

DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Date: November 20, 2105

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
Tabitha Byam
Andrew Matviak
Flerida Santana
Scott White, Vice-Chairman

Absent: Mike O'Brien

The November 20, 2015 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, Bruce Dolph second by Scott White, to approve the draft minutes of the October 23, 2015 meeting; motion passed.

John Redente Presentation & Funding Request: John Redente spoke to the board regarding the Ambulance Service in Sidney. They are looking to purchase an ambulance, a heart monitor, stretcher, and an EZ-10. John is asking the IDA for a loan for \$200,000 to purchase these and would repay the IDA when the DASNY money comes in. The board asked questions and discussed.

John also spoke to the board regarding grants that they have acquired to do surveys. The first was a free trade zone. Board discussed. Glenn Nealis recommended signing and submitting but not incurring any cost until we have a better idea on how to move forward.

The second grant is for a survey for a Hotel/Conference Center & Manufacturing Facility Reuse. Board discussed and asked questions. The board recommended signing and we will continue looking into. A motion by, Scott White second by Bruce Dolph, to pay \$250 towards submitting; motion passed.

Glenn Nealis reviewed the treasurer's report. A motion by, Bruce Dolph second by George Bergleitner, to approve the treasurers report; motion passed.

Bill Willis reviewed the loan report. Larry from A-1 will be back around Christmas to work on the truck and sell it. Franklin Family's building is up and should be operational by next month. Bill spoke with Martin Menne from the Market Basket. Shady Lady was closed last week. She was back in Seattle packing up her sister's stuff. Her sister is coming back with her and is going to be the cook and they should get in the swing of things. Board discussed Shady Lady and West Branch Collision.

The following invoices were presented for approval:

IDA Operating Account

Glenn W Nealis	-694.90
Del. Co. Elect. Coop.	-1,296.21
Cedarwood Engineering Services PLLC	-4,408.18
Thomas F. Leo, LS.PC	-535.00
Unlimited Conferencing	-13.68
Roxbury Central School	-253.83
Hancock Central School	-30,240.85
Ox-Locks	-139.00
Deposit Central School	-67,611.02
Catskill Development Foundation	-35.00
Verizon Wireless	-52.75
My Hero	-46.85
Glenn W Nealis	-694.90

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

Eklund's Family Farm Machinery: A motion by Bruce Dolph, second by George Bergleitner, to approve; motion passed.

Project Updates:

Bed Tax: The bed tax is coming up for public hearing on Tuesday. There are four small towns that will be voting no but it should still go through. It was amended to include any type of lodging. Glenn has reached out to Air bnb to talk to them about them collecting the bed tax and working with Delaware County.

Brownfield Study: We should be submitting our application within the next two weeks for brownfield identification and planning project.

Amphenol: We are still waiting on EDA to process our project closeout stuff. Eminent Domain has been filed with the court. Anybody who wants to answer against it is supposed to appear in court on December 4th after which the judge will sign off on it.

Green Lumber is still in limbo. NYSEG is going forward on a portion of their part of the job.

Delhi Rehab and Nursing Center: There is a lot of concern about issues their having with DEP. They weren't going to let them start taking out asbestos and other interior work on the building that they are going to keep until the storm water pollution prevention plan for the new facility was all done but, they have worked that out and can start working on the interior work. They will have their storm water pollution plan permit in the next couple weeks.

Leatherstocking Realty: We will be paid off in full for our loan. We have submitted what that payoff language would be to Leatherstocking Realty as well as the title company and the buyer's attorney. We are still raising the issue of back PILOT taxes.

212 Brewery: They requested an extension in terms of their purchase offer. They are still moving forward.

Walton Industrial Park: There is a building that is partially collapsed. The owner of that building reached out to Glenn to see if he could help him find a buyer. Glenn said he may be interested in purchasing. Tom Howard is going to do the building conditions report and then we can use that to get an appraisal and see if it's something we want to move forward with.

Acco: The call center project is going to move forward. They are going to invest about \$120,000 into the facility. They are going to create 10 call center jobs and 15 production jobs. We have discussed the forgivable loan structure for our \$20,000. That is going through their corporate channels right now. It's a \$20,000 loan, 6 month term, and all interest and principal payments deferred for 6 months. If they provide proof of \$80,000 of investment and the creation of 25 new jobs the loan and interest will be forgiven in full.

Other Old/New Business: Scott White thanked Glenn for keeping the Kraft jobs here. Jim Thomson spoke with Shelly from planning regarding the Town of Sidney planning board giving the KOA campground a hard time with their expansion.

Meeting was adjourned in form.

DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

Date: November 20, 2015

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
Tabitha Byam
Andrew Matviak
Flerida Santana
Scott White, Vice-Chairman

Absent: Mike O'Brien

The November 20, 2015 meeting of the Delaware County Local Development Corporation was called to order by Chairman James Thomson.

A motion by, Andrew Matviak second by Bruce Dolph, to approve the draft minutes of the October 23, 2015 meeting; motion passed.

Glenn Nealis reviewed the treasurer's report.

Bill Willis reviewed the loan report. Bill received three payments from Bob Vitti for Feather & Stone. They still owe money for back sales tax. They have been paying the state every month so they have no cash flow. Gravity Ciders has been getting good publicity. Glenn updated the board on Enviro Energy. They have been making their interest only payments. They have until April to settle if they don't we are calling the note. They have some people who are interested. Board discussed.

The following invoices were presented for approval:

Operating Account

Empire State Development	-640.00
Delaware County Clerk	-60.00
Patricia Cristelli	-10,000.00
Harry Hawley, Inc.	-2,675.00
Thomas Gallagher	-600.00
Delaware County Clerk	-100.00
Delaware County LDC	-739.73
Matthew Kent	-95,885.27
Delaware County Clerk	-60.00

Wilma Hannan	-25,000.00
Doreen Williams	-19,687.00
Empire State Development	-640.00

A motion by Bruce Dolph, second by George Berglitner, to approve the invoices; motion passed.

Table on Ten collateral modification: A motion by Scott White, second by Bruce Dolph, to approve; motion passed.

Two Old Tarts: A motion by Scott White, second by Bruce Dolph, to approve not making payments in February, March, and April and doubling up on payments in June, July, and August; motion passed.

IRP4 Application: Glenn would like to submit an IRP application for \$1 Million of IRP funds. The LDC would have to put in between \$150,000 and \$200,000 of cash and in kind support. A motion by Scott White, second by Florida Santana, to approve; motion passed.

The floor was opened for the discussion of any old and new business; Hoorah wants to refinance some existing debt and get some new lending. They reached out to Joe Scott who reached out to us. Last month the IDA said to get more information and run it by Glenn's committee to see what the county would say. They said sure if there is a benefit to our businesses they would consider it. Joe is reaching out to Hoorah and if they bring forward a proposal we will go from there.

Meeting was adjourned in form.