

## **DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**Date:** January 27, 2017

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

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

**Present:** James Thomson, Chairman  
Scott White, Vice-Chairman  
Glenn Nealis, Executive Director  
William Willis, Economic Development Specialist  
Bruce Dolph  
Flerida Santana  
Andrew Matviak  
Tabitha Byam

**Absent:** Mike O'Brien  
George Bergleitner, Secretary

The January 27, 2017 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by Scott White, second by Andrew Matviak to authorize the Chairman, James Thomson, to cast one ballot to elect these officers for the year 2017: James Thomson, Chairman; Scott White, Vice-Chairman; Bruce Dolph, Treasurer; George Bergleitner, Secretary; motion passed.

A motion by Andrew Matviak, second by Scott White to appoint Jim Thomson and Bruce Dolph to the Governance Committee: motion passed.

A motion by Scott White, second by Andrew Matviak, to appoint Scott White & George Bergleitner to the Audit Committee: motion passed.

A motion by Scott White, second by Andrew Matviak, to appoint Glenn Nealis as Executive Director, Chief Executive Office and Contracting Office; Lori Paulson as Chief Financial Officer; Bill Willis as Internal Controls Officer and Investment Officer; Tabitha Byam as Recording Secretary, and Procurement Officer; motion passed.

A motion by Scott White, second by Andrew Matviak, to schedule the regular Board meeting on the forth Friday of the month at 11:00am; motion passed; Secretary will properly advertise the schedule.

A motion by, Bruce Dolph second by Scott White, to approve the draft minutes of the December 16, 2016 meeting; motion passed.

Glenn Nealis reviewed the treasurer report. Glenn updated the board on the Town of Hamden Account for Holley White's business. The loan and business went bad so we had to come up with a plan to use the remaining money in the Town of Hamden. We want to use those funds to run a small program for the Town of Hamden. Businesses could apply for grants up to \$10,000 with job creation. It is going before the Town of Hamden board next Wednesday. A

motion by, Bruce Dolph second by George Bergleitner, to approve the treasurer report; motion passed.

William Willis updated the loan report. Sidney Flowers has been doing very well with the flowers and home goods. They would like to buy a building on Main Street and split their business. She asked if we could do a pre-approval when she makes an offer. Bill told her to make an offer and then she would bring it to the board. She would keep the building she is in as the flower shop and the other building she would have for the home goods. Glenn Nealis informed the board that we received a letter from the Hancock Golf Course stating that he has decided that he is not going to make any more payments and is asking us to forgive the outstanding loan balance. The board agreed to not forgive the loan. Jim Thomson updated the board on West Branch Collision. He is very busy and has started selling used Subaru's. A motion by, Bruce Dolph second by George Bergleitner, to approve the loan report; motion passed.

The following invoices were presented for approval:

IDA Operating Account

TRUMPF, INC	-150,000.00
Cedarwood Engineering Services PLLC	-2,212.04
Catskill Development Foundation	-35.00
Catskill Development Foundation	-35.00
Sportsfield Specialties, Inc	-3,015.72
Del. Co. Elect. Coop.	-1,291.87
Glenn W Nealis	-694.90
New York State Department of State	-20.00
Verizon Wireless	-52.85
William Willis	-7.54
Village of Sidney	-36.85
Village of Sidney	-94.51
Community Bank	-607.47
Verizon Wireless	-52.85
Arch Insurance Group	-64.00
Cedarwood Engineering Services PLLC	-5,895.24
Glenn W Nealis	-694.90
Del. Co. Elect. Coop.	-1,365.20

A motion by George Bergleitner, second by Florida Santana, to approve the invoices; motion passed.

Bellayre Resort Resolution: In 2015 the state approved the unit management plan for Bellayre which called for \$75 million of improvements over a five year period. The state didn't fund it in 2016 or 2017. In the governor's budget he provided \$20 million in investments to ski centers but that is for Gore and Whiteface and none for Bellayre. This is a resolution stating that we would like to see that funding. A motion by Scott White, second by Bruce Dolph, to approve the resolution; motion passed.

Potential Amphenol Re-use Proposal: Glenn had a conversation with Tom Segjulich. He is interested in working for Amphenol on what they would like to do with their former plant. Tom

would like to put a proposal before Amphenol for what could be done with that property that he feels would address some of their concerns and benefit the community. There is a brownfield site in Amphenol. He doesn't believe it to be that onerous. Since it is in the flood plain we could look into the middle section and create a flood basin that would protect plating and protect the surrounding communities.

IDA Pump station: The pump station is continuing to deteriorate. There was a shutdown yesterday for maintenance. During that maintenance they discovered more maintenance to be done. We received a letter from Cedarwood Engineering who manages the pump station for us stating they are not liable for anything if there is a spill and also sent to the letter to the industries. Glenn gave a presentation to Saputo giving them options for moving forward with the pump station. The first option is that the IDA continues to own and operate the pump station but they would be responsible to upgrade the pump station and we would tack on a profit for managing that project and then we are responsible for everything. In return for that they would each have to pay the IDA \$13,000 a month for future expenses. The other option was Saputo and Domo have their own pump stations that they operate independently and then joins into the pipeline. The Village has also asked that each industry put in their own holding tanks. Saputo is reviewing it now. Domo likes the initial proposal.

Tiberio Custom Meats: Seeking one year first right of refusal for Walton IP Property. This involves the site in Delaware County and the Brooklyn meat market. He would do the slaughter here and ship all the meat down there for finish processing. He wants to be a slaughter house and doesn't want to take ownership of the meat but is willing to be a middleman broker to restaurants in the city. Empire State Development has decided they don't want the meat market there so his project is now changing. He may do a little more of the processing up here. A motion by Scott White, second by Bruce Dolph, to approve with a \$5,000 refundable deposit; motion passed.

Project Updates:

DEP land Cannonsville Lumber: Glenn has a meeting scheduled March 7<sup>th</sup> to discuss buying land from DEP around Cannonsville Lumber.

Jim and Glenn had an appraisal done by Lonnie Ridgeway on land in Hancock. They are asking \$275,000 the appraisal came in at \$200,000. Board agreed to table until next month.

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

Meeting was adjourned in form.

## DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

**Date:** January , 2017

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

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

**Present:** James Thomson, Chairman  
Scott White, Vice-Chairman  
Glenn Nealis, Executive Director  
William Willis, Economic Development Specialist  
Bruce Dolph  
Flerida Santana  
Andrew Matviak  
Tabitha Byam

**Absent:** Mike O'Brien  
George Bergleitner, Secretary

The January , 2017 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by Flerida Santana, second by George Bergleitner to authorize the Chairman, James Thomson, to cast one ballot to elect these officers for the year 2017: James Thomson, Chairman; Scott White, Vice-Chairman; Bruce Dolph, Treasurer; George Bergleitner, Secretary; motion passed.

A motion by, Bruce Dolph second by Scott White, to approve the draft minutes of the December 16, 2016 meeting; motion passed.

### LDC Operating

Anderson's Hillbilly Honey	-12,925.00
Jay Keil	-10,000.00
Byebrook Farm	-29,575.00
Catskill Cattle Co.	-18,212.00
Catskill Food Company	-10,000.00
Dirty Girl Farm	-13,000.00
Berry Brook Farm	-9,455.00
Muddy River Hops	-8,058.00
Del. Co. Economic Development	-1,846.00
Del. Co. Economic Development	-8,000.00
NYS Dept of Taxation & Finance	-58.22

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

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

William Willis updated the loan report. Hobart Market had a tax judgment that he has cleaned up. Leatherstocking Timber is currently struggling with receivables. Two Old Tarts is paying

monthly. Bill did away with the seasonal plan because he stopped honoring it. Scott White asked about Unadilla Fasteners. Bill stated that it is closed but he is still paying his loan. He is working at his old job again. A motion by, Bruce Dolph second by Andy Matviak, to approve the loan report; motion passed.

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

Meeting was adjourned in form.