and be it

FURTHER RESOLVED, that this County Legislature hereby authorizes an agreement with the Spiedie Fest & Balloon Rally Expo, Inc., PO Box 275, Westview Station, Binghamton, New York 13905, for funding in the amount of \$50,000 from the Marketing and Economic Development allocation of the occupancy tax budget line 90000099.6005026 (Marketing & Economic Development) for the period January 1, 2021 through December 31, 2021, and be it

FURTHER RESOLVED, that this County Legislature hereby authorizes an agreement with the Agency, (Broome County Industrial Development Agency), 5 South College Drive, Suite 201, Binghamton, New York 13905 for funding in the amount of \$5,000,000 from the American Rescue Plan Act to administer and operate a program to support economic development projects within Broome County, and be it

FURTHER RESOLVED, that this County Legislature hereby authorizes agreements with various vendors, attached as Exhibit "A", for funding in the amount of \$150,000 from the Small Community Grant Program budget line 900000099.6005041 (Small Community Grant Program), and \$195,568 from the American Rescue Plan Act for various community projects in Broome County for the period August 1, 2021 through July 31, 2022, and be it

Intro No. 31
Date 8/19/2021
Reviewed by CDS
Co. Attorney
Date 8/3/2021

RESOLUTION
BROOME COUNTY LEGISLATURE
BINGHAMTON, NEW YORK

Permanent No. 2021-316
Date Adopted 8/19/2021
Effective Date 8/24/21

FURTHER RESOLVED, that the County Executive or his duly authorized representative is hereby empowered to execute any such agreements, documents, or papers, approved as to form by the Department of Law, as may be necessary to implement the intent and purpose of this Resolution.

COUNTY OF BROOME)
STATE OF NEW YORK)

I, the undersigned, Clerk of the Legislature of the County of Broome, DO HEREBY CERTIFY that the above is an original resolution of such Legislature duly adopted on the 19th day of August, 2021, by a majority of the members elected to the Legislature of said County at a regular meeting of said Legislature.

I FURTHER CERTIFY that at the time said resolution was adopted said Legislature was comprised of fifteen members.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the corporate seal of said Legislature this 20th day of August, 2021.

Date sent to County Executive 1 August, 20, 2021

Approved [Signature]
County Executive

Carol Hall
Deputy Clerk, County Legislature
County of Broome

Date 8/24, 2021

Exhibit A
2021 Small Community Fund Grant Awardees

Organization	Address	Amount	Project Description
Town of Dickinson	531 Old Front St Binghamton, NY 13905	\$ 7,500	Sunrise Terrace Community Park Improvements
Town of Fenton	44 Park St Port Crane, NY 13833	\$ 11,000	Town Hall ADA Upgrades
Ridge Riders	P.O. Box 1004 Whitney Point, NY 13862	\$ 7,288	Purchase audio visual equipment
Town of Vestal	605 Vestal Pkwy W. Vestal, NY 13850	\$ 66,000	Ethel Place Park improvements
Village of Lisle	P.O. Box 365 Lisle, NY 13797	\$ 15,000	Village Park improvements
Conklin Fair Committee	942 Conklin Rd Conklin, NY 13748	\$ 14,100	Batting cages and fast pitch purchase and installation
Port Dickinson Civic Association	786 Chenango St Binghamton, NY 13901	\$ 32,750	Port Dickinson Park basketball renovations
Village of Windsor	107 Main St Windsor, NY 13865	\$ 20,000	College Ave parking lot lighting
Waterman Conservation Center	403 Hilton Rd Apalachin, NY 13732	\$ 20,000	IBM Glen trail improvements
Amos Patterson Museum	3111 E. Main St Endwell, NY 13760	\$ 15,000	Carriage House floor rehabilitation
Windsor Emergency Services	4 Academy St Windsor, NY 13765	\$ 30,000	Purchase automated CPR device
Town of Chenango	1529 NY Route 12 Binghamton, NY 13901	\$ 27,254	Town Hall Community Room improvements
Deposit Community Park Inc	P.O. Box 204 Deposit, NY 13754	\$ 25,000	Walking trail and amenities at Deposit Community Park
Broome County Agricultural Society	P.O. Box 747 Whitney Point, NY 13862	\$ 18,394	Restroom ADA upgrades and lighting at BC Fairgrounds
Johnson City Senior Center	30 Brocton Street Johnson City, NY 13790	\$ 12,732	Purchase floor equipment and marketing items
Binghamton Township Historical Society	923 Hawleyton Rd Binghamton, NY 13903	\$ 3,550	Purchase equipment and furnishings for historic collections
Police Athletic League of Binghamton	PO Box 1472, 536 Stratmill Rd Binghamton, NY 13904	\$ 20,000	PAL Camp improvements to roof, boat dock and boathouse
TOTAL		\$345,568	



Town Clerk
Leonard J. Perfetti

Town of Union

Town Board
Richard A. Materese, *Supervisor*
Thomas R. Augostini, *Councilman*
Frank J. Bertoni, *Councilman*
Sandra C. Bauman, *Councilwoman*
Heather R. Staley, *Councilwoman*

TOWN OF UNION SPECIAL BOARD MEETING

October 1, 2021

The Special Meeting of the Board of the Town of Union was held on Friday, October 1, 2021 at 10:00 A.M. in the Town Board Room, 3111 East Main Street, Endwell, New York.

BOARD MEMBERS PRESENT: Town Supervisor Richard A. Materese, Councilman Thomas R. Augostini, Councilman Frank J. Bertoni, Councilwoman Sandra C. Bauman, Councilwoman Heather R. Staley.

TOWN OFFICIAL PRESENT: Town Clerk Leonard J. Perfetti, Comptroller Gretchen Uhler.

SALUTE TO THE FLAG:

Supervisor Richard A. Materese opened the Meeting with the Pledge of Allegiance to the Flag.

Town Clerk Leonard Perfetti presented the 2022 Tentative Budget to the Town Board.

COMMITTEE REPORTS, RECOMMENDATIONS AND RESOLUTIONS:

(Prepared Resolution filed as part of these minutes to approve and authorize the Town of Union and Town of Vestal shared services Memorandum of Understanding to allow the Town of Vestal to assist in certain Code Department activities; authorize Supervisor Richard A. Materese to execute the Memorandum of Understanding with the Town of Vestal subject to approval by the Town Attorney; and the Supervisor, Town Attorney and such other Town Officials are authorized to take such additional and further action as is necessary to implement this Resolution.)

Res. by Bertoni, seconded by Bauman.
The Resolution was adopted.

Vote: All yes.

(Prepared Resolution filed as part of these minutes to approve the Proposed American Rescue Plan Budget Allocation developed by the Town of Union subject to further refinement and amendment of the allocations contained therein; authorize the submission of the Proposed American Rescue Plan Budget Allocation as developed by the Town of Union to



Town of Union

The Agency of Broome County with the understanding that the allocations therein may be further refined, amended or qualified by the Town Board; and the Supervisor and such other Town Officials are authorized to take such additional and further action as is necessary to implement this Resolution.)

Res. by Staley, seconded by Augustini.
The Resolution was adopted.

Vote: All yes.

(Prepared Resolution filed as part of these minutes to approve a \$2.00/hour wage rate increase for the following part-time exempt, non-represented positions and increase the starting rate for all new hires in the position of Crossing Guard to \$12.00/hour:

Current Crossing Guards-PT (4)
Susan Fabian
Jack Rogers
Charles Houser Jr
Keith Campbell.)

Res. by Bauman, seconded by Staley.
The Resolution was adopted.

Vote: All yes.

ADJOURNMENT:

Moved by Augustini, seconded by Bertoni to adjourn the meeting.
Carried.

The meeting was adjourned at 10:59 A.M.

LJP/ljp

Leonard J. Perfetti
Town Clerk