

**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY
GOVERNANCE COMMITTEE
December 21, 2022 – 11:30 AM
FIVE South College Drive
Binghamton, NY 13905**

PRESENT: R. Bucci, J. Peduto, C. Insinga, P. Newman and D. Crocker

GUESTS: Jamie Jacobs - Riger Marketing Communications
Luc Choquette - Green Mountain Electric Supply/GMS Realty
Paige Rauch at the Broome County Executive Office
Ben Locke-78 Main Street LB4 Properties, LLC
Sean McCabe - Harris Beach PLLC – attorneys for GMS Realty/GMES
Justin A. Marchuska II-Marchuska Productions, LLC.

ABSENT: None

STAFF: S. Duncan, N. Abbadessa, B. O'Bryan and A. Williamson

COUNSEL: J. Meagher

PRESIDING: R. Bucci

AGENDA ITEM 1: Chairman Bucci called the meeting to order at 11:30 a.m.

AGENDA ITEM 2: Accept the September 21, 2022, Governance Committee meeting minutes: Chairman Bucci stated that the minutes were forwarded to all members; they had an opportunity to review; any modifications were forwarded. Chairman Bucci accepted the minutes, for the record.

MOTION: No motion necessary.

AGENDA ITEM 3: Public Comment: Chairman Bucci asked if there were any public comments; hearing none, Chairman Bucci closed the Public Comment section of the meeting.

AGENDA ITEM 4: REVIEW/DISCUSSION/RECOMMENDATION TO ACCEPT AN APPLICATION FROM GMS REALTY, LLP (THE "COMPANY") FOR A LEASE/LEASEBACK TRANSACTION TO FACILITATE THE FINANCING OF THE ACQUISITION, RENOVATION AND EQUIPPING OF THE PROPERTY AND BUILDING LOCATED AT 219 VESTAL AVENUE LOCATED IN THE VILLAGE OF ENDICOTT, TOWN OF UNION, BROOME COUNTY, NEW YORK, TO PROVIDE FOR A SALES AND USE TAX EXEMPTION BENEFIT IN AN

AMOUNT NOT TO EXCEED \$560,000.00, TO PROVIDE FOR A MORTGAGE TAX EXEMPTION IN AN AMOUNT NOT TO EXCEED \$78,800.00, TO PROVIDE FOR A REAL PROPERTY TAX EXEMPTION IN AN AMOUNT NOT TO EXCEED \$1,416,295.00, AND TO AUTHORIZE THE AGENCY TO SET AND CONDUCT A PUBLIC HEARING WITH RESPECT THERE TO. Ms. Duncan explained the project to the committee. She stated that GMS Realty, LLP will purchase the site at 219 Vestal Avenue also known as the former Endicott K-Mart site. Its affiliated entity, Green Mountain Electric Supply, Inc. (GMES) is a wholesale supplier of electrical supplies and a third-generation family-owned business since 1953. GMES will use the facility for electrical materials and supplies in connection with its wholesale business. This facility will help fulfill its 11 New York branch locations - including the recent location it opened in Binghamton. As a location for its wholesale business, GMES will have material from its vendors, store it, and then ship it out to and from its branch locations. Green Mountain Electric Supply will not be adding to the 100,000-square-foot building. It will only be renovating the current building. GMES also plans on donating land to the Village of Endicott to accommodate a walkway path from the school to the area behind McDonald's, while also giving enough land for the Village to build a new park. Green Mountain Electric Supply is a high-growth company with ties to its local communities. The building will be fully renovated along with the property. Instead of being an eyesore to the community, it will now be a location that the Village can be proud of again. GMES will hire 20 or more people after the completion of the project. These jobs include warehousing positions, driving positions, and some management positions. NYS awarded GMES \$350,000 in Restore Community funds and they are also in the running for a \$3.1 million grant from the DRI. A standard 15-year Industrial PILOT schedule, cost-benefit analysis and a project review form were provided to the Committee. Ms. Duncan asked if anyone had any questions and stated Luc Choquette from GMS Realty was on Zoom. Mr. Bucci asked what the total cost of the project was. Ms. Duncan said it was \$12 million. There will also be 75 construction jobs. Mr. Bucci asked what the timeline was for the projected jobs. Ms. Duncan said it would be over three years, but the 20 jobs would be created on day one. Mr. Peduto questioned the job numbers on the Cost Benefit Analysis. He said they did not match what was on the Application. Ms. Duncan and Ms. Abbadessa said they would look into it. Chairman Bucci asked if there were any additional questions for Ms. Duncan; hearing none, requested a motion.

MOTION: Mr. Peduto moved the Motion to Recommend to the entire Board for Approval, seconded by Mr. Newman; the MOTION CARRIED.

AGENDA ITEM 5: REVIEW/DISCUSSION/RECOMMENDATION TO ACCEPT AN APPLICATION FROM MARCHUSKA PRODUCTIONS, L.L.C. AUTHORIZING A NEW YORK STATE AND LOCAL SALES AND USE

TAX EXEMPTION IN AN AMOUNT NOT TO EXCEED \$18,160.00, FOR A TERM NOT TO EXCEED TWELVE MONTHS, CONSISTENT WITH THE POLICIES OF THE AGENCY IN CONNECTION WITH THE RENOVATION AND EQUIPPING OF SUITE 120 AT 49 COURT STREET IN THE CITY OF BINGHAMTON, COUNTY OF BROOME AND STATE OF NEW YORK. Ms. Duncan stated that this was a Small Business Incentive Program Application. Marchuska Productions, LLC will renovate Suite 120 of the Metro Center located at 49 Court Street in the City of Binghamton for a new tenant, Ramboll Americas Engineering Solutions, Inc. The total project cost is \$347,000, with a sales tax exemption of \$18,160. The Committee was excited to see this company relocated to downtown Binghamton. Chairman Bucci asked if there were any questions for Ms. Duncan; hearing none, requested a motion.

MOTION: Mr. Newman moved the Motion to Recommend to the entire Board for Approval, seconded by Mr. Peduto; Ms. Insinga abstained, the MOTION CARRIED.

AGENDA ITEM 6: REVIEW/DISCUSSION/RECOMMENDATION TO ACCEPT AN APPLICATION FROM 78 MAIN STREET LB4 PROPERTIES, LLC AND AUTHORIZING A NEW YORK STATE AND LOCAL SALES AND USE TAX EXEMPTION IN AN AMOUNT NOT TO EXCEED \$35,064.18, FOR A TERM NOT TO EXCEED TWELVE MONTHS, CONSISTENT WITH THE POLICIES OF THE AGENCY, IN CONNECTION WITH THE DEMOLITION OF THE BUILDING LOCATED AT 78 MAIN STREET IN THE VILLAGE OF JOHNSON CITY, BROOME COUNTY, NEW YORK AND THE RENOVATION, INSTALLATION AND EQUIPPING OF THE PROPERTY AND BUILDING LOCATED AT 6 MAIN STREET IN THE VILLAGE OF JOHNSON CITY, BROOME COUNTY, NEW YORK. Ms. Duncan stated that this was a Small Business Incentive Program Application. She said there are two different parts to this project. First, the demo of 78 Main St. will take place for additional parking, and then 6 Main Street Terrace will be renovated into nine new market-rate apartments. The total project cost is \$911,402, with a sales tax exemption of \$35,064.18. A small discussion ensued. Chairman Bucci asked if there were any questions for Ms. Duncan; hearing none, requested a motion.

MOTION: Ms. Insinga moved the Motion to Recommend to the entire Board for Approval, seconded by Mr. Peduto; the MOTION CARRIED.

AGENDA ITEM 7: REVIEW/DISCUSSION/RECOMMENDATION TO AUTHORIZE THE AGENCY TO ENTER INTO A CONTRACT WITH RIGER MARKETING COMMUNICATIONS FOR MEDIA PLANNING AND PLACEMENT ACTIVITIES FROM JANUARY 1, 2023 THROUGH, AND INCLUDING, DECEMBER 31, 2023 IN

AN AMOUNT NOT TO EXCEED \$17,300.00 TO BE PAID IN EQUAL QUARTERLY EXPENDITURES OF \$4,325.00. Mr. Bucci stated that this resolution would move to the entire Board.

AGENDA ITEM 8: Adjournment: Chairman Bucci asked for a Motion to Adjourn.

MOTION: On a MOTION by Ms. Insinga; seconded by Mr. Newman, the MOTION CARRIED, and the meeting was adjourned at 11:48 a.m.

The next meeting of The Agency Governance Committee is to be determined.