

DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Date: September 26, 2014

Time: 11:00 a.m.

Place: Delaware County eCenter
5 ½ Main Street
Delhi, NY

Present: James Thomson, Chairman
Glenn Nealis, Executive Director
William Willis, Economic Development Specialist
Bruce Dolph, Treasurer
Scott White, Vice-Chairman
Tabitha Byam
George Bergleitner, Secretary
Molly Oliver
Andrew Matviak
Carol Jean Finch

Absent: Mike O'Brien

The September 26, 2014 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, Bruce Dolph second by George Bergleitner, to approve the draft minutes of the August 8, 2014 meeting; motion passed.

The following invoices were presented for approval:

A motion by Scott White, second by Bruce Dolph, to approve the invoices; motion passed.

IDA Operating Account

| | |
|-------------------------------------|------------|
| Catskill Development Foundation | -35.00 |
| NYS DEC | -6,560.00 |
| Dente Engineering | -1,500.00 |
| Chazen Engineering | -322.48 |
| Thomas F. Leo, LS.PC | -262.00 |
| Verizon Wireless | -52.59 |
| Cedarwood Engineering Services PLLC | -1,318.15 |
| Philadelphia Insurance Co. | -1,369.00 |
| Del. Co. Elect. Coop. | -1,247.68 |
| Del. Co. Chamber | -200.00 |
| Delhi Paint and Paper | 0.00 |
| Village Shipping | -33.77 |
| Verla J. Luongo | -25,506.26 |
| Robert Safford & SueLynn Safford | -1,380.64 |

| | |
|--------------------------------------|-------------|
| Gordon L. Oliver & Shirley H. Oliver | -10,177.80 |
| Gerald M. Conklin | -1,719.09 |
| Raymond Barriger Jr. | -665.30 |
| James L. Oakley & Railene Oakley | -6,999.21 |
| James L. Oakley & Railene Oakley | -18,000.00 |
| Bank of Cooperstown | -859,681.22 |
| Raymond Barriger Jr. | -9,517.24 |
| Unlimited Conferencing | -35.46 |
| Southern Tier Region Eco Dev Corp | -250.00 |
| Thomas F. Leo, LS.PC | -1,436.40 |
| Verizon Wireless | -52.56 |
| Cedarwood Engineering Services PLLC | -5,239.74 |

A motion by Scott White, second by Bruce Dolph, to approve the receipts and disbursements; motion passed.

Glenn Nealis reviewed the treasurer report. We are going to apply for our final disbursement from the Dormitory Authority this week. A motion by Bruce Dolph, second by Scott White, approve the treasurer report, motion passed.

Bill Willis reviewed the loan report. Scott White asked about Eklunds. Bill commented that they are doing very well. Shady Lady is struggling with having successful events. Glenn Nealis reminded the board that they had made a \$10,000 loan to the Catskill Mountain Artisans Guild with the intention that they would pay back \$5,000 and we would forgive \$5,000. Glenn asked the board when they wanted to forgive the \$5,000. A motion by Bruce Dolph, second by George Bergleitner, to approve forgiving \$5,000, motion passed. A motion by Bruce Dolph, second by Scott White, to approve the loan report, motion passed.

Amphenol Project Update: Going along well. They are not having a ribbon cutting this year. They are waiting until the spring because they are so busy. That project is fully complete. The Sidney Center project is nearly fully complete.

Greene Lumber: Glenn Nealis updated the board. The project is moving forward. It had been held up because of an agreement between Greene Lumber and NYSEG. The agreement was submitted three weeks ago. We now have to submit a minority women owned business enterprise utilization plan for the project so we can start incurring cost in relation to that.

Wissahickon: Glenn Nealis informed the board that there are two potential buyers for the property. Glenn was at the facility with Tom Howard on Wednesday to look at the building. Tom Howard thought we could have a completely renovated facility for \$250,000 depending on what we had to do with the roadway. Tom and Wayne Reynolds are looking at the best way to improve the driveway and allow for tractor trailers to turn around. Bill is looking into options to get rid of the metal that's there and some storage tanks.

Project Updates and Leads: The board had previously approved \$134,000 purchase offer for Casella Waste. They wanted non-compete covenants. We didn't want to do that so we met at \$140,000. We have a potential buyer for the upper lot. Scott White asked about the water bottling plant in the Sidney Industrial Park. Glenn commented that we have sent him letters and have not received a response from him. Glenn updated the board on some locations he's been looking at for the Deposit Industrial Park. Scott White asked about the industries in Fraziers. Glenn Nealis commented that there are some internal issues at the moment. We approved a PILOT agreement with Clarks and are set to close on that Tuesday. Glenn asked

the board to consider reducing the fee to \$20,000. Board discussed. A motion by Scott White, second by George Bergleitner, to approve reducing the fee, motion passed. Glenn Nealis updated the board on Cannonsville Lumber and passed around letters from residents asking us to place restraints on the property.

Millennium Fund Guidelines: Glenn changed some of the wording for not for profits. The board discussed. A motion by Bruce Dolph, second by George Bergleitner, to approve with amendments, motion passed.

Decker Advertising: A motion by George Bergleitner, second by Bruce Dolph, to approve, motion passed.

The floor was opened for the discussion of any Old and New business; Bill Willis updated the board on Indiepay. A motion by Scott White, second by George Bergleitner, to approve closing the loan with a first position, motion passed. Scott White informed the board that DEP is trying to generate electricity on the Cannonsville. Jim Thomson informed the board that the Margaretville eCenter has a loan with the Catskill Development Foundation for \$31,500. The Catskill Development Foundation has a rental purchase agreement on the building. The Catskill Development Foundation needs \$5,500 to bring the CWC loan current and then CWC will make it interest only for two years. Pete Molnar signed the lease purchase agreement and is responsible for all the interest cost. A motion by Bruce Dolph, second by Scott White, to approve \$5,500, motion passed.

Motion by Scott White to go into executive session to discuss contract issues. Second by Andy Matviak; motion approved.

Motion by George Bergleitner to leave executive session and resume regular session. Second by Bruce Dolph; motion approved.

Motion by Scott White to pay the executive director a salary of \$10,000 in 2015 for work to be performed on behalf of the IDA above and beyond the duties responsibilities and hours stipulated in his contract with Delaware County as the Director of Economic Development. Such salary to be paid on a monthly basis. Second by Bruce Dolph; motion approved.

Meeting was adjourned in form.

DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

Date: September 26, 2014

Time: 11:00 a.m.

Place: Delaware County eCenter
5 ½ Main Street
Delhi, NY

Present: James Thomson, Chairman
Glenn Nealis, Executive Director
William Willis, Economic Development Specialist
Bruce Dolph, Treasurer
Scott White, Vice-Chairman
Tabitha Byam
George Bergleitner, Secretary
Molly Oliver
Andrew Matviak
Carol Jean Finch

Absent: Mike O'Brien

The September 26, 2014, meeting of the Delaware County Local Development Corporation was called to order by Chairman James Thomson.

A motion by, George Bergleitner second Bruce Dolph, to approve the draft minutes of the August 8, 2014 meeting; motion passed.

Glenn Nealis reviewed the treasurer's reports. A motion by Scott White, second by George Bergleitner, to approve the treasurers; motion passed.

Bill Willis reviewed the loan report. Catskill Country Furniture is seven months behind. Bill has been talking to Tom Miner Jr. regarding his partnership. A motion by Scott White, second by Bruce Dolph, to approve the loan report; motion passed.

The following invoices were presented for approval:

Operating Account

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|---------------------------------|------------|
| Delaware County LDC | -223.56 |
| Thomas Gallagher | -600.00 |
| Delaware County Clerk | -685.00 |
| NBT Bank | -23,986.89 |
| Realty USA | -6,490.00 |
| Eaton & Griffith | -1,080.50 |
| Village of Sidney | -1,264.84 |
| Village of Sidney | -91.25 |
| Robert Seibert | -33,577.96 |
| Vecc Videography | -4,750.00 |
| Delaware County Clerk | -65.00 |
| Sophie Hewitt | -558.00 |
| Feather & Stone Restaurant, Inc | -38,610.32 |

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|-----------------------------------|------------|
| Thomas Gallagher | -600.00 |
| Delaware County Clerk | -70.00 |
| Thomas Gallagher Escrow Account | -40.00 |
| Harry Hawley, Inc. | -649.00 |
| County of Delaware LDC | -30.68 |
| NYS Urban Development Corporation | -640.00 |
| Thomas Gallagher | -600.00 |
| Thomas Gallagher Escrow Account | -40.00 |
| Harry Hawley, Inc. | -1,114.00 |
| County of Delaware LDC | -170.96 |
| Gregory Hoke & Susan Swancott | -57,995.04 |
| Broome County Clerk | -80.00 |
| NYS Urban Development Corporation | -640.00 |

A motion by Scott White, second by Brue Dolph, to approve the invoices; motion passed.

Entrepreneur Zone Update: Glenn Nealis informed the board that we are 23 videos of local entrepreneurs to promote Delaware County as a place that is great for small business. That project is nearing conclusion. All videos are filmed and are in editing process. We are going to slowly start releasing them over the next couple months. Glenn asked the board for ideas on how to utilize them for more than just the local market.

Masserson Properties: Bill Willis updated the board.

The floor was opened for the discussion of any Old and New business; No Old or New business.

Meeting was adjourned in form.