

BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Board Meeting

Held via Zoom, May 18, 2022, commencing at
12:00PM. Adjourned at 12:42PM.

[See attendees at end of transcript.]

Digitally recorded proceeding
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CHAIRMAN BERNARDO: I'd like to call to order this meeting of the Broome County Industrial Development Agency of May 18, 2022. Looking for a motion relevant to the transcript of our March 16, 2022, Board Meeting.

MR. CROCKER: I so move.

CHAIRMAN BERNARDO: Thank you, Dan. Is there a second?

MR. PEDUTO: Jim.

CHAIRMAN BERNARDO: Thank you, Jim. Any discussion? Let's have a vote. All those in favor say aye.

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? Any abstentions? Thank you. We've come to the part of our agenda where we have our public comments section. Anybody wishing to speak on any matter concerning the Broome County IDA, please state your name and address for the record, and please limit your comments to five minutes. No takers. We'll close our public comments section. Executive Director's Report, Stacey?

MS. DUNCAN: Yes. Good afternoon, everyone. It's nice to see so many of you in person. A few updates that I have, and then what I will try to be incorporating too is just some brief updates from staff each month just to give you an update on what they're working on.

So, a few things. I had the good fortune to participate in two very positive events related to projects we've been involved with. The first was the UHS groundbreaking for their \$160 million Wilson campus renovation and reconstruction. That

took place a few weeks ago, and it was a great way to highlight the work, the service we can provide with our taxes and bond financing, so it was a great event. Then about a week later, I was able to participate in the Lourdes, the grand opening of the Lourdes Health and Wellness facility - Lourdes Pavilion as it's now called, and then if you recall that's a project we first supported with Spark Broome when the Matthews family purchased the former Sears building. If you've not been in it, it's a beautiful facility. It was a great culmination of a lot of years of work on building that.

In addition, a few other things. We are going to return to our Community Breakfasts. We have not done that in person in a few years. We invite a number of our clients and community members to hear sort of our annual report to the community every year. We're planning that June 7th at the SUNY Broome Culinary & Event Center, downtown Binghamton, so we're looking forward to that. You should all have invitations in your folders, and we're mailing some out this week.

A few other things, Brendan, Natalie, and myself will be heading to Cooperstown next week for the New York State Economic Development Council's annual meeting. That will be Wednesday to Friday morning. We do have I think, one marketing nomination in there for Excellence in Marketing of our site selection, site selection, yes, our digital advertising. Amy's going to get into a little bit on the performance, some of our digital advertising in a few.

Related to projects, we were able to close with Kashou Enterprises on the reconstruction of the Greater Binghamton Sports Complex. We're happy to see that project moving forward after some unfortunate setbacks. One thing to make the Board aware of, related to Mountain Fresh Dairy and Joe can fill in the details, but the process for the litigation and foreclosure is coming to I guess a culmination with a foreclosure auction

on the property. That will happen on June 16th. A public notice was issued on May 19th. That will take place-

MR. MEAGHER: At the courthouse.

MS. DUNCAN: At the courthouse, so there is, does exist the potential that we will own that facility following the foreclosure auction. I don't know if there's any other details we should add.

MR. MEAGHER: Do you want me to speak on the taxes?

MS. DUNCAN: Oh, yes. Please.

MR. MEAGHER: Well, one thing we are going to have to do is pay the outstanding taxes. It's now a requirement of a foreclosing party that prior to or simultaneously you pay the outstanding taxes. I think they total about \$80,000.00. It's money we would get back from an eventual sale or it would be added into our bid at the foreclosure sale.

We haven't heard anything from the owners of the property. We were in contact with them and with their lawyer for a couple of years during this whole process, but Gary Collison from my office has reached out to them, and there's been no response. The response before was, "We'll never let this go through to sale. We have too much invested in it." But do they want to put another couple hundred? Well, now it will now be close to three. With the taxes, do we want to put another three into it and own this thing? Who knows?

I recall hearing one of the owners died, so part of the asset is owned by his estate so that certainly may change their appetite for acquiring the whole dairy.

MR. BUCCI: Who's doing the auction, the County or is it private?

MR. MEAGHER: We are.

MR. BUCCI: We're doing the auction?

MS. DUNCAN: Yeah. We're doing the auction.

MR. BUCCI: Are we setting a minimum? Did we set a minimum?

MR. MEAGHER: Our bid will essentially be everything that we're owed. We're entitled to bid in that amount, and then someone else will have to bid a dollar over.

MR. BUCCI: To get it. Because we don't really want it.

MR. MEAGHER: We don't really want it.

MR. BUCCI: We just want to get back what we're owed.

MR. MEAGHER: In my experience, serious buyers who are interested in buying a used dairy facility, don't buy it on the courthouse steps because you have no due diligence. You have no guarantees. You really, it's a pig and a poke, and most often what happens, the bank - which we are in this case - bids it in for what they're owed. They end up owning it, and then they turn around and sell it in the market.

People who are seriously interested in buying it go through the ordinary process of inspecting the property and doing whatever due diligence. It can happen where someone shows

up and they've got three hundred in cash, but we probably would have heard from that person.

MR. BUCCI: So, what's the total amount owed with taxes and loans?

MR. MEAGHER: Well, I would say it's probably around three hundred with the real estate taxes.

MR. BUCCI: \$300,000.00.

MR. MIRABITO: Joe, does that include equipment and the contents and everything when you foreclose?

MR. MEAGHER: Everything.

MS. DUNCAN: I think it's pretty close to being a turnkey operation as far as the investment that Mountain Fresh made on new equipment.

MR. BUCCI: That stuff was pretty new.

MS. DUNCAN: It was brand new, and it had gone through the process with the state certification and all the necessary-

MR. BUCCI: We could technically make money on this. We could get for \$300,000.00, we could sell it for-

MR. MEAGHER: \$2 million.

MR. BUCCI: So, we could consider it a bet. I'm an optimist. Somebody's going to buy it. Hey Joe, you have contacts with all these dairies and stuff.

MR. MIRABITO: I was just going to say, the reason I asked the question, Mayor, because you're spot on. The stainless steel in there is probably worth a lot more today than three or four years ago. You see what I'm saying? That's why I asked Joe, what happens if there's some contents and there's a lien on them? How does that get cleaned up? Do you have to pay the lien off?

MR. MEAGHER: It depends actually on the type of equipment. If it's equipment that's attached to the building, which is what most of this is, but if you have a spare table or pump or something like that, in theory that might be outside of our lien, but the stuff that is actually affixed goes with the building.

MR. BUCCI: Well as to Joe's question though, let's say hypothetically there's a freestanding piece of equipment, there's a lien on it, can we just say, "You take it. It's yours. We're not going to pay you for it"? Anything attached to the building.

MR. MEAGHER: Any UCC filings, etc. would be subordinate to our lien.

MR. MIRABITO: Those stainless-steel tanks have real value is what my thinking was.

MR. BUCCI: And they're fairly new. They were hardly used. I think he just, he did process a little bit of milk in there I think. Initially he did.

MS. DUNCAN: Yeah, but not much.

MR. PEDUTO: _____ right now on all that equipment.

MS. DUNCAN: We are in the process. There have been a few companies in that space that we've reached out to make them aware of public notice on the auction. One does aseptic milk, they do nut milk product out of the Buffalo area, and when I was at the IAMC Conference, which I'll talk about in just a moment, there's another bottling beverage company that I had the opportunity to meet. So, we are trying to get word out that this facility might be available for an appropriate user, but that's coming up. So I wanted to make sure the Board knew about that.

I'll end my part with I was able for the first time to attend the IAMC, Industrial Asset Management Council, Spring Forum down in Florida at the end of April, early part of May. It's the first time I think Binghamton has had a presence in a number of years. I was part of Team New York, which included our state association New York State Economic Development Council, representatives from Fulton County IDA, Greater Rochester Enterprise, National Grid was there, as well as a few others representing New York, so it was a tremendous event.

It is a hard group to get into. We're on a waiting list for membership because what they try to do is a third, a third, and a third. So, they'll have a third of their membership be economic development organizations, a third be service organizations - engineering, site selection, client reps - and a third corporate members. We were able to get in front of a lot of logistics and distribution companies to talk about the Binghamton area.

It's fascinating what's happening in industrial real estate right now. The vacancy rate is so low. So, it will help inform our direction with a lot of site inventory and land

development initiatives in the year ahead. Especially with the State's \$200 million ShovelReady fund that we're watching and waiting for the application process to open. But as well, even things, met a company who is working with shipping containers. They're being docked with nowhere to go, so this company does inventory management and tries to move product just for a temporary period of time.

It's a fascinating sector right now, but it was very worthwhile and we're reaching out to a list of contacts and we're reaching out to them to talk about Broome. So, with that, I did want to just have Brendan and Amy give two quick updates. We're going to start with Brendan to do the CDBG Grant program that we're involved with. Brendan?

MR. O'BRYAN: Thank you, everybody. To give a little background, we partnered with Broome County last summer to apply for a CDBG Coronavirus Relief Grant for small businesses. This would be a \$1 million grant, with \$50,000.00 coming to us for administration and the rest, \$950,000.00, being dispersed to businesses who are applicable for the grant. There could be a minimum of up to 19 grants awarded. These businesses have to qualify based on showing loss over the pandemic time period. Very minimal losses, a 1% loss, so it's very minimal.

They have to have 25 or less employees, and they have to have a certain number of those employees be at or below the median income of the county. So, since then we've received 44 inquiries and received formal applications from about 28 since then. We have 23 completed applications, and the reason why there's a big discrepancy between inquiries and applications received is there's a lot of paperwork involved in the process and a lot of the businesses once they see _____ provide and how much that can be they've dropped off since then. Now comes

the next difficult process is that we've only submitted one application as of today.

And this is in the process of, our general thinking of it is that we want to get one application fully completed, fully ready, perfect for the eyes of the state, while we sit on these other ones and get them up to speed at the same time, so that when they say go with that application - we're good to go with that one - we can then submit the rest of them and be thinking that it should be a simplified process going forward from there. We've had some issues with getting that one application up to what New York State wants.

We fulfilled everything they wanted as of March/ February time, but they've kind of changed their minds three or four times in how they want it. We're talking just logistically speaking, what documents they want where. They currently have everything they need to approve that one application, but they want it in five PDFs instead of two. It just has to be parsed out and just collated in the way that they want. So we're waiting on, we just completed the last round of edits and submitted that, so we're hoping that we hear back this week that this looks good and can be formally submitted, and then we can do the backlog of 15-plus that we want to get approved.

We currently have more completed applications than what we have funding available for. And probably a couple of those won't get approved, so we do have ones ready and waiting to go in the case that we don't get everybody approved. So, we're hoping that we can get those started in the process over the next couple and get them through, and then checks back in the hands of businesses.

MS. DUNCAN: Brendan and Natalie and our intern Nick Grigoris, who couldn't be at this meeting, have done a tremendous amount of work and a great job in preparing them. I

don't know if the word is stylistic or presentation, but the content is there. It's just the way they want it just keeps changing, so we're working with them and we think, we're hopefully getting there to get these grants out the door.

MR. BUCCI: What was the dollar amount again that's available to us?

MR. O'BRYAN: \$50,000.00.

MR. BUCCI: So, the business fills out an application and then what do you guys do? Kind of help them massage it, for lack of a better word, and get it ready? Making it fit the guidelines that you just outlined for the state?

MR. O'BRYAN: Yeah. There are a lot of documents that are quite confusing that the state requires. We have that expertise and knowledge on how to fill it out. We help them through the process. Sometimes they submit payroll documentation that is just a QuickBooks documentation, rather than them wanting to see the actual company-provided payroll documents, and just making sure that they're matching parts.

MS. DUNCAN: Sort of like a concierge service, for lack of a better word. So, we're getting there. The good news is once we get this process and protocol down how they want it presented, we've got the applications completed and ready to go.

CHAIRMAN BERNARDO: So, who do you deal with at the State? Is it HCR?

MR. O'BRYAN: It's OCR, so it's a little bit different than HCR, but I think that's the main sticking point is that are used to one type of application, and this is completely different than what they're used to. And they're trying to put this bucket into the same hole, the square peg into the circle hole, and it's hard to fit.

MS. DUNCAN: It's just taking a while.

CHAIRMAN BERNARDO: Is the County involved in any way in terms of review?

MR. O'BRYAN: Yes. Throughout this whole process, I have Dropbox where we submit documents back and forth, and they review it, they look at it. And how the process will be working is that as soon as the State gives us an okay, we'll invoice the County and the County will issue a check to us and then we will be paying out _____.

CHAIRMAN BERNARDO: Got it. The only thing they exclude is sole proprietorships, right?

MR. O'BRYAN: No, we have been able to make those fit too. The reason why is the sole proprietor is on the New York State Form 45, showing them as kind of like a paid employee, and if there's still one employee under that median income limit, we can make it fit. We have two or three sole proprietors on the list that have applied.

MS. DUNCAN: Nonprofits are excluded. We cannot do nonprofits.

MR. O'BRYAN: That's pretty much the only exclusion.

MS. DUNCAN: Yeah. Then what we do try to do is give you a quarterly update on a number of our marketing and business development initiatives, so I'm going to have Amy give just a quick overview. You have a report in your folder. So, Amy, go ahead.

MS. WILLIAMSON: Sure. I'm not going to go through all the data with you. I'm sure that everybody here finds it just as riveting as I do, so I'll keep it nice and brief. This quarter we only advertised for February and March, instead of January, February, and March. That was just because - and we'll get to this in a little bit - some of our creative for our advertising just wasn't performing well. That's pretty typical within the space. We run creative, on average, anywhere from about three to nine months.

It's kind of very fickle to market. It depends on what people like to see and what people don't like to see. One month, one ad can do great for a full nine months. One ad can fail after two. So, we worked all of January with our advertising placement team Riger, as well as our creative team Hue, to come up with a series of some new ads and they are performing well above normal, probably some of the best data that we've seen in a while. We've got our typical targeted-site creatives, both of those are performing double the industry standard.

Something you'll also notice on this report is there is no formal Broome Is Good advertising. At this point in time, we just decided to put a pause on those advertising dollars as Broome Is Good is going to play a larger role in the [inaudible] marketing effort that will come out at the end of this year. We're currently working with ABC Creative, who's based out of Syracuse, but they also have an office actually

right down the hall - and they've been helping us come up with some new concepts on how to kind of more seamlessly market the three organizations in our program.

If you go to the LinkedIn data, that's the best example that I have of immediate growth, switching out that creative that we talked about. So, in September 2021, by that point, we were running a site selection ad. It was kind of looked similar to the targeted display that's also in your packet, the one that has the map. Not a lot of words, not too wordy. We worked with Riger, and they said, "It's been up for a few months now and when you're advertising especially as we do - we target by profession and industry - eventually you're going to be getting the same pool of people after a while, not right away, but eventually.

If it's not as engaging an ad, people are going to say, "Oh, I've seen this before," and they're going to scroll right by. So, they'll still be counted in those impressions and the reach. They'll still be counted as people that we did reach, but since they didn't interact with the ad, click through, or come to our website to see our services, that's why that click-through rate was just truly dismal in September. It was .01%. The average click-through rate for LinkedIn campaigns is .29%, and as you can see, just in the two months - and it really only ran for half of February - we have click-through rates of .47% and .56% already, well above the industry standard and our highest record with our LinkedIn advertising campaign.

MS. DUNCAN: Yeah, and you can kind of see, we trying to. The nice thing about doing this is we can check in quickly and see how performance is and make adjustments. You can see the difference between the top and the bottom of Page 2 in your packet. Just changing up the look of something can really dramatically - I think subconsciously you see it all the time,

so you don't think to click - even just changing a little feature.

MS. WILLIAMSON: Yeah, and everyone loves the As Easy As Pie is a more fun ad. We have a lot of black and white. It's definitely just a little bit different than we usually do. Then the next page really just has the in-depth numbers for each of our campaigns. Like I said, our target displays are performing.. I think actually everything is performing above average, yeah. And our SEM as well truly has jumped. Previously, we were looking at an SEM rate of about 3% click-through. Now we're at 13% and 12%, which is incredible because industry standard is 1.91%. So, we're definitely getting a lot of advertising and website traffic through our search ads.

Finally, it's just our Google analytics. I didn't include comparison data for Broome Is Good since we didn't run formal marketing. It would be kind of a joke to look at since we're not having that formal marketing pushing folks to our website. We're not having as many visitors, but we're still averaging about 2,000 a quarter, which is pretty good.

And our social pages, which is where we do most of our organic outreach for Broome Is Good, those are still increasing. All of our following counters have increased this quarter. And so that's really that. And then my favorite thing to do as always, Coffeerville is still our number one and Ashburn has now made the list. Ashburn is number two.

MS. DUNCAN: Where's that?

MS. WILLIAMSON: Somewhere in New York isn't it?

MS. DUNCAN: We'll look it up.

MR. BUCCI: What's the name again?

MS. WILLIAMSON: Ashburn.

MR. BUCCI: Ashburn?

MS. WILLIAMSON: Georgia. It was in Georgia, so the South seems to like us.

MS. DUNCAN: I know, right? We'll be focusing a lot of these ads as mentioned moving forward. We're focusing a lot on site selection right now and promoting our real estate assets in the region just because we know the demand, especially in industrial and manufacturing.

MS. WILLIAMSON: Absolutely. One other thing that I didn't put in this report, but I've talked about in previous reports, we are involved in a lot more collaborative grant efforts, typically as to lead marketing with our communications partner. So, the way that works is we'll put the dollars up front and it'll be reimbursed to us. I've included some of the collaborative marketing results as well that we've done and all of them have done exceptionally well, only with a couple hundred dollars behind each post.

MR. BUCCI: Now tracking these generally, are you getting inquiries, calls here based on the advertising?

MS. DUNCAN: The conversion can be trickier to manage.

MS. WILLIAMSON: Yeah. Conversion is a little harder to manage, especially with the services that we provide. So, we're able to track for our website data, for example, how folks get

to our website, but for example, with calls somebody would just have to say.

MS. DUNCAN: We ask, yeah.

MS. WILLIAMSON: Our website data - and I can print it out if you're ever interested - is more in depth than goes into the reports. It breaks out the mediums and channels by which someone came. So, it'll say this targeted display ad was put on Facebook, it'll show that they clicked through this ad and it came from Facebook, or it'll show you this is a search engine marketing person. You can find how these people found your website, and you can also - it's very creepy - go in and you can follow and see what exactly they did on the site.

MS. DUNCAN: How much time they spent, everything.

MS. WILLIAMSON: You can see exactly what they clicked on the website. Even if it's not a link, there's a click map. So, if you just click on a random, this blank spot, I can see that you clicked there. It gets really in depth. That's kind of the best that we can track, but conversion metrics especially get a little bit trickier since we're not necessarily selling things.

Google doesn't have, unfortunately, a function yet to have non-traditional conversion metrics like we do, like making an appointment with us or downloading one of our brochures. We are able to pull that information on our own, but Google doesn't generate it as a conversion factor like they would if we were an ecommerce store.

MR. BUCCI: Well, I think the first job, the biggest hurdle, is getting people to look, so that's the important thing. If that's increasing, that's a good thing.

MS. WILLIAMSON: Yeah. And we're reaching I think, easily across all of our ads at least 150,000 folks, so it's pretty impressive.

CHAIRMAN BERNARDO: Keep it up. Thank you.

MS. DUNCAN: I think that's all I have.

CHAIRMAN BERNARDO: I trust everyone has had a chance to review the Internal Financial Reports for March and April. Thank you, Theresa. Any questions for Teresa on those reports? In addition, I take it everybody's looked at the Loan Activity Reports. Any questions for Natalie on that? Natalie also issued the Annual Report on bonds, PILOTS, and all that. Any questions for Natalie on that? There were two entities that had some trouble attributed to COVID. I think your recommendation is to leave them alone for another year, until the end of this year, right?

MS. ABBADESSA: Well, they have three years to create the jobs. After the three years, we still track it, but it doesn't count anymore towards it, so if they lose some or gain some, it doesn't count towards that loan. So, because this is the end of the third year, the Board can take specific action.

CHAIRMAN BERNARDO: Given the pandemic and the troubles they faced, is there any input here from the Board?

MR. PEDUTO: If we gave them, for the lack of anything else here, a pass here, it would come back and revisit it next year? It's just a complete waiver.

MS. DUNCAN: Correct.

CHAIRMAN BERNARDO: Good question. So, that begs another question and that is, should we modify that? Or should we say, "Okay, we'll give you the pass for the year, but a year from now, we anticipate you'll be in compliance. We can do that, right?"

MR. MEAGHER: Oh, absolutely.

MR. BUCCI: I'd be more in favor of the one-year pass.

MS. DUNCAN: There've been a lot of challenges, yeah.

MR. BUCCI: It's based on the pandemic, but I wouldn't forgive it totally because then we're setting a precedent.

CHAIRMAN BERNARDO: That's a precedent we don't want to set.

MR. BUCCI: That could take us God only knows where.

CHAIRMAN BERNARDO: Cheryl or Joe, any input on this?

MS. SACCO: I would agree with the Mayor. I don't want to set a bad precedent.

MS. DUNCAN: We can we can reach out to them and let them know that we will revisit. Kind of a gap year that we have with COVID, and we'll revisit next year.

MR. BUCCI: I think it's fair that we give them another year.

MS. DUNCAN: Yeah. And this would still be captured for this year's PARIS, for next year's PARIS, correct? This year's performance? So, we'll let them know. We'll make sure they know now that we'll be revisiting with them.

CHAIRMAN BERNARDO: Does it have formal action that has to be taken, Joe, or not?

MR. MEAGHER: No.

CHAIRMAN BERNARDO: It's just a procedural thing.

MS. DUNCAN: Just procedural.

CHAIRMAN BERNARDO: Thank you. Good input. So, if there are no questions or comments on the Loan Activity Reports as presented, moving on to new business. Resolution Authorizing an Exemption of the June 10, 2021, Sales and Use Tax Exemption Agreement Granted to Kashou Enterprises, Inc., Through and Including May 19, 2023, and Authorizing an Increase thereof in the Amount of \$91,440.00 for a Total Sales and Use Tax Exemption not to exceed \$331,440.00. Stacey?

MS. DUNCAN: Yes. So, as mentioned in my earlier remarks, we were able to close our PILOT Agreement and Project Agreement with Kashou Enterprises this previous month, and we're thrilled to see Bob Kashou, who is here today, be able to move forward with the building project at the Greater Binghamton Sports Complex on Airport Road. We all are aware of the unfortunate setback in the project, so not surprisingly it has delayed time and caused some cost increases.

Kashou Enterprises is here today to request an additional year on the time of that benefit, so from today to May 19th of 2023. And then also the addition of about \$91,000.00 in new sales tax benefit. You do have an application that outlines the cost increase there. It is under the required amount for public hearings, so today's action would just approve the full benefits as requested.

CHAIRMAN BERNARDO: Okay, questions for Mr. Kashou, who's with us today? Hi, Bob.

MR. KASHOU: Hi, everybody.

CHAIRMAN BERNARDO: Okay. Mayor, did this go through Governance?

MR. BUCCI: It did, so we'll move it forward as a motion to approve.

CHAIRMAN BERNARDO: Is there a second?

MR. CROCKER: Second.

CHAIRMAN BERNARDO: Thank you, Dan. Any discussion? Let's have a vote. All those in favor say aye.

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? Any abstentions? Carried, thank you. Item No. 7, Resolution Authorizing The Agency to Enter into Three (3) Year Term Contract(s) for Architectural, Engineering, Civil and Environmental Services. Stacey?

MS. DUNCAN: Yeah. So, this was a process we started several years ago, and what it does, the real benefit to us is it enables us to do a blanket RFP for potential contractual relationships with things like architectural engineering, civil engineering, site planning, feasibility studies, etc. We do this every three years. We issued an RFP this year, earlier this year for these services, and we did receive 12 proposals back. And we are recommending, this is higher than we've done previously, but I think for good cause. We recommended six vendors.

Two of those I would characterize as in the area of planning and feasibility studies, that's Elan Planning out of the Saratoga area, which we do have an existing relationship with on our site inventory analysis, which we are beginning our Phase Two site inventory analysis. The second one is LaBella & Associates. They're a new recommendation. They do similar planning and consulting and economic development studies for us. They have a new location in Broome County now, relatively new, so they are looking to get more involved in the market. They're a great firm. We've known them for a long time.

And then we have four that we would characterize as architecture and engineering: more classical, Shumaker Engineering in Binghamton; Chianis & Anderson, which is more strictly the architecture side of things; Delta Engineers; and Keystone & Associates. Again, the benefit of pre-approving, if you will, these relationships is we would enter into three-year term contracts. When we do find a project or a specific objective we're trying to accomplish, we can just go to them for quotes, rather than another full RFP process.

Rich had asked for some information on a previous term. So from 2019 we had had relationships with Delta Engineering, Shumaker Engineering, and CNS Engineering. We had utilized

Delta for the total of about \$2,400.00 for some structural assessment with the IBM Country Club. We are still working with them as that project continues. Then all of the other relationships we've had have gone through other grants that we've received. The 600 Main Street Feasibility Grant, we issued an RFP on the site inventory analysis, so those have been outside of this relationship.

But again, this process just, I think, helps us move a little more nimbly moving forward. So, we are recommending today Elan and Shumaker, who are both WBE enterprises here in New York State, LaBella & Associates, Chianis & Anderson Architects, Delta Engineers and Land Surveyors, and Keystone Associates.

MR. PEDUTO: I have a conflict. Do you want me to leave or sit here quietly?

MS. DUNCAN: I think he doesn't need to leave, he can just recuse.

CHAIRMAN BERNARDO: Okay. Thank you. Mayor, did this go through Governance?

MR. BUCCI: It did, but we didn't have a quorum to move it forward, so we just figured we would bring it to the full Board for consideration.

CHAIRMAN BERNARDO: Okay. Looking for a motion on this item.

MR. CROCKER: Motion.

CHAIRMAN BERNARDO: Dan. Is there a second?

MS. SACCO: Second.

CHAIRMAN BERNARDO: Okay. Cheryl, thank you. Discussion? Questions for Stacey relative to this topic? It's to have the ability to engage any one of these firms and seek obviously quotes at the time.

MS. DUNCAN: Yes. Sure. That's typically at \$5,000.00 or above, so it's a practice.

MR. BUCCI: Yeah, I think this is important, I guess, to note again, which Stacey stressed, is if it is above \$5,000.00 she puts out an RFP - a Request for Quote, I'm sorry - which I think is important for everybody to understand.

CHAIRMAN BERNARDO: What you're saying is they're qualified in your opinion and you would like to do business with them, it just comes down to the economics of it?

MS. DUNCAN: Yeah.

CHAIRMAN BERNARDO: Okay, with that said, let's have a vote. All those in favor say aye.

ALL EXCEPT MR. PEDUTO: Aye.

CHAIRMAN BERNARDO: Any opposed? And one abstention, Jim. Thank you. Item No. 8, Resolution to Approve a Proposal from Sentry Alarms Providing for the Installation of Four Exterior Cameras, Two Interior Cameras, and Two Glass Break Detectors to the Existing Security System. Stacey?

MS. DUNCAN: Yes. This actually came as a result of an incident we had here at the building which I informed the Board about a few months back. We did have an attempted break in. I assume it was an attempted break in. The glass at the Visions Federal Credit Union, part of our building, was shattered. We did provide video camera to Sentry Alarms and relevant law enforcement was involved. Thankfully, I think because it was the double-pane, they were not able to penetrate the entire building and get in, but certainly it was a moment for us to revisit, what do our security systems look like?

We discovered what we felt was somewhat of a deficiency in the appropriate amount of cameras and security equipment for the size of our building given the multi-tenant nature of the building. Part of that was because I think when we built the building, we had an understanding with SUNY Broome Community College that we were sort of covered under their security force, if you will, but we are not. I asked Natalie to sit down with Security at the college. We learned we were not covered in that way that we initially thought.

So what you have here, we did seek some additional information from Sentry, and we're recommending just additional security for the building. There's often times there's only a few people in the building. We just want to maintain security for all of our tenants and employees. So, you see that the quote here is provided. The cost does include the cost for prevailing wage, which we are required to pay.

CHAIRMAN BERNARDO: Is there a motion on this item?

MR. MIRABITO: Motion.

CHAIRMAN BERNARDO: Is there a second?

MR. PEDUTO: Second.

CHAIRMAN BERNARDO: Any discussion? Let's have a vote. All those in favor say aye.

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? Any abstentions? Thank you. Motion carried. Item No. 9, Discussion Regarding an Amendment to the Open Meetings Law. Okay, so we all read the stuff that Natalie sent us relative to participating in person versus from afar, so I'm going to just skip you and turn it over to the Mayor. What did the Governance Committee think, regardless of whether you had a quorum or not?

MR. BUCCI: Well, what we essentially recommended was that the key word in here was "extraordinary circumstances" that you could have this bifurcated meeting, and so we just asked Stacey and the staff to make suggestions what might be considered extraordinary and bring it back to us for a vote.

CHAIRMAN BERNARDO: Like I have COVID as an example.

MR. BUCCI: Like someone being sick, yeah. So, we said rather than trying to brainstorm all the possibilities, we felt we'd through it back to them and they can make a recommendation what's extraordinary or not.

CHAIRMAN BERNARDO: It makes perfect sense.

MS. DUNCAN: So, we will have that prior to the June meeting because right now everything is being extended for open meetings month to month. There's still an extension of this

emergency order, but we know that's potentially expiring, so we'll plan for this for June.

MR. BUCCI: So, June is still under the current order?

MS. DUNCAN: We will know, when does she usually..

MR. BUCCI: We don't know? So, right now it is.

MS. SACCO: I think it's the middle of June, I think it's the middle of June it ends.

MS. DUNCAN: Middle of June, so we're either covered by a day or not covered by a day. It's always right in the middle of the month.

CHAIRMAN BERNARDO: Is vacation one of those extraordinary?

MR. BUCCI: Family emergencies are, family issues.

MR. PEDUTO: And being sick is, with no note.

CHAIRMAN BERNARDO: So, the ball is back in your court.

MS. DUNCAN: We'll provide a recommendation for June.

CHAIRMAN BERNARDO: Well done, Governance.

MR. BUCCI: We know how to punt.

MS. DUNCAN: I do not have any items for Executive Session, but if I may, it's not necessarily old business, but

while he's on our virtual call, I want to just kind of give a shout out to Joe Mirabito and thank him. I am a member of the Conrad and Virginia Klee Foundation Board, and I just want to thank Joe for his support. Given the significant increase in the cost of fuel for organizations, we know we have a lot of nonprofits in our community that rely a lot on reaching clients where they are. That requires a lot of cost for transportation.

So, the Klee Foundation decided to venture into micro grants for those nonprofits who are struggling to maintain their service with increasing costs. And not surprisingly, we approached Mirabito, and they not only supported but enhanced the total dollar amount for these grants for nonprofits. Thank you, Joe and Mirabito, for being a tremendous community partner.

CHAIRMAN BERNARDO: Thanks, Joe.

MS. DUNCAN: It's tough if you rely a lot on your cars to get to your clients, so we appreciate that. That's all I have.

CHAIRMAN BERNARDO: Thank you, Joe, as always. Any old business? Looking for a motion to adjourn.

[The meeting was adjourned on a motion by Mr. Crocker, seconded by Mr. Mirabito, at 12:42PM.]

[Attendees: John Bernardo, Rich Bucci, Jim Peduto, Cheryl Sacco, Dan Crocker, Joe Mirabito, Stacey Duncan, Natalie Abbadessa, Carrie Hornbeck, Brendan O'Bryan, Theresa Ryan, Amy Williamson, Joe Meagher, Bob Kashou, Mike Tanzini, Linda Jackson]

C E R T I F I C A T E

Broome County IDA Board Meeting - 5/18/22

I, Elana Hulsey, certify that the foregoing transcript of the Broome County Industrial Development Agency Board on May 18, 2022, was prepared using digital transcription software and is a true and accurate record of the proceedings.

Signature:  _____

Date: May 20, 2022