

DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Date: June 22, 2018

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
Andrew Matviak
Florida Santana
Tabitha Byam
Sean Leddy

Absent:

The June 22, 2018 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 May 18, 2018 meeting; motion passed.

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

William Willis updated the loan report. A motion by, Bruce Dolph second by George Bergleitner, to approve accepting \$32,000 to pay off Hancock Golf Course; motion passed. Liz's Hitching Post is not doing well. The last few payments they've made have bounced. The Bill spoke with Patricia Reed from Shady Lady because she is 12 months behind. She is going to start making payments. She also has her building up for sale. Vantag closed up The Penguin in Walton and has all of the equipment in Franklin and is doing much better. West Branch Collision was approved by the CWC board so he is able to buy the building. A motion by, Bruce Dolph second by George Bergleitner, to approve the loan report; motion passed.

Andy Matviak asked about Roxbury Mountain Maple. Glenn commented that we had an appraisal done so that FSA would allow STREDC to come in and take a second on the property. The Appraisal came in last week and FSA has signed off on that. However FSA decided that they would like to get off of real estate entirely and put liens on all of their machinery and equipment except for what we have liens for. We are exchanging some vehicle liens for two new vehicle liens to make sure our side is fully collateralized and to free up enough for FSA for their loan without being on real estate. We should be closing on the \$292,000 in July.

The following invoices were presented for approval:

IDA Operating Account

Delaware County Clerk	-75.00
Delaware County IDA	-393.21
Thomas Gallagher	-800.00
Harry Hawley, Inc	-1,198.00
Sara Evans	-117,133.79
Harry Hawley, Inc	-50.00
Cedarwood Engineering Services PLLC	-2,007.94
Olin Group	-900.00
LeChase Construction Services, LLC	-1,220.00
Commissioner of Motor Vehicles	-5.00
Mostert, Manzanero & Scott, LLP	-4,900.00
Unlimited Conferencing	-92.16
Catskill Regional Harvest	-10,000.00
Shire Pub	-18,000.00
Delaware County	-16,732.04
Harry Hawley, Inc	-1,405.00
Harry Hawley, Inc	-2,630.00
Thomas Gallagher	-1,200.00
Delaware County Clerk	-310.00
Community Bank NA	-12,000.00
Tylan Klinker	-3,000.00
Del. Co. Elect. Coop.	-1,507.10
Cedarwood Engineering Services PLLC	-3,764.00
Verizon Wireless	-53.01

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

IDA Pump Station: Glenn sent out a summary of items that we've gone out to bid on and what the low bid was for the pumps, generator, and a sole source provider contract for Turnkey for the safely alarms and controls. We are fronting all the money. The industries have 30 days after the project is completed to pay us. A motion by, Scott White second by Bruce Dolph, to approve the resolution to authorize Glenn to move forward with the project as long as the items remained within the scope of the budget; motion passed. A motion by, Scott White second by George Bergleitner, to approve spending up to \$380,000; motion passed.

8 Winkler Road: Bill updated the board. Catskill Mountain Surveyors has a location in Oneonta but their lease is ending. Bill showed them the 8 Winkler Road space in Sidney for \$1,000 a month. They are interested in renting the space and would like to start moving stuff in in July. Currently the utilities there are comingled and there are other repairs that need to be made. A motion by, Bruce Dolph second by George Bergleitner, to approve \$10,000 to separate the utilities and make improvements; motion passed.

Huff Ice Cream: We proposed giving them \$35,000 loan for the feasibility study of which \$17,500 would be forgiven if they chose to locate in Delaware County and we have not heard back.

Sidney Kmart: We received an offer representing Aldi's supermarket for a 10 year lease for \$75,000 a year. Board discussed.

GCL Tie & Treating: They were supposed to be transferred back from EPA to DEC. One of their latest studies shows that there is still vapor contamination coming off of that site so it wasn't released to DEC last year but may be this year. Amanda Spellicy with Schumer's Office is willing to help us get involved with it to help push EPA along. There is a recent graduate from Binghamton University, Josh Shepard with his Bachelor's degree in Environmental Economics and he would like to take this project on. He could stay on top of contacting EPA. We've had a couple meeting with HRP Associates and we've made new contacts at EPA. Glenn asked the board if he could bring Josh on as an intern for \$12 an hour for the summer to help stay on top of this and move this along. It would be roughly an hour or two a day and probably not every day. A motion by, Andrew Matviak second by George Bergleitner, to approve hiring summer intern; motion passed.

The Kemerlin: He is working with Eric Schuman to buy the moving and storage building and the property on that side of 23. Heath Weeks is proposing the indoor and outdoor soccer and softball venue. He has about 90% of his financing together for that project. Glenn asked if Heath Weeks is able to negotiate a price that the IDA would agree with would the IDA be interested in purchasing that property and give Heath 12 months to undertake his project or we keep the property and we try to develop that property. Board discussed.

CFA Grants: Glenn just started doing some outreach to businesses. The projects that we will likely be undertaking will be the town, village and college would like to team up for a housing study for the Delhi area looking at moderate and professional level housing to meet the needs of the college, the hospital, and the industries. Tibero Custom Meats is interested in purchasing two acres in the Walton Industrial Park. He's ready to move forward with a \$1.4 Million project split between here and New York City. We are still involved with Colchester. Johnston and Rhodes in East Branch may have a project for CFA funding for storm water infrastructure and drains to catch the rain water so it doesn't go into their pond.

Other Old/New Business: No Old or New business. Jim Thomson received a request from Bovina Valley Farms for \$35,000 on an emergency loan for cash flow issues. Glenn came up with an alternative. They were approved for a grant through the state. Jim asked the board to forward the money to Bovina Valley until the grant proceeds come through. A motion by, George Bergleitner second by Bruce Dolph, to approve; motion passed.

A motion by, George Bergleitner second by Florida Santana, to adjourn and go into executive session; motion passed.

Meeting was adjourned in form.

DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

Date: June 22, 2018

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
Andrew Matviak
Flerida Santana
Tabitha Byam
Sean Leddy

Absent:

The June 22, 2018 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, Flerida Santana second by Bruce Dolph, to approve the draft minutes of the May 18, 2018 meeting; motion passed.

Glenn Nealis reviewed the treasurer report. We received our first check last Friday for our Ag Relending Fund. As soon as we have commitments for a portion of that we can draw down the next amount. A motion by, Scott White second by Flerida Santana, to approve the treasurers report; motion passed.

William Willis updated the loan report. Tom Miner is trying to sell his business to Cooperstown Medical Transport. Two Old Tarts brought in a payment and want to make double payments until they close in December. Scott White asked about Lucky Dog. Glenn commented that she has been making payments since we've restructured her loan. A motion by, Bruce Dolph second by George Bergleitner, to approve the loan report; motion passed.

The following invoices were presented for approval:

LDC Operating

Mostert, Manzanero & Scott, LLP	-4,900.00
Sal Cottone	-284.88

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

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

Meeting was adjourned in form.