

DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Date: September 23, 2016

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
George Bergleitner, Secretary
Bruce Dolph
Mike O'Brien
Tabitha Byam

Absent: Florida Santana
Andrew Matviak

The September 23, 2016 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, George Bergleitner second by Mike O'Brien, to approve the draft minutes of the August 26, 2016 meeting; motion passed.

Glenn Nealis reviewed the treasurer report. We received approval to combined GOSC Micro 07 and the GOSC Fund. Scott White asked about our rental at 126 River Street. Glenn commented they pay their rent once a year when they receive their tax return. Board discussed sending a letter about their past due balance. Board discussed different options for the property. A motion by, George Bergleitner, second by Bruce Dolph, to approve the treasurers report; motion passed.

Bill Willis updated the loan report. A-1 Home Improvement will be removed from the report next month. He sold the truck for \$3,700. The board agreed a few months ago to sell the truck and write off the loan. Alpine Roofing is doing well. They have started advertising. The board discussed going to look at their building. Work in Progress s told Bill they will pay their loan off by the end of the year. Glenn updated the board on the STREDC loan for Roxbury Mountain Maple.

Enviro Energy: Glenn spoke with a company called Rev Recycling in Fulton County. They put in a \$60,000 offer in to buy all of the equipment. Another company out of Pennsylvania has made the same offer and has put down a \$500 deposit. The guy from Fulton County hasn't called back but the Pennsylvania company is supposed to finalize the deal with Bob and May on Saturday. We should have a settlement within the next week.

The following invoices were presented for approval:

IDA Operating Account

Del. Co. Elect. Coop.	-1,168.59
Catskill Development Foundation	-35.00
Unlimited Conferencing	-21.73
Lonnie Ridgeway Associates, Inc.	-1,500.00
Verizon Wireless	-52.90
Cedarwood Engineering Services PLLC	-5,218.16
Del. Co. Elect. Coop.	-1,161.15
New York State Department of State	-40.00
Thomas Gallagher	-800.00
Delaware County Clerk	-80.00
Delaware County IDA	-10.96
Harry Hawley, Inc	-1,578.00
James W. Milk and Theresa A. Milk	-97,491.04

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

Project Updates

Don Nevin reached out to Sam Rowe to let him know he is interested in selling the Beckon Dickenson Facility. Sam has sent him some dates trying to set up a meeting.

Glenn spoke with Gary Brightman about buying the back property which would give us a nice 4 – 5 acre site. Gary has put fill down to raise it up.

Glenn spoke with Don Trooin from 212 Brewery. We are near the end of figuring out the title issues so we can move forward with the sale.

Green Lumber is all done and we are submitting paperwork to follow up on that grant.

Glenn went to a Regional Council meeting last week. There are a couple types of CFA's. The one that comes under Empire State Development was discussed at that meeting. We had two projects. One project was for Otsego Ready Mix and one for the Kemerlin in Davenport. Both those projects are on the priority list for getting funding.

Glenn has been working with Mountainside Farms. He is working on a submittal to Empire State Development for \$400,000.

The Success in Sidney piece has had some more revisions and should be out today or Monday for Jim, Bill and Glenn to review. Last time we discussed doing a video. Glenn asked to see the \$500 version which includes one interview and one testimony from Patty Wilcox.

Glenn passed out a press release for the boards review on the Millennium Fund.

Glenn has been working with Margaretville Telephone, Delhi Telephone, Hancock Telephone and the Delaware County Electric Co-op on a broadband project. There is a lot of broadband money in the state that requires matching money. Delhi and Margaretville Telephone have lent out and have a lot on their books but there is one more large project they would like to pursue. They asked Glenn to help them find a \$3 to \$5 Million loan fund that we could get

money for and lend to them with a 2% interest rate. Glenn discussed different options for funding.

Jim Thomson updated the board on Bollinger Motors from Hobart. They are interested in doing a project under the Startup NY at SUNY Delhi. They are in the process of designing a prototype for an SUV. It's going to be all aluminum and will sell for around \$50,000. It will be a total electric SUV. The body style looks like an old international scout. They have purchased a building in Hobart and have renovated it. Their goal is to have this ready for the New York auto show in April. They may look to us for bonding. They are committed to the Catskills and Delaware County. They have talked to Northeast Fabricator in Walton about fabricating the components for the vehicle.

Walton Bio digester: There was a meeting in Senator Schumer's office. Kraft gave them some new numbers in terms of their production so the project is a little larger than they originally thought. They said they had commitments from Saputo and Friesland Campina and they were ready to go. They are now willing to consider other sources of funding to bring the project cost down. They promised the community they are not moving forward with it unless Kraft signs on for a long term agreement.

Other Old/New Business: Jim Thomson passed out an article from the Empire Center. He also passed out information on FUDR and expressed his concerns. Board discussed. Jim Thomson would like to have our next meeting with the chamber to discuss tourism in the county. Jim also spoke to the board about the industry roundtable. We are having trouble again with getting attendance. Board agreed to cancel the meeting in Delhi and just do the one in Sidney.

Meeting was adjourned in form.

DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

Date: September 23, 2016

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Present: James Thomson, Chairman
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Glenn Nealis, Executive Director
William Willis, Economic Development Specialist
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A motion by, Bruce Dolph second by George Bergleitner, to approve the draft minutes of the August 26, 2016 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.

Bill Willis reviewed the loan report. Bob Vitti paid Feather & Stones loan through the end of the year. Hobart Market would like to start smoking meat again. Jim Thomson updated the board on Second Nature Construction. Jim informed the board that it is moving towards closing. The estate has been filed in probate so they can now sell the property. Two Old Tarts has decided to close up or sell. A motion by, George Bergleitner second by Bruce Dolph, to approve the loan report; motion passed.

Lucky Dog Farm Hamden Inn: Glenn updated the board. We are currently owed about \$39,000. The current payment is \$1190.82. Holley has requested some relief on that. Glenn talked to Holley about reducing her payment down to \$800 a month by modifying the LDC mortgage on the Lucky Dog Farm Store to carry all of the debt on that mortgage. It reduces her payments and gives us better collateral. She would also have to move to doing automatic payments. A motion by, Scott White second by Mike O'Brien, to approve reducing payment; 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.