

**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY
BOARD MEETING
FIVE South College Drive; Suite 201
Binghamton, New York 13905
Wednesday, September 21, 2022, 12:00 pm**

SYNOPSIS OF MEETING

PRESENT: J. Bernardo, J. Peduto, R. Bucci, D. Crocker, C. Sacco, J. Mirabito, D. Gates and P. Newman

ABSENT: S. Cornwell

GUESTS: J. Solak, Binghamton, NY
J. Kraham, City of Binghamton Mayor
J. Scott, Broome County Legislature (via Teleconference)
B. Pritchard, BMP Properties, LLC (via Teleconference)
J. Stein, Boscov's (via Teleconference)
J. Boscov, Boscov's (via Teleconference)

STAFF: S. Duncan, N. Abbadessa, C. Hornbeck, B. O'Bryan, T. Ryan, A. Williamson and P. Doyle

COUNSEL: J. Meagher

PRESIDING: J. Bernardo

The meeting was called to order at 12:00 p.m.

ITEM #1. APPROVE TRANSCRIPT FOR THE AUGUST 17, 2022 BOARD MEETING: Chairman Bernardo requested a motion to approve the August 17, 2022 transcript.

MOTION: Mr. Crocker motioned to approve, seconded by Mr. Newman; the MOTION CARRIED.

ITEM #2. PUBLIC COMMENT: Chairman Bernardo asked if there were any public comments.

Mr. Solak, Binghamton, NY, addressed the Board, regarding:

IBM Country Club

Oakdale Commons - Lourdes Wellness Center

109 Oak Street LB4 Properties, LLC

Chairman Bernardo asked if there was any other public comment. Hearing none, brought the public comment period to a close.

ITEM #3. EXECUTIVE DIRECTOR'S REPORT:

Ms. Duncan provided updates on the following:

BINGHAMTON AIRPORT – AVELO AIRLINES

Ms. Duncan advised the Board of an investment by Avelo Airlines providing service to Florida, expected to start November 16. Ms. Duncan had the opportunity to meet with the director of marketing from Avelo, who's been in town for the last few days meeting with stakeholders in the community. Flights are booking very well to Orlando. The Agency is working to support the airport with marketing initiatives and community engagement, meeting with companies to promote the service. In addition, plans are underway for \$32 million in revitalization funds from New York State.

INVESTMENTS

Ms. Duncan stated at the recommendation of the Audit & Finance Committee, The Agency set aside funds in its operational budget towards development and economic development sites, in general. The Agency purchased a 12-month Treasury with one million dollars of those funds, which is yielding about three and a half percent.

STAFF ANNOUNCEMENT

Ms. Duncan stated she has a bittersweet announcement to make with regard to staffing: Theresa Ryan has informed Ms. Duncan of her plans to retire at the end of this year. Theresa has been a vitally important part of this organization, serving as our director of finance and HR. The Agency will be looking at putting together a plan to replace Theresa in the months ahead. She has committed to stay on in some role through Q1 of next year, as The Agency completes PARIS reporting and audits. Natalie and Theresa are working on posting the position; we will keep the Board apprised of our next step.

STAFF PRESENTATION – QUARTERLY BUSINESS DEVELOPMENT & MARKETING REPORT

Ms. Duncan turned the floor over to Amy Williamson, who updated the Board on marketing and business development initiatives.

Ms. Williamson stated at the beginning of 2022, our marketing firm indicated our numbers were starting to drop off; they suggested new creative development, which is performing wonderfully. Ms. Williamson provided an in-depth overview of The Agency's YouTube marketing strategy.

Broome is good: Ms. Williamson stated that The Agency is running organically with no ad dollars at this time. The Agency is using that budgeting line, working with ABC Creative to develop Leadership Alliance marketing. Ms. Williamson advised that The Agency has seen increases across the board with our social media platform following, despite not having those dollars pumping into the program.

Ms. Williamson discussed The Agency's SEM (Search Engine Marketing) campaign, maintaining a consistent performance of about double the industry standard with a record high in Q2 of 14.93 percent click-through rate, creating more business-development focus; attracting new investment into the area.

Economic Development 101 Series: At the Board and Ms. Duncan's request, staff put together a series of quarterly one-on-one trainings for community members and development partners. The Agency started off in the first quarter with Harris Beach conducting a tax and bond financing webinar with 12 registrants. Attendance doubled with the second quarter event presented by NDC (National Development Council), about historic tax credits, new market tax credits and grants. Next month Ms. Abbadessa will be presenting on The Agency's three revolving loan programs and in December, Ms. Williamson and Mr. O'Bryan will be doing an overall presentation as a kickoff to the next set of quarterly presentations for 2023.

Board members were encouraged to ask questions, which Ms. Williamson answered.

Chairman Bernardo asked if there were any other questions related to the Executive Director's Report or questions on the Internal Financial Reports. Hearing none, moved on to Loan Activity Reports.

ITEM #4. LOAN ACTIVITY REPORTS AS OF AUGUST 31, 2022: The Internal Financial Reports for August were presented to the Board. The balances available to lend are \$547,029.80 (STEED), \$384,666.33 (BDF) and \$79,074.10 (BR + E). Chairman Bernardo asked if there were any questions on the Loan Activity Reports; hearing none, moved on to New Business.

MOTION: No motion necessary.

ITEM #5. RESOLUTION ACCEPTING AN APPLICATION FROM BMP PROPERTIES, LLC AND AUTHORIZING A SALES AND USE TAX EXEMPTION IN AN AMOUNT NOT TO EXCEED \$53,040.00, CONSISTENT WITH THE POLICIES OF THE AGENCY IN CONNECTION WITH NEW CONSTRUCTION OF A STEEL GARAGE AND ATTACHED OFFICE BUILDING TO BE LOCATED AT 618 NYS ROUTE 7 IN THE TOWN OF CONKLIN, BROOME COUNTY, NEW YORK. Ms. Duncan stated BMP Properties, LLC (BMP) is owned by Brett Pritchard, who is attending the meeting via teleconference, should the Board have questions for him. BMP's Small Business Incentive Program application includes the new construction of a steel garage and attached office building to house the office of Prichard Property Development in the town of Conklin. Total costs of the project are roughly \$1.25 million, of which the value of the sales tax benefit is \$53,040.00. Chairman Bernardo asked if there were any questions; hearing none, Chairman Bernardo asked for a motion.

MOTION: To Accept an Application from BMP Properties, LLC and Authorize a Sales and Use Tax Exemption in an Amount not to Exceed \$53,040.00 in Connection with the Construction of a Steel Garage and Attached Office Building in the Town of Conklin, Broome County, New York. On a MOTION by Mr. Bucci, seconded by Mr. Newman, the MOTION CARRIED.

ITEM #6: RESOLUTION ACCEPTING AN APPLICATION FROM 109 OAK STREET LB4 PROPERTIES, LLC AND AUTHORIZING A SALES AND USE TAX EXEMPTION IN AN AMOUNT NOT TO EXCEED \$99,817.71, CONSISTENT WITH THE POLICIES OF THE AGENCY IN CONNECTION WITH THE RESTORATION AND RENOVATION OF 109 OAK STREET, IN THE CITY OF BINGHAMTON, BROOME COUNTY, NEW YORK. Ms. Duncan stated for the purposes of responding to a question that came up in Governance with regard to Taxation and Finance, any units at four or above are considered commercial property in New York State. This property does qualify. 109 Oak Street is a property located across the street from Binghamton High School. It is a property that has faced challenges; the project being turned into a renovation project is good news for the city and school district. 109 Oak Street was a gorgeous building when it was built over 100 years ago; the property has largely sat vacant for almost a decade and needs significant repair. Ms. Duncan referenced pictures in the application of the original building, as well as its current condition. The company has engaged Preservation Studios out of Buffalo, New York, to help restore the building back to its original charm, restoring the original windows, wood floors, doors, and wood beams, while modernizing the building in accordance with applicable state and city codes. Once complete, the building will premier market-rate apartments. The total property cost is approximately \$2.4 million dollars. The value of the sales tax exemption is \$99,817.71. Chairman Bernardo asked if there were questions for Ms. Duncan; hearing none, requested a motion.

MOTION: To Accept an Application from 109 Oak Street LB4 Properties, LLC and Authorize a Sales and Use Tax Exemption in an Amount not to Exceed \$99,817.71 in Connection with the Restoration and

Renovation of 109 Oak Street in the City of Binghamton, Broome County, New York. On a MOTION by Mr. Bucci, seconded by Mr. Peduto, the MOTION CARRIED.

ITEM #7: RESOLUTION AUTHORIZING THE AGENCY TO GRANT AN AMENDMENT TO THE LEASE AGREEMENT BY AND BETWEEN THE AGENCY, BOSCOV'S DEPARTMENT STORE, LLC, THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION (BLDC) AND THE CITY OF BINGHAMTON, DATED AS OF MAY 1, 2013 FOR A MODIFIED TERM TERMINATING APRIL 30, 2023 TO INCLUDE MAJOR REPLACEMENTS, AS SET FORTH IN EXHIBIT "A" ATTACHED HERETO. Ms. Duncan stated for consideration is the roughly one-year extension of the lease agreement between The Agency, Boscov's and the City of Binghamton. The Board approved an option for the potential purchase of the facility a few months back. This option and lease agreement provides the necessary time for Boscov's, the City of Binghamton, county and a number of other stakeholders, including New York State, to fund a wholesale renovation of the facility, which needs significant repair. The version of the agreement provided in your packet will be modified in its final form under Item Number Two, Major Replacements, pursuant to Section Four, related to freight elevator and boiler replacements. Both of these are considered imminent repairs, so the store can remain open through the fall and winter months. The mayor is present, should the Board have any questions. The replacements will be handled by Boscov's and reimbursement will be handled by the BLDC. Chairman Bernardo asked if there were questions; hearing none, requested a motion.

MOTION: To Authorize The Agency to Grant an Amendment to the Lease Agreement By and Between The Agency, Boscov's Department Store, LLC, The Binghamton Local Development Corporation and the City of Binghamton for a Modified Term Terminating April 30, 2023, to Include Major Replacements. On a MOTION by Mr. Bucci, seconded by Mr. Gates, the MOTION CARRIED.

ITEM #8. RESOLUTION TO APPROVE THE 2023 IDA OPERATIONAL BUDGET: Ms. Duncan stated the Board received a copy of The Agency's proposed budget in their packet. Ms. Duncan went through the budget, by line item. After a brief discussion, Chairman Bernardo requested a motion.

MOTION: To Approve the 2023 IDA Operational Budget. On a MOTION by Mr. Crocker, seconded by Mr. Mirabito, the MOTION CARRIED.

ITEM #9: ADJOURNMENT: Chairman Bernardo requested a motion to adjourn.

MOTION: On a MOTION by Mr. Mirabito, seconded by Mr. Gates, the MOTION CARRIED, and the meeting was adjourned at 12:35 p.m.

The next meeting of The Agency Board of Directors is scheduled for Wednesday, October 19, 2022 at 12:00 p.m. at FIVE South College Drive, Suite 201, Binghamton, NY 13905.