

DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Date: April 22, 2016

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
George Bergleitner, Secretary
Bruce Dolph
Tabitha Byam
Andrew Matviak
Mike O'Brien
Flerida Santana
Scott White, Vice-Chairman

Absent:

The April 22, 2016 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, Bruce Dolph second by George Bergleitner, to approve the draft minutes of the February 26, 2016 meeting; motion passed.

Glenn Nealis reviewed the treasurer report. There are not enough funds to make new loans without help from another organization until we can get more money. We submitted our loan request to USDA for \$1Million of new funding. Glenn has been talking with a rep for the region and is fairly confident that if we can get some bonus points from USDA that we will have a very favorable application. It will be reviewed in May and he believes we have a significant chance of having it approved in the May or June timeframe. A motion by, George Bergleitner second by Bruce Dolph, to approve the treasurers report; motion passed.

Bill Willis updated the loan report. Board discussed A-1. Hancock Golf Course is sending a few more payments to get caught up. West Branch Collision is five months behind. Board discussed. Second Nature Construction. Glenn Nealis updated the board on Lucky Dog and Enviro Energy. 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

Superior Heating	-700.00
NYSEG	-357.29
Townsquare Media	-623.00
EFTPS	-768.27

New York State Employment Taxes	-166.65
Integrated Wood Components	-150,000.00
Delaware River Basin Stone LLC	-250,000.00
Cedarwood Engineering Services PLLC	-6,791.39
NYSEG	-62.36
Catskill Development Foundation	-35.00
Cross Roads Cafe	-21.49
Delaware County Treasurer	-1,465.01
Bainbridge-Guilford CSD	-5,284.60
Town of Sidney	-896.43
Village of Sidney	-3,817.29
Catskill Development Foundation	-35.00
Village of Sidney	-94.51
Village of Sidney	-94.51
Village of Sidney	-36.85
Amphenol	-229,565.15
NYS Dept of State	-20.00
Harry W. Hawley, Inc	-1,228.00
Thomas Gallagher	-800.00
Delaware County Clerk	-75.00
Michael Ross & Heather Ross	-97,897.00
Glenn W Nealis	-694.90
Glenn W Nealis	-694.90
Delaware County Chamber of Commerce	-1,000.00
Verizon Wireless	-52.89
CNA Surety	-500.00
DCEC	-1,500.44
Village of Sidney	-17.50
Patti Wilcox	-9,044.00
Cedarwood Engineering Services PLLC	-1,639.12
Delaware County DPW	-106,785.61

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

2015 Audit Review – ABO Procurement Report Included as FYI. Glenn updated the board. We were audited as a sampling throughout the state. They were focused on legal and audit services. They have what we paid for our audit versus what other counties pay. Our cost looks higher than other counties but includes both IDA and LDC audits.

On our audit both entities have grown. A lot of the things that were recurring have been addressed and are no longer in the report. We have to work on our payables and receivables. We have asked them for some education how to handle those so we can implement it. We also need to work on our website to get to full compliance. We have a proposal for the technical side of our website. A motion by Mike O'Brien, second by Bruce Dolph, to approve a RFP for services for updating our website; motion passed.

DRNC PILOT Approval- Personal Healthcare purchased the facility in the name of DRNC Inc. (Delhi Rehabilitation and Nursing Center) They are making a \$31 Million investment including acquisition. The project will create 194 jobs. They would save \$1.1 Million over the term of the agreement but will represent \$3.1 Million of new property taxes that will come through PILOT payments that would not have happened without this project. At the public hearing the Town Supervisor was the only who attended and was in support of it. The school district is also in support of this project. Nursing home services are considered retail activity and the IDA is prohibited from assisting businesses that are more than 33% retail oriented unless certain criteria is met. We are legally able to do this but there are a couple extra steps because of the retail component. The IDA has to make a finding that this project provides needed services that are otherwise not available. Once we do that and approve it the county is going to be asked to do a similar resolution authorizing us to enter into this transaction with this retail business. A motion by Bruce Dolph, second by George Bergleitner, to approve the approving resolution, resolution confirming seqr determination, and resolution making retail findings; motion passed..

Alpine Roofing – Property Purchase - \$100,000. A motion by Mike O'Brien, second by George Bergleitner, to approve a mortgage for \$100,000; motion passed.

Project Updates:

K – Tooling: We have a proposal with them to do a lease to own in conjunction with some financing from an equipment manufacturer and we are trying to get some grant funding for them. We submitted a pre application on Wednesday and it was approved on Thursday. We are going to move to a full application.

URI: We are combining all of our projects into a lump sum transformation project for the county. There is a meeting on May 11th. We are hoping to have some guidance then.

The IDA Pump Station: We have talked about the need to upgrade the pump station. There have been some ongoing issues that have brought this back up. Jim and Glenn are going to meet with the industries to get this done. The Village is trying to put some pressure on to help us.

Other Old/New Business: We received prices to fix up the office area at 8 Winkler Road. Walden flooring was the lowest. Bill would like to replace the brown carpet and put down some linoleum. A motion by Bruce Dolph, second by George Bergleitner, to approve; motion passed.

Jim Thomson discussed doing an industry roundtable at the last meeting. He has been working with Ray Pucci. The meeting is scheduled for May 3rd at SUNY Delhi. Jim asked the board members to attend this meeting.

Meeting was adjourned in form.

DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

Date: April 22, 2016

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
George Bergleitner, Secretary
Bruce Dolph
Tabitha Byam
Andrew Matviak
Mike O'Brien
Flerida Santana
Scott White, Vice-Chairman

Absent:

The April 22, 2016, 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 26, 2016 meeting; motion passed.

The following invoices were presented for approval:

Operating Account

Decker Advertising	-120.00
Schenectady Pipe Band, LTD	-1,950.00
Scotia Glenville Pipe Band	-1,500.00
The Maloney Memoria Pipe Band	-1,200.00
The Leatherstocking Pipe Band	-500.00
Decker Advertising	-695.00
Decker Advertising	-1,009.25

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

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

Bill Willis reviewed the loan report.

Alpine Roofing - \$120,000 Loan Application – LDC Loan Fund. We would have a co-equal first with the Village of Sidney on equipment and a second on real estate. They are currently in

Unadilla. When they move to the new place in Sidney they will create 2 new jobs. A motion by Bruce Dolph, second by George Bergleitner to approve contingent on the commitment with the Village of Sidney; motion passed.

Natural Gardens: \$160,000 loan. We would have a second on real property. He is talking to a private investor. A motion by Bruce Dolph, second by George Bergleitner to approve; 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.