

BLDC

Binghamton Local Development Corporation

Regular Meeting of the Board of Directors of the BLDC
Thursday February 22, 9:00 AM
Mayor's Conference Room, City Hall, 4th floor

PROPOSED AGENDA

- I. Call to order: President, Patrick Doyle
- II. Approval of the Minutes of the January 25 Regular Meeting
- III. Presentation of the January 2024 Treasurer Report
- IV. Old Business:

None
- V. New Business:

RESOLUTION 24-10: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION ACCEPTING THE TRANSFER BY QUIT CLAIM DEED OF ALL RIGHT, TITLE, AND INTEREST IN AND TO PREMISES LOCATED AT 11-13 COURT STREET IN THE CITY OF BINGHAMTON, NEW YORK, MORE PARTICULARLY DESCRIBED AS BROOME COUNTY TAX MAP PARCEL NUMBERS 160.40-2-5 AND 160.40-2-4.

RESOLUTION 24-11: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO ENTER INTO AN AGREEMENT WITH LECHASE CONSTRUCTION SERVICES, LLC FOR CONSULTING SERVICES RELATED TO THE RENOVATION OF 11-13 COURT STREET.

- VI. Mayor's Remarks
- VII. Executive Director's Remarks
- VIII. Adjourn

REMINDER: Next BLDC Board Meeting, Thursday, March 28, 9:00 AM

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION
REGULAR MEETING MINUTES
Thursday January 25, 2024**

ATTENDANCE	2024											
	1/25	2/22	3/28	4/25	5/23	6/27	7/25	8/22	9/26	10/24	11/14	12/19
Directors												
Kraham, Jared	P											
Berling, Juliet	P											
Cavanaugh, Robert	P											
Doyle, Patrick	P											
Farrell, Susan	P											
Koffman, Betsy	P											
Sall, Ron	P											
Bergman, Sophie	P											
Shager, Chuck	P											
Stento, Frank	P											
Stromhaug, Per	P											
Staff												
Sarah Glose	P											
Joel Boyd	P											
Rachel Priest	P											
Janine Faulkner	P											
Other												
Steve Carson	P											

President Patrick Doyle called the Meeting to order at 9:04 AM, and welcomed new Board Members Robert Cavanaugh, and Sophie Bergman, and Janine Falkner, new City of Binghamton Economic Development Specialist.

APPROVAL OF THE MINUTES OF THE DECEMBER 14 REGULAR MEETING

J. Kraham moved, seconded by R. Sall. The motion was approved (11:0:0)

PRESENTATION OF THE DECEMBER 2023 TREASURER REPORT

R. Priest presented the financial report. At the end of December 2023, the end of month balance in the Restricted Account was \$565,740.11. The loan to KLAW will come out of the Restricted account in early 2024. The end of month balance in the UDAG account was \$685,494.38. The loans to L2 and Puerta Roja are planned to close in February. There were no new delinquencies. S. Glose reported that the new Corporation Counsel plans to proceed with collecting outstanding debt. BLDC staff is working with the comptroller’s office to create a dedicated bank account for the funds related to the Boscov’s renovation.

RESOLUTION 24-9: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO ENTER INTO AN AGREEMENT WITH BROOME COUNTY FOR FINANCIAL ASSISTANCE TO SUPPORT THE ECONOMIC DEVELOPMENT AT 13 COURT STREETS.

J. Kraham thanked the County Executive and Broome County Legislature for their support of the project.

S. Farrell moved, seconded by B. Koffman. The motion was approved (11:0:0).

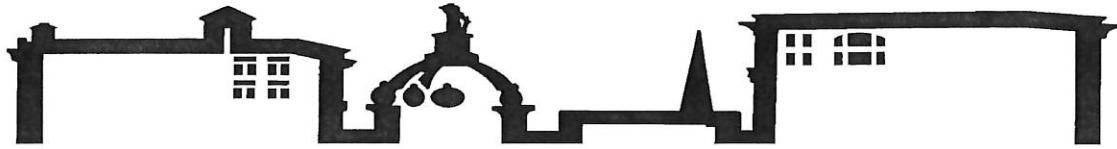
J. Kraham welcomed the new board members and provided an update on the parking garage project taking place at Boscov's. Demolition and foundation work is currently underway and precast concrete is being fabricated and will be installed in early spring. Additional work is being done at the Boscov's men's store to address leaking and HVAC issues. Plans are underway on the façade for the garage. J. Kraham gave a summary of the successful Chamber of Commerce Community Building Series event on the State of Manufacturing in the region. Per Stromhaug was part of a panel that discussed the challenges, opportunities and plans for manufacturing in the region. J. Kraham attended the United States Conference of Mayors in Washington D. C. where the President commended the type of work being done in Upstate New York in advanced manufacturing.

S. Glose provided an update on lease negotiations with Boscov's. The lease for Boscov's is being drafted and will be approved by the BLDC Board. A well-sealing company is providing a quote for sealing the pumphouse wells owed by BLDC. The BLDC plans to engage with LeChase to validate the pricing of the work being done at Boscov's. S. Glose gave an update on plans for potential reuse of the cogeneration plant on Charles St.

There being no further business, J. Kraham made a motion to adjourn, R. Sall seconded, and the meeting adjourned (11-0-0) at 9:27AM.



Ron Sall, Secretary
Binghamton Local Development Corporation



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	\$11,127.04	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)	\$ 60,636.99

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>\$760,981.25</u>	

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Restricted Account

Jan-24

	<u>Jan-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$ 565,740.11	
Fiscal Year Beginning Balance		\$ 553,334.07
Income		
Loan Interest	\$ 1,098.34	\$ 5,556.88
Bank Interest	\$ 384.38	\$ 1,876.26
Penalties/Late Fees		\$ -
Loan Principal	\$ 1,630.95	\$ 8,086.57
	<hr/>	<hr/>
Total Income	\$ 3,113.67	\$ 15,519.71
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/>
	\$ 3,113.67	\$ 15,519.71
End of Month Balance	<hr/>	<hr/>
	\$ 568,853.78	\$ 568,853.78
Encumbered For All Loans	\$ -	
Interest committed to HUD 2023-2024 Fiscal Yr.	\$ 6,873.22	
Available Cash	<hr/>	
	\$ 561,980.56	

Checks:

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Accounts Receivable Report

Jan-24

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	\$ 232,464.98
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	\$ 559,375.69

Total Active Loans **0**
Total Loans **3**

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

UDAG Account

Jan-24

	<u>Jan-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$685,494.37	
Fiscal Year Beginning Balance		\$674,656.38

INCOME

Principal Paid on Loans	\$ 7,175.22	\$ 31,817.29
Loan Interest	\$ 3,530.75	\$ 15,176.25
Bank Interest	\$ 466.75	\$ 2,298.27
Late Penalties	\$ -	\$ 67.92
Other Income	\$ -	\$ -
Administrative Reimbursement	\$ -	\$ -
Main Street Grant Reimbursement	\$ -	\$ -
Parade Grant	\$ -	\$ -
Total Income	<u>\$11,172.72</u>	<u>\$49,359.73</u>

EXPENSES

Loans	\$ 14,437.00	\$ 14,437.00
BLDC-City of Binghamton Contract	\$ -	\$ -
Professional Services	\$ 2,356.25	\$ 8,718.25
Insurance Expense	\$ -	\$ -
Accounting Expense	\$ 4,750.00	\$ 7,000.00
Marketing Expense	\$ 1,020.00	\$ 11,127.04
Property Maintenance Expense	\$ 2,465.00	\$ 8,419.50
Office Supplies	\$ -	\$ 215.00
Community Event	\$ -	\$ 280.00
Payroll Accruals	\$ -	\$ -
Other	\$ -	\$ 69.98
Liabilites Paid	\$ -	\$ 2,110.50
Total Expenses	<u>\$25,028.25</u>	<u>\$52,377.27</u>

Net Gain (Loss)	(\$13,855.53)	(\$3,017.54)
End of Month Balance	<u>\$671,638.84</u>	<u>\$671,638.84</u>

Encumbered For All Loans	\$0.00
Encumbered For Marketing 2023-2024	\$25,000.00
Encumbered for Bus. Restart - Disaster Loans	\$100,000.00
Available Cash	\$546,638.84

Checks: JAN 24

1039 BONDAIO \$4750.00
1042 AJ PROPERTY CARE \$2465.00
1041 WLADIS LAW FIRM \$2356.25

1040 GREATER BINGHAMTON \$120.00

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Accounts Receivable Report

Jan-24

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	\$ 286,750.44
Emma St., LLC	\$ 140,000.00	04/01/19	\$ 1,031.22	\$ 1,031.22	\$ 102,316.03
Tom Haines	\$ 229,790.00	04/20/18	\$ 1,559.51	\$ 1,559.51	\$ 176,037.17
Renkan Holdings	\$ 200,000.00	09/05/22	\$ 1,931.21	\$ 1,931.21	\$ 178,118.88
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	\$ -	\$ 141,436.13
TOTAL	\$ 1,311,257.98		\$ 9,068.40	\$ 7,430.83	\$ 1,036,923.35
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			
Facade Loans					
The Garland, LLC	\$ 58,875.00	08/31/20		\$ -	\$ 58,875.00
TOTAL	\$ 58,875.00		\$ -	\$ -	\$ 58,875.00
Total number of loans		1			
Total Open Loans	\$ 1,380,132.98		\$ 9,365.88	\$ 7,430.83	\$ 1,101,658.85
		10			\$0.00

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Unrestricted Account

Jan-24

	<u>Jan-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$2,530,555.46	
Fiscal Year Beginning Balance		\$32,246.94
INCOME		
Application/ Commitment Fee	\$0.00	\$5,000.00
Filing Fees	\$0.00	\$0.00
Admin Fees (SUNY Broome Contract)	\$0.00	\$367.42
Grant Income	\$0.00	\$2,503,177.00
Interest Income	\$1,719.06	\$2,068.00
	<hr/>	<hr/>
Total Income	\$1,719.06	\$2,510,612.42
EXPENSES		
Marketing Expense	\$0.00	\$3,103.59
Chamber Events/ GWSA Membership	\$0.00	\$0.00
Columbus Day Parade Expense	\$0.00	\$5,906.25
Loan App Research Expense	\$0.00	\$0.00
Misc. Expenses	\$0.00	\$1,575.00
Insurance	\$0.00	\$0.00
BLDC Training	\$0.00	\$0.00
	<hr/>	<hr/>
Total Expense	\$0.00	\$10,584.84
	<hr/>	<hr/>
End of Month Balance	<u>\$2,532,274.52</u>	<u>\$2,532,274.52</u>

Checks:

BINGHAMTON LOCAL DEVELOPMENT CORPORATION
 Statement of Income and Expense
Broome Enterprise Triad - New York State Account
 Jan-24

	<u>Jan-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$38,347.50	
Fiscal Year Beginning Balance		\$0.00
Income:		
State Checks	\$0.00	\$75,089.57
Total Income	<u>\$0.00</u>	<u>\$75,089.57</u>
Expense:		
SUNY Broome	\$0.00	\$36,374.65
NYS EAP Funding 1% Fee	\$0.00	\$367.42
Total Expense	<u>\$0.00</u>	<u>\$36,742.07</u>
End of Month Balance	<u><u>\$38,347.50</u></u>	<u><u>\$38,347.50</u></u>

Checks:

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Mayor's Veterans Initiatives

Jan-24

	<u>Jan-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$ 24,048.01	
Fiscal Year Beginning Balance		\$ 17,048.01
Income:		
Mudcat Grant	\$ -	\$ 7,000.00
NY Veterans of Foreign Wars	\$ -	\$ -
Interest	\$ -	\$ -
	<hr/>	
Total Income	\$ -	\$ 7,000.00
Expense:		
Opportunities for Broome	\$ -	\$ -
	<hr/>	
Total Expense	\$ -	\$ -
End of Month Balance	\$ 24,048.01	\$ 24,048.01

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

GRANT ACCOUNT

Jan-24

	<u>Jan-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$4,812.76	
Fiscal Year Beginning Balance		\$5,938.76
Income:		
State Funding Main Street Grant	\$0.00	
Mudcat Grant deposit to wrong account	\$0.00	\$7,000.00
Total Income	<u>\$0.00</u>	<u>\$7,000.00</u>
Expense:		
Main Street Gant Recording w/ Broome Count	\$0.00	\$0.00
Main Street payments to property owners	\$0.00	\$0.00
Mudcat Grant Transfer	\$0.00	\$7,000.00
DERO	\$0.00	\$1,126.00
Total Expense	<u>\$0.00</u>	<u>\$8,126.00</u>
End of Month Total Grant Account	<u>\$4,812.76</u>	<u>\$4,812.76</u>

Expense Detail: (Paid from 9/1/23 to 8/31/24)

None

CK 1666 DERO- Bike repair kits & Freight

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Delinquent Loan Status - 30 or More Days Overdue

Jan-24

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>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	\$335,035.91	\$335,035.91	

NOTE:	UDAG Receivables:	\$1,101,658.85
	Rest Receivables:	<u>\$559,375.69</u>
The total of outstanding balances in the BLDC portfolio:		\$1,661,034.54
The total of the delinquent outstanding balances are		\$335,035.91 **
The current delinquency percentage of the portfolio is:		20.17%

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 0.49%

Binghamton Local Development Corporation

February 22, 2024

RESOLUTION 24-10: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION ACCEPTING THE TRANSFER BY QUIT CLAIM DEED OF ALL RIGHT, TITLE, AND INTEREST IN AND TO PREMISES LOCATED AT 11-13 COURT STREET IN THE CITY OF BINGHAMTON, NEW YORK, MORE PARTICULARLY DESCRIBED AS BROOME COUNTY TAX MAP PARCEL NUMBERS 160.40-2-5 AND 160.40-2-4.

WHEREAS, the Broome County Industrial Development Agency (BCIDA) owns certain real property located at 11-13 Court St. Binghamton, NY, 13901 tax map parcel numbers 160.40-2-5 and 160.40-2-4 (the Premises); and

WHEREAS, the BCIDA leased the Premises to Bing Realty Company (Bing Realty) for the purpose of renovating, constructing and equipping The Premises for sublease and use as a Boscov's retail department store by a lease signed on March 1, 1984; and

WHEREAS, the Binghamton Local Development Corporation (BLDC) was a partner in Bing Realty, said partnership was later dissolved, and the BLDC succeeded Bing Realty as the sole holder of a reversionary interest in The Premises; and

WHEREAS, The BCIDA wishes to transfer ownership of The Premises to the BLDC

WHEREAS, the BLDC desires to improve the Premises for the purpose of retaining Boscov's Department Store, LLC, as a tenant; and

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

RESOLVE, to accept the transfer by quit claim deed of all right title and interest in and to the Premises.

I, Ron Sall, hereby certify the above resolution was approved by the Binghamton Local Development Corporation at its regular meeting held on February 22, 2024.



Ron Sall, Secretary
Binghamton Local Development Corporation

Binghamton Local Development Corporation

February 22, 2024

RESOLUTION 24-11: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO ENTER INTO AN AGREEMENT WITH LECHASE CONSTRUCTION SERVICES, LLC FOR CONSULTING SERVICES RELATED TO THE RENOVATION OF 11-13 COURT STREET.

WHEREAS, the Binghamton Local Development Corporation (BLDC) wishes to engage LeChase Construction Services, LLC (the Contractor) for professional services to evaluate and advise the BLDC on the appropriateness and pricing of work planned at 11-13 Court Street Binghamton, NY 13901, (the Premises); and

WHEREAS, The BLDC previously approved Resolution 22-15 A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO ENTER INTO AN AGREEMENT WITH LECHASE CONSTRUCTION SERVICES, LLC FOR CONCEPTUAL ESTIMATING SERVICES at its regular meeting on July 28, 2022; and

WHEREAS, Contractor reliably and ably performed the conceptual estimating services for the BLDC for the Premises; and

WHEREAS, based on the Contractor's knowledge of the building and scope of work for the improvement of the Premises for the purpose of retaining Boscov's Department Store, LLC, as a tenant and retaining Contractor will ensure continuity of services; the BLDC Staff recommends entering into an agreement with the Contractor for the above described professional services for an amount not to exceed \$20,000.00;

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

RESOLVE, to authorize the President to enter into an agreement with LeChase Construction Services, LLC for consulting services related to the appropriateness and pricing of renovation work at the Premises for an amount not to exceed \$20,000.00

I, Ron Sall, hereby certify the above resolution was approved by the Binghamton Local Development Corporation at its regular meeting held on February 22, 2024.



Ron Sall, Secretary
Binghamton Local Development Corporation



January 18, 2024

Attention: Sarah Glose

Regarding: Boscov's Cost Consulting

Dear Sarah,

LeChase Construction is pleased to provide a proposal in support of the transformational project you have put together to help keep Boscov's downtown. We feel the best approach is to provide services that are flexible and in support of the areas of the project you need most. As a result, we propose the following scope on an as needed basis:

Construction Management Oversight:

- Cost reconciliation and recommendations
- Verification of subcontracts and final payments to subs
- Schedule review and recommendations
- Payment application review
- Change order review

The above can be modified depending on what is required as the team develops the final scope. We recommend that terms be placed in the contract with Boscov's that state they must work with the Cost Consultant and provide adequate documentation to justify the costs (subcontractor quotes, subcontractor contracts, purchase orders, cancelled checks). Additionally, it should be noted that in the contract with Boscov's there should be clarity on what Boscov's should be reimbursed for related to their own staff and inhouse work.

- Construction Manager Hourly Rate \$155.00
 - Reimbursable items shall be billed at cost plus 15% if needed.

We thank you for this opportunity and we remain flexible to a format and approach that best fits your desired approach. If you have any questions or require additional information, please contact me at your convenience.

Sincerely,

A handwritten signature in black ink, appearing to read 'Adam Green', with a long, sweeping underline.

Adam Green
Vice President