

## DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**Date:** March 19, 2010

**Time:** 11:00 a.m.

**Place:** Delaware County E-Center  
5 ½ Main Street, Delhi, NY

**Present:** James Thomson, Chairman  
Scott White, Vice-Chairman  
Glenn Nealis, Executive Director  
William Willis, Economic Development Specialist  
Sally O'Neill, Treasurer  
Andrew Matviak  
Tabitha Byam  
William Gross

**Absent:** George Bergleitner, Secretary

The March 19, 2010 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, William Gross second by Scott White, to approve the draft minutes of the February 19, 2010 meeting; motion passed.

### Financial:

Glenn Nealis reviewed the current treasurer's report. Scott White questioned the tax that the IDA has to pay. Glenn commented that he was counseled not to pay the tax until the 25<sup>th</sup>. There is a bill that has been introduced to repeal the tax but will probably not be passed until after the due date of the tax. The bill repeals the tax and also calls for reimbursement of the taxes being paid. Andy Matviak questioned the \$1000 assessment to be a part of the IDA coalition. Glenn commented that it was never paid. The board agreed that we should pay the \$1000 to be a part of the coalition. A motion by, Andrew Matviak second by Scott White, to approve the treasurers report; motion passed.

Bill reviewed the loan report. [REDACTED] is making sporadic payments, [REDACTED] – Paula [REDACTED] has sent a letter asking for a six month loan deferment. Bill told her to hold off this month and ask for the boards approval on that. Her sales went down \$ [REDACTED] in 2009. She is making some adjustments. She has cut back on payroll and inventory. She has a mortgage with NBDC, CWC and us. Bill told the board we are going to meet next week and he is going to suggest that at least one of us gets out of this and consolidate her loans to give her lower payments. Bill requested the board give her a six month deferment. A motion by, William Gross second by Scott White, to approve a six month deferment; motion passed. [REDACTED] – Bill is a little disappointed with his commitments with QuickBooks but he did take the course and has someone that helps out and is suppose to be setting up the accounts. He wants to do a dinner there one night a week. [REDACTED] is still current, [REDACTED] – still making \$100 monthly payments. Hopefully their building will sell. [REDACTED] – is current, [REDACTED] has sent four payments. [REDACTED] – appreciates us restructuring her loan and is doing 3 months interest only. [REDACTED] – lawyer sent default letter last month. He never responded to it. Dick Bryden also sent his default letter and is in discussions with him to close the store down and have an absolute auction of the liquor store. He asked if we would consider a buy out for \$2500. The board authorized Bill to pursue the buyout by NBDC for \$2500. [REDACTED]

█ – sent us 2 checks but asked us to hold them for a week. A motion by, Andrew Matviak second by Scott White, to approve the loan report; motion passed.

The following invoices were presented for approval:

IDA	
Petty Cash	69.93
Glenn Nealis (Bobcat ski center)	63.59
Bedford's Secure It (Sidney IP)	905.31
Main Care (#2 fuel 724 Main St. Marg)	1008.63
Main Care (Service Call 724 Main St Marg)	273.38
Village of Margaretville (Water Bill)	279.68
Thomas Rieder (January snow removal)	265.00
NYSEG (Airport Rd, Deposit)	15.49
Howard & Howard (Oasis Bankruptcy)	292.50
Chan Squires (Service Call – Reset furnace 1/30- 2/24/10)	310.00
Coughlin & Gerhart (Hidden Inn Bankruptcy)	263.20
Elizabeth Fronckowiak (February cleaning – Marg.)	30.00
EPR (Delaware County EB-5)	25000.00
Thomas F. Leo (Final Map of Powder Ridge)	400.00
Delaware Operations (February Expenses)	1255.33
DCEC (February Expenses)	1648.80

#### 2007 Mircro Program

█	17000.00
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A motion by Scott White, second by William Gross, to approve the invoices; motion passed.

Low Interest Loan Funds – This is a new program through OCR to provide smaller loans to businesses and works as a pass through on the communities. It's for businesses that have fewer than 25 employees. All the money would go into a county wide fund for businesses in all the towns that do this. The potential is that every town and village could get a \$100,000 each year. The only down side is we're going to need more notice for a loan. Scott White questioned what is the availability of funds to the IDA for a conventional loan? Glenn Nealis replied that there is no program and is something we would have to propose. Board discussed.

AJS Building – Glenn Nealis informed the board that they paid their back taxes. John is waiting for Mike Risley to give him the new number. Glenn suggested that John build out on his property and use the lot across the road that the IDA owns as parking. He also suggested making inquiry to the owner of the proposed water bottling facility. Glenn asked Andy if he could get contact information for the owner. The contractor is only doing work on water bottling plant when he gets cash in advanced. John is not ready to give up yet on the AJS building and is willing to go up to \$█.

Meeting with ESD and Local Companies – Last Friday Glenn met with ESD and █ (formerly █). They have a project their working on with internal changes which would boost

production by 25%. The reason for the meeting was to get the electric coop and ESD in the same room so they could get an allocation of economic development power from the New York Power Authority. [REDACTED] talked about what their future plans were. They have potential to double the size of their plant which would possibly create about 50 to 60 more jobs in 4 or 5 years. They have some hurdles to overcome. One is the waste water treatment capacity. Jim and Glenn have talked about some options for that. The other issues are electricity, and natural gas. [REDACTED] purchased another company and would like to move the company up here. They manufacture padding for sports equipment and facilities and would create 40 – 50 jobs.

PILOT Amendment Clark Companies - Clark Companies would like to amend their PILOT to include a new 6000 sq ft addition they're putting on their building for some additional warehousing and they need added room for working on their press boxes. A motion by, Scott White second by Andrew Matviak, to amend PILOT for Clark Companies; motion passed.

Binnekill Square Realty, LLC – Bill presented. The Binnekill Square has been hit with three commercial vacancies. He wants to rent them out but he needs help to refurbish the spaces. He has had a health food store interested in one of the vacancies but would not rent the room because the floor needed to be resurfaced. Jim Thomson asked if he had any commitments if he did refurbish the rooms. Bill commented he had no commitment. A motion by, William Gross second by Sally O'Neill, to approve the loan; motion passed.

The Coffee Pot – Bill presented. The Coffee Pot is the communal place for people to go in Hobart. He has a lot of support from the community to rebuild the Coffee Pot after the fire. He is getting a \$40,000 grant from Western Catskills and he has some insurance money. [REDACTED] told Mike Williams he could start working on his place the next day so Mike said ok and gave him \$[REDACTED]. Mike was warned about [REDACTED] but he was already into construction. Bill said if we approve the loan we could halt work and get estimates from three other contractors and find a new contractor. Jim Thomson commented that before we close we need to make sure that the estimates he has are real. A motion by, Scott White second by William Gross, to approve the loan with stipulations that work comes to a halt and he gets the three estimates from contractors and the money goes out as Dale Downing (code enforcement officer for the Village of Hobart) approves the work; motion passed.

New England Wood Pellet – Bond Issuance Resolutions - Closing is set up for Thursday if board approves. A motion by, Scott White second by William Gross, to approve the bond issuance resolution; motion passed.

The floor was opened for the discussion of any Old and New business; Jim Thomson passed out a letter from the business council. Scott White asked about [REDACTED]. He had a meeting this week with CWC to try to pay off his line of credit. He wanted to let us know how bad it was for him and he is coming out of it now. He was very busy when Jim and Glenn were there. He has about 35 – 40 employees. William Gross asked about [REDACTED]. Glenn commented that he, Marybeth, and Jim gave them a couple potential sites for him to follow up on. Bill had talked to him and he said he couldn't afford to buy but could possibly lease. EB5 – Is moving along. We got the final report from the economist.

Meeting was adjourned in form.

## DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

**Date:** March 19, 2010

**Time:** 11:00 a.m.

**Place:** Delaware County E-Center  
5 ½ Main Street, Delhi, NY

**Present:** James Thomson, Chairman  
Scott White, Vice-Chairman  
William Willis, Economic Development Specialist  
Glenn Nealis, Executive Director  
Andrew Matviak  
Sally O'Neill, Treasurer  
Tabitha Byam  
William Gross

**Absent:** George Bergleitner, Secretary

The March 19, 2010, meeting of the Delaware County Local Development Corporation was called to order by Chairman James Thomson.

A motion by, William Gross second by Scott White, to approve the draft minutes of the February 19, 2009 meeting; motion passed.

Glenn Nealis reviewed the current treasurer's report. A motion by, Andrew Matviak second by Scott White, to approve the treasurers report; motion passed.

The current loan report was reviewed. ██████████ – back on track. Scott White questioned how people are liking the new version of ██████████. Bill commented that the ██████████ has gotten smaller. They are looking to move out of where they are in Walton. No one has really noticed that ██████████ has changed ownership. ██████████ – Bill has been trying to stop in and see Sal but he is never around. Bill said there is not much going with the smoked salmon. ██████████ has sent in a couple payments. ██████████ is only one payment behind. ██████████ – building is coming out beautiful. They are a couple weeks ahead of schedule. They should be opening in early April. Bill updated the board that part of the barn that ██████████ was going to purchase collapsed with the snow storm. The owner didn't have insurance on the barn but they are rebuilding it. ██████████ has one of their workers there watching the construction. ██████████ will still buy it for the same price. They still want to move forward with the project. A motion by, Andrew Matviak second by Scott White, to approve the loan report; motion passed.

WB LLC (Tractor Supply) Blueprint Funding – Glenn has a commitment from Empire State Development. It started out as a grant and has turned into a five year forgivable loan. 20% of the loan will be forgivable each year if the job creation benchmarks are met. During the five years there will be an interest only loan (3%). Monthly payments on the whole amount will begin sixty days after the loan is provided. Principle is the only thing forgiven. The issue is that the state has the Local Development Corporation as the recipient so we are the ones who

would get the loan and we would have to make the payments. Board discussed and agreed to close on loan and sign all responsibility to WB LLC. A motion by Andrew Matviak, second by Scott White, to sign the incentive proposal; motion passed.

There were no invoices presented for approval.

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

Meeting was adjourned in form.