

THE AGENCY

B R O O M E C O U N T Y I D A / L D C

BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY

July 20, 2022 • 12:00 p.m. • The Agency Conference Room
FIVE South College Drive, Suite 201, 2nd Floor
Binghamton, New York 13905

AGENDA

- | | | |
|----|---|--------------|
| 1. | Call to Order | J. Bernardo |
| 2. | Approve Transcript – June 15, 2022 Board Meeting | J. Bernardo |
| 3. | Public Comment | J. Bernardo |
| 4. | Executive Director's Report <ul style="list-style-type: none">• Updates• Internal Financial Report – June 30, 2022 | S. Duncan |
| 5. | Loan Activity Reports as of June 30, 2022 | N. Abbadessa |

New Business

- | | | |
|----|---|-----------|
| 6. | Resolution Approving an Extension of the September 1, 2021 Sales and Use Tax Exemption Agreement with Spark JC, LLC from August 18, 2022 Through, and Including August 18, 2023, the Total of Which Shall Not Exceed \$3,093,333.00 | S. Duncan |
| 7. | Resolution Approving an Extension of the August 24, 2021 Sales and Use Tax Exemption Agreement and the February 24, 2022 Revised Sales and Use Tax Exemption Agreement with LCP Group, Inc. from August 18, 2022 Through, and Including August 18, 2023, the Total of Which Shall Not Exceed \$98,800.00 | S. Duncan |
| 8. | Resolution Accepting an Application from 33 South Washington St LLC and Authorizing a New York State and Local Sales and Use Tax Exemption in an Amount Not to Exceed \$26,880.00, for a Term Not to Exceed Twelve (12) Months, Consistent with the Policies of The Agency in Connection with the Renovation and Revitalization of 33 - 39 South Washington Street, in the City of Binghamton, Broome County, New York | S. Duncan |
| 9. | Resolution Accepting an Application from Phoenix Endicott Industrial Investors, LLC and Authorizing a New York State and Local Sales and Use Tax Exemption in an Amount Not to Exceed \$99,202.40, for a Term Not to Exceed Twelve (12) Months, Consistent with the Policies of The Agency in Connection with the Decommissioning of a Boiler and the Purchase and Installation of a New 80 KPPH Industrial Watertube Boiler, to be Installed in Building 39, Located at 1701 North Street, in the Village of Endicott, Town of Union, County of Broome and State of New York | S. Duncan |

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|-----|--|-----------|
| 10. | Resolution Authorizing The Agency to Require Twenty-Five Percent (25%) of its Agency Fee to be Paid by Applicants Upon Approval of Sale/Leaseback Transaction or Lease/Leaseback Transaction Benefits, with the Remaining Balance of its Agency Fee to be Paid in Twenty-Five Percent (25%) Increments Every Six (6) Months, or in Full at the Time of Closing, Whichever Occurs First | S. Duncan |
| 11. | Executive Session: To Discuss the Sale of Property | S. Duncan |

Old Business

- | | | |
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| 12. | Adjournment | J. Bernardo |
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BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Board Meeting

Held via Zoom, June 15, 2022, commencing at
12:01PM. Adjourned at 1:36PM.

[See attendees at end of transcript.]

Digitally recorded proceeding
Transcribed by: Elana Hulsey
Reporters Transcription Center
P.O. Box 903
Binghamton, NY 13902

CHAIRMAN BERNARDO: Okay. I'd like to call to order this meeting of the Broome County Industrial Development Agency of June 15, 2022. Looking for approval on the transcript of our meeting of May 18, 2022. Is there a motion?

MR. CROCKER: Motion to approve as corrected.

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

MR. BUCCI: Second.

CHAIRMAN BERNARDO: Thank you, Mayor. Any questions, comments on that? Discussion? If not, we'll have a vote. All those in favor say aye.

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? Moving on, we've come to the part of our agenda where we have our Public Comment session. Anybody wishing to speak on any matter concerning the IDA, feel free to state your name and address for the record and please limit your comments to five minutes. Nobody in the crowd? We'll call this Public Comment session to a close. Executive Director's report?

MS. DUNCAN: Just a few quick things just to address the Board on, excuse me, update the Board. Just a quick note relating to Open Meetings Law, the Executive Order from the Governor allowing us to do remote meetings has been extended for one month. They seem to fall right about the day before our meetings, so we check regularly but we are still now good for another month for a remote meeting cycle.

Just a quick note, we held our Annual Breakfast - our first in two years - on June 7th, and we had a nice turnout. A lot of positive feedback on that moving forward and actually one to two hopeful projects. A couple of companies that were in attendance that are looking to expand followed up with us afterwards and have a few meetings set up on our services that they weren't quite aware of, so that was a successful event.

Next week, I will be presenting for the second year in a row-- Every year New York State Economic Development Council does sort of a one-on-one basic economic development course. We typically send all of our new staff through that program. I don't think we have any right now, but I'll be presenting on the 28th in Albany at that event, providing an overview of our services but also serve the organizational structure of the Leadership Alliance.

So, two other items are CDBG grants. This is the \$1 million grant program that we partnered with Broome County Planning on to provide assistance to businesses as they continue to recover from COVID. We are hopeful that our first grant the State will approve and enable it to be paid out. We do have the check cut from the County, which is an indication that the State is nearing their readiness to approve.

Just a quick synopsis of the sequencing: We vet and review and prepare all the applications. They then go to the County Planning for quick review, then they go up to the State, which is where a lot of it has been held up, but we do think once this first one goes, we'll know better the format the State would prefer these to be in and we can move forward because we do have all of the money expended as far as applications, so we're hopeful to get that money out the door.

And then lastly, it's been some time, but I know at one point in time in 2021, I reported Brendan was working closely with Southern Tier Eight on ARC, Appalachian Regional

Commission, dollars to do a Phase Two of our site inventory analysis. This was a request for \$150,000.00 in funds from ARC to do a deeper dive into a lot of our potential development sites. So that also goes through a State review, then a federal review, which is an indication that we're getting near, so I think we just have a final notification coming anytime now. Those will be funds that we can use to expand our site analysis. I think that is all that I have for my report.

CHAIRMAN BERNARDO: Good. Not very busy. Just kidding. Thank you. Any questions for Stacey? Moving on, Internal Financial Reports. I trust everybody's had a chance to review them. Are there any questions for Stacey on those?

MS. DUNCAN: And I will just note the Transition Account, we will be doing a sweep of that \$308,000.00. That is the account that when Treasuries are mature they sit in that account and then they go into our Investment Account. However, I am looking at a few potential feasibility studies germane to economic development that I may be coming to the Board to use utilize some of those funds, maybe next month.

CHAIRMAN BERNARDO: Any questions on the financial reports? Loan Activity Reports. Any questions for Natalie on those reports? Moving onward to New Business. Item No. 6, Resolution Accepting an Application from OCSH Binghamton Holdings, LLC and Authorizing a New York State and Local Sales and Use Tax Exemption in an Amount Not to Exceed \$37,176.00 for a Term Not to Exceed 12 Months, Consistent with the Policies of The Agency, in Connection with the Construction, Renovation, and Equipping of the Property and Building Located at 257 Washington Street in the City of Binghamton, County of Broome, State of New York. Stacey?

MS. DUNCAN: Yes. This is a request from Kevin Findley, who is on the meeting today remotely should the Board have any questions, at 257 Washington Street in the City of Binghamton. I believe it was once a former Boys & Girls Club across from the Assembly of God facility. Kevin is looking for a Small Business Sales Tax Exemption in the amount of \$37,176.00 for a project with total cost of about \$756,000.00.

The project includes the conversion of existing large apartments into one-bedroom and studio apartments - that's based on current market demand for smaller units and studios - and the construction of five new studio apartments in the lower level - the basement level - construction of a community room, installation of heat pumps in the renovated apartments and new studios, a modernized control access system, and then the installation of new roofs/doors on the south side of the building and the replacement of windows that are currently older than six years old.

Again, the total amount of the Sales Tax Exemption is \$37,176.00. No need for public hearing based on that amount.

CHAIRMAN BERNARDO: Any questions for Stacey or the developer?

MR. CROCKER: I see that they're from Poughkeepsie, the developer or the CM, whatever you want to call them, that's just listed in the application.

MS. DUNCAN: Kevin, you are a CM? Is that correct?

MR. FINDLEY: Yes.

MR. CROCKER: They're listed in Poughkeepsie, so have you reached out to local contractors for bidding on this project? Or you will?

MR. FINDLEY: Everybody that we're trying to use is local, yes.

MR. CROCKER: Okay.

MS. DUNCAN: And there will be the notification requirement as part of the Sales Tax Exemption.

MR. FINDLEY: We're going to comply with that. The other thing is so we can have the correct type of insurances, we have a little construction company to do some of the smaller aspects of the project. I'm trying to count right now. We have three guys that we've brought on, and another guy is going to start the 5th of July after he's back from vacation, and there's another guy I'm talking to. So as much as possible, as far as the construction work, is local. Some of the accoutrements - the fancy Murphy beds that we're planning for the studios and those sorts of things - are going to come out of New York City. They're imported from Italy. But other than that, everything's local. I can't think of one person that's not a local contractor.

CHAIRMAN BERNARDO: Thank you. Any other questions for the developer or Stacey? Mayor, this came through Governance?

MR. BUCCI: Yes, it did. So, we move it forward as a motion to approve.

CHAIRMAN BERNARDO: Thank you. 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? Thank you. Moving on to Item No. 7, Resolution Authorizing the Board of Directors of The Agency Broome County IDA/LDC to Approve the Request to Close the ARC Grant NY-6007 and Subsequent Amendments Totaling \$1,727,472.79 (and not a penny more) Plus Net Program Income. In Addition, a Revised Revolving Loan Fund (RLF) Plan is Recommended by the Executive Director and Staff That Will Follow the Access to Capital Projects Application and Operating Guidelines Updated on May 16, 2022, and Resolved Further That the RLF Plan Shall Provide Guidance for the New RLF and Is Directed to Assist Local Businesses and to Strengthen the Area's Investment Capital and Improve Economic Development. Further, That the RLF Plan Outlines the Purpose of the RLF, New ARC Reporting Requirements, and the Flexibilities Permitted by ARC During the Life of the RLF.

Wow. Natalie, could you make that just a little briefer for us?

MS. ABBADESSA: To refresh everyone's memory, the STEED Revolving Loan Fund provides low-interest financing to small businesses in the eight-county STEED region unable to fully finance their projects with equity, conventional financing, or other private and public sources. Back in 1995, we received over \$1.7 million from ARC for the STEED Revolving Loan Fund. Since that time, ARC has established new operating guidelines

for its programing, so in order for us to be able to adopt those new guidelines and continue using the funds that we have, we must agree to close out the existing program. With the new guidelines, the program will continue to be essentially the same. There are a few changes. We're now able to lend to nonprofits, local governments, and social enterprises, and the annual reporting on the STEED Loan Program is no longer required. This will lessen the administrative burden. ARC feels that if you've had a successful RLF program for over seven years, there's no need for them to track or report on the funding. We will continue to track and report internally and provide the Board with the yearly report that we have been doing.

ARC's only requirement is that we update our guidelines to reflect these new changes, present them a Board Resolution with the language John stated, and sign the agreement to close the original ARC Revolving Loan Fund. I provided you all with our new STEED guidelines and the new ARC operating guidelines. Are there any questions?

CHAIRMAN BERNARDO: With that in mind, Mayor? You had the painful process of going through[inaudible].

MR. BUCCI: Governance did consider it, and we move it forward as a motion to approve.

CHAIRMAN BERNARDO: Thank you. Is there a second?

MR. MIRABITO: Second.

CHAIRMAN BERNARDO: Thank you, Joe. Any discussion or questions? With that in mind, let's have a vote. All those in favor say aye.

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? Any abstentions?

Carried. Item No. 8, Resolution Authorizing The Agency, Broome County IDA Board of Directors, and All Its Committees to Use Videoconferencing Technology to Participate in Public Meetings Under Extraordinary Circumstances as Set Forth in Exhibit A Attached Hereto.

MS. DUNCAN: Yes. Per our discussion last month, this is a follow up with changes to Open Meetings Law. For the continuation of remote meetings, the State has made some changes to that. By resolution, we have to adopt a policy that would enable us to provide the ability to do remote video and teleconferencing I think through 2024, if I'm correct. But with that, comes a need to have extraordinary circumstances why a Board member would not be able to attend in person. And just a few caveats, in order to have your vote counted if you are sitting remotely, you have to have a quorum present in person. Now all of that being said, the State is still continuing their executive month-to-month orders on remote, so we're doing this sort of in advance of that moment when that changes. So, the Board had asked the staff to create factors that would be considered extraordinary circumstances to allow Board members to participate through videoconference or other remote tools. That's been included in your packet. I don't know if there are any questions on this specifically, but we need the Board to adopt these as extraordinary circumstances.

CHAIRMAN BERNARDO: Questions for Stacey?

MR. MIRABITO: Is vacation an extraordinary circumstance?

MS. DUNCAN: We talked a lot about that, but we came to the unfortunate conclusion that typically those are scheduled in advance.

CHAIRMAN BERNARDO: Unless you're sick while on vacation.

MR. PEDUTO: Or have car trouble.

MS. DUNCAN: Or you have car trouble while on vacation.

CHAIRMAN BERNARDO: Okay. Mayor, this came through Governance?

MR. BUCCI: It did. We move it forward as a motion to approve.

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

MR. CROCKER: Second.

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

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? Any abstentions? I wouldn't think so. Thank you. That's carried. Moving on to Executive Session, correct?

MS. DUNCAN: Yes. I have a number of items to address to the Board. All are related to either the lease or sale of IDA property.

CHAIRMAN BERNARDO: Thank you. Is there a motion to go into Executive Session?

MR. GATES: I'll move it.

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

MR. BUCCI: Second.

CHAIRMAN BERNARDO: Thank you, Mayor. All those in favor say aye.

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? Okay, we're going into Executive Session.

(OFF THE RECORD)


CHAIRMAN BERNARDO: Okay. Out of Executive Session. Is there any Old Business to cover? I will look for a motion to adjourn this IDA meeting.

[The meeting was adjourned on a motion by Mr. Mirabito, seconded by Mr. Gates, at 1:36PM.]

[Attendees: John Bernardo, Jim Peduto, Rich Bucci, Dan Crocker, Cheryl Sacco, Joe Mirabito, Dan Gates, Stacey Duncan, Natalie Abbadessa, Carrie Hornbeck, Brendan O'Bryan, Amy Williamson, Patrick Doyle, Emma Augostini, Joe Meagher, Kevin Findley, Mike Tanzini]

C E R T I F I C A T E

I, Elana Hulsey, certify that the foregoing transcript of the Broome County Industrial Development Agency Board Meeting on June 15, 2022, was prepared using digital transcription software and is a true and accurate record of the proceedings.

Signature: 

Date: June 17, 2022

Broome County IDA
Internal Financial Status Reports
June 30, 2022

Broome County IDA
Financial Statements vs. Budget
Month Ended 06/30/22

Month # -> 6

	2022 Approved Budget	Actual YTD thru 6/30/22	Budgeted YTD thru 6/30/22	Variance
<u>INCOME:</u>				
A) Land/Building Income:				
Bluestone	94,058	-	47,029	(47,029)
ADEC Mortgage	58,838	29,419	29,419	-
Canopy	100,000	-	50,000	(50,000)
FIVE South College Drive Tenant Leases	80,400	41,175	40,200	975
Miscellaneous Income	10,000	6,580	5,000	1,580
Solar City	5,000	-	2,500	(2,500)
Spark JC, LLC	115,499	100,000	57,750	42,251
Subtotal	463,795	177,174	231,897	(54,724)
B) BCIDA Fees:				
IRB/Sale Leasback Fees	715,000	88,550	357,500	(268,950)
Loan Fund Administration	35,000	-	17,500	(17,500)
Subtotal	750,000	88,550	375,000	(286,450)
C) Other Income:				
Bank Interest	90,000	36,370	45,000	(8,630)
TOTAL INCOME	\$ 1,303,795	\$ 302,094	\$ 651,897	\$ (349,803)

EXPENSES:

A) Administration:				
Salaries	\$ 487,520	\$ 221,539	\$ 232,864	\$ 11,325
Benefits	213,074	97,637	106,038	8,401
Professional Service Contracts	40,000	13,850	20,000	6,150
Payroll Administration	2,000	1,029	1,000	(29)
Investment Management	20,000	3,516	10,000	6,484
Subtotal	762,594	337,571	369,902	32,331
B) Office Expense:				
Postage	2,000	1,227	1,000	(227)
Telephone/Internet Service	6,000	2,955	3,000	45
Equipment & Service/Repair Contracts	12,000	8,255	6,000	(2,255)
Supplies	7,000	4,815	3,500	(1,315)
Travel/Transportation	16,000	11,480	8,000	(3,480)
Meetings	14,000	8,179	7,000	(1,179)
Training/Professional Development	13,000	12,497	6,500	(5,997)
Membership/Dues/Subscriptions	7,000	8,447	3,500	(4,947)
Audit	8,500	8,000	4,250	(3,750)
Legal	70,000	35,811	35,000	(811)
Insurance (Agency, Director & Officers)	17,000	16,656	8,500	(8,156)
Contingency	5,000	755	2,500	1,745
Subtotal	177,500	119,076	88,750	(30,326)

**Broome County IDA
Financial Statements vs. Budget
Month Ended 06/30/22**

Month # -> 6

	2022 Approved Budget	Actual YTD thru 6/30/22	Budgeted YTD thru 6/30/22	Variance
C) Business Development:				
Advertising	112,000	65,500	56,000	(9,500)
Printing & Publishing	15,000	7,386	7,500	114
Public Relations Contract	40,000	17,218	20,000	2,782
Subtotal	167,000	90,104	83,500	(6,604)
D) FIVE South College Drive Expenses	80,400	56,995	40,200	(16,795)
E) Building/Property Maintenance:				
Broome Corporate Park				
Maintenance - Mowing/Snowplowing	8,000	2,800	4,000	1,200
600 Main Street				
Maintenance - Mowing/Snowplowing	14,000	14,458	7,000	(7,458)
Subtotal	22,000	17,258	11,000	(6,258)
TOTAL EXPENSES	\$ 1,209,494	\$ 621,005	\$ 593,352	\$ (27,652)
OPERATING INCOME	\$ 94,301	\$ (318,911)	\$ 58,545	\$ (377,456)

Projected Capital Expenditures

	Approved Budget	Actual Expenditure To Date
IDA Capital Expenditures	\$ 3,000,000	\$ 1,725

Broome County IDA
Summary of Bank Deposits and Investments

	Account	Month End Balance	Statement Date	Rate
Cash & Bank Deposits				
	Petty Cash	100.00	6/30/2022	
	NBT BCIDA Checking	45,349.49	6/30/2022	0.00%
	NBT BCIDA Money Market	3,214,177.68	6/30/2022	0.1000%
	Total Cash & Bank Deposits	<u>3,259,627.17</u>		
Portfolio Investment Accounts				
	Cash & Equivalents	-	6/30/2022	
	NBT Transition Account	879,735.89	6/30/2022	0.0500%
	CDs & Time Deposits		6/30/2022	
	US Treasury Bonds & Notes	6,385,613.28	6/30/2022	0.91%
	Total Portfolio Value	<u>7,265,349.17</u>		
	Total Cash, Bank Deposit Accounts & Investments	<u><u>10,524,976.34</u></u>		
Loan Funds				
STEED				
	Petty Cash	100.00	6/30/2022	
	NBT STEED Checking	249,567.61	6/30/2022	0.00%
	NBT STEED Money Market	257,357.14	6/30/2022	0.0500%
	Total STEED	<u>507,024.75</u>		
BDF				
	NBT BDF Checking	126.33	6/30/2022	0.00%
	NBT BDF Money Market	373,844.65	6/30/2022	0.0500%
	Total BDF	<u>373,970.98</u>		
	Total Loan Funds	<u><u>880,995.73</u></u>		
	Total Combined Funds	<u><u>11,405,972.07</u></u>		

**Broome County IDA
Account Receivables**

BCIDA Notes Receivable	Beginning Balance	Interest Rate	Total Principal Payments as of 6/30/2022	Total Interest Payments 6/30/2022	Outstanding Balance as of 6/30/2022	Status	Comments
ADEC 8/5/2015	710,000.00	3.0%	272,839.01	114,508.26	437,160.99	Current	Mortgage Agreement Monthly Payment \$4,903.13
Broome County - Solar City 8/15/2016	100,000.00	0.0%	25,000.00	-	75,000.00	Current	Land Lease Annual Payment \$5,000
Precium Holdings - Charles St. 5/23/2017	80,000.00	3.0%	15,753.10	10,867.70	64,246.90	Current	Land Sale Monthly Payment \$443.68

Steed Loan Status

BORROWER	Opening Balance 1/1/2022	Current Balance 6/30/2022	Maturity Date	Status 6/30/2022
17 Kentucky Ave., LLC	182,930.43	176,101.79	1/1/2033	Current
20 Delaware Ave, LLC	72,286.72	61,823.54	1/1/2025	Current
Airport Inn Restaurant, LLC	31,693.35	28,345.16	6/1/2026	Current
Alice's Closet	25,000.00	25,000.00	7/1/2026	181
Bernice Brews, LLC (Marshall McMurray)	9,371.49	8,418.85	8/1/2026	Current
Better Offer Properties, LLC	22,617.10	-	3/1/2024	Paid Off
BrightDrive, HCS, LLC	58,118.36	52,426.22	10/1/2026	Current
Bryant Heating & Air	66,724.82	59,535.23	5/1/2026	Current
Concept Systems	23,871.60	12,958.16	10/1/2022	Current
DGC Jewelers, Inc.	13,582.88	12,147.96	6/1/2026	Current
Daniel Liburdi	15,393.90	13,767.62	6/1/2026	Current
Denise O'Donnell	10,000.00	10,000.00	6/1/2026	60
F.A. Guernsey, Co., Inc.	118,273.72	118,273.72	6/1/2024	Bankruptcy
Fuller Holding Company, LLC	146,897.62	142,466.05	2/1/2035	Current
Highland Hollow Farm, LLC	49,216.80	44,483.20	11/1/2026	Current
Integrated Wood Components, Inc.	100,000.00	98,433.59	9/1/2026	Current
Melissa Beers	22,241.63	19,845.13	5/1/2026	Current
Mountain Fresh Dairy	92,416.06	-	12/1/2021	Paid Off
Odyssey Semiconductor Technology	93,714.76	84,188.27	8/1/2026	Current
Prepared Power (Sabato)	53,788.15	52,653.46	10/1/2033	Current
Paulus Development Company, LLC	214,455.74	202,936.08	6/1/2030	Current
Roberts Stone	11,180.85	1,606.90	7/1/2022	Current
Sirgany Eyecare	21,676.46	3,117.75	4/1/2022	Current
SpecOp Tactical Center	70,453.61	70,453.61	5/1/2024	Litigation
T-Squared Custom Millwork, Inc.	18,014.04	-	4/1/2024	Paid Off
ZDD LLC, DBA The Shop	40,000.00	37,485.93	2/1/2027	Current
TOTAL	1,583,920.09	1,336,468.22		

Business Development Fund Status

BORROWER	Opening Balance 1/1/2022	Current Balance 6/30/2022	Maturity Date	Status 6/30/2022
20 Delaware Ave., LLC	70,480.04	60,278.47	1/1/2025	Current
24 Charlotte Street, LLC	100,000.00	92,135.26	1/1/2027	Current
250 Main Street, LLC	46,599.69	45,706.32	10/1/2029	Current
265 Main St, LLC	134,001.00	131,155.38	9/1/2033	Current
J.B. Lehtonen, LLC	-	155,000.00	3/1/2028	Current
Roberts Stone	7,304.00	1,050.09	7/1/2022	Current
SpecOp Tactical Center	74,856.90	74,856.90	5/1/2024	Litigation
Total	433,241.63	560,182.42		

BR+E Loan Status

BORROWER	Opening Balance 1/1/2022	Current Balance 6/30/2022	Maturity Date	Status 6/30/2022
24 Charlotte Street, LLC	50,000.00	46,067.64	1/1/2027	Current
250 Main Street, LLC	46,599.69	45,706.32	10/1/2029	Current
265 Main St, LLC	44,667.11	43,718.58	9/1/2033	Current
Antonio's Bar & Trattoria, LLC	25,000.00	23,822.76	3/1/2027	Current
Gordon Dusingberre, DBA Northside Auto	24,215.99	21,844.29	10/1/2026	Current
Grow Hemp, LLC	39,330.62	-	11/1/2025	Paid Off
Prepared Power	44,823.48	43,877.90	10/1/2033	Current
Total	274,636.89	225,037.49		

Loan Delinquency Status

STEED

Alice's Closet
Denise O'Donnell
F. A. Guernsey
SpecOp Tactical

Litigation
60 Days
Bankruptcy
Litigation

BDF

SpecOp Tactical

Litigation

**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY
LOAN FUNDS ACTIVITY AS OF
June 30, 2022**

STEED ACCOUNT BALANCE: \$ 506,924.75

Amount held at ARC in Washington, DC \$ -

LOAN COMMITMENTS	Commitment Date	Expiration Date
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Total STEED Loans Commitments

Available to Lend \$ 506,924.75

BDF ACCOUNT BALANCE: \$ 373,970.98

LOAN COMMITMENTS	Commitment Date	Expiration Date
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Total BDF Loan Commitments \$ -

Available to Lend \$ 373,970.98

BR+E \$ 74,962.51

LOAN COMMITMENTS	Commitment Date	Expiration Date
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Total BRE Loan Commitments \$ -

Available to Lend \$ 74,962.51



June 27, 2022

Stacey Duncan
Executive Director
The Agency
Five South College Drive
Suite 210
Binghamton, NY 13905

Re: Project Name: Spark JC, LLC
 Project Address: 601-635 Harry L. Drive
 Project Number: 030121008b

Dear Stacey,

Spark JC, LLC is requesting an extension to the \$3,093,333.24 New York State and local sales and use tax exemption until 08/18/2023. We have been in the planning stage the entire year since approval, so we have not had the opportunity to use the exemption benefit, thus the reason we are requesting this extension.

Thank you,

A handwritten signature in black ink, appearing to read "Dave Dimmick", written in a cursive style.

Dave Dimmick
Spark JC, LLC



June 20, 2022

Ms. Stacey Duncan
The Agency
Broome County IDA/LDC
Five South College Drive
Suite 201
Binghamton, NY 13905

RE: Sales Tax Extension

Dear Ms. Duncan:

LCP Group would like to extend our sales tax exemption until August 18, 2023. Our renovations are ongoing and will continue for at least another year. We have had labor shortages, product backorders and shipping delays due to the pandemic. Please advise if you need me to attend a future Governance and Board meeting to discuss further.

Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "Christina", with a long horizontal flourish extending to the right.

Christina Pierce, CEO
LCP Group, Inc.

THE AGENCY

BROOME COUNTY IDA / LDC

SMALL BUSINESS INCENTIVE PROGRAM APPLICATION

The Small Business Incentive Program can provide eligible applicants the following: an eight percent (8%) NYS sales tax exemption on all construction materials, machinery & equipment and FF&E.

Applicants seeking assistance must complete this application and provide additional documentation if required. A **non-refundable** application fee of \$250.00 must be included with this application. Make check payable to The Agency Broome County IDA.

The Applicant requesting a sales tax exemption from the Agency/IDA must include in the application a realistic estimate of the value of the savings anticipated to be received. As per NYS 2013 Budget Law and the regulations expected to be enacted thereunder are expected to require that the Agency/IDA recapture any benefit that exceeds the amount listed in the application.

Please answer all questions. Use "None" or "Not Applicable" where necessary.

APPLICANT

Name 33 S. Washington St LLC
Address 33 S. Washington St
City/State/Zip Binghamton, NY 13903
Tax ID No. 84-5177567
Contact Name Brett Pritchard
Title Owner
Telephone (607) 343-9156
E-Mail bpritchard@pritcharddevelopmentcorp.com

Owners of 20% or more of Applicant Company

Name	%	Corporate Title
<u>Brett Pritchard</u>	<u>100</u>	<u>Owner</u>
<u></u>		
<u></u>		
<u></u>		

Benefit Requested

☒ Sales Tax Exemption

Description of project (check all that apply)

- ☐ New Construction
☒ Existing Facility
☐ Acquisition
☐ Expansion
☒ Renovation/Modernization
☐ Acquisition of machinery/equipment
☐ Other (specify) _____

GENERAL DESCRIPTION OF THE PROJECT

(Attached additional sheets as necessary)

Renovation and revitalization of 33 S. Washington Street 1st floor with office space and retail location. Renovation and revitalization of 39 S. Washington Street, 2nd floor with health and wellness businesses.

TAX MAP ID NUMBER: 160.65-3-1

PROJECT TIMELINE

7/20/2022

Start Date

7/20/2023

End Date

33 & #9 S. Washington Street, Binghamton, NY 13903

Project Address

Contractor(s) *please refer to required Local Labor Policy

State Environmental Quality Review (SEQR) Act Compliance

The Agency, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR). This is applicable to projects that require the state or local municipality to issue a discretionary permit, license or other type of Approval for that project.

Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

☐ YES – Include a copy of any SEQR or other documents related to this project including Environmental Assessment Form, Final Determination, Local Municipality Negative Declaration.

☒ NO

LOCAL LABOR POLICY

It is the goal of the The Agency to maximize the use of local labor for each project that receives benefits from The Agency. This policy applies to general contractors, subcontractors, trade professionals, and their employees. The Agency's Local Labor Area consists of the following New York State counties: Broome, Chemung, Chenango, Cortland, Delaware, Otsego, Schuyler, Steuben, Tioga and Tompkins.

APPLICANT PROJECT COSTS

- A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipping of the project by the APPLICANT.

Building Construction or Renovation

- a. MATERIALS a. \$ 280,000.00
b. LABOR b. \$ 155,000.00

Site Work

- c. MATERIALS c. \$ 0
d. LABOR d. \$ 0
e. Non-Manufacturing Equipment e. \$ 32,000.00
f. Furniture and Fixtures f. \$ 24,000.00
g. LAND and/or BUILDING Purchase g. \$ 0
h. Soft Costs (Legal, Architect, Engineering) h. \$ 12,000.00
Other (specify) i. _____ i. \$ _____
j. _____ j. \$ _____
k. _____ k. \$ _____

TOTAL PROJECT COSTS

\$ 503,000.00

- B. Sources of Funds for Project Costs:

- a. Bank Financing a. \$ 300,000.00
b. Public Sources b. \$ 0

Identify each state and federal grant/credit

Private Funds \$ 203,000.00

\$ _____

\$ _____

\$ _____

- c. Equity \$ _____

TOTAL SOURCES

\$ 503,000.00

- C. Has the applicant made any arrangements for the financing of this project?

☐ Yes ☒ No

If so, please specify bank, underwriter, etc.

VALUE OF INCENTIVES

A. Sales Tax Exemption Benefit

Estimated value of goods that will be exempt from New York State and local sales tax (materials, non-manufacturing equipment, furniture and fixtures - **line a,c,e,f from Project Costs**) \$ 336,000.00

Estimated value of New York State and local sales tax exemption (8% of value of eligible goods) \$ 26,880.00

Estimated duration of sales tax exemption 12 Months
(The sales tax letter shall be valid for a period of twelve (12) months.)

PROJECTED EMPLOYMENT

Will this investment result in the creation of new jobs? If so, how many? 8.00

Current number of full time employees: 2.00

Estimated annual salary range of jobs to be created:

Annual Salary range from: 38,000 to 45,000

Estimated annual salary range of current jobs:

Annual Salary range from: 40,000 to 48,000

****Upon approval of this application, the business agrees to provide FTE and all construction job information, along with its NYS 45 in all years that a sales tax benefit is claimed.***

APPLICATION & ADMINISTRATIVE FEES

A. Application Fee:

A non-refundable application fee of \$250.00 shall be charged to each applicant and accompany the completed application.

\$ 250.00

B. Administrative Fee:

A non-refundable administrative fee is due and payable prior to the issuance of a Sales Tax Letter. The administrative fee is based on the size and scope of the project, and is determined on a case by case basis.

\$ 500.00

TOTAL TAX EXEMPTION FEES

\$ 750.00

This Application, including without limitation, information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

The Agency reserves the right to terminate, modify, or recapture Agency benefits if :

- (i) *an applicant or its sub-agency (if any) authorized to make purchases for the benefit of the project is not entitled to the sales and use tax exemption benefits;*
- (ii) *sales and use tax exemption benefits are in excess of the amounts authorized by the Agency to be taken by the applicant or its sub-agents;*
- (iii) *sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the project;*
- (iv) *the applicant has made material, false, or misleading statements in its application for financial assistance;*
- (v) *the applicant has committed a material violation of the terms and conditions of a Project Agreement.*

(vi) *As of the date of the Application this project is in substantial compliance with all provisions of GML Article 18-A, including but not limited to, the provisions of GML Section 859-a and GML Section 862(1) (the anti-raid provision) and if the project involves the removal or abandonment of a facility or plant within the state, notification by the IDA to the chief executive officer or officers of the municipality or municipalities in which the facility or plant was located.*

APPLICANT COMPANY

Purchase Deal Corp / 33 South College Drive
[Signature] , Title President Date 6-9-22
Signature , Title Date

Sworn to before me this

9th day of June, 2022.
Charity L. Bensley
(Notary Public)

CHARITY LYNN BENSLEY
NOTARY PUBLIC-STATE OF NEW YORK
No. 01BE6405671
Qualified in Broome County
My Commission Expires 03-16-2024

LABOR POLICY

Local General Contractor, Subcontractor, Trades and Labor Policy

It is the goal of the The Agency/**IDA** to maximize the use of local labor for each project that receives benefits from the Agency/**IDA**. This policy applies to general contractors, subcontractors, trade professionals, and their employees. The Agency/**IDA**'s Local Labor Area consists of the following New York State counties: Broome, Chemung, Chenango, Cortland, Delaware, Otsego, Schuyler, Steuben, Tioga and Tompkins.

Every applicant is obligated to provide written proof and data (see attached ... forms) to the Agency/**IDA** as to the physical location of all the contractors who worked on the project.

The Agency/**IDA** will review the data provided and determine, on a case-by-case basis and in a fully-transparent manner, whether the Applicant has substantially conformed to the policy.

An Applicant **will not be deficient** if the proposed project requires specifically skilled labor that is unavailable in the Local Labor Area.

An Applicant **will not be deficient** if the proposed project utilizes parts and supplies assembled elsewhere because no such assembly is available in the Local Labor Area.

An Applicant **will be held non-compliant** with the Labor Policy if it imports labor from outside the Local Labor Area when equal labor that is ready, willing, cost-competitive, etc. resides in the Local Labor Area.

The Agency/**IDA** may determine on a case-by-case basis to waive any portion of this policy for a project or a portion of a project where consideration of warranty issues, necessity of specialized skills, significant cost differentials between local and non-local services, documented lack of workers meeting the Local Labor Requirement or if other compelling circumstances exist.

In consideration of the extension of financial assistance by the Agency/**IDA** Pritchard Property Development (the Applicant) understands the Local Labor Policy and agrees to submit either or both a Local Labor Utilization Report or a Non Local Labor Utilization Report at the time that construction ends on the project to the Agency.

The Applicant understands an Agency/**IDA** tax-exempt certificate is valid for one year from the effective date of the project inducement. If an Applicant wishes to request an extension, a letter must be sent 30 days prior to the end date to the Executive Director, on company letterhead, explaining the necessity for the extension.

The Applicant further understands any request for a waiver to this policy must be submitted in writing and approved by the Agency/**IDA** before a tax-exempt certificate is issued or extended.

The Applicant further understands that if the required forms are not submitted to the Agency/**IDA**, the Agency/**IDA** shall have the authority to immediately terminate any and all Financial Assistance being provided to the Project.

I agree to the conditions of this agreement and certify all information provided regarding the construction and employment activities for the Project as of 6/9/2022 (Submission date).

APPLICANT: Pritchard Property Development Inc.

REPRESENTATIVE FOR CONTRACT BIDS/AWARDS: Brett Pritchard

ADDRESS: 33 S. Washington Street, Suite 201

CITY: Binghamton

STATE: NY

ZIP: 13903

PHONE: 607-343-9156

EMAIL: bpritchard@pritcharddevelopmentcorp.com

PROJECT ADDRESS: 33 & 39 S. Washington Street, Binghamton, NY 13903

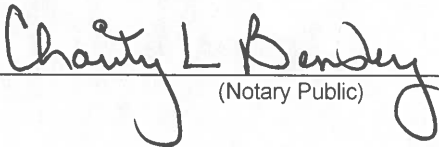
AUTHORIZED REPRESENTATIVE: Brett Prithcard

TITLE: President

SIGNATURE: 

Sworn to before me this

9th day of June, 2022.


(Notary Public)

CHARITY LYNN BENSLEY
NOTARY PUBLIC-STATE OF NEW YORK
No. 01BE6405671
Qualified in Broome County
My Commission Expires 03-16-2024

The following organizations must be solicited in writing for the purpose of meeting the requirements of this Agreement:

****Documentation of solicitation MUST be provided to the Agency.**

The Builders Exchange of the Southern Tier, Inc.
15 Belden Street
Binghamton, NY 13903
brad@bxstier.com
(607) 771-7000

Southern Tier Building Trades Council
1200 Clemens Center Parkway
Elmira, NY 14901
ibew139ba@aol.com
(607) 732-1237

Binghamton/Oneonta Building Trades Council
11 Griswold Street
Binghamton, NY 13904
raikens@iuoe158.org
(607) 723-9593

Dodge Reports
<http://construction.com/dodge/submit-project.asp>
830 Third Ave., 6th Floor
New York, NY 10022
support@construction.com

(877) 784-9556
Tompkins-Cortland Building Trades Council
622 West State Street
Ithaca, NY 14850
tbrueribew241@gmail.com
(607) 272-3122

Building Trades
Katie Fairbrother, Secretary
kfairbrother@ualocal112.org
607-723-9593

THE AGENCY

BROOME COUNTY IDA / LDC

RECEIVED
JUL 12 2022

BY:

SMALL BUSINESS INCENTIVE PROGRAM APPLICATION

The Small Business Incentive Program can provide eligible applicants the following: an eight percent (8%) NYS sales tax exemption on all construction materials, machinery & equipment and FF&E.

Applicants seeking assistance must complete this application and provide additional documentation if required. A **non-refundable** application fee of \$250.00 must be included with this application. Make check payable to The Agency Broome County IDA.

The Applicant requesting a sales tax exemption from the Agency/IDA must include in the application a realistic estimate of the value of the savings anticipated to be received. As per NYS 2013 Budget Law and the regulations expected to be enacted thereunder are expected to require that the Agency/IDA recapture any benefit that exceeds the amount listed in the application.

Please answer all questions. Use "None" or "Not Applicable" where necessary.

APPLICANT

Name Phoenix Endicott Industrial Investors LLC
Address 401 E. Kilbourn Ave.
City/State/Zip Milwaukee, WI 53202
Tax ID No. 87-1551131
Contact Name John Peret
Title SENIOR PROJECT MANAGER
Telephone (414) 748-5646
E-Mail JPERET@PHOENIXCONSTRUCTION.US

Owners of 20% or more of Applicant Company

Name	%	Corporate Title
------	---	-----------------

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Benefit Requested

☒ Sales Tax Exemption

Description of project (check all that apply)

☐ New Construction

☒ Existing Facility

☐ Acquisition

☐ Expansion

☒ Renovation/Modernization

☐ Acquisition of machinery/equipment

☐ Other (specify) _____

GENERAL DESCRIPTION OF THE PROJECT

(Attached additional sheets as necessary)

This project consists of a direct purchase of a new 80 KPPH Industrial Watertube Boiler to replace a boiler that has previously failed. This new boiler will be installed in building 39, the existing utility plant for the entire campus. There will also be various contractors hired to decommission the former boiler and the install of the new boiler. This boiler will be the main boiler that will be servicing the campus of just under 4 million square feet for both comfort heating and process steam for various applications.

TAX MAP ID NUMBER: 141.18-8-49.111

PROJECT TIMELINE

7-20

Start Date

9-1

End Date

1701 N. Street in Endicott, NY

Project Address

Contractor(s) *please refer to required Local Labor Policy

State Environmental Quality Review (SEQR) Act Compliance

The Agency, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR). This is applicable to projects that require the state or local municipality to issue a discretionary permit, license or other type of Approval for that project.

Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

☐ YES – Include a copy of any SEQR or other documents related to this project including Environmental Assessment Form, Final Determination, Local Municipality Negative Declaration.

☒ NO

LOCAL LABOR POLICY

It is the goal of the The Agency to maximize the use of local labor for each project that receives benefits from The Agency. This policy applies to general contractors, subcontractors, trade professionals, and their employees. The Agency's Local Labor Area consists of the following New York State counties: Broome, Chemung, Chenango, Cortland, Delaware, Otsego, Schuyler, Steuben, Tioga and Tompkins.

APPLICANT PROJECT COSTS

- A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipping of the project by the APPLICANT.

Building Construction or Renovation

a. MATERIALS a. \$ 1,240,030

b. LABOR b. \$ _____

Site Work

c. MATERIALS c. \$ _____

d. LABOR d. \$ _____

e. Non-Manufacturing Equipment e. \$ _____

f. Furniture and Fixtures f. \$ _____

g. LAND and/or BUILDING Purchase g. \$ _____

h. Soft Costs (Legal, Architect, Engineering) h. \$ _____

Other (specify) i. _____ i. \$ _____

j. _____ j. \$ _____

k. _____ k. \$ _____

TOTAL PROJECT COSTS

\$1,240,030

- B. Sources of Funds for Project Costs

a. Bank Financing a. \$ 1,240,030

b. Public Sources b. \$ _____

Identify each state and federal grant/credit

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

c. Equity \$ _____

TOTAL SOURCES

\$ _____

- C. Has the applicant made any arrangements for the financing of this project?

☒ Yes ☐ No

If so, please specify bank, underwriter, etc.

WALKER & DUNLOP COMMERCIAL PROPERTY FUNDING, LLC

VALUE OF INCENTIVES

A. Sales Tax Exemption Benefit

Estimated value of goods that will be exempt from New York State and local sales tax (materials, non-manufacturing equipment, furniture and fixtures - **line a,c,e,f from Project Costs**) \$ 1,240,030.00

Estimated value of New York State and local sales tax exemption (8% of value of eligible goods) \$ 99,202.40

Estimated duration of sales tax exemption 12 months
(The sales tax letter shall be valid for a period of twelve (12) months.)

PROJECTED EMPLOYMENT

Will this investment result in the creation of new jobs? If so, how many? 3.00

Current number of full time employees: 8.00

Estimated annual salary range of jobs to be created:

Annual Salary range from: 60,000 to 80,000

Estimated annual salary range of current jobs:

Annual Salary range from: 60,000 to 80,000

****Upon approval of this application, the business agrees to provide FTE and all construction job information, along with its NYS 45 in all years that a sales tax benefit is claimed.***

APPLICATION & ADMINISTRATIVE FEES

A. Application Fee:

A non-refundable application fee of \$250.00 shall be charged to each applicant and accompany the completed application.

\$ 250.00

B. Administrative Fee:

A non-refundable administrative fee is due and payable prior to the issuance of a Sales Tax Letter. The administrative fee is based on the size and scope of the project, and is determined on a case by case basis.

\$ 500.00

TOTAL TAX EXEMPTION FEES

\$ 750.00

This Application, including without limitation, information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

The Agency reserves the right to terminate, modify, or recapture Agency benefits if :

- (i) an applicant or its sub-agency (if any) authorized to make purchases for the benefit of the project is not entitled to the sales and use tax exemption benefits;***
- (ii) sales and use tax exemption benefits are in excess of the amounts authorized by the Agency to be taken by the applicant or its sub-agents;***
- (iii) sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the project;***
- (iv) the applicant has made material, false, or misleading statements in its application for financial assistance;***
- (v) the applicant has committed a material violation of the terms and conditions of a Project Agreement.***

(vi) As of the date of the Application this project is in substantial compliance with all provisions of GML Article 18-A, including but not limited to, the provisions of GML Section 859-a and GML Section 862(1) (the anti-raid provision) and if the project involves the removal or abandonment of a facility or plant within the state, notification by the IDA to the chief executive officer or officers of the municipality or municipalities in which the facility or plant was located.

APPLICANT COMPANY

Jenny Perlet
COUS. MGR. 7-522
Signature, Title Date

Sworn to before me this

5th day of *July*, 20*22*.

(Notary Public)



LABOR POLICY

Local General Contractor, Subcontractor, Trades and Labor Policy

It is the goal of the The Agency/**IDA** to maximize the use of local labor for each project that receives benefits from the Agency/**IDA**. This policy applies to general contractors, subcontractors, trade professionals, and their employees. The Agency/**IDA**'s Local Labor Area consists of the following New York State counties: Broome, Chemung, Chenango, Cortland, Delaware, Otsego, Schuyler, Steuben, Tioga and Tompkins.

Every applicant is obligated to provide written proof and data (see attached ... forms) to the Agency/**IDA** as to the physical location of all the contractors who worked on the project.

The Agency/**IDA** will review the data provided and determine, on a case-by-case basis and in a fully-transparent manner, whether the Applicant has substantially conformed to the policy.

An Applicant **will not be deficient** if the proposed project requires specifically skilled labor that is unavailable in the Local Labor Area.

An Applicant **will not be deficient** if the proposed project utilizes parts and supplies assembled elsewhere because no such assembly is available in the Local Labor Area.

An Applicant **will be held non-compliant** with the Labor Policy if it imports labor from outside the Local Labor Area when equal labor that is ready, willing, cost-competitive, etc. resides in the Local Labor Area.

The Agency/**IDA** may determine on a case-by-case basis to waive any portion of this policy for a project or a portion of a project where consideration of warranty issues, necessity of specialized skills, significant cost differentials between local and non-local services, documented lack of workers meeting the Local Labor Requirement or if other compelling circumstances exist.

In consideration of the extension of financial assistance by the Agency/**IDA** Phoenix Endicott Industrial Investors LLC (the Applicant) understands the Local Labor Policy and agrees to submit either or both a Local Labor Utilization Report or a Non Local Labor Utilization Report at the time that construction ends on the project to the Agency.

The Applicant understands an Agency/**IDA** tax-exempt certificate is valid for one year from the effective date of the project inducement. If an Applicant wishes to request an extension, a letter must be sent 30 days prior to the end date to the Executive Director, on company letterhead, explaining the necessity for the extension.

The Applicant further understands any request for a waiver to this policy must be submitted in writing and approved by the Agency/**IDA** before a tax-exempt certificate is issued or extended.

The Applicant further understands that if the required forms are not submitted to the Agency/**IDA**, the Agency/**IDA** shall have the authority to immediately terminate any and all Financial Assistance being provided to the Project.

I agree to the conditions of this agreement and certify all information provided regarding the construction and employment activities for the Project as of 6/22/2022 (Submission date).

APPLICANT: **Phoenix Endicott Industrial Investors LLC**

REPRESENTATIVE FOR CONTRACT BIDS/AWARDS: **John Peret**

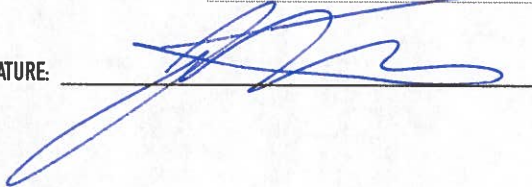
ADDRESS: **401 E Kilbourn Ave #201**

CITY: **Milwaukee** STATE: **WI** ZIP: **53202** PHONE: **414-748-5646**

EMAIL: **jperet@phoenixconstruction.us**

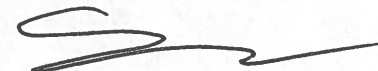
PROJECT ADDRESS: **1701 N. Street in Endicott, NY**

AUTHORIZED REPRESENTATIVE: **John Peret** TITLE: **Senior Project Manager**

SIGNATURE: 

Sworn to before me this

5th day of July, 2022.


(Notary Public)



The following organizations must be solicited in writing for the purpose of meeting the requirements of this Agreement:

****Documentation of solicitation MUST be provided to the Agency.**

The Builders Exchange of the Southern Tier, Inc.
15 Belden Street
Binghamton, NY 13903
brad@bxstier.com
(607) 771-7000

Southern Tier Building Trades Council
1200 Clemens Center Parkway
Elmira, NY 14901
ibew139ba@aol.com
(607) 732-1237

Binghamton/Oneonta Building Trades Council
11 Griswold Street
Binghamton, NY 13904
raikens@iuoe158.org
(607) 723-9593

Dodge Reports
<http://construction.com/dodge/submit-project.asp>
830 Third Ave., 6th Floor
New York, NY 10022
support@construction.com

(877) 784-9556
Tompkins-Cortland Building Trades Council
622 West State Street
Ithaca, NY 14850
tbrueribew241@gmail.com
(607) 272-3122

Building Trades
Katie Fairbrother, Secretary
kfairbrother@ualocal112.org
607-723-9593

LOCAL LABOR UTILIZATION REPORT

To be completed for all contractors residing within the Broome County IDA Local Labor Area

APPLICANT:

PROJECT ADDRESS: CITY: STATE: ZIP:

EMAIL: PHONE:

GENERAL CONTRACTOR/CONSTRUCTION MANAGER:

CONTACT:

ADDRESS: CITY: STATE: ZIP:

EMAIL: PHONE:

ITEM	CONTRACT/SUB	ADDRESS	EMAIL	PHONE	AMOUNT
Site/Demo					
Foundation/Footings					
Building					
Masonry					
Metals					
Wood/Casework					
Thermal/Moisture					
Doors, Windows & Glazing					
Finishes					
Electrical					
HVAC					
Plumbing					
Specialties					
M&E					
FF & E					
Utilities					
Paving/Landscaping					

CHECK IF CONSTRUCTION IS COMPLETE ☐

CHECK IF THIS IS YOUR FINAL REPORT ☐

I CERTIFY THAT THIS IS AN ACCURATE ACCOUNTING OF THE CONTRACTORS THAT ARE WORKING AT THE PROJECT SITE.

Company Representative

Date

NON LOCAL LABOR UTILIZATION REPORT

To be completed for all contractors not residing within the Broome County IDA Local Labor Area

APPLICANT: **Phoenix Endicott Industrial Investors LLC**PROJECT ADDRESS: **1701 N. Street in Endicott, NY** CITY: STATE: ZIP: EMAIL: PHONE: GENERAL CONTRACTOR/CONSTRUCTION MANAGER: **The Cleaver-Brooks Company, Inc**CONTACT: **Jason Jacobi**ADDRESS: **221 Law Street, Thomasville, GA, 31792** CITY: STATE: ZIP: EMAIL: PHONE:

ITEM	CONTRACT/SUB	ADDRESS	EMAIL	PHONE	AMOUNT
Site/Demo					
Foundation/Footings					
Building					
Masonry					
Metals					
Wood/Casework					
Thermal/Moisture					
Doors, Windows & Glazing					
Finishes					
Electrical					
HVAC					
Plumbing					
Specialties					
M& E					
FF & E					
Utilities					
Paving/Landscaping					

CHECK IF CONSTRUCTION IS COMPLETE

☒

CHECK IF THIS IS YOUR FINAL REPORT

☐

I CERTIFY THAT THIS IS AN ACCURATE ACCOUNTING OF THE CONTRACTORS THAT ARE WORKING AT THE PROJECT SITE.

Company Representative_____
Date