

BLDC

Binghamton Local Development Corporation

Regular Meeting of the Board of Directors of the BLDC

Thursday May 23, 9:00 AM

Mayor's Conference Room, City Hall, 4th floor

PROPOSED AGENDA

- I. Call to order: Vice President, Susan Farrell**
- II. Approval of the Minutes of the April 25 Regular Meeting**
- III. Presentation of the April 25, 2024 Treasurer Report**

IV. Old Business:

None

V. New Business:

RESOLUTION 24-18: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO EXECUTE AN EXTENSION TO THE FIRST AMENDED AND RESTATED AGREEMENT OF PURCHASE AND SALE WITH PURE BEAUTY NY, LLC, FOR LOT # 3 IN THE CHARLES STREET BUSINESS PARK LOCATED AT 30 CHARLES STREET

VI. Mayor's Remarks

VII. Adjourn

REMINDER: Next BLDC Board Meeting, Thursday, June 27, 9:00 AM

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION
REGULAR MEETING MINUTES
Thursday April 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	P	P	P								
Berling, Juliet	P	P	P	P								
Cavanaugh, Robert	P	P	P	P								
Doyle, Patrick	P	P	P	P								
Farrell, Susan	P	P	P	P								
Grant, Wesleigh	NA	P	P	Ex								
Koffman, Betsy	P	P	Ex	P								
Kosty, Michael	NA	NA	Ex	P								
Sall, Ron	P	P	P	P								
Bergman, Sophie	P	P	P	P								
Shager, Chuck	P	P	P	P								
Stento, Frank	P	P	P	P								
Stromhaug, Per	P	Ex	P	Ex								
Staff												
Sarah Glose	P	P	P	P								
Joel Boyd	P	P	P	P								
Rachel Priest	P	P	P	P								
Janine Faulkner	P	P	P	P								
Other												
Steve Carson	P	P	P	P								

President Patrick Doyle called the Meeting to order at 9:03 AM.

APPROVAL OF THE MINUTES OF THE FEBRUARY 22 REGULAR MEETING

S. Farrell moved, to approve the minutes with the amendment that the time of R. Cavanaugh’s arrival noted in the minutes be changed from 10:15- 9:15, seconded by R. Sall. The motion was approved (11:0:0)

PRESENTATION OF THE JANUARY 2024 TREASURER REPORT

R. Priest presented the financial report. At the end of March 2024, the end of month balance in the Restricted Account was \$476,038.22. The end of month balance in the UDAG account was \$641,024.55. There were no new delinquencies. Collection efforts continue for loans still in default.

Mayor Kraham welcomed Councilman Kosty to the BLDC Board of Directors.

RESOLUTION 24-13: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION ADOPTING THE UPDATED POLICIES OF THE CITY OF BINGHAMTON FOR INVESTMENT

S. Glose explained that the BLDC Strategic Priorities Committee recommended adopting the City of Binghamton's updated Investment Policy which includes NYCLASS as a depository. S. Farrell gave an overview of NYCLASS as a depository. Funds related to the Boscov's project will be invested with NYCLASS in order to maximize interest income which can be used to support BLDC activities, and the upkeep of Boscov's. J. Kraham moved, seconded by B. Koffman The motion was approved (11:0:0)

RESOLUTION 24-14: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION (BLDC) ACCEPTING THE TRANSFER BY QUITCLAIM DEED OF ALL RIGHT, TITLE, AND INTEREST IN AND TO PREMISES LOCATED AT 22 CHARLES STREET IN THE CITY OF BINGHAMTON, NEW YORK, MORE PARTICULARLY DESCRIBED AS BROOME COUNTY TAX MAP PARCEL NUMBER 144.78-2-1.

S. Glose explained that transferring the property to the BLDC will allow the property to be sold to a party interested in developing the property for manufacturing operations. J. Kraham moved, seconded by S. Farrell. The motion was approved (11:0:0)

RESOLUTION 24-15: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO ENTER INTO A RESTATED AND AMENDED REAL ESTATE OPTION AGREEMENT WITH PURE BEAUTY NY, LLC, FOR PARCEL 3 IN THE CHARLES STREET BUSINESS PARK

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

RESOLUTION 24-16: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO ENTER INTO A REAL ESTATE OPTION AGREEMENT WITH FIROMAR INC. FOR 22 CHARLES ST. AND PARCELS 4, 5 AND 6 AT 30 CHARLES STREET IN THE CHARLES STREET BUSINESS PARK

S. Glose summarized plans for Firomar to redevelop 22 Charles St. into a manufacturing facility that would create entry level manufacturing jobs. S. Farrell moved, seconded by J. Kraham The motion was approved (11:0:0)

RESOLUTION 24-17 A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION TO ACCEPT THE RECOMMENDATION OF THE LOAN COMMITTEE TO AWARD THREE COMMERCIAL FAÇADE IMPROVEMENT GRANTS.

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

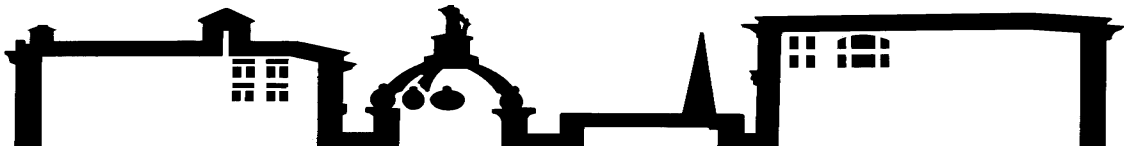
Mayor Kraham thanked the office of Corporation Council for their work on the 22 Charels St. option agreement.

S. Glose summarized several items of note in the New York State budget having t do with housing and cannabis. S. Glose provided an update on two Restore New York projects are

moving forward in the City, the First Ward Action Council project, and a pending application for 1 North Depot. The project at the Crowley building is moving forward.

There being no further business, J. Kraham made a motion to adjourn, R. Sall seconded, and the meeting adjourned (11-0-0) at 9:40AM.

Ron Sall, Secretary
Binghamton Local Development Corporation



BLDC

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

MONTHLY FINANCIAL REPORT

APRIL 2024

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	\$11,572.04	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)	\$ 98,442.33

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

Apr-24

	<u>Apr-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$ 476,038.22	
Fiscal Year Beginning Balance		\$ 553,334.07
Income		
Loan Interest	\$ 1,541.52	\$ 9,741.25
Bank Interest	\$ 312.94	\$ 2,823.34
Penalties/Late Fees		\$ -
Loan Principal	\$ 2,279.49	\$ 14,273.51
	<hr/>	<hr/>
Total Income	\$ 4,133.95	\$ 26,838.10
Expense		
NYS Tax Filing Fee	\$ -	\$ -
Internal Revenue Service	\$ -	\$ -
Annual Interest Payment to HUD	\$ -	\$ -
Loan	\$ -	\$ 100,000.00
CDBG	\$ -	\$ -
Misc	\$ -	\$ -
	<hr/>	<hr/>
Total Expense	\$ -	\$ 100,000.00
Net Gain (Loss)	<hr/>	<hr/>
	\$ 4,133.95	\$ (73,161.90)
End of Month Balance	<hr/>	<hr/>
	\$ 480,172.17	\$ 480,172.17
Encumbered For All Loans	\$ -	
Interest committed to HUD 2023-2024 Fiscal Yr.	\$ 7,820.30	
Available Cash	<hr/>	
	\$ 472,351.87	

Checks:

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Accounts Receivable Report

Apr-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	\$ 226,435.38
KLAW Industries	\$ 100,000.00	02/01/24	\$ 1,091.72	\$ 1,091.72	\$ 98,751.98
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	\$ 750,000.00		\$ 7,065.98	\$ 3,821.01	\$ 652,098.07

Total Active Loans **0**
Total Loans **4**

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

UDAG Account

Apr-24

	<u>Apr-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$641,024.55	
Fiscal Year Beginning Balance		\$674,656.38

INCOME

Principal Paid on Loans	\$ 7,225.56	\$ 51,601.26
Loan Interest	\$ 3,175.21	\$ 22,826.31
Bank Interest	\$ 422.76	\$ 3,566.45
Late Penalties	\$ -	\$ 67.92
Other Income	\$ -	\$ 29,150.11
Administrative Reimbursement	\$ -	\$ -
Main Street Grant Reimbursement	\$ -	\$ -
Parade Grant	\$ -	\$ -
Total Income	<u>\$10,823.53</u>	<u>\$107,212.05</u>

EXPENSES

Loans	\$ -	\$ 14,437.00
BLDC-City of Binghamton Contract	\$ -	\$ -
Professional Services	\$ 555.00	\$ 11,304.50
Insurance Expense	\$ 693.75	\$ 693.75
Accounting Expense	\$ -	\$ 7,000.00
Marketing Expense	\$ -	\$ 11,572.04
Property Maintenance Expense	\$ (928.50)	\$ 10,655.50
Office Supplies	\$ -	\$ 215.00
Community Event	\$ 1,020.00	\$ 1,300.00
Payroll Expense	\$ -	\$ 52,543.97
Other	\$ -	\$ 120.48
Liabilites Paid	\$ -	\$ 21,518.36
Total Expenses	<u>\$1,340.25</u>	<u>\$131,360.60</u>

Net Gain (Loss)

\$9,483.28 (\$24,148.55)

End of Month Balance

\$650,507.83 \$650,507.83

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	\$525,507.83

Checks: APR 24

CK 1053 WALLS INSURANCE AGENCY \$ 2326.00
 CK 1054 DICKS SPORTING GOODS OPEN \$3350.00
 CK 1055 COB \$29150.11

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Accounts Receivable Report

Apr-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	\$ 282,711.96
Emma St., LLC	\$ 140,000.00	04/01/19	\$ 1,031.22	\$ 1,031.22	\$ 100,241.67
Tom Haines	\$ 229,790.00	04/20/18	\$ 1,559.51	\$ 1,559.51	\$ 172,834.99
Renkan Holdings	\$ 200,000.00	09/05/22	\$ 1,931.21	\$ 1,931.21	\$ 173,639.05
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	\$ 1,637.57	\$ 139,483.56
TOTAL	\$ 1,311,257.98		\$ 9,068.40	\$ 11,333.10	\$ 1,018,911.23
Total number of loans		7			
Mini Micro Loans					
Zachary Salisbury - QOLA	\$ 5,000.00	05/23/18	\$ 150.42	\$ 154.15	\$ 1,642.97
Ariel Hendricks CPT LLC	\$ 5,000.00	06/29/20	\$ 147.06	\$ -	\$ 4,071.25
TOTAL	\$ 10,000.00		\$ 297.48	\$ 154.15	\$ 5,714.22
Total Number of Loans		2			
Façade Loans					
The Garland, LLC	\$ 58,875.00	08/31/20	\$ 1,178.22	\$ 1,178.22	\$ 57,249.43
TOTAL	\$ 58,875.00		\$ 1,178.22	\$ 1,178.22	\$ 57,249.43
Total number of loans		1			
Total Open Loans	\$ 1,380,132.98		\$10,544.10	\$ 12,665.47	\$ 1,081,874.88
		10			\$0.00

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Unrestricted Account

Apr-24

	<u>Apr-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$2,533,756.06	
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)	\$383.48	\$750.90
Miac. Income	\$0.00	\$1,000.00
Grant Income	\$0.00	\$2,503,177.00
Interest Income	\$1,665.13	\$7,064.67
	<hr/>	<hr/>
Total Income	\$2,048.61	\$2,516,992.57
EXPENSES		
Marketing Expense	\$0.00	\$3,103.59
Chamber Events/ GWSA Membership	\$0.00	\$0.00
Professional Services	\$3,000.00	\$5,850.00
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	\$3,000.00	\$16,434.84
	<hr/>	<hr/>
End of Month Balance	\$2,532,804.67	\$2,532,804.67

Checks:

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Broome Enterprise Triad - New York State Account

Apr-24

	<u>Apr-24</u>	<u>Year To Date</u>
Beginning of Month Balance	\$38,347.50	
Fiscal Year Beginning Balance		\$0.00
Income:		
State Checks	\$36,750.00	\$111,839.57
	<hr/>	<hr/>
Total Income	\$36,750.00	\$111,839.57
Expense:		
SUNY Broome	\$37,964.02	\$74,338.67
NYS EAP Funding 1% Fee	\$383.48	\$750.90
	<hr/>	<hr/>
Total Expense	\$38,347.50	\$75,089.57
	<hr/>	<hr/>
End of Month Balance	\$36,750.00	\$36,750.00
	<hr/> <hr/>	<hr/> <hr/>

Checks:

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

Mayor's Veterans Initiatives

Apr-24

	<u>Apr-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
	<hr/> <hr/>	

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Statement of Income and Expense

GRANT ACCOUNT

Apr-24

	<u>Apr-24</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	
Mudcat Grant deposit to wrong account	\$0.00	\$7,000.00
	<hr/>	<hr/>
Total Income	\$0.00	\$7,000.00
Expense:		
Main Street Gant Recording w/ Broome County	\$0.00	\$0.00
Main Street payments to property owners	\$0.00	\$0.00
Mudcat Grant Transfer	\$0.00	\$7,000.00
DERO (Wire to Unrestricted)	\$1,126.00	\$1,126.00
	<hr/>	<hr/>
Total Expense	\$1,126.00	\$8,126.00
End of Month Total Grant Account	\$4,812.76	\$4,812.76

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

None

CK 1666 DERO- Bike repair kits & Freight (VOIDED)

BINGHAMTON LOCAL DEVELOPMENT CORPORATION

Delinquent Loan Status - 30 or More Days Overdue

Apr-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>Ariel Hendricks CPT LLC</u>	\$4,071.25	\$4,071.25	UDAG
Totals	\$330,981.96	\$330,981.96	

NOTE: UDAG Receivables: \$1,081,874.88
Rest Receivables: \$652,098.07

The total of outstanding balances in the BLDC portfolio: \$1,733,972.95
The total of the delinquent outstanding balances are \$330,981.96 **
The current delinquency percentage of the portfolio is: 19.09%

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 0.23%

Binghamton Local Development Corporation

May 23, 2024

RESOLUTION 24-18: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO EXECUTE AN EXTENSION TO THE FIRST AMENDED AND RESTATED AGREEMENT OF PURCHASE AND SALE WITH PURE BEAUTY NY, LLC, FOR LOT # 3 IN THE CHARLES STREET BUSINESS PARK LOCATED AT 30 CHARLES STREET

WHEREAS, the Binghamton Local Development Corporation (the “BLDC”) owns certain real property located at 30 Charles Street, Binghamton, NY, identified as Tax Parcel No. 144.70-1-31.1; and

WHEREAS, on December 14, 2023, the BLDC Board of Directors passed Resolution 24-6 authorizing the President to enter into a real estate option agreement with Pure Beauty NY, LLC for a portion of parcels 4, 5, and 6 in the Charles Street Business Park, executed December 14, 2023; and

WHEREAS, on April 25, 2024 the BLDC Board of Directors passed Resolution 24-15 Authorizing the President to enter into a First Amended and Restated Agreement of Purchase and Sale with Pure Beauty NY, LLC replacing their option on a portion of lots #4, 5, and 6 amounting to 6.5 acres with lot #3 amounting to 6.2673 acres; and

WHEREAS, a portion of tax parcel 144.70-1-31.1 is identified as lot #3 (Charles St. Business Park Boundary Survey May 29, 2019) and consists of approximately 6.2673 acres beginning from the northern street boundary of Emerson Parkway extending north (the “Premises”); and

WHEREAS, Pure Beauty NY, LLC, a NY Limited Liability Company with an address of 1200 Santee St Suite 902 Los Angeles, CA 90015, desires to extend the option to the Premises for an additional six months; and

WHEREAS, according to the First Amended and Restated Agreement of Purchase and Sale, the Purchaser may, at the agreement of both parties, extend the Due Diligence Period until December 15, 2024, by making a non-refundable payment to Seller in the amount of Five Thousand 00/100 Dollars (\$5,000.00); and

WHEREAS, the BLDC Board of Directors agrees to extend the option right and privilege to purchase the Premises under the terms and conditions specified in the First Amended and Restated Agreement of Purchase and Sale attached hereto and made a part hereof, and as may be approved by legal counsel for the BLDC;

NOW, THEREFORE, the Board of Directors of the BLDC duly convened at a regular meeting, does hereby:

Binghamton Local Development Corporation

RESOLVE, that the President of the BLDC is authorized and empowered to execute an extension to December 15, 2024 per the terms of the First Amended and Restated Agreement of Purchase and Sale with Pure Beauty NY, LLC.

I, Ron Sall, hereby certify the above resolution was approved by the Binghamton Local Development Corporation at its regular meeting held on May 23, 2024.

Ron Sall, Secretary
Binghamton Local Development Corporation