

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION  
REGULAR MEETING MINUTES  
THURSDAY, JANUARY 28, 2021**

ATTENDANCE	2020											2021
	2/27	3/26	4/23	5/28	6/25	7/23	8/27	9/24	10/22	11/19	12/17	
<b>Directors</b>												
David , Rich	P	P	P	P	P	P	NA	NA	NA	P	NA	P
Berling, Juliet	P	P	P	P	P	P	NA	NA	NA	P	NA	P
Burns, Joe	P	EX	P	P	P	EX	NA	NA	NA	P	NA	P
Frank, Kenneth	P	P	P	P	P	P	NA	NA	NA	P	NA	P
Jacyna, Mary	P	P	EX	P	P	EX	NA	NA	NA	P	NA	P
Koffman, Betsy	EX	EX	P	P	P	P	NA	NA	NA	EX	NA	
Sall , Ron	P	P	P	P	P	P	NA	NA	NA	P	NA	P
Saraceno, John	P	P	P	P	EX	P	NA	NA	NA	P	NA	P
Shager, Chuck	P	P	P	P	P	P	NA	NA	NA	P	NA	P
Smith, Art	P	P	P	P	P	P	NA	NA	NA	P	NA	P
Strawn, Philip	P	P	EX	EX	EX	EX	NA	NA	NA	EX	NA	EX
Stromhaug, Per	EX	EX	P	EX	EX	P	NA	NA	NA	P	NA	P
<b>Staff</b>												
Joel Boyd	P	P	P	P	P	P	NA	NA	NA	P	NA	P
Lesley Cornwall	P	P	P	P	P	EX	NA	NA	NA	P	NA	P
<b>Other</b>												
Teresa Arington	P	P	P	P	P	P	NA	NA	NA	P	NA	P
Steve Carson	P	P	P	EX	EX	P	NA	NA	NA	P	NA	P
Paul Nelson	N/A	N/A	P	P	EX	P	NA	NA	NA	P	NA	P

President Saraceno called the Regular Monthly Meeting to order at 9:06 AM.

**APPROVAL OF THE MINUTES OF THE NOVEMBER 19<sup>TH</sup> REGULAR MEETING**

President Saraceno asked for a review and approval of the November 19<sup>th</sup> Regular Meeting minutes. A. Smith motioned, Councilman J. Burns seconded and the minutes were approved (9-0-0).

**APPROVAL OF THE MINUTES OF THE NOVEMBER 19<sup>TH</sup> ANNUAL MEETING**

President Saraceno also asked for a review and approval of the November 19<sup>th</sup> Annual Meeting minutes. R. Sall motioned, Mayor David seconded and the minutes were approved (9-0-0).

## **PRESENTATION OF THE DECEMBER 2020 FINANCIAL REPORTS**

President Saraceno asked T. Arington to present the December financial reports. Beginning with the Restricted Account Statement of Income & Expense she said the account had an end of month balance of \$954,172.93. Looking at the receivables, Innovation in Imaging was current, VMR Electronics and Mountain Fresh Dairy were still in default. K. Frank said a filing had been received by the bankruptcy court for VMR but no progress occurred in the recovery of funds, litigation of Mountain Fresh Dairy was still held up with the court closures with the onset of COVID-19. The UDAG Account had an end of month balance of \$994,819.91. T. Arington noted that BLDC had submitted a \$500.00 check to the IRS for its exemption from filing an IRS 990 and the IRS acknowledged it had received all the information but still needed another 60 days to review the matter. Moving to the UDAG Accounts Receivable Report, 142 Court Street and DDBing were behind but had caught up with payments since the report's issuance. Under Mini Micro loans, Jrama's Catering and Zachary Salisbury QOLA were still in default; PA Every Architect paid ahead, A. Hendricks had been notified of her payment due but had still not responded. Concerning the COVID-19 Emergency Loans, T. Arington reminded the Board that the 12-months deferred interest and payment terms were coming due in April for a number of borrowers and that if an extension was required that arrangements needed to be made. J. Boyd said that the office would be in contact with the borrowers shortly to let them know what their payment options were. Mayor David asked about the status of the Garland, LLC. J. Boyd said they were working on their building but had some issues with their contractor. Discussion ensued, the \$19,438.00 appearing on the report reflected the first principal release against the loan; two more releases are scheduled following project milestones and the borrower would not owe until the project was completed. Concerning the Unrestricted Account Statement of Income & Expense, T. Arrington said end of month balance was \$11,726.06. There was no activity in the Broome Enterprise Triad – NYS Account. The Mayor's Veterans Initiatives account had a balance of \$59,729.91 about which Mayor David said he was in contact with Opportunities for Broome which oversees the Veteran's Homeless Housing Project on Pine Street, OFB had submitted a proposal for some capital investments in the outside area; he expected a summer project that involved landscaping, rebuilding decks, adding greenspace with a gazebo along with some exterior repairs to the building. There were no changes in the Grant Account which had a balance of \$5,938.76. Concerning delinquencies, T. Arington summarized the prior noted delinquencies which resulted in a current delinquency percentage for the portfolio of 22.21%. In the cash flow report the BLDC had experienced a net change of \$114,343 for the year a large portion of this was due to cash received from repayment of loans of \$118,715.

**Old Business:** none

**New Business:**

**RESOLUTION 21-1 A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION (“BLDC”) AUTHORIZING THE PRESIDENT OF THE BLDC TO ENTER INTO AN AGREEMENT WITH THE CITY OF BINGHAMTON TO PROVIDE ECONOMIC DEVELOPMENT SERVICES.**

President Saraceno introduced the annual resolution for the BLDC to provide economic development services to the City of Binghamton and asked for a motion to approve the resolution. Comptroller Shager asked how much money the resolution was for. Discussion ensued and after reviewing the attached Sub-Recipient Agreement it was determined exhibit pages were missed from the document forwarded to the Board Members; the total allocation from CDBG was \$145,000. Separately, S. Carson said there were some changes in the agreement that needed to be pointed out. He said there was a provision that obligated the BLDC to produce a spenddown plan 30 days after January 1<sup>st</sup> in any year in which the amount in the Restricted Account exceeded \$500,000 and that thereafter the City had a right to determine what it wanted to do to protect the funds advanced from HUD. He said this was a result of recent issues with program income and timeliness in reporting to HUD so the City was not penalized. There being no further discussion, President Saraceno asked for a motion to approve the resolution. Mayor David motioned, A. Smith seconded and the resolution was approved (9-0-0).

**RESOLUTION 21-2 A RESOLUTION OF THE BOARD OF DIRECTORS OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION (BLDC) AUTHORIZING THE BLDC TO ENTER INTO A CONTRACT FOR SERVICES WITH SUNY BROOME COMMUNITY COLLEGE AND INTO A GRANT DISBURSEMENT AGREEMENT WITH EMPIRE STATE DEVELOPMENT FOR THE DELIVERY OF THE ENTREPRENEURIAL ASSISTANCE PROGRAM (EAP) THROUGH THE BROOME ENTERPRISE TRIAD PARTNERSHIP.**

President Saraceno introduced the annual resolution and said he was unaware of any changes in the agreement. Mayor David motioned, C. Shager seconded and the resolution was approved (9-0-0).

**Mayor’s Remarks:**

Mayor David said there were a number of things that had happened since the prior meeting. The new 7 Hawley Street parking garage opened the first week of January and had been open a month. There was no hockey and with other State restrictions it was a

perfect time for the garage to have a soft opening. He said the facility was working as expected. He encouraged Board Members to park and visit downtown. The City was very pleased with the way the ramp turned out. He said it was a great win for the City, a long time coming and was really made a difference. He said he had heard from numerous merchants, businesses, and organizations that were glad to have the facility open, people who used to park in the Collier Street ramp, people downtown for governmental business such as the courts, jurors, and State/County/City employees who had been relocated to different areas. He said on a number of different levels it was just a very positive thing. The project had the support of multiple City Council representatives and was truly a win for the City, the community and the BLDC.

Concerning Canal Plaza, Mayor David said it was a flagship project for the BLDC, it was now open, fully rented with a tenant waiting list. The first floor grocery store was now fully open and encouraged Board Members to visit the Greater Good Grocery. He said the store had been open almost a month and while there were some empty spaces in the store, every time he had visited the store, more goods were added. He said in the first 3 weeks, the store had about 1,000 transactions and was being frequented by people from the building, with more new shoppers.

Mayor David said with the completion of the 7 Hawley Street garage, focus was turning to the Water Street parking facility – the parking garage connected to Boscov’s Department Store. Last year the City sent an RFP for mixed use development and received two detailed proposals for combinations of parking and housing, so the City was in the process of coming to an agreement with one of the bidders. He said the project was more complex: twice as large a parcel and double the parking capacity as the 7 Hawley Street garage. He said it was connected to Boscov’s, and the City had been working to secure a long term lease with Boscov’s and to secure monies from the State. He said the project would advance this year but wanted it to be the best project it could be for the downtown because of its location at a major entranceway and gateway to the downtown. He said it was very strategic with regards to development, being right along the river with amenities and more diverse people living downtown. He said the process was underway and expected updates as the process with developers moved along.

Mayor David said the City continued to receive requests from businesses for assistance from the original federal CARES Act funding allocation, typically \$2,500 - \$7,500, grants which had been invaluable to help businesses pay rent, utilities, and keep employees as they balanced between the federal PPP and EIDL programs. He said whether it was the BLDC’s COVID-19 Emergency Small Business Loan Program or the CARES Act funding, the BLDC has been proactive, trying to get this money out as quickly as

possible where time was of the essence for businesses to keep their doors open. He said there were still many people in need, applications were coming in and S. Carson and P. Nelson were continuing to work on that initiative with businesses, residents and property owners. He said the City had a lot of projects going on but as other communities delayed and deferred certain types of projects to just deal with COVID relief, Binghamton had taken the opposite approach where these sorts of capital projects were important now more than ever from a financial and economic standpoint because any of the projects involved borrowing money. He said interest rates had never been lower, and that this was the best time to be doing capital projects. He said the projects all involved construction jobs, so they kept people working in our local economy, local contractors and businesses at a time when work was scarce and of course that money trickled through other local vendors and suppliers and restaurants and taverns, etc.. He said the City really made an effort starting back from March to make sure projects kept moving forward.

Concerning the Homeless Housing Project at the corner of Liberty and Virgil Streets on the City's North Side, a \$4.2 million project, he said the project was within a two weeks of being turned over to the Family Enrichment Network. Interior work was being wrapped up. The project started in March 2020, and while the project was delayed a month or two by COVID it was now opening at an ideal time. He said there were a lot of homeless individuals in the community and with very frigid temperatures the City was eager to get the project opened. He said the project combined 7 vacant City parcels for a larger project and was an example of what could be done to leverage aggressive efforts to attack blight and remove eyesores. It took several years to strategically consolidate the parcels. The City was able to contribute \$100,000 of its federal HUD HOME money to the project. The Mayor said the contractor, F.E. Jones was an East Side Binghamton business who completed the project with local subcontractors.

The Mayor said S. Carson and K. Frank were working on the closing for another housing project to be started at the corner of Munsell and Liberty Streets with Opportunities for Broome – a large older abandoned apartment building that was visible from the Brandywine Highway along with three other homes for affordable housing, low income and homeless housing. The project had been in planning stages over the last year and a half and was part of a \$7 million award from NY State in the 2018-19 funding cycle and numbered among the highest Upstate awards. The City will contribute HOME money to the project. The properties were acquired through the foreclosure process and this was an opportunity to work with a large stakeholder for the betterment of the community.

The Mayor said both of the proposed housing proposals for the Water Street parking

garage were for market rate housing which was great for the downtown. He said there was a shortage of market rate as well as affordable housing.

Mayor David said as much as there were several long term, multi-year projects coming to an end, with 11½ months left to his administration he was not going to coast but rather to continue moving at full speed to get as many projects completed as possible. He acknowledged the supportive BLDC Board that encouraged him to continue in that direction.

There being no further business to come before the Board, President Saraceno asked for a motion to adjourn. C. Shager motioned, Mayor David seconded and the motion to adjourn passed (9-0-0). The meeting ended at 9:40 AM.

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Ron Sall, Secretary  
Binghamton Local Development Corporation