

DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Date: February 24, 2017

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
Flerida Santana
Andrew Matviak
Tabitha Byam
Mike O'Brien
George Bergleitner, Secretary

Absent: Scott White, Vice-Chairman

The February 24, 2017 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, Andrew Matviak second by George Bergleitner, to approve the draft minutes of the January 27, 2017 meeting; motion passed.

Glenn Nealis reviewed the treasurer report. A motion by, Andrew Matviak second by George Bergleitner, to approve the treasurers report; motion passed.

William Willis updated the loan report. Glenn Nealis updated the board regarding Funkature's loan balance. Glenn is sending out a letter certified mail to Hancock Golf Course stating that he has two weeks to contact Bill and we are giving him until May 1st to get current with this account. If we do not hear from him within two weeks we are going to turn it over to Tom Gallagher. Bill called Shady Lady and has not received a call back. Glenn updated the board on the 126 River Street Lease. We sent a letter informing them that they have to pay us all the back rent due and agree to automatic withdrawal of payments on a monthly basis or they need to move. We have not heard anything back from them yet. A motion by, Andrew Matviak second by George Bergleitner, to approve the loan report; motion passed.

The following invoices were presented for approval:

IDA Operating Account

The Hartford	-437.00
Town of Sidney	-417.02
Town of Sidney	-3,420.60
The Latte Lounge	-2.00
Verizon Wireless	-52.81
Del. Co. Elect. Coop.	-1,685.68
Cedarwood Engineering Services PLLC	-5,544.88
Philadelphia Insurance Co.	-13,215.71
Lonnie Ridgeway Associates, Inc.	-500.00
Lonnie Ridgeway Associates, Inc.	-250.00
Alfrescos	-65.49
Del. Co. LDC	-42,320.00

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

Belleayre Ski Mountain Funding: Jim Thomson updated the board on what has been happening. There was a funding issue. The governor announced that he was going to put \$30 Million dollars in the budget for ski center upgrades but it was all for Gore and Whiteface and Belleayre was ignored. There was big outpouring of noise that landed on the governor's desk. He agreed to include \$8 Million for upgrades to Belleayre Ski Center in his 30 day revision to the budget.

Vech Videography Proposal: Jim received a proposal from Vech Videography. Jim would like the board to consider doing some more regular video reports about what the IDA has accomplished and where we are going. Jim would like to set up a You Tube channel to upload the videos to. Jim asked Jess to give us a proposal for a quarterly video. Mike O'brien mentioned a site that runs a loop for advertising that would be great to promote what the IDA does. The board agreed to Jim getting a couple of proposals to do regular videos.

"Poor Credit" Loan Program: Flerida contacted Jim regarding a new program she has for her loan business for credit impaired businesses. Jim spoke with Bill and wanted to bring it up to the board. We have a lot of credit impaired people that come to us and Flerida's program may be a good resource for us to refer people to when we are not interested or cannot help. Flerida talked to the board about the four programs that she has to offer.

Millennium Fund Request: Nick Barrone sent a request asking for additional money for the Christmas lights that we gave them \$7,500 for a few years ago. They had some maintenance that needed to be done and would cost \$2,300. A motion by George Bergleitner, second by Flerida Santana, to deny the request; motion passed.

IDA Pump Station: We are at a standstill again. Saputo is interested in moving forward separately instead of paying to upgrade our pump station. They want to install their own pump station and own and operate it. Domo is still interested in us owning and operating for \$13,000 a month. Domo asked for a breakdown and Glenn provided them with one but has heard nothing back.

Potential Site Acquisition/Development:

Walton Industrial Park (former Supa Flu) It's a 2 acre lot with a 5000 sq ft building. The building has collapsed but still has a concrete slab. It is listed for \$50,000. Glenn said we need an appraisal. Glenn emailed the owner and offered \$25,000 cash for the property. He accepted the offer. Glenn asked if the board is interested in buying the lot. Bill has a prospect that had previously put in an offer of \$40,000. We could sell it to him for what we acquire it for plus our cost. We wouldn't make any money but it would be back on the tax rolls. Bill commented that the property appraised for \$190,000 and the guy who had put in an offer didn't want to pay those kinds of taxes. Bill assured him that we could work something out to get the taxes to where they should be. If we acquire the property Glenn would immediately grieve our assessment. A motion by George Bergleitner, second by Florida Santana, to approve purchasing for \$25,000; motion passed.

Hancock, Rte 268 (Appraisals included in packet): It has 10 acres. There is one issue. It has a carve out in front where there is a trailer. Glenn feels if we acquire it we need to acquire both parcels. There is a driveway through the property that has to remain because it's a deeded right of way. Mike O'Brien commented that there is a family that lives up the road that can be difficult to work with. The property appeared on the tax foreclosure list. The board would like Glenn to look into a phase two environmental study.

Bacon Dickinson: The building needs some work. The board agreed to hold off on that property.

Approval to solicit engineering proposal for the "New" Sidney Industrial Park: Glenn would like to move ahead with that property. Glenn would like the board's approval to get proposals from engineers on what it takes to make the property shovel ready and out of the flood plain. A motion by George Bergleitner, second by Florida Santana, to approve; motion passed.

Project Updates:

Glenn had a meeting with EngiAdvantage. They do compressed natural gas. He has been in contact with Amphenol and is looking for other companies they could work with. They have two current compressor stations one in Vermont and one in New Hampshire. They are in the process of final site approval for siting a new one off of 17. They are interested in having a gas island which essential could hold three to four tractor trailers. They would come in and put in a gas island until the Constitution Pipeline is built. Once the Constitution Pipeline is build they would move it to someplace else.

FUDR Plan: Jim was approached in December by the head of FUDR to see if we would be interested in updating the study that we had Tom Shepstone do. They feel the study is outdated. Jim will send the proposal out to the board. Glenn commented that he had spoken with Molly Oliver from Watershed Affairs and told her that he would bring it up at the IDA meeting. Glenn told her he would fund it if the study is expanded to include other industries in the area to include all aspects of the local economy. The contract would be with the IDA with Shepstone ore IDA, FUDR, and Shepstone. If we are paying for it we are going to be involved with the decision making.

Bed Tax: Glenn has been having the bed tax meetings. All of the comments we've been getting have been positive and there have been good suggestions. We keep getting questions about how the process is going to work out which has led to see some potential difficulties because we are so late in the year now and by the time we get through our process with

holding the public meetings, getting county board approval, market the funds and have people apply we probably won't approve people until the end of May. Then we would have to have to go through the County voucher process and people probably won't see any money until the end of the tourism season. Glenn asked if the IDA would consider funding the money and then we would get paid by the county. It would be for approx. \$38,000. A motion by Mike O'Brien, second by George Bergleitner, to approve; motion passed.

Other Old/New Business: No Old or New business.

Meeting was adjourned in form.

DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

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Mike O'Brien
George Bergleitner, Secretary

Absent: Scott White, Vice-Chairman

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A motion by, Andrew Matviak second by George Bergleitner, to approve the draft minutes of the January 27, 2017 meeting; motion passed.

LDC Operating

Delaware County LDC	-313.42
Thomas Gallagher	-450.00
Delaware County Clerk	-70.00
Schoharie County Clerk	-80.00
Colin Heath and Patricial Heath	-18,257.74
Delaware County	-3,360.00
Home Grown Custon Meat Processing	-5,000.00
Polar Bear & More	-20,000.00

A motion by George Bergleitner, second by Flerida Santanta, to approve the invoices; motion passed.

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

William Willis updated the loan report. A motion by, Bruce Dolph second by George Bergleitner, 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.