

**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
AUDIT & FINANCE COMMITTEE MEETING  
FIVE South College Drive, Suite 201  
Binghamton, New York 13905  
Wednesday, November 29, 2023, 2:00 p.m.**

**SYNOPSIS OF MEETING**

**PRESENT:** D. Crocker, J. Mirabito and P. Newman and M. Sopchak

**GUESTS:** J. Bernardo

**STAFF:** S. Duncan, N. Abbadessa, Guokas, A. Williams, and G. Paugh

**COUNSEL:** None Present

The meeting was called to order at 2:00 p.m.

**ITEM #1. APPROVE THE MINUTES FOR THE SEPTEMBER 28, 2023 MEETING:** Chairman Crocker stated that the minutes were forwarded to all members; they had an opportunity to review any modifications were forwarded. Chairman Crocker accepted the minutes for the record.

**MOTION:** None Needed.

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

No public comments were made.

**ITEM #3. REVIEW AND RECOMMENDATION AUTHORIZING THE AGENCY TO COMMIT THE SUM OF \$50,000 FOR PARTICIPATION IN A CLEAN TECH CORRIDOR BUSINESS ATTRACTION STRATEGY WITH OTHER NEW YORK STATE INDUSTRIAL DEVELOPMENT AGENCIES FOR THE PURPOSE OF POSITIONING THE SOUTHERN TIER OF NEW YORK STATE AS A LOCATION FOR THE DEVELOPMENT AND MANUFACTURE OF CLEAN ENERGY TECHNOLOGIES.** Ms. Duncan asked for consideration with participation in leading a regional Clean Tech Corridor Business Attraction Strategy with Newmark Global Corporate Services. Newmark is a highly respected international economic development and site selection consultant who has worked in NYS with Invest Buffalo Niagara Center for Economic Growth (Albany region), and is working with ESD on developing a semiconductor attraction strategy for NYS. This study aims to position the Southern Tier as a strategic location for clean tech attraction (think what BAE, Raymond, and other larger companies are doing). IDAs want to drive this effort because they feel the

business attraction and site selection efforts should be driven at the IDA level. Some key deliverables are a readiness assessment of sites and a recommendation for a Regional Business Attraction Plan. Ms. Duncan is asking for \$50,000 to be used toward the study. \$25,000 will be allocated from the funds set aside from treasury maturities and \$25,000 will be used from The Agency's ARC grant. Steuben County has committed \$50,000. Ms. Duncan anticipates \$50,000 from Chemung County as well. The other IDAs will contribute the final \$50,000. The Agency will serve as the direct contractor with Newmark at the request of the regional IDAs. Conversations with NYSEG and ESD about the additional add-on features, including peer review and industry leads, are in the works. Mr. Crocker asked about the different amounts the other IDAs were contributing. He wanted to know why there was such a range. Ms. Duncan explained it is just capacity and available funds. Mr. Sopchak asked if they were looking into solar and wind. Ms. Duncan explained it depends on the area; some might be the battery, which is the product or end product of the supply chain. Mr. Newman asked if they had identified sufficient funding for the base study. Ms. Duncan stated yes. Ms. Duncan then gave some examples of what Newmark's proposal would do and how it would advance us with knowing what sites are ready. Mr. Newman explained this will help identify sites and help prioritize due to knowing the site. Mr. Mirabito asked since they are showing sites that would be ready for Clean Energy, does that mean those sites could only be used for Clean Energy companies? Ms. Duncan stated it would not limit the site to only Clean Energy.

**MOTION:** REVIEW AND RECOMMENDATION AUTHORIZING THE AGENCY TO COMMIT THE SUM OF \$50,000 FOR PARTICIPATION IN A CLEAN TECH CORRIDOR BUSINESS ATTRACTION STRATEGY WITH OTHER NEW YORK STATE INDUSTRIAL DEVELOPMENT AGENCIES FOR THE PURPOSE OF POSITIONING THE SOUTHERN TIER OF NEW YORK STATE AS A LOCATION FOR THE DEVELOPMENT AND MANUFACTURE OF CLEAN ENERGY TECHNOLOGIES. On a MOTION by Mr. Sopchak, seconded by Mr. Mirabito, the MOTION CARRIED.

**ITEM #4: ADJOURNMENT:** Chairman Crocker requested a motion to adjourn.

**MOTION:** On a MOTION by Mr. Newman, seconded by Mr. Mirabito, the MOTION CARRIED, and the meeting was adjourned at 2:27 p.m.