

## DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**Date:** March 15, 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  
Tabitha Byam  
George Bergleitner, Secretary  
Scott White, Vice-Chairman  
Mike O'Brien

**Absent:** Carol Jean Finch  
Andrew Matviak

The March 15, 2013 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, George Bergleitner second by Scott White, to approve the draft minutes of the February 22, 2013 meeting; motion passed.

The following invoices were presented for approval:

Verizon Wireless	-52.49
Unlimited Conferencing	-5.46
Dryden Mutual	-536.00
Cedarwood Engineering Services PLLC	-1,308.05
Suzi's Bakeshop	-172.30

A motion by George Bergleitner, second by Bruce Dolph, 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 treasurer's report. Scott White asked if it was time to start asking some of the good businesses to go to a bank for commercial funding. Board discussed. A motion by Bruce Dolph, second by George Bergleitner, to approve the treasurer's report; motion passed.

Bill Willis reviewed the current loan report. A-1 Home Improvement is struggling. Barbara from CWC still has not heard anything from Francis Jenkins for Jenlid. Board discussed Leatherstocking Realty. A motion by Bruce Dolph, second by George Bergleitner, to approve the loan report; motion passed.

Hamden Inn / Lucky Dog: Bill received a call from Holley from Lucky Dog. She is late on her insurance and is going to sell the Hamden Inn and the Lucky Dog Farm Store. The Town of Hamden gave her a grant of \$10,000. She has not performed the grant specifications so we need to convert the grant into a loan. The loan would be an unsecured loan on her and the Hamden Inn because there is no collateral associated with it now. A motion by Scott White, second by George Bergleitner, to approve sending Holley a letter converting the grant into a note for not performing; motion passed.

Loan Deferment Request: The Market Place is requesting a three month loan deferment. He is setting up his wholesale business. A motion by Bruce Dolph, second by Scott White, to approve the loan deferment; motion passed. Northeast Fabricators requested that we remove the \$50,000 mortgage and put on a collateral assignment of \$500,000 life insurance policy. Scott White suggested we look at his financial statements for 2012. West Branch Collision and Classics asked for a six month loan deferment. A motion by Bruce Dolph, second by George Bergleitner, to approve deferment; motion passed.

Amphenol – PILOT Agreement: Glenn Nealis informed the board that the project site for Amphenol actually crosses two different school districts. With our first public hearing the Bainbridge central school district was not properly notified so we had to hold another public hearing this morning. A motion by Scott White, second by George Bergleitner, to approve the deviation from the standard PILOT agreement; motion passed. A motion by George Bergleitner, second by Scott White, to approve the approving resolution; motion passed. A motion by George Bergleitner, second by Scott White, to approve the agent resolution; motion passed.

Amphenol – Project Update: Glenn Nealis updated the board. We have had no official word from EDA for the site work. We should hear on that by the end of March. They have approved us for going out to bid on the project. Bids are going to be due April 12<sup>th</sup>. Once we get formal approval from EDA we are going to have to issue an addendum to the bid documents. One of the mitigation items that the IDA needed to undertake for the project was to have a performance bond in place for the value of the mitigation items. No bonding company wanted to issue the IDA a bond for \$1.5 Million based on our finances. They wanted Amphenol to back it. Amphenol doesn't want to do a performance bond and wanted to put it in an escrow account. We are in the process of scheduling a meeting to try to come to terms with them for the mitigation.

The floor was opened for the discussion of any Old and New business; Jim Thomson informed the board that he had talked to Bill Gross in Hancock. He is putting together a business plan to open up a business that is going to rent and sell canoes and kayaks. He is also going to become a cleaning station for canoes and kayaks. All of the other cleaning stations have received a \$5000 grant from the CWC. The CWC will not give Bill a grant because he is outside of the watershed. Jim would like to propose doing a \$5000 grant out of the Millennium money for Bill Gross with Sign's Etc. Jim Thomson informed the board that he had received a proposal for insurance for businesses that drop their insurance. Board discussed. Glenn Nealis informed the board that the Deposit Chamber of Commerce would like to propose a use for the Millennium funds. The Deposit Theater needs to upgrade to digital. He wanted to ask if the IDA would give them a grant. The Deposit Theatre is owned by a not for profit. They need \$24,000. Glenn encouraged them to apply to the Constitution Pipeline.

Meeting was adjourned in form.

## DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

**Date:** March 15, 2013

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

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

**Present:** James Thomson, Chairman  
William Willis, Economic Development Specialist  
Glenn Nealis, Executive Director  
Bruce Dolph  
Tabitha Byam  
George Bergleitner, Secretary  
Scott White, Vice-Chairman  
Mike O'Brien

**Absent:** Carol Jean Finch  
Andrew Matviak

The March 15, 2013, meeting of the Delaware County Local Development Corporation was called to order by Chairman James Thomson.

A motion by, George Bergleitner second by Bruce Dolph, to approve the draft minutes of the February 22, 2013 meeting; motion passed.

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

The current loan report was reviewed. Delaware Valley Spring Water is now paid off. We received 3 checks from Hobart Market. Two of the lien holders have signed off for Angus and Ale. Jim Thomson suggested we take a look at her financials again. A motion by George Bergleitner, second by Bruce Dolph, to approve the loan report; motion passed.

The following invoices were presented for approval:

### Operating Account

Delaware County Treasurer	-31,497.45
NYS Urban Development Corporation	-800.00
Michael Wallace	-4,571.28
NYS Department of Transportation	-25.00

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

Catskill Mountain Artisan Guild – Grant Pass-Through: Glenn Nealis updated the board on the Catskill Mountain Artisans Guild. They are looking to expand the Artisan’s guild and come to Delhi. The Cardio Club is going to be leaving their current location and the Catskill Mountain Artisans Guild would like to move in there. They have some renovations they need to do to convert it from a gym into an artist gallery. They would like to apply for some grant money to do that and would like to use the LDC as a pass through for that money. There is no administrative fee. A motion by Scott White, second by George Bergleitner, to approve being a pass- through; motion passed.

Sanford Stone LLC: A motion by Scott White, second by George Bergleitner, to approve the loan; motion passed.

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.