

## DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**Date:** September 20, 2013

**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  
George Bergleitner, Secretary  
Scott White, Vice-Chairman  
Andrew Matviak  
Tabitha Byam

**Absent:** Carol Jean Finch  
Mike O'Brien

The September 20, 2013 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, George Bergleitner second by Bruce Dolph, to approve the draft minutes of the August 9, 2013 meeting; motion passed.

The following invoices were presented for approval:

Harry W. Hawley, Inc	-324.00
Thomas Gallagher	-600.00
Thomas Gallagher Escrow Account	-115.00
Richard H. & Margaret Ellsworth	-78,961.00
Unlimited Conferencing	-7.31
Delta Engineers	-890.68
Cedarwood Engineering Services PLLC	-1,307.78
Chazen Engineering	-666.59
Thomas Gallagher	-750.00
Verizon Wireless	-52.48
Ganz Wolkenbreit & Siegfeld LLP	-920.69
Del. Co. Elect. Coop.	-1,250.92
Tom Howard Construction	-84,438.85
Dente Engineering	-15,000.00
Smith Site Development	-1,232,849.84
Fed Ex	-27.67

A motion by Scott White, second by George Bergleitner, to approve the invoices; motion passed.

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

Glenn Nealis reviewed the financial reports. Board discussed Eklunds and Leatherstocking. Glenn informed the board that Peg Ellsworth is meeting with Sweet Peas. There is a possibility that they may file bankruptcy. A motion by Scott White, second by George Bergleitner, to approve the treasurers report; motion passed.

East Branch Rest Area Kiosk: Marybeth Silano informed the board that currently there is no info on Delaware County at the rest area. A motion by George Bergleitner, second by Andy Matviak, to approve \$8,500 for the East Branch Rest Area Kiosk; motion passed.

Hidden Inn: We are working with the CWC on recouping our funding from this project. We are splitting the services of the attorney and will be splitting the proceeds of the settlement on this loan. We are pursuing on the personal guarantees and not foreclosing on the property. Francis has offered us .60 on the dollar all inclusive for the money that was outstanding. We countered with .75 on the dollar and the right to go after Lee Liddle. The board agreed to have Ganz send Lee Liddle a letter stating that he needs to arrange payment for his share. Scott White suggested that in the future we have a cross default guarantee as one of our documents. Board agreed to have Scott White and Tom Gallagher to review our loan documents.

Amphenol Project Update: Glenn Nealis updated the board. The IDA is working with DPW on the stream bank restoration project in Sidney Center. CDBG grants have been stalled because Amphenol refused to do an income survey of their employees. Now we have to go back and say that the project meets HUD guidelines because of some emergency things. Kevin McLaughlin has left Empire State Development which is also causing issues with paperwork. There is one other political issue for the IDA. The PILOT agreement is convoluted because it covers the existing facility and the new facility. Andy Matviak informed the board that they have been working with Amphenol on the berm that they built. They have to do a study on it and are trying to get Amphenol to pay for the study.

IDA Rental Income: Board discussed what to do with the rental income from Huff and Cobalt. Board agreed to put in a reserve that goes to maintain the rental properties. Glenn Nealis informed the board that the Constitution Pipeline is interested in renting our property as a staging area for their pipes. Board discussed Huff Lease and agreed to continue giving the taxing jurisdictions \$16,000.

Affirm Catskill Development Foundation funding consolidation: The Catskill Development Foundation added \$8,500 to the \$23,000 they owe payable by December 31, 2015. Anything owed after that will be amortized. A motion by Bruce Dolph, second by George Bergleitner, Jim Thomson abstained to approve; motion passed.

DCG/ Qualfon Update – Hancock Call Center: The CFA was submitted at 4:01 so the application got bounced out. Glenn Nealis has a conference call to figure out what kind of incentive packet that we can put together for the call center to locate in Hancock. DCG gave a deadline of September 30<sup>th</sup> for some kind of incentive letter coming out of the state. The call center could create up to 600 jobs in two years.

The floor was opened for the discussion of any Old and New business; Scott White asked about the Davenport racetrack getting sued. Glenn commented that we have nothing to do with that.

Meeting was adjourned in form.

## DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

**Date:** September 20, 2013

**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  
George Bergleitner, Secretary  
Scott White, Vice-Chairman  
Andrew Matviak  
Tabitha Byam

**Absent:** Carol Jean Finch  
Mike O'Brien

The September 20, 2013, meeting of the Delaware County Local Development Corporation was called to order by Chairman James Thomson.

A motion by, Bruce Dolph second Scott White, to approve the draft minutes of the August 9, 2013 meeting; motion passed.

Glenn Nealis reviewed the financial reports. We haven't had many good or sizeable loans to use our IRP3 funds. We received a message from Hubbell's in Roxbury through our new Facebook account possibly looking for a short term loan. Angus and Ale should be able to schedule a closing by the end of the month. Catskill Country Furniture is catching up. A motion by Scott White, second by George Bergleitner, to approve the treasurer's report; motion passed.

The following invoices were presented for approval:

### Operating Account

MSA Group	-585.00
Delaware County Clerk	-65.00
Delaware County Clerk	-65.00
NYS Dept. of Law	-275.00
Empire State Development	-640.00

A motion by Bruce Dolph, second by Andy Matviak, to approve the invoices; motion passed.

Marketing Discussion/EZone Video Series/Facebook: Our website is in the process of being updated. We have started a Facebook page and are putting stuff out on Facebook twice a

week that is business related. This does tie into our EZone video series. We are going to continue with that.

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.