

THE AGENCY

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

BROOME COUNTY LOCAL DEVELOPMENT CORPORATION
August 17, 2022 • 12:30 p.m. • The Agency Conference Room
FIVE South College Drive, Suite 201, 2nd Floor
Binghamton, New York 13905

REVISED AGENDA

1. Oath of Office / Acknowledgement of Fiduciary
 • Peter G. Newman J. Meagher
2. Approve Transcript – July 20, 2022 Board Meeting J. Bernardo
3. Public Comment J. Bernardo
4. Executive Director’s Report S. Duncan
 • Updates
 • Internal Financial Report – July 31, 2022
5. Loan Activity Reports as of July 31, 2022 S. Duncan

New Business

6. Resolution Approving a \$50,000 Grant from the Broome County COVID Business Recovery Fund, New York State Community Development Block Grant (CDBG) to Ashlawn Energy, LLC, Located at 120 Hawley Street, Suite 199, in the City of Binghamton, County of Broome and State of New York, as Set Forth in Exhibit “A”, Attached Hereto S. Duncan
7. Resolution Approving a \$50,000 Grant from the Broome County COVID Business Recovery Fund, New York State Community Development Block Grant (CDBG) to Hashey Enterprises DBA Synergy Athletics, Located at 1429 Upper Front Street, in the **Town of Chenango**, County of Broome and State of New York, as Set Forth in Exhibit “A” Attached Hereto S. Duncan
8. Resolution Approving a \$50,000 Grant from the Broome County COVID Business Recovery Fund, New York State Community Development Block Grant (CDBG) to John’s Tree Service and Landscaping, Inc., Located at 755 Harry L. Drive, in the Village of Johnson City, County of Broome and State of New York, as Set Forth in Exhibit “A” Attached Hereto S. Duncan
9. Resolution Approving a \$50,000 Grant from the Broome County COVID Business Recovery Fund, New York State Community Development Block Grant (CDBG) to Link’s Lawn Care, Located at 736 Oak Hill Road, in the **Town of Chenango**, County of Broome and State of New York, as Set Forth in Exhibit “A” Attached Hereto S. Duncan

10. Resolution Approving a \$50,000 Grant from the Broome County COVID Business Recovery Fund, New York State Community Development Block Grant (CDBG) to Northside Automotive, Located at 721 Harry L. Drive, in the Village of Johnson City, County of Broome and State of New York, as Set Forth in Exhibit "A" Attached Hereto S. Duncan

11. Resolution Approving a \$50,000 Grant from Broome County COVID Business Recovery Fund, New York State Community Development Block Grant (CDBG) to Woody's Tavern, LLC, Located at 14 Grossett Drive, in the Town of Kirkwood, County of Broome and State of New York, as Set Forth in Exhibit "A" Attached Hereto S. Duncan

Old Business

12. Adjournment J. Bernardo

BROOME COUNTY LOCAL DEVELOPMENT CORPORATION

Board Meeting

Held on July 20, 2022, Commencing at
1:26 PM. Adjourned at 1:31 PM.

[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: I'd like to call to order this meeting of the Broome County Local Development Corporation of July 20, 2022, and looking for a motion to approve the transcript of our June 15, 2022, Board Meeting.

MR. CROCKER: Motion to approve.

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

MS. SACCO: Second.

CHAIRMAN BERNARDO: Thank you, Cheryl. Any discussion? All those in favor say aye.

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? We've come to the part of our agenda where we have a Public Comment session. Anybody wishing to speak on any matter concerning the Local Development Corporation, feel free to state your name and address for the record and limit your comments to five minutes. Is there anybody on?

MS. DUNCAN: No, I don't think so. It doesn't appear so. [Crosstalk].

CHAIRMAN BERNARDO: We'll call this Public Comment session to a close. New Business, Resolution Authorizing the Demolition of the IBM Country Club, Located at 4301 Watson Boulevard, in the Town of Union, Broome County, New York, by Northeast Construction Services, Inc., f/k/a LeChase Construction Services, LLC, in an Amount Not to Exceed \$1,974,000, Pursuant to the June 30, 2022, Scope of Work

Provided to the BCLDC, a Copy of Which is Attached Hereto as Exhibit "A".

MS. DUNCAN: Okay. So the only agenda item for today is the consideration and approval for the LDC to enter into a contract with LeChase who would manage ultimately the demolition of the former IBM Country Club on Watson Boulevard in the Town of Union.

Per our last meeting, the Board had requested some additional quotes. We spoke with LeChase. They did seek, and there's a breakdown in your packet that was provided to the Board. The numbers initially, the \$1.9, did have Gorick's numbers, and you can see them broken out on this chart. As well, LeChase reached out to LCP. They did not provide a bid on this. They also reached out to the ZMK, who's also local, and they no longer do projects with asbestos. So we felt it important to bring another quote to the table. They did reach out to AAC, which is based in Rochester, and you see their quote included in there.

So with that, the recommendation would be to enter into a contract term that includes the breakdown of demolition numbers from Gorick Construction. This will enable us at the time of final review and approval by SHPO to begin the process of demolition. There is a Scope of Work that outlines the role that LeChase will play. They're also engaged with Delta Engineers, who will do some design services and air monitoring, and Gorick would do the demolition.

I also did in Governance provide a brief update where we are with SHPO. We began our 30-day consultation just at the beginning of July. We provided them a copy of the condemnation letter and analysis from Delta Engineers. We also provided them a copy of the final condemnation letter from the Town of Union and as well the recommendation from County Emergency Services

to not provide service to the building due to its dire situation. Those have been provided. They did come back and have required us to come up with a mitigation plan, basically to mitigate adverse effects of the demolition.

A reminder it is not a historical building, but it is eligible for the historic registry. The mitigation plan could include anything from signage, salvage of parts of the current structure into the new design and new facility, essentially things that will honor the heritage of what currently stands. We've had great conversations. SHPO has been very easy to work with. They've been very responsive, and we expect we'll get that mitigation plan to them probably before the end of this week and expect a final note from them soon.

CHAIRMAN BERNARDO: Thank you, Stacey. Mayor, Governance?

MR. BUCCI: Yes. It was considering in Governance, and we moved it forward as a motion to approve.

CHAIRMAN BERNARDO: Is there a second? Jim. Any discussion beyond that?

MR. GATES: Thanks for getting that other quote on that.

MS. DUNCAN: My pleasure. No, I'm glad we did that. Yeah, it worked out.

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

ALL: Aye.

CHAIRMAN BERNARDO: Any opposed? Any abstentions?
Carried. Any old business? Looking for a motion to adjourn.

[The meeting was adjourned on a motion by Mr. Crocker,
seconded by Mr. Gates, at 1:31 PM.]

[Attendees: John Bernardo, Rich Bucci, Jim Peduto, Cheryl
Sacco, Joe Mirabito, Dan Crocker, Dan Gates, Stacey Duncan,
Natalie Abbadessa, Carrie Hornbeck, Brendan O'Bryan, Amy
Williamson, Nicolas Gregoris, Emma Augostini, Michael Tanzini]

C E R T I F I C A T E

I, Elana Hulsey, certify that the foregoing transcript of
the Broome County Local Development Corporation Governance
Committee meeting on July 20, 2022, was prepared using digital
transcription software and is a true and accurate record of the
proceedings.

Signature: _____



Date: July 23, 2022

CDBG Applicants

Business Name	Business Address	Amount Requested
Ashlawn Energy, LLC	120 Hawley St., #199, Binghamton, NY 13901	\$50,000
Hashey Enterprises DBA Synergy Athletics	1429 Upper Front St., Binghamton, NY 13901	\$50,000
John's Tree Service and Landscaping, Inc.	775 Harry L Dr., Johnson City, NY 13790	\$50,000
Link's Lawn Care	736 Oak Hill Rd., Binghamton, NY 13901	\$50,000
Northside Automotive	721 Harry L Dr., Johnson City, NY 13790	\$50,000
Woody's Tavern, LLC	14 Grossett Dr., Kirkwood, NY 13795	\$50,000

THE AGENCY

BROOME COUNTY IDA / LDC

CDBG Applicant Financial Analysis and Employee Retention Eligibility

Applicant: Ashlawn Energy, LLC.

Purpose: The purpose of this financial analysis is to demonstrate the eligibility of Ashlawn Energy LLC for receipt of COVID Business Recovery Fund grant monies as well as demonstrate their job retention eligibility, as required by the Grant Guidelines.

Grant Application Summary: Ashlawn Energy, LLC is seeking a grant of \$50,000 from the Broome County COVID Business Recovery Fund. \$17,750.00 of the grant will serve as reimbursement for rental payments, \$20,155.29 will reimburse payroll expenditures, and the remaining \$12,094.71 will recover working capital (e.g., consulting fees, etc.) expense.

Revenue Loss and Analysis: As per their tax returns, Ashlawn Energy, LLC. saw a reduction of ordinary income of \$81,213 from 2019 to 2020, or a reduction of 197% in income. These losses well exceed the 1% loss requirement stipulated by the CDBG guidelines. Given the financial history of Ashlawn Energy, LLC. prior to 2020 (i.e., consistent profit) there is evidence to suggest that the enormous reduction in business income was primarily due to the impact of COVID-19 and accompanying policies measures, rather than sub-optimal business practices.

Total Number of Employees: 3 **Percentage of LMI Employees:** 67%


Jobs Retained: 2 **Retained Jobs Held by LMI Persons:** 2

Retention Eligibility: Given that the grant funds will be used to ensure the continued employment of 2 employees (Brian Dunn and Winston Davis), and that no new positions or employees will be added using grant funds, the grant activities described by Ashlawn Energy, LLC. fall into the retention category rather than "new hires".

Impact of Grant Funds: Receipt of grant funds would aid Ashlawn Energy, LLC. in stabilizing their financial situation. The reimbursement of mortgage payments would assist in offsetting and/or recouping losses incurred during the COVID-19 pandemic.

Documentation: The following documents were referenced for this financial analysis:

1. 2019/2020 Federal Tax Returns
2. Liability Payment Schedules and relevant Amortization Schedules
3. Weekly Payroll Summaries
 - a. Verified by NY-45 Forms
4. Family Income Statement and W2 Forms for Brian Dunn and Winston Davis
5. Personal Financial Statements
6. Grant Application

Preparer Signature: 
Brendan O'Bryan, Director of Community and Economic Development

Date: 7/20/2022

Responsible Entity Signature: 
Beth Lucas, Director of Planning and Economic Development

Date: 7/18/22

THE AGENCY

BROOME COUNTY IDA / LDC

CDBG Applicant Financial Analysis and Employee Retention Eligibility

Applicant: Hashey Enterprises, Inc. DBA Synergy Athletics.

Purpose: The purpose of this financial analysis is to demonstrate the eligibility of Hashey Enterprises, Inc. for receipt of COVID Business Recovery Fund grant monies as well as demonstrate their job retention eligibility, as required by the Grant Guidelines.

Grant Application Summary: Hashey Enterprises, Inc. is seeking a grant of \$50,000 from the Broome County COVID Business Recovery Fund. 100% of grant funding will serve as reimbursement for rental payments made from July, 2020 to July, 2021.

Revenue Loss and Analysis: As per their tax returns, Hashey Enterprises, Inc. saw a reduction of ordinary income of \$253,032 from 2019 to 2020, or a reduction of 77%. These year-over-year losses well exceed the 1% loss requirement stipulated by the CDBG guidelines. Given the financial history of Hashey Enterprises, Inc. prior to 2020 (i.e., consistent profitability) there is evidence to suggest that the enormous reduction in business income was primarily due to the impact of COVID-19 and accompanying policies measures, rather than sub-optimal business practices.

Total Number of Employees: 12 **Percentage of LMI Employees:** 75%

Jobs Retained: 1 **Retained Jobs Held by LMI Persons:** 1

Retention Eligibility: Given that the grant funds will be used to ensure the continued employment of 1 employee, and that no new positions or employees will be added using grant funds, the grant activities described by Hashey Enterprises, Inc. fall into the retention category rather than "new hires".

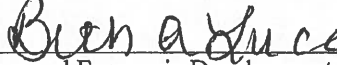
Impact of Grant Funds: Receipt of grant funds would aid Hashey Enterprises, Inc. in stabilizing their financial situation. The reimbursement of mortgage payments would assist in offsetting and/or recouping losses incurred during the COVID-19 pandemic.

Documentation: The following documents were referenced for this financial analysis:

1. 2019/2020 Federal Tax Returns (primarily 1120-S forms)
2. Liability Payment Schedules and relevant Amortization Schedules
3. NY-45 Forms
4. Family Income Statement
5. Personal Financial Statements
6. Grant Application

Preparer Signature: 
Brendan O'Bryan, Director of Community and Economic Development

Date: 7/20/2020

Responsible Entity Signature: 
Beth Lucas, Director of Planning and Economic Development

Date: 7/18/22

THE AGENCY

BROOME COUNTY IDA / LDC

CDBG Applicant Financial Analysis and Employee Retention Eligibility

Applicant: John's Tree Service and Landscaping, Incorporated

Purpose: The purpose of this financial analysis is to demonstrate the eligibility of John's Tree Service and Landscaping, Inc. for receipt of COVID Business Recovery Fund grant monies as well as demonstrate their job retention eligibility, as required by the Grant Guidelines.

Grant Application Summary: John's Tree Service and Landscaping, Inc. is seeking a grant of \$50,000 from the Broome County COVID Business Recovery Fund. \$32,369.13 of the grant will serve as reimbursement for payroll expenses, \$15,799.20 will provide reimbursement for eligible equipment purchases, \$988.82 will reimburse training expenses, \$566.00 will reimburse utility expenditures and the remaining \$276.82 will reimburse advertising expenses.

Revenue Loss and Analysis: As per their tax returns, John's Tree Service and Landscaping, Inc. **suffered losses of \$165,574** from 2019 to 2020, **or a reduction in ordinary income of 523%**. These losses well exceed the 1% loss requirement stipulated by the CDBG guidelines. Given the nature of the operations carried out by John's Tree Service and Landscaping, Inc. there is evidence to suggest that the increase in losses was primarily due to the impact of COVID-19 and accompanying policies measures, rather than sub-optimal business practices.

Total Number of Employees: 4 **Percentage of LMI Employees:** 75%


Jobs Retained: 3 **Retained Jobs Held by LMI Persons:** 3

Retention Eligibility: John's Tree Service and Landscaping, Inc. employs three tree-climbing professionals. Due to losses suffered during the COVID-19 outbreak, John's Tree Service and Landscaping, Inc. may need to reduce expenses by conducting lay-offs of these three employees. The grant funds would be used to ensure that all three tree-climbers are retained. Therefore, these grant activities qualify as retained positions, rather than a new hires.


Impact of Grant Funds: Receipt of grant funds would aid John's Tree Service and Landscaping, Inc. in stabilizing their financial situation. The reimbursement of payroll and training costs, equipment purchases, marketing and advertising expenses will assist in offsetting and/or recouping losses incurred during the COVID-19 pandemic. Additionally, the retained positions will ensure that successful business operations are able to continue.

Documentation: The following documents were referenced for this financial analysis:

1. 2019/2020 Federal Tax Returns (primarily 1120-S forms)
2. Liability Payment Schedules and relevant Amortization Schedules
3. NY-45 Forms
4. Family Income Statement(s)
5. Personal Financial Statements
6. Grant Application

Preparer Signature: 
Brendan O'Bryan, Director of Community and Economic Development

Date: 7/20/2022

Responsible Entity Signature: 
Beth Lucas, Director of Planning and Economic Development

Date: 7/18/22

THE AGENCY

BROOME COUNTY IDA / LDC

CDBG Applicant Financial Analysis and Employee Retention Eligibility

Applicant: Link's Lawn Care

Purpose: The purpose of this financial analysis is to demonstrate the Link's Lawn Care's eligibility for receipt of COVID Business Recovery Fund grant monies as well as demonstrate their job retention eligibility, as required by the Grant Guidelines.

Grant Application Summary: Link's Lawn Care is seeking a grant of \$50,000 from the Broome County COVID Business Recovery Fund. \$33,916.47 of the grant will serve as reimbursement for equipment purchases, and the remaining \$16,083.53 will reimburse mortgage payments.

Revenue Loss and Analysis: As per the 1040 forms submitted by Christopher Link, Link's Lawn Care. **suffered a reduction in taxable income of \$13,220** from 2019 to 2020, **or a decrease in income of 79%**. These losses well exceed the 1% loss requirement stipulated by the CDBG guidelines. Given the nature of Link's Lawn Care's operations (landscaping services), there is evidence to suggest that the reduction in income was primarily due to the impact of COVID-19 – specifically supply chain issues and rising costs associated with machinery and maintenance - and accompanying policies measures, rather than sub-optimal business practices.

Total Number of Employees: 1 **Percentage of LMI Employees:** 100%

Jobs Retained: 1 **Retained Jobs Held by LMI Persons:** 1

Retention Eligibility: Given the drastic reduction in income, failure to receive grant funds may jeopardize the ability of Link's Lawn Care to continue its operation. Since Christopher Link has been the sole employee for many years, the grant will ensure the survival of the business and therefore his retention. Link's Lawn Care is not looking for new hires given the need to decrease expenses.

Impact of Grant Funds: Receipt of grant funds would aid Link's Lawn Care in stabilizing their financial situation. The reimbursement of equipment purchases would assist in offsetting and/or recouping losses incurred during the COVID-19 pandemic.

Documentation: The following documents were referenced for this financial analysis:

1. 2019/2020 Federal Tax Returns (primarily 1040 forms)
2. Liability Payment Schedules and relevant Amortization Schedules
3. Family Income Statement for Christopher Link
4. Personal Financial Statements
5. Grant Application

Preparer Signature: 
Brendan O'Bryan, Director of Community and Economic Development

Date: 7/20/2022

Responsible Entity Signature: 
Beth Lucas, Director of Planning and Economic Development

Date: 7/18/22

THE AGENCY

BROOME COUNTY IDA / LDC

CDBG Applicant Financial Analysis and Employee Retention Eligibility

Applicant: Northside Automotive

Purpose: The purpose of this financial analysis is to demonstrate the eligibility of Northside Automotive for receipt of COVID Business Recovery Fund grant monies as well as demonstrate their job retention eligibility, as required by the Grant Guidelines.

Grant Application Summary: Northside Automotive is seeking a grant of \$50,000 from the Broome County COVID Business Recovery Fund. 60% of the grant will serve as reimbursement for rental payments, and the remaining 40% will fund reimbursement equipment purchases.

Revenue Loss and Analysis: As per the provided tax returns, Northside Automotive suffered losses of \$17,039 from 2019 to 2020, or a reduction in taxable income of 67.4598%. These losses well exceed the 1% loss requirement stipulated by the CDBG guidelines. Given the nature of the operations conducted by Northside Automotive, there is evidence to suggest that these additional losses may be attributed to COVID-19 and the accompanying policy response, rather than sub-optimal business practices insofar as their business is heavy reliant on discretionary spending and disposable income, both of which decreased considerably during the COVID-19 outbreak.

Total Number of Employees: 6 **Percentage of LMI Employees:** 84%

Jobs Retained: 1 **Retained Jobs Held by LMI Persons:** 1

Retention Eligibility: Northside Automotive employs several technicians. Due to losses suffered during the COVID-19 outbreak, Northside Automotive may need to reduce expenses by terminating the employment of one of these technicians. The grant funds would be used to ensure that this technician is retained. Therefore, the grant activities described here qualify as retention, rather than job creation.


Impact of Grant Funds: Receipt of grant funds would aid Northside Automotive in stabilizing their financial situation. The reimbursement of rental payments and equipment purchases will assist in offsetting and/or recouping losses incurred during the COVID-19 pandemic. Additionally, the retained position will ensure that successful business operations are able to continue.

Documentation: The following documents were referenced for this financial analysis:

1. 2019/2020 NYS and Federal Tax Returns
2. Liability Payment Schedules and relevant Amortization Schedules
3. NY-45 Forms
4. Family Income Statement(s)
5. Personal Financial Statements
6. Grant Application

Preparer Signature: 
Brendan O'Bryan, Director of Community and Economic Development

Date: 7/20/2022

Responsible Entity Signature: 
Beth Lucas, Director of Planning and Economic Development

Date: 7/18/22

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BROOME COUNTY IDA / LDC

CDBG Applicant Financial Analysis and Employee Retention Eligibility

Applicant: Woody's Tavern, LLC

Purpose: The purpose of this financial analysis is to demonstrate the eligibility of Woody's Tavern for receipt of COVID Business Recovery Fund grant monies as well as demonstrate job retention eligibility, as required by the Grant Guidelines.

Grant Application Summary: Woody's Tavern is seeking a grant of \$50,000 from the Broome County COVID Business Recovery Fund. \$27,650.00 of the grant will serve as reimbursement for rental payments while the remaining \$22,350 will provide reimbursement for payroll expenses and fund the retention of a waitress.

Revenue Loss and Analysis: As per their tax returns Woody's Tavern, LLC **suffered losses of \$8,356** from 2019 to 2020. These losses well exceed the 1% loss requirement stipulated by the CDBG guidelines. Given the nature of the operations of Woody's Tavern there is evidence to suggest that the increase in losses was primarily due to the impact of COVID-19 and accompanying policies measures, rather than sub-optimal business practices.

Total Number of Employees: 10 **Percentage of LMI Employees:** 80%


Jobs Retained: 1 **Retained Jobs Held by LMI Persons:** 1

Retention Eligibility: Woody's Tavern employs several waiters. Due to losses suffered during the COVID-19 outbreak, Woody's Tavern may need to reduce expenses by conducting lay-offs of one of these waitresses, Brianna Jones. The grant funds would be used to ensure that Mrs. Jones is retained. Therefore, these grant activities qualify as a retained position, rather than a new hire.

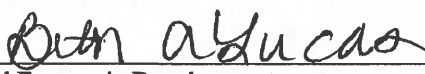
Impact of Grant Funds: Receipt of grant funds would aid Woody's Tavern in stabilizing their financial situation. The reimbursement of payroll and rent expenses will assist in offsetting and/or recouping losses incurred during the COVID-19 pandemic. Additionally, the retained position will help ensure that successful business operations are able to continue.

Documentation: The following documents were referenced for this financial analysis:

1. 2019/2020 Federal Tax Returns
2. Liability Payment Schedules and relevant Amortization Schedules
3. NY-45 Forms
4. Family Income Statement(s)
5. Personal Financial Statements
6. Grant Application

Preparer Signature:  _____
O'Bryan, Director of Community and Economic Development

Date: 7/20/2022 Brendan

Responsible Entity Signature:  _____
Lucas, Director of Planning and Economic Development

Date: 7/18/22 Beth