

DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Date: August 25, 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
Bruce Dolph
Tabitha Byam
Mike O'Brien
Flerida Santana

Absent: Andrew Matviak
George Bergleitner, Secretary
William Willis, Economic Development Specialist

The August 25, 2017 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, Scott White second by Mike O'Brien, to approve the draft minutes of the July 21, 2017 meeting; motion passed.

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

Glenn Nealis updated the loan report. The board discussed reporting and tracking of jobs for loans, grants, and PILOTS. Roxbury Mountain Maple has been using our 1% loan to us. STREDC has been ready to close for the last month but Roxbury Mountain Maple has been holding off because they wanted to wait until after the maple syrup season. Glenn spoke with them and told them it needed to close by September 30th. A motion by, Scott White second by Mike O'Brien, to approve the loan report; motion passed.

The following invoices were presented for approval:

IDA Operating Account

Thomas Gallagher	-1,050.00
Harry Hawley, Inc	-874.00
Delaware County Clerk	-445.00
Delaware County IDA	-72.33
Hitching Post LLC	-24,939.69
New York State Department of State	-40.00
Delaware County Treasurer	-2,578.98
Del. Co. LDC	-31,500.00
Catskill Development Foundation	-11,979.35
Harry Hawley, Inc	-1,965.00
Delaware County Clerk	-1,064.00
Thomas Gallagher	-1,200.00

Del. Co. LDC	-690.41
Catskill Watershed Corporation	-1,601.24
Mostert, Manzanero & Scott, LLP	-900.00
Unlimited Conferencing	-7.44
Creative Tax Planning Associates, Inc	-195.00
Verizon Wireless	-52.90
Tabitha Byam	-24.90
Rebecca Banker	-10,000.00
Blue Bee	-11.72
Glenn W Nealis	-694.90
Del. Co. Elect. Coop.	-1,499.90
Catskill Development Foundation	-35.00

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

PILOT Application: We received a PILOT application from two corporations RTRNC LLC & RTACF LLC They are under contract to purchase Robinson Terrace Nursing home and assisted living facility. They had an issue with the taxes. They have argued and negotiated a 85% reduction in assessment with the Town of Harpersfield and the Town of Stamford and are now coming to us for a PILOT agreement on top of that reduction. A motion by George Bergleitner, second by Bruce Dolph, to not accept the PILOT on the new assessment and authorize Glenn to discuss with them a PILOT based on the old assessment; motion passed.

Project Updates

K Mart Facility in Sidney Property: Glenn told Karen Mercaldo he would give her a final answer on whether or not were interested in buying it or not. She is looking for \$400,000 and has nothing else on the table other than a low ball offer. A motion by Bruce Dolph, second by Scott White, to start offer at \$275,000 and go up to \$325,000; motion passed.

Hancock property: A motion by Bruce Dolph, second by Scott White, to withdraw our offer and table the project for a later date; motion passed.

Leatherstocking Timber: A motion by Mike O'Brien, second by Bruce Dolph, to authorize release of collateral on building in Colchester; motion passed.

Vintage Valley Farm: A motion by Bruce Dolph, second by Mike O'Brien, to authorize them to sell home in Pulaski and apply \$10,000 of proceeds of sale to loan balance; motion passed.

CFA Grants submitted: Glenn updated the board on grants that were submitted under the CFA process. We put in a \$200,000 applications for Greenslate to acquire the building right next to them to rehab it in to office space and create 25 new jobs. We put in an applications for Acco for \$850,000 to upgrade printing equipment. We have partnered with Tioga County on an application for a new program NY State Grown & Certified for funding. Delaware County is the lead applicant to help farmers become qualified under this program. We submitted an application for the Town of Colchester under local waterfront revitalization program for a 2nd year. We found out on Monday that the Town of Colchester is not eligible to apply for this program. Glenn had a conference call yesterday. They felt it was a great project but they

don't have a local waterfront revitalization plan. Glenn believes we will probably have to apply for it again next year. We have a main street revitalization plan for the Town of Kortright. It is focusing on four properties.

Pipeline: The determination was that the break in the pipe was at a point that it was going underneath a stream. The pipe was improperly seeded and put pressure on the pipe and it broke. It was an issue with how it was initially laid not anything wrong with the system or the pipe. They are saying that capacity of that pipeline has to be kept somewhere between 500,000 gallons a day to at most 600,000 gallons a day. The engineer laid out a number of different options for of short term and long term solutions. At this point there are no items for moving forward or recommendations.

Other Old/New Business: Scott white commented that we should support businesses that we lend to with co-marketing on our Facebook page or put an ad in the paper each month to promote ourselves and the businesses. Glenn commented he will talk to Blue Spark.

Jim Thomson is having a meeting on Sunday with a new investor for the Broadlands property. Jim believes he is serious. This is his 3rd time back to look at the property. Jim has brought in Steve Malone. He does the EB5 funding and is capable of putting together a large financing package if necessary.

Glenn and Jim have are taking a trip to Deposit for two appointments. One with John Kamp and one with Courier Printing.

Meeting was adjourned in form: