

DELAWARE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Date: September 27, 2019

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
Andrew Matviak
Tabitha Byam
Mike O'Brien

Absent: George Bergleitner, Secretary
Flerida Santana

The September 27, 2019 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, Scott White second by Andrew Matviak, to approve the draft minutes of the August 23, 2019 meeting; motion passed.

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

Glenn Nealis updated the loan report. A motion by, George Bergleitner second by Scott White, to approve the treasurer's report; motion passed.

The following invoices were presented for approval:

IDA Operating Account

Verizon Wireless	-53.69
DCEC	-314.87
Delaware Engineering, PC	-2,504.36
NYSEG	-1,090.69
NYSEG	-1,026.36
Cedarwood Engineering Services PLLC	-720.00
Cedarwood Engineering Services PLLC	-3,114.64
Shire Pub	-62.91
J Squared Construction Corp.	-4,900.00
Bloomville Disposal	-105.92
Taggart Electric	-2,399.50
Unlimited Conferencing	-23.30
Unlimited Conferencing	-31.88
Gary's Countryside Septic Service, LLC	-325.00
Allen Plumbing, Heating, & Septic Service	-325.00
Catskill Development Foundation	-35.00

Cedarwood Engineering Services PLLC	-2,487.28
Verizon Wireless	-53.69
Glenn W Nealis	-789.27
DCEC	-301.83
NYSEG	-1,127.37
NYSEG	-776.77
C. E. Kiff, Inc.	-213.26
Logan Nealis	-25.00
Bagels and Cream	-97.66

A motion by Scott White, second by Andrew Matviak, to approve the invoices; motion passed.

Presentation: Bovina Farm & Fermentary

IDA Pump Station Project: We have not come to an agreement with Koester on the cost of the pumps. The pumps have been working without issue for the last two and half months. We are focusing more on the pipeline. There are still issues with cleaning to get the gallons per minute we are striving for. We are trying to put in place a chemical cleaning protocol.

Ag Economic Development Specialist: A motion by Bruce Dolph, second by Mike O'Brien, to enter into a contract for professional services for an Ag Economic Development Specialist at Glenn's discretion; motion passed.

Masserson Properties – Extension of Sales Tax Exemption – Stratford Falls Project: A motion by Scott White, second by Bruce Dolph, to approve; motion passed.

Ann Jones - \$9,000 loan application: A motion by Mike O'Brien, second by Scott White, to approve; motion passed.

CFA List: Saputo was the number two priority for the Southern Tier. The Manhattan School in Roxbury was number twelve and Delaware River Basin Stone was number nineteen.

Project Updates:

Winker Road: The parking lot was sealed.

212 Brewery: Don Trooin is working on revamping his numbers for NYBDC.

Amphenol PILOT: The valuation for the solar side has been settled. We are sticking to the structure that was outlined in our PILOT. The school districts may come forward with a proposal. Currently Sidney gets about 90% of the funding. They are going to come forward with a proposal so Sidney's portion will gradually go down and Bainbridge's portion will gradually go up.

Site Development: Evan is going to be taking over some things. Glenn and Evan made a trip to Sidney and discussed what they would like to do with the new Industrial Park on River Street and the Kmart in Sidney.

Website: Evan updated the board on the new website. It should be up next week and is ABO compliant.

Milk Vending Machines: Evan spoke to the board about the cost of vending machines.

Other Old/New Business: Glenn updated the board on the proposed lease between the IDA and Shephards auto. A motion by Scott White, second by Andrew Matviak, to approve the lease; motion passed.

Meeting was adjourned in form.

DELAWARE COUNTY LOCAL DEVELOPMENT CORPORATION

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- Place:** Delaware County eCenter
5 ½ Main Street, Delhi NY
- Present:** James Thomson, Chairman
Scott White, Vice-Chairman
Glenn Nealis, Executive Director
Bruce Dolph
Andrew Matviak
Tabitha Byam
Mike O'Brien
- Absent:** George Bergleitner, Secretary
Flerida Santana

The September 27, 2109 meeting of the Delaware County Industrial Development Agency was called to order by Chairman Jim Thomson.

A motion by, Scott White second by Andrew Matviak, to approve the draft minutes of the August 23, 2019 meeting; motion passed.

Glenn Nealis reviewed the treasurer report. Glenn sent out the term sheet for the Ag Relending program. We were approved to borrow \$1 Million. We should be ready to close in a month. A motion by, Scott White second by Andrew Matviak, to approve the treasurers report; motion passed.

Glenn Nealis updated the loan report. A motion by, George Bergleitner second by Scott White, to approve the treasurers report; motion passed.

The following invoices were presented for approval:

LDC Operating

Delaware County Clerk	-50.50
MSA Group	-657.00

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

Updates:

Hidden Inn: Glenn signed a purchase agreement. They proposed a deed in lieu of foreclosure. Our attorney is working with them to make sure we get a marketable title. We have a contract and should hear back today if we are moving forward.

SBA vs EDA – A Source of New Loan Funds: Evan spoke to the board about the pros and cons of SBA vs EDA loan funds.

Bovina Farm & Fermentory - \$88,669 loan request: Board discussed. A motion by Bruce Dolph, second by Andrew Matviak, to approve with additional collateral; motion passed.

John Shephard - \$100,000 loan request: A motion by Scott White, second by Andrew Matviak, to approve; motion passed.

Tom & Julie Markert - \$150,000 loan request: A motion by Bruce Dolph, second by Scott White, to approve; motion passed.

Catskill Regional Harvest: Glenn reviewed the Profit & Loss with the board. Nicole is working on a Ag entrepreneur program with SUNY Broome and Delhi. Evan gave the board an overview of the program.

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

Meeting was adjourned in form.