



BLDC

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

MONTHLY FINANCIAL REPORT
SEPTEMBER 2023
FISCAL YEAR 9/1/23—8/31/24
CDBG YEAR 49

JARED M. KRAHAM, MAYOR

BINGHAMTON LOCAL DEVELOPMENT CORPORATION
FISCAL ACTIVITY

September 1, 2023 through August 31, 2024

Borrower	Amount	Date Approved	Expended Amount	
Marketing Budget	\$ 25,000.00	June 22, 2023	\$0.00	UDAG

BINGHAMTON LOCAL DEVELOPMENT CORPORATION
Restricted Account Annual Income and Expenses- CDBG YEAR 48
September 1, 2022 to August 31, 2023

<u>Beginning Balance CDBG Fiscal Year 47 (2021-2022)</u>	\$87,030.00
Total	\$ 87,030.00

Projected Income

2018-2019 BLDC Restricted Account Projected Loan Income (Principal & Interest)	\$ 65,187.70
2018-2019 BLDC Restricted Account Actual Loan Income (Principal & Interest)	\$ 87,030.00
2019-2020 BLDC Restricted Account Projected Loan Income (Principal & Interest)	\$ 86,727.72
2019-2020 BLDC Restricted Account Actual Loan Income (Principal & Interest)	\$ 14,982.98
2020-2021 BLDC Restricted Account Projected Loan Income (Principal & Interest)	\$ 14,982.96
2020-2021 BLDC Restricted Account Actual Loan Income (Principal & Interest)	\$ 14,982.96
2021-2022 BLDC Restricted Account Projected Loan Income (Principal & Interest)	\$ 14,982.96
2021-2022 BLDC Restricted Account Actual Loan Income (Principal & Interest)	\$ 217,400.48
2022-2023 BLDC Restricted Account Projected Loan Income (Principal & Interest)	
2022-2023 BLDC Restricted Account Actual Loan Income (Principal & Interest)	\$ 238,577.04
2023-2024 BLDC Restricted Account Projected Loan Income (Principal & Interest)	\$ 272,884.98
2023-2024 BLDC Restricted Account Actual Loan Income (Principal & Interest)	\$ 13,432.27

BINGHAMTON LOCAL DEVELOPMENT CORPORATION - REAL PROPERTY ASSET

10 W. State Street & 12 W. State \$136,955.00
445 State St

Charles St. and Satellite Propertie \$435,000.00 Total Purchase Price (\$30,000/acre)
\$50,000 of the total purchase price was paid 5/29/19

Charles St Lot #3 \$186,342.00 Total Purchase Price (\$30,000/acre)
\$20,000 of the total purchase price was paid 6/24/2020

Closing Costs	\$2,684.25
Total Real Property for BLDC	<u><u>\$760,981.25</u></u>

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Restricted Account

Sep-23

	<u>Sep-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$ 553,331.07	
Fiscal Year Beginning Balance		\$ 553,331.07
Income		
Loan Interest	\$ 1,125.59	\$ 1,125.59
Bank Interest	\$ 363.78	\$ 363.78
Penalties/Late Fees		\$ -
Loan Principal	\$ 1,600.70	\$ 1,600.70
	<hr/>	<hr/>
Total Income	\$ 3,090.07	\$ 3,090.07
Expense		
NYS Tax Filing Fee	\$ -	\$ -
Internal Revenue Service	\$ -	\$ -
Annual Interest Payment to HUD	\$ -	\$ -
Loan	\$ -	\$ -
CDBG	\$ -	\$ -
Misc	\$ -	\$ -
	<hr/>	<hr/>
Total Expense	\$ -	\$ -
Net Gain (Loss)	<hr/>	<hr/>
	\$ 3,090.07	\$ 3,090.07
End of Month Balance	<hr/>	<hr/>
	\$ 556,421.14	\$ 556,421.14
Encumbered For All Loans	\$ -	
Interest committed to HUD 2023-2024 Fiscal Yr.	\$ 5,360.74	
Available Cash	<hr/>	
	\$ 551,060.40	

Checks:

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Accounts Receivable Report

Sep-23

RESTRICTED ACCOUNT

Borrower	Original Loan Amount	Closing Date	Payment Amount	Amount Paid	Balance
REVOLVING LOANS					
Hanrahan Enterprise	\$ 250,000.00	01/31/23	\$ 2,729.29	\$ 2,729.29	\$ 238,950.85
IN DEFAULT:					
VMR Electronics, LLC	\$ 108,000.00	05/04/09	\$ 1,475.90	\$ -	\$ 65,366.19
VMR Realty Management, LLC	\$ 292,000.00	05/04/09	\$ 1,769.07	\$ -	\$ 261,544.52
TOTAL	\$ 650,000.00		\$ 5,974.26	\$ 2,729.29	\$ 565,861.56

Total Active Loans 0

Total Loans 3

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

UDAG Account

Sep-23

	<u>Sep-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$674,656.38	
Fiscal Year Beginning Balance		\$674,656.38

INCOME

Principal Paid on Loans	\$ 7,078.89	\$ 7,078.89
Loan Interest	\$ 3,627.09	\$ 3,627.09
Bank Interest	\$ 445.21	\$ 445.21
Late Penalties	\$ -	\$ -
Other Income	\$ -	\$ -
Administrative Reimbursement	\$ -	\$ -
Main Street Grant Reimbursement	\$ -	\$ -
Parade Grant	\$ -	\$ -
Total Income	<u>\$11,151.19</u>	<u>\$11,151.19</u>

EXPENSES

Loans	\$ -	\$ -
BLDC-City of Binghamton Contract	\$ -	\$ -
Professional Services	\$ 1,250.00	\$ 1,250.00
Insurance Expense	\$ -	\$ -
Accounting Expense	\$ -	\$ -
Marketing Expense	\$ -	\$ -
Property Maintenance Expense	\$ -	\$ -
Community Event	\$ -	\$ -
Payroll Accruals	\$0.00	\$0.00
Total Expenses	<u>\$1,250.00</u>	<u>\$1,250.00</u>

Net Gain (Loss)	<u>\$9,901.19</u>	<u>\$9,901.19</u>
End of Month Balance	<u>\$684,557.57</u>	<u>\$684,557.57</u>

Encumbered For All Loans	\$0.00
Encumbered For Marketing 2022-2023	\$15,000.00
Encumbered for Bus. Restart - Disaster Loans	\$100,000.00
Available Cash	\$569,557.57

Checks: SEPT 23

#1019 Manna Media \$1250.00

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Accounts Receivable Report

Sep-23

UDAG ACCOUNT

Borrower	Loan Amount	Closing Date	Payment Amount	Amount Paid	Balance
Repayment Loans					
142 Court Street, LLC #2	\$ 41,467.98	06/01/17	\$ -	\$ -	\$ 2,264.70
Ellis Brothers	\$ 400,000.00	10/10/18	\$ 2,908.89	\$ 2,908.89	\$ 194,745.94
Emma St., LLC	\$ 140,000.00	04/01/19	\$ 1,031.22	\$ 1,031.22	\$ 105,052.55
Tom Haines	\$ 229,790.00	04/20/18	\$ 1,559.51	\$ 1,559.51	\$ 180,267.92
Renkan Holdings	\$ 200,000.00	09/05/22	\$ 1,931.21	\$ 1,931.21	\$ 184,043.72
Broome County Council of Church	\$ 150,000.00	06/15/20	\$ -	\$ -	\$ 150,000.00
KLAW Industries	\$ 150,000.00	03/10/23	\$ 1,637.57	\$ 3,275.14	\$ 145,286.87
TOTAL	\$ 1,311,257.98		\$ 9,068.40	\$ 10,705.97	\$ 961,661.70
Total number of loans		7			
Mini Micro Loans					
Zachary Salisbury - QOLA	\$ 5,000.00	05/23/18	\$ 150.42	\$ -	\$ 1,789.25
Ariel Hendricks CPT LLC	\$ 5,000.00	06/29/20	\$ 147.06	\$ -	\$ 4,071.25
TOTAL	\$ 10,000.00		\$ 297.48	\$ -	\$ 5,860.50
Total Number of Loans		2			
Façade Loans					
The Garland, LLC	\$ 44,438.00	08/31/20		\$ -	\$ 44,438.00
TOTAL	\$ 44,438.00		\$ -	\$ -	\$ 44,438.00
Total number of loans		1			
Total Open Loans	\$ 1,365,695.98		\$ 9,365.88	\$ 10,705.97	\$1,011,960.20
		10			\$0.00

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Unrestricted Account

Sep-23

	<u>Sep-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$32,246.94	
Fiscal Year Beginning Balance		\$32,246.94
INCOME		
Application/ Commitment Fee	\$0.00	\$0.00
Filing Fees	\$0.00	\$0.00
Admin Fees (SUNY Broome Contract)	\$0.00	\$0.00
Misc Income	\$0.00	\$0.00
Interest Income	\$21.58	\$21.58
	<hr/>	<hr/>
Total Income	\$21.58	\$21.58
EXPENSES		
Marketing Expense	\$0.00	\$0.00
Chamber Events/ GWSA Membership	\$0.00	\$0.00
Loan App Research Expense	\$0.00	\$0.00
Misc. Expenses	\$0.00	\$0.00
Insurance	\$0.00	\$0.00
BLDC Training	\$0.00	\$0.00
	<hr/>	<hr/>
Total Expense	\$0.00	\$0.00
	<hr/>	<hr/>
End of Month Balance	<u>\$32,268.52</u>	<u>\$32,268.52</u>

Checks: SEPT 23 2023

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Broome Enterprise Triad - New York State Account

Sep-23

	<u>Sep-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$0.00	
Fiscal Year Beginning Balance		\$0.00
Income:		
State Checks	\$0.00	\$0.00
	<hr/>	<hr/>
Total Income	\$0.00	\$0.00
	<hr/>	<hr/>
Expense:		
SUNY Broome	\$0.00	\$0.00
NYS EAP Funding 1% Fee	\$0.00	\$0.00
	<hr/>	<hr/>
Total Expense	\$0.00	\$0.00
	<hr/>	<hr/>
End of Month Balance	\$0.00	\$0.00
	<hr/> <hr/>	<hr/> <hr/>

Checks:

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Mayor's Veterans Initiatives

Sep-23

	<u>Sep-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$ 17,048.01	
Fiscal Year Beginning Balance		\$ 17,048.01
Income:		
Mudcat Grant	\$ -	\$ -
NY Veterans of Foreign Wars	\$ -	\$ -
Interest	\$ -	\$ -
Total Income	<u>\$ -</u>	<u>\$ -</u>
Expense:		
Opportunities for Broome	\$ -	\$ -
Total Expense	<u>\$ -</u>	<u>\$ -</u>
End of Month Balance	<u>\$ 17,048.01</u>	<u>\$ 17,048.01</u>

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

GRANT ACCOUNT

Sep-23

	<u>Sep-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$5,938.76	
Fiscal Year Beginning Balance		\$5,938.76
Income:		
State Funding Main Street Grant	\$0.00	\$0.00
	<hr/>	<hr/>
Total Income	\$0.00	\$0.00
Expense:		
Main Street Gant Recording w/ Broome County	\$0.00	\$0.00
Main Street payments to property owners	\$0.00	\$0.00
	<hr/>	<hr/>
Total Expense	\$0.00	\$0.00
End of Month Total Grant Account	\$5,938.76	\$5,938.76
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Expense Detail: (Paid from 9/1/22 to 8/31/23)

None

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Delinquent Loan Status - 30 or More Days Overdue

Sep-23

Borrower	Amount Delinquent	Balance	Account
<u>VMR Electronics, LLC</u> Default	\$65,366.19	\$65,366.19	Restricted
<u>VMR Realty Management, LLC</u> Default	\$261,544.52	\$261,544.52	Restricted
<u>Quality of Life</u> Default	\$1,789.25	\$1,789.25	UDAG
<u>The Garland, LLC</u> Default	\$44,438.00	\$44,438.00	UDAG
<u>Ariel Hendricks CPT LLC</u>	\$4,071.25	\$4,071.25	UDAG
<u>142 Court Street, LLC #2</u>	\$ 2,264.70	\$ 2,264.70	UDAG
Totals	\$379,473.91	\$379,473.91	

NOTE: UDAG Receivables: \$1,011,960.20
 Rest Receivables: \$565,861.56
 The total of outstanding balances in the BLDC portfolio: \$1,577,821.76
 The total of the delinquent outstanding balances are \$379,473.91 **
The current delinquency percentage of the portfolio is: 24.05%

The BLDC Portfolio outstanding balance total is made up of Restricted and UDAG Loans.

Note: These figures do not include late fees or other fees owed

**Effective 01/31/2023 the delinquency percentage of all loans not designated as non-performing is 3.33%

Binghamton Local Development Corporation

October 26, 2023

RESOLUTION 24-2: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION APPROVING A UDAG SPECIALPROJECTS LOAN TO L2 PROPERTIES, LLC IN AN AMOUNT NOT TO EXCEED ONE HUNDRED THOUSAND DOLLARS (\$100,000), FROM THE UDAG LOAN FUND, FOR RENOVATIONS TO THE EXTERIOR OF 134 COURT ST.

WHEREAS, Michael Lombardini and Corey Layton of L2 Properties, LLC have submitted a UDAG Special Projects Fund Loan Application to assist with renovations to exterior of the property at 134 Court Street; and

WHEREAS, The Borrower has been awarded a Commercial Façade Improvement Matching Grant in the amount of \$50,000 to support this project; and

WHEREAS, the loan application meets all eligibility requirements set forth by the BLDC UDAG Special Projects Loan Program; and

WHEREAS, the BLDC Loan Committee has reviewed and recommended said application for approval; and

WHEREAS, the loan shall be funded from the UDAG Fund; and

WHEREAS, the Borrower must obtain or provide evidence of progress towards necessary approvals from the Commission on Architecture and Urban Design (CAUD), the City of Binghamton Planning Department, the City of Binghamton Building and Code Department, and the NYS Liquor Authority prior to the loan closing;

NOW, THEREFORE, the Board of Directors of the Binghamton Local Development Corporation duly convened at a regular meeting, does hereby:

RESOLVE that the UDAG Special Projects Fund loan to L2 Properties, LLC is approved in an amount not to exceed One Hundred Thousand Dollars (\$100,000); and be it further:

RESOLVED, that terms of the loan, together with the loan collateral and contingencies, are listed in the narrative attached hereto and made a part hereof; and be it further

RESOLVED, that this loan is subject to approval by Binghamton City Council; and be it further

RESOLVED, that after approval from the Binghamton City Council the President of the BLDC is hereby authorized and empowered to transmit a letter of commitment to the applicant and to complete the loan process.

Binghamton Local Development Corporation

I, Ron Sall, hereby certify the above resolution was approved by the Binghamton Local Development Corporation at its regular meeting held on October 26, 2023.

Ron Sall, Secretary
Binghamton Local Development Corporation

BINGHAMTON LOCAL DEVELOPMENT CORPORATION
LOAN COMMITTEE MEETING
October 24, 2023

LOAN NARRATIVE

Project Profile:

Borrower: L2 Properties, LLC

Loan Amount: \$100,000 Special Projects UDAG

Loan Program: Special Projects UDAG Loan Fund

Rate: 75% of Prime Rate

Term: 10 years

Amortization: 10 years

Guarantors: Personal Guarantees of Michael Lombardini and Corey Leighton

Collateral: First position lien on property at 134 Court St.

Job Creation:

Job creation is not required for UDAG loan.

Project Description: L2 Studio Architecture has purchased the property at 134 Court St. in Downtown Binghamton and plans to locate their offices there. A loan from the BLDC in the amount of \$100,000 will be used in conjunction with a Commercial Façade Improvement Matching Grant from BLDC to renovate both the exterior and interior of the building. Upon completion L2 Studio Architecture will relocate from the Lackawanna train station to 134 Court St.

Project Scope:

Sources:	Percentage	
Owner's Equity	20%	\$25,000.00
BLDC (\$100,000 Revolving Loan Fund, \$150,000 Special Projects UDAG	80%	\$100,000.00
Total	100%	\$125,000.00
Uses:		
Renovation		\$125,000.00

Total		\$125,000.00
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Business Description: L2 Studio Architecture is a partnership between architects Corey Layton and Michael Lombardini. They describe their firm as a young, progressively-minded firm that utilizes emerging technology to better represent their work and stay connected. Their design approach is grounded in thorough research, seamless communication, and driven by innovative thinking and responsible decision-making.

Why do this Project: 134 Court St. is a historic building previously owned by the Catholic Church. It has been vacant for many years and has fallen into disrepair causing it to be an eyesore located in one of the major downtown gateways. L2 Studio plans to reactivate the space by locating their professional operations there. L2 Studios will blend nicely into this area of the downtown where there is a mixture of professional offices, housing and eating and drinking establishments. As a professional Architecture firm L2 will bring a specific eye towards aesthetics to the rehabilitation of this property.

Credit History:

Credit reports have been shared with the BLDC Loan Committee.

Collateral Analysis:

<u>Type</u>	<u>Property Appraisal/Assessment</u>	<u>Mortgage/Loans</u>	<u>Source</u>	<u>Margin Discount</u>	<u>Available Collateral</u>
134 Court St.	\$180,000.00		Appraisal	17%	\$149,400.00
Collateral Coverage	1.5%				\$149,400.00

<u>Global Cash Flow Analysis</u>	
Excess Cash/Deficiency	\$119,596.00
Combined Debt Service	3.6%

Risks:

- Estimated construction costs may not be accurate

- As a small firm the income for L2 Architecture may vary year to year, both guarantors are employed by the borrowing entity.

Mitigation of risk:

- Obtain Affidavit of Confession of Judgement to be filed in the event of default

Conditions of Loan:

- Unlimited personal guarantees of Corey Leighton and Michael Lombardini
- First position lien on 134 Court St.

Binghamton Local Development Corporation

October 26, 2023

RESOLUTION 24-3: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION APPROVING A 607 STEP-UP GRANT TO BECK'S PAINTING

WHEREAS, the Binghamton Local Development Corporation (the "BLDC") approved the creation of 607 Step Up Grant Program at a regular meeting on April 28, 2022; and

WHEREAS, the BLDC received an application from Beck's Painting for funding though 607 Step Up Grant Program ; and

WHEREAS, the BLDC Loan Committee has recommended funding this application; and

WHEREAS, the application meets the criteria outlined in the Program Guidelines for the 607 Step Up Grant Program;

NOW, THEREFORE, the Board of Directors of the Binghamton Local Development Corporation duly convened at a regular meeting, does hereby:

RESOLVE, to accept the recommendation of the Loan Committee to award 607 Step Up Grant funds to Beck's Painting; and be it further:

RESOLVED that reasonable changes to the scope of the approved applications may be made at the discretion of the President.

I, Ron Sall, hereby certify the above resolution was approved by the Binghamton Local Development Corporation at its regular meeting held on October 26, 2023.

Ron Sall, Secretary
Binghamton Local Development Corporation