

**Bldc**

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

**Monthly financial report  
MAy 2023  
Fiscal year 9/1/22—8/31/23  
Cdbg year 48**

JARED M. Kraham, mayor

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION  
FISCAL ACTIVITY**

September 1, 2022 through August 31, 2023

<b>Borrower</b>	<b>Amount</b>	<b>Date Approved</b>	<b>Expended Amount</b>
Marketing Budget	\$ 15,000.00	June 24, 2021	\$11,884.90



UDAG

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

**Beginning Balance CDBG Fiscal Year 47 (2021-2022)** \$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) \$ 83,378.30

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION - REAL PROPERTY ASSET**

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

Charles St. and Satellite Properties \$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 \$760,981.25

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

Statement of Income and Expense

**Restricted Account**

May-23

	<b><u>May-23</u></b>
Beginning of Month Balance	\$ 790,473.81
Fiscal Year Beginning Balance	
<b>Income</b>	
Loan Interest	\$ 1,158.28
Bank Interest	\$ 469.79
Penalties/Late Fees	\$ -
Loan Principal	\$ 1,571.01
	<hr/>
<b>Total Income</b>	<b>\$ 3,199.08</b>
<b>Expense</b>	
NYS Tax Filing Fee	\$ -
Internal Revenue Service	\$ -
Annual Interest Payment to HUD	\$ -
Loan	\$ -
CDBG Support of Consolidation Plan	\$ -
Misc	\$ -
	<hr/>
<b>Total Expense</b>	<b>\$ -</b>
<b>Net Gain (Loss)</b>	<b>\$ 3,199.08</b>
	<hr/>
<b>End of Month Balance</b>	<b>\$ 793,672.89</b>
	<hr/>
Encumbered For All Loans	\$ -
Interest committed to HUD 2021-2022 Fiscal Yr.	\$ 3,526.65
	<hr/>
<b>Available Cash</b>	<b>\$ 790,146.24</b>

**Checks:**

**Year To Date**

\$ 1,031,958.42

\$ 3,496.82

\$ 3,526.65

\$ -

\$ 4,691.15

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\$ 11,714.62

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\$ -

\$ -

\$ -

\$ 250,000.00

\$ -

\$ 0.15

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\$ 250,000.15

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\$ (238,285.53)

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**\$ 793,672.89**

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**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

Accounts Receivable Report

May-23

**RESTRICTED ACCOUNT**

<b>Borrower</b>	<b>Original Loan Amount</b>	<b>Closing Date</b>	<b>Payment Amount</b>	<b>Amount Paid</b>
<b>REVOLVING LOANS</b>				
Hanrahan Enterprise	\$ 250,000.00	01/31/23	\$ 2,729.29	\$ 2,729.29
<b>IN DEFAULT:</b>				
VMR Electronics, LLC	\$ 108,000.00	05/04/09	\$ 1,475.90	\$ -
VMR Realty Management, LLC	\$ 292,000.00	05/04/09	\$ 1,769.07	\$ -
<b>TOTAL</b>	<b>\$ 650,000.00</b>		<b>\$ 5,974.26</b>	<b>\$ 2,729.29</b>

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

**Balance**

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\$ 245,308.95

**\$ 65,366.19**

**\$ 261,544.52**

**\$ 572,219.66**



**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

Statement of Income and Expense

**UDAG Account**

May-23

**May-23**

Beginning of Month Balance \$944,966.51  
Fiscal Year Beginning Balance

**INCOME**

Principal Paid on Loans	\$	2,932.53
Loan Interest	\$	973.82
Bank Interest	\$	569.84
Late Penalties	\$	-
BLDC-City of Binghamton Contract	\$	-
Administrative Reimbursement	\$	-
Main Street Grant Reimbursement	\$	-
Parade Grant	\$	-
<b>Total Income</b>		<b>\$4,476.19</b>

**EXPENSES**

Loans	\$	-
BLDC-City of Binghamton Contract	\$	-
Professional Fees-Credit Check	\$	893.75
Insurance Expense	\$	2,259.00
Accounting Expense	\$	-
Marketing Expense	\$	175.00
Property Maintenance Expense	\$	-
Community Event	\$	171.00
Payroll Accruals		\$0.00
<b>Total Expenses</b>		<b>\$3,498.75</b>

**Net Gain (Loss)** \$977.44  
**End of Month Balance** **\$945,943.95**

Encumbered For All Loans	\$0.00
Encumbered For Marketing 2022-2023	\$3,115.10
Encumbered for Bus. Restart - Disaster Loans	\$100,000.00
Available Cash	\$842,828.85

**Checks: March 2023**

994-NYS ECONOMIC COUNCIL-\$555

995-AJ PROPERTY-\$255  
996-WALLS INS-693.75  
997- WLADIS LAW - \$893.75  
998 - MATZO SIGNS \$5793.65  
999-WALLS INS-693.75  
1000-SARAH GLOSE \$20  
1001-RACHEL PRIEST \$20

**Year To Date**

\$1,241,400.69

\$ 53,064.47  
\$ 22,125.86  
\$ 4,114.74  
\$ 163.87  
\$ 52,541.97  
\$ 5,660.35  
\$ -  
\$ -

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\$137,671.26

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\$ 350,000.00  
\$ -  
\$ 6,353.80  
\$ 3,646.50  
\$ 5,500.00  
\$ 11,884.90  
\$ 7,615.00  
\$ 8,787.40

\$39,340.40

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\$433,128.00

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(\$295,456.74)

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**\$945,943.95**

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# BINGHAMTON LOCAL DEVELOPMENT CORPORATION

## Accounts Receivable Report

May-23

### UDAG ACCOUNT

<b>Borrower</b>	<b>Loan Amount</b>	<b>Closing Date</b>	<b>Payment Amount</b>	<b>Amount Paid</b>
<b>Repayment Loans</b>				
142 Court Street, LLC #2	\$ 41,467.98	06/01/17	\$ -	\$ -
DDBing Properties, LLC #2	\$ 90,000.00	05/21/13	\$ 502.74	\$ 502.74
Ellis Brothers	\$ 400,000.00	10/10/18	\$ 2,908.89	\$ -
Emma St., LLC	\$ 140,000.00	04/01/19	\$ 1,031.22	\$ 1,031.22
One North Depot Special	\$ 100,000.00	03/23/16	\$ 554.60	\$ -
Tom Haines	\$ 229,790.00	04/20/18	\$ 1,559.51	\$ -
Renkan Holdings	\$ 200,000.00	09/05/22	\$ 1,931.21	\$ 1,931.21
Broome County Council of Churches	\$ 150,000.00	06/15/20	\$ -	\$ -
KLAW Industries	\$ 150,000.00	03/10/23	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 1,501,257.98</b>		<b>\$ 8,488.17</b>	<b>\$ 3,465.17</b>
<b>Total number of loans</b>		<b>9</b>		
<b>Mini Micro Loans</b>				
Zachary Salisbury - QOLA	\$ 5,000.00	05/23/18	\$ 150.42	\$ -
PA Every Architect, PLLC	\$ 5,000.00	05/15/20	\$ 147.06	\$ 432.64
Ariel Hendricks CPT LLC	\$ 5,000.00	06/29/20	\$ 147.06	\$ -
<b>TOTAL</b>	<b>\$ 15,000.00</b>		<b>\$ 444.54</b>	<b>\$ 432.64</b>
<b>Total Number of Loans</b>		<b>3</b>		
<b>Façade Loans</b>				
One North Depot Façade	\$ 100,000.00	03/23/16	\$ 684.84	\$ -
The Garland, LLC	\$ 44,438.00	08/31/20		\$ -
<b>TOTAL</b>	<b>\$ 144,438.00</b>		<b>\$ 684.84</b>	<b>\$ -</b>
<b>Total number of loans</b>		<b>2</b>		
<b>COVID 19 Emergency Loan</b>				
Arena Hotel Corporation	\$ 15,000.00	09/04/20	\$ 1,272.11	\$ -
Vista Property Management, LLC	\$ 15,000.00	09/04/20	\$ 1,272.11	\$ -
<b>TOTAL</b>	<b>\$ 30,000.00</b>		<b>\$ 2,544.22</b>	<b>\$ -</b>
<b>Total number of loans</b>		<b>2</b>		
	<b>\$ 1,690,695.98</b>		<b>\$ 12,161.77</b>	<b>\$ 3,897.81</b>
<b>Total Open Loans</b>		<b>14</b>		

**Balance**

\$	<b>2,264.70</b>
\$	51,947.14
\$	304,593.30
\$	107,751.23
\$	<b>24,558.47</b>
\$	185,486.39
\$	189,906.01
\$	150,000.00
\$	150,000.00
\$	<b>1,166,507.24</b>

\$	<b>1,789.25</b>
\$	-
\$	<b>4,071.25</b>
\$	<b>5,860.50</b>

\$	<b>24,276.80</b>
\$	44,438.00
\$	<b>68,714.80</b>

\$	-
\$	-
\$	-

\$	<b>1,241,082.54</b>
	\$0.00

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

Statement of Income and Expense

**Unrestricted Account**

May-23

	<u>May-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$36,852.01	
Fiscal Year Beginning Balance		\$17,430.01
<b>INCOME</b>		
Application/ Commitment Fee	\$0.00	\$14,000.00
Filing Fees	\$0.00	\$0.00
Admin Fees (SUNY Broome Contract)	\$0.00	\$367.50
Misc Income parade	\$0.00	\$6,800.00
Interest Income	\$21.90	\$110.92
	<hr/>	
<b>Total Income</b>	<b>\$21.90</b>	<b>\$21,278.42</b>
	<hr/>	
<b>EXPENSES</b>		
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	\$1,834.52
Insurance	\$0.00	\$0.00
BLDC Training	\$0.00	\$0.00
	<hr/>	
<b>Total Expense</b>	<b>\$0.00</b>	<b>\$1,834.52</b>
	<hr/>	
<b>End of Month Balance</b>	<b>\$36,873.91</b>	<b>\$36,873.91</b>
	<hr/>	

**Checks: Jan 2022**

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

Statement of Income and Expense

**Broome Enterprise Triad - New York State Account**

May-23

	<u>May-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$0.00	
Fiscal Year Beginning Balance		\$0.00
<b>Income:</b>		
State Checks	\$0.00	\$36,750.00
	<hr/>	<hr/>
<b>Total Income</b>	<b>\$0.00</b>	<b>\$36,750.00</b>
	<hr/>	<hr/>
<b>Expense:</b>		
SUNY Broome	\$0.00	\$36,382.50
NYS EAP Funding 1% Fee	\$0.00	\$367.50
	<hr/>	<hr/>
<b>Total Expense</b>	<b>\$0.00</b>	<b>\$36,750.00</b>
	<hr/>	<hr/>
<b>End of Month Balance</b>	<b>\$0.00</b>	<b>\$0.00</b>
	<hr/> <hr/>	<hr/> <hr/>

**Checks:**



**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

Statement of Income and Expense

**Mayor's Veterans Initiatives**

May-23

	<u>May-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$ 17,048.01	
Fiscal Year Beginning Balance		\$ 10,548.01
<b>Income:</b>		
Mudcat Grant	\$ -	\$ 6,500.00
NY Veterans of Foreign Wars	\$ -	\$ -
Interest	\$ -	\$ -
	<hr/>	
<b>Total Income</b>	<b>\$ -</b>	<b>\$ 6,500.00</b>
<b>Expense:</b>		
Opportunities for Broome	\$ -	\$ -
	<hr/>	
<b>Total Expense</b>	<b>\$ -</b>	<b>\$ -</b>
<b>End of Month Balance</b>	<b>\$ 17,048.01</b>	<b>\$ 17,048.01</b>

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

Statement of Income and Expense

**GRANT ACCOUNT**

May-23

	<u>May-23</u>	<u>Year To Date</u>
Beginning of Month Balance	\$5,938.76	
Fiscal Year Beginning Balance		\$5,938.76
<b>Income:</b>		
State Funding Main Street Grant	\$0.00	\$0.00
<b>Total Income</b>	<u>\$0.00</u>	<u>\$0.00</u>
<b>Expense:</b>		
Main Street Gant Recording w/ Broome County	\$0.00	\$0.00
Main Street payments to property owners	\$0.00	\$0.00
<b>Total Expense</b>	<u>\$0.00</u>	<u>\$0.00</u>
<b>End of Month Total Grant Account</b>	<u><u>\$5,938.76</u></u>	<u><u>\$5,938.76</u></u>

**Expense Detail: (Paid from 9/1/22 to 8/31/23)**

None

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

Delinquent Loan Status - 30 or More Days Overdue

May-23

<b>Borrower</b>	<b>Amount Delinquent</b>	<b>Balance</b>
<b><u>VMR Electronics, LLC</u></b> Default	\$65,366.19	\$65,366.19
<b><u>VMR Realty Management, LLC</u></b> Default	\$261,544.52	\$261,544.52
<b><u>Quality of Life</u></b> Default	\$1,789.25	\$1,789.25
<b><u>Ariel Hendricks CPT LLC</u></b>	\$4,071.25	\$4,071.25
<b><u>142 Court Street, LLC #2</u></b>	\$ 2,264.70	\$ 2,264.70
<b><u>One North Depot Special</u></b>	\$ 554.60	\$ 24,558.47
<b><u>One North Depot Façade</u></b>	\$ 684.84	\$ 24,276.80
<b>Totals</b>	<b>\$336,275.35</b>	<b>\$383,871.18</b>

NOTE: UDAG Receivables: \$1,241,082.54  
 Rest Receivables: \$572,219.66  
 The total of outstanding balances in the BLDC portfolio: \$1,813,302.20  
 The total of the delinquent outstanding balances are \$336,275.35  
**The current delinquency percentage of the portfolio is: 18.54%**

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 0.52%

## Binghamton Local Development Corporation

June 22, 2023

**RESOLUTION 23-14: A RESOLUTION OF THE BOARD OF DIRECTORS OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION APPROVING THE PROPOSED BUDGET FOR FISCAL YEAR 2023-24 (CDBG FY 49).**

WHEREAS, Section 2801 of the NYS Public Authority Accountability Act (PAAA) requires that the Binghamton Local Development Corporation (BLDC) submit and post a budget approved by the Board of Directors to the New York State Public Authorities Reporting Information System (PARIS) on-line system sixty days prior to the beginning of the next fiscal year; and

WHEREAS, the BLDC fiscal year begins September 1st; and

WHEREAS, the annual Community Development Block Grant (CDBG) allocation to the City of Binghamton includes funding for the City of Binghamton Economic Development Office; and

WHEREAS, the Community Development Advisory Council recommended funding for the BLDC in the amount of \$164,000.00; and

WHEREAS, the CDBG budget was considered and will be acted upon by the City of Binghamton City Council by mid-July and the General Fund budget will be considered in October;

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

RESOLVE, that the BLDC approve the proposed budget attached hereto pending consideration and funding approval by the City of Binghamton City Council; and be it further:

RESOLVED, that the BLDC shall post the approved budget in accordance with the requirements of the PAAA by July 1, 2023.

I, Ron Sall, hereby certify the above resolution was approved by the Binghamton Local Development Corporation at a regular meeting held on June 22, 2023

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Ron Sall, Secretary  
Binghamton Local Development Corporation

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION**

	Original		Proposed						
	Budget FY2022	Audit FY 2022	Original Budget FY2023	Projected Actual 2023	Budget FY2024	Budget FY2025	Budget FY2026	Budget FY2027	Budget FY2028
<b>Support and Revenue</b>									
Loan Receivable Interest Income	37,346	53,525	33,227	43,524	45,000	35,000	32,000	29,000	27,000
Loan Principal				100,000					
City of Binghamton Professional Service Contract	145,000	15,817	145,000	50,000	50,000	145,000	145,000	145,000	145,000
Mudcat Grant Golf Tournament	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Interest Income	300	1,286	300	4,000	3,000	300	3,000	3,000	3,000
NYS State TRIAD	76,695	76,695	79,834	79,834	79,834	79,834	79,834	79,834	79,834
Grant Revenue	-	207,544	-	-	-	-	0	-	-
Loan Admin Fee Income	4,000		4,000	4,000	4,000	4,000	4,000	4,000	4,000
Pass Thru Donation	-		-	-	-	-	0	-	-
Misc Income	5,000		5,000		5,000	5,000	5,000	5,000	5,000
<b>Total Support and Other Revenue</b>	<b>273,341</b>		<b>272,361</b>		<b>191,834</b>	<b>274,134</b>	<b>273,834</b>	<b>270,834</b>	<b>268,834</b>
<b>Expenditures</b>									
Audit	6,000	5,500	6,000	5,500	6,100	6,100	6,200	6,300	6,400
Insurance	3,600	3,582	3,700	4,000	4,000	4,000	4,000	4,000	4,000
Marketing	15,000	15,000	15,000	15,000	25,000	25,000	25,000	25,000	25,000
Char500 Filing Fee	-		-		-	-	0		
Annual Interest Payment to HUD	120	-	120	-	-	120	120	120	120
Meeting Expense	600	-	600	-	-	600	600	600	600
SUNY Broome Entrepreneur	75,928	180,101	79,036	79,036	79,036	79,036	80,000	80,000	80,000
Consolidation Expense	-		-		-	-	0		
Community Event Expense	-		-		-	-	0		
Office Expense	1,000	-	1,000		1,000	1,000	1,000	1,000	1,000
Grant Expense									
Professional Services from City of Binghamton	145,000	15,817	145,000	50,000	50,000	145,000	145,000	145,000	145,000
Professional Services	-		-		-	-	0		
Misc Expense	4,000	11,767	4,000		4,000	4,000	4,000	4,000	4,000
Property Maintenance Expense	6,000		6,000	10,000	10,000	6,000	6,000	6,000	6,000
<b>Total Expenditures</b>	<b>257,248</b>		<b>260,456</b>		<b>179,136</b>	<b>270,856</b>	<b>271,920</b>	<b>272,020</b>	<b>272,120</b>
Operating Income	16,093		11,905		12,698	3,278	1,914	(1,186)	(3,286)
Net Position at beginning of fiscal year	3,817,051		3,833,144		3,845,049	3,857,747	3,861,025	3,862,939	3,807,488
Net Position end of period	3,833,144		3,845,049		3,857,747	3,861,025	3,862,939	3,861,753	3,804,202

## Binghamton Local Development Corporation

June 22, 2023

### **RESOLUTION 23-15 A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION TO ACCEPT THE RECOMMENDATION OF THE LOAN COMMITTEE TO AWARD FOUR COMMERCIAL FAÇADE IMPROVEMENT GRANTS.**

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

WHEREAS, the BLDC received certain applications for funding through the Commercial Façade Improvement Grant Program ; and

WHEREAS, the BLDC Loan Committee has recommended funding the applications listed in Attachment A attached hereto ; and

WHEREAS, the applications meet the criteria outlined in the Program Guidelines for the Commercial Façade Improvement 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 Commercial Façade Improvement Grant funds to the applicants listed in Attachment A; 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 a regular meeting held on June 22, 2023

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Ron Sall, Secretary  
Binghamton Local Development Corporation

# Binghamton Local Development Corporation

## Attachment A

<b>Month of LC</b>	<b>Applicant</b>	<b>Address</b>	<b>Total Project Cost</b>	<b>BLDC Award</b>
June	Davidge Holdings	31 Front St.	\$ 60,000.00	\$ 30,000.00
June	L2 Architects	134 Court	\$ 100,000.00	\$ 50,000.00
June	Serafini	375 State	\$ 30,679.00	\$ 15,339.00
May	Sachs Tee House	34 Hazel St.	\$ 17,234.22	\$ 8,617.11
June	Team World	498 Conklin	\$ 46,320.00	*\$ 10,660.12

\*Additional award of \$10,660.12 added to \$12,500 original award for total of \$23,160.12

## Binghamton Local Development Corporation

June 22, 2023

### **RESOLUTION 23-16 A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION TO ACCEPT THE RECOMMENDATION OF THE LOAN COMMITTEE TO AWARD TWO 607 STEP UP GRANTS.**

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 certain applications for funding though 607 Step Up Grant Program ; and

WHEREAS, the BLDC Loan Committee has recommended funding the applications listed in Attachment A attached hereto ; and

WHEREAS, the applications meet 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 the applicants listed in Attachment A; 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 a regular meeting held on June 22, 2023

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Ron Sall, Secretary  
Binghamton Local Development Corporation



# Binghamton Local Development Corporation

## Attachment A

<b>Applicant</b>	<b>Edu. Prog.</b>	<b>BLDC Funding Req.</b>	<b>Amount Approved</b>	<b>Month Approved</b>
Sham Crowned You	SBB607	\$ 5,000.00	\$ 5,000.00	June
My Legacy Foods	SBB607	\$ 5,000.00	\$ 5,000.00	June

June 22, 2023

**RESOLUTION 23-17: A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION AUTHORIZING THE PRESIDENT TO ENTER INTO AN AGREEMENT WITH DELTA ENGINEERS, ARCHITECTS, & SURVEYORS FOR DESIGN SUPPORT SERVICES FOR THE COMMERCIAL FAÇADE IMPROVEMENT PROGRAM**

WHEREAS, the Binghamton Local Development Corporation (the "BLDC") published a request for qualifications (RFQ) on May 29<sup>th</sup>, 2023 for professional architecture and engineering services associated with the BLDC Commercial Façade Improvement Program; and

WHEREAS, Delta Engineers, Architects & Surveyors submitted a proposal for services before the deadline on June 14, 2023; and

WHEREAS, the proposal submitted by Delta Engineers, Architects & Surveyors met the criteria as outlined in the RFQ and was reviewed and approved by the Executive Director; and

WHEREAS, the BLDC Strategic Priorities Committee recommends acceptance of Delta Engineers, Architects & Surveyors proposal; and

WHEREAS, the vendor shall be paid no more than \$100,000.00 for services outlined in the proposal;

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

RESOLVE, that the President of the BLDC is authorized and empowered to execute an agreement for services with Delta Engineers, Architects & Surveyors.

I, Ron Sall, hereby certify the above resolution was approved by the Binghamton Local Development Corporation at its regular meeting held on June 22, 2023

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Ron Sall, Secretary  
Binghamton Local Development Corporation



# BINGHAMTON LOCAL DEVELOPMENT CORP.

*Commercial Facade Matching Grant Program*

*June 14, 2023*



AN ISO 9001:2015 CERTIFIED COMPANY  
2023.355.001

Ms. Sarah Glose  
Binghamton Local  
Development Corporation  
38 Hawley Street  
4th Floor  
Binghamton, NY 13901

**Re: Commercial Facade  
Grant Program**

JUNE 14, 2023

Dear Ms. Glose,

Thank you for this opportunity to offer our qualifications in response to the RFQ Commercial Facade Grant Program. We have emailed a copy of the proposal to [saglose@cityofbinghamton.gov](mailto:saglose@cityofbinghamton.gov), based on the instructions in the questions and answers addendum, received on 6/13.

**Delta Engineers, Architects, Land Surveyors, & Landscape Architects, DPC (Delta)** is a full service firm that was established in the City of Binghamton in 1976. Our corporate headquarters are in Endwell, NY. We also have offices in Schenectady, NY, Syracuse, NY, Vernon, NY and Chevy Chase, MD.

We deliver a wide range of services targeted to clients in ten primary market sectors, including architectural, engineering, environmental, and civil engineering services. Our professional staff includes 26 licensed engineers, architects, land surveyors, and landscape architects as well as a full-time support staff of 88 experienced designers, technicians, industrial hygienists, ecological scientists, construction support, and administrative staff who provide cost efficient services.

One of our core principles is Community, and we believe that this project will enhance several of the storefronts and restaurants that many of our employees frequent during their free time. We also have a stake in the future of our community, and enhancing the various buildings in the City is vital to the continued improvements in the downtown area as well as gateways into the City.

**Delta** has experience with building facades, mostly on historic buildings. You will learn more about these projects later in this proposal. We do not plan to utilize any subconsultants on this project. However, if required, we have a team of other companies that we have a great deal of experience working with.

**Delta** is an **ISO 9001:2015 Certified** company. Our Quality Management System (QMS) has improved the consistency and accuracy of the projects that we deliver. Every project team member, from project manager to CAD technician, adheres to our QMS, and every project is thoroughly reviewed before delivery.

Our Project Manager and primary point of contact will be **Christopher S. Lynch, RA**. You can reach Mr. Lynch at **607-231-6661** or by email at [clynch@delta-eas.com](mailto:clynch@delta-eas.com). He is based in our Endwell Office located at **860 Hooper Road, Endwell, NY 13760**.

Our focus is to always be a **"seamless extension of our clients' organizations."** We look forward to the opportunity to work with the City of Binghamton and help enhance several buildings that will be admired and appreciated for generations to come.

Respectfully,

**DELTA ENGINEERS, ARCHITECTS, LAND SURVEYORS, & LANDSCAPE ARCHITECTS, DPC**



Anthony R. Paniccia, PE, JD  
President & CEO

# FIRM OVERVIEW

AN ISO 9001:2015 CERTIFIED COMPANY

## WHO WE ARE

**Delta Engineers, Architects, Land Surveyors, & Landscape Architects, DPC (Delta)**, an **ISO 9001:2015 certified company**, was founded in the City of Binghamton in 1976 and has grown from pure civil engineering roots into a 114 person, multidisciplinary professional services firm that delivers a wide range of services targeted to clients in ten primary market sectors: Architecture, Facilities, Landscape Architecture, Civil Engineering Services, Transportation, Environmental, Specialty Precast, Specialty Sports Engineering, Survey & Mapping, and Ecological Services. We have five total offices, four in New York (Endwell, Schenectady, Syracuse and Vernon) and one in Maryland (Chevy Chase). Our mission statement is stated simply: **“we are a seamless extension of our clients’ organizations.”** Our commitment is to the community, as well as to our clients.

## EXPERIENCE AND DEPTH

**Delta** project managers have an average of 29 years of design and management experience and are personally committed to satisfying our clients on every assignment. Our staff includes 26 licensed engineers, architects, and land surveyors, as well as a support staff of 88 other engineers, architects, technicians, industrial hygienists, cost estimators, and administrative staff that provide time and cost efficient services. This depth is key to our ability to handle concurrent projects with no adverse effect on performance.

## SOLID INFRASTRUCTURE

Internally, we have upgraded our IT data infrastructure and design platforms to include the Panzura Global Cloud Storage System. We continue to base our project management back office capabilities on the Newforma Project Management software suite. These tools have enhanced the security of our client data and our ability to collaborate without barriers.

## RESPONSIVENESS

Responsiveness is an integral part of the **Delta** culture. Our corporate structure, group organization, and project management approach allow us to form the right team of architects, engineers, and support staff required for a project without delay. We take pride in providing effective solutions for our clients quickly and reliably.

## DESIGN CAPABILITIES

Our design technology capabilities have grown significantly in recent years. We have fully embraced Building Information Modeling (BIM) to capture efficiencies and improve design quality across the entire life cycle of facility design. Using the latest Revit®, AutoCAD, and laser scanning technology, we help our clients visualize design alternatives to determine which options best meet their needs.

## DESIGN EXCELLENCE

The quality of **Delta’s** construction documents is second to none. Change orders on any **Delta** projects are well within any sort of industry standard, and we have the references and “score cards” to prove it. From programming to construction documents, each submission will contain and show the information developed and vetted clearly and concisely.

## ISO 9001:2015 QUALITY MANAGEMENT SYSTEM (QMS)

Our comprehensive Quality Management System (QMS) ensures that every project that we perform is rigorously peer reviewed in-house before delivery to ensure that all deliverables meet or exceed project requirements. Our formal, defined review processes that **Delta** uses on every project ensure consistent, high quality results across all disciplines.

## EXPERIENCE WITH LEED® CERTIFICATION

**Delta** has significant experience with Leadership in Energy and Environmental Design (LEED) consulting and green building design. We provide a comprehensive approach to the LEED® design process for both new and existing buildings. Our LEED® experience has ranged from roles as lead Project Architect, lead Engineer, Project Manager, and Commissioning Agent.

We understand the importance of LEED® principles being an integral part of the design process from conception through construction. We work with our clients and their project teams to provide technical expertise and peace of mind throughout the LEED design and certification process.

**Delta** has demonstrated commitment to LEED® standards for developing sustainable buildings in many contexts. Beginning in the early 2000’s, **Delta** recognized the importance of LEED® design and began a deliberate initiative to become a leader in green design and project management. **Delta** has been a member of the United States Green Building Council (USGBC) since 2006. **Delta** has six staff members who hold LEED® certifications.

STAFF MEMBER	TITLE	CREDENTIALS
Frederick C. Allabaugh Jr.	Project Manager	PE, LEED AP
Donald P. Harris	Senior Project Engineer	PE, LEED AP
Robert D. Johnson	Senior Project Architect	RA, LEED AP
William C. Nichols	Senior Project Manager	PE, LEED AP
Richard R. Sanguinito	Vice President/Director of Facilities Services	PE, LEED AP
John M. Spritzer III	Senior Structural Engineer	PE, LEED AP

# FIRM OVERVIEW

AN ISO 9001:2015 CERTIFIED COMPANY

## ARCHITECTURE



Delta provides comprehensive architectural programming, phasing, and full design services for new and renovation projects from concept through construction completion for institutional, commercial, industrial and residential clients. Our services are typically integrated with multidisciplinary civil, structural, mechanical, electrical, plumbing, fire protection, environmental, interior design, landscape architecture, construction administration, and overall project management services to ensure close coordination to client requirements.

## FACILITIES ENGINEERING



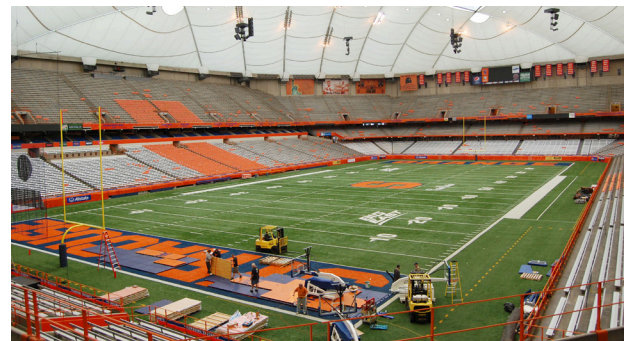
Delta provides comprehensive project management, planning, design, and construction support services for all phases of new and renovation facilities projects from architectural concept through construction completion. Delta architects and engineers deliver an integrated package of structural, civil, mechanical, electrical, plumbing, fire protection, environmental, and construction administration services that are customized to our clients' requirements. Projects range from small single system renovations such as a fire protection system upgrade to complex renovations involving design coordination across all design disciplines such as a complete dormitory upgrade.

## CIVIL ENGINEERING SERVICES



Our site/civil engineers work with you on site feasibility and selection. Our site preparation services cover road and parking facilities, drainage, water supply, utility planning, overall planning, and permit support. We also develop Storm Water Pollution Prevention Plans, erosion and sediment control plans, sanitary sewer plans, retaining wall solutions, and pedestrian facility design which fully American with Disability Act and Proposed Right-of-Way Access Guidelines compliant.

## SURVEY AND MAPPING



Delta provides precision survey and mapping services for institutional, academic, commercial, and residential clients that range from simple boundary line determinations to complex 3-D site assessments. Specialty areas include the integration of laser scanning into engineering design for transportation and facility projects and the highest quality mapping for topographic, ALTA, and construction site surveys.

# FIRM OVERVIEW

AN ISO 9001:2015 CERTIFIED COMPANY

## TRANSPORTATION ENGINEERING



Delta provides comprehensive project management, design, analysis, bid support, and construction administration services for transportation, safety, and quality of life infrastructure projects including bridge, highway, traffic, parking, recreational trail and road usage. Delta delivers a complete portfolio of services for municipal, county, state, federal and private clients and offers special expertise in the rehabilitation of historic, metal truss, and concrete arch bridges. We also provide specialized construction support services and rapid response disaster recovery assistance.

## LANDSCAPE ARCHITECTURE



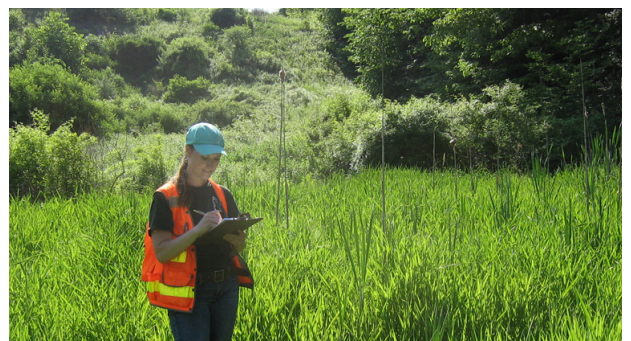
Delta provides comprehensive landscape architecture services in the areas of community and land planning, recreational planning, and urban and environmental design. Our design solutions incorporate an understanding of how people interact with their environment and reflect our principles of stewardship first. Having the resources of a full service architecture, engineering, and professional services firm under the same roof means that specialized expertise is always available to address additional scope or project integration challenges.

## ENVIRONMENTAL ENGINEERING



Delta provides responsive asbestos project design, inspection, and monitoring services, lead-based paint hazard assessment, thermal imaging, remediation design, and monitoring services, industrial hygiene investigations, hazardous material and water sampling, safety and compliance services, indoor air quality evaluations, and related environmental services.

## ECOLOGICAL SCIENCE



Delta provides a wide range of ecological science services with focus on a complete suite of wetland delineation, mitigation, and permitting services for institutional, commercial, and industrial clients. We also specialize in studies of natural resources, wildlife, vegetation, fisheries, habitat inventories, water quality, endangered species and provide environmental and construction monitoring.

# FIRM OVERVIEW

AN ISO 9001:2015 CERTIFIED COMPANY

## SPECIALTY PRECAST



Our Specialty Precast Group (Delta Precast) provides structural design and consulting engineering services licensed in 49 states for precast concrete manufacturers and other clients throughout the United States that enable them to streamline their project design and approval workflows. We also offer software packages that support development of approved construction drawings from our Engineers-of-Record.

## SPECIALTY SPORTS ENGINEERING



Delta has been working extensively in the sports-related field for over 10 years. We have provided structural design for some of the most iconic stadiums in the world for major league baseball teams including the Yankees, Red Sox, and the Washington Nationals. We have also been involved in design work for NFL teams, along with other professional, college, and high school teams.



114  
EMPLOYEES



26 REGISTERED  
ARCHITECTS,  
ENGINEERS,  
& SURVEYORS



LICENSED IN  
ALL 50 STATES

### Team Leaders



**ANTHONY R. PANICCIA, PE, JD**  
*President & CEO*  
607-231-6610  
[apaniccia@delta-eas.com](mailto:apaniccia@delta-eas.com)



**CHRISTOPHER S. LYNCH, RA**  
*Project Manager*  
607-231-6661  
[clynch@delta-eas.com](mailto:clynch@delta-eas.com)

### OFFICE LOCATIONS

#### Greater Binghamton Region

860 Hooper Road  
Endwell, New York 13760  
Tel 607-231-6600 Fax 607-231-6650

#### Syracuse Region

4873 NYS Route 5  
Vernon, New York 13476  
Tel 315-953-4200 Fax 315-953-4202

6700 Thompson Road, Ste. 1  
Syracuse, NY 13211  
Tel 315-695-7228

#### New York State Capital Region

220 Harborside Drive, Ste. 202  
Schenectady, New York 12305  
Tel 518-427-7200 Fax 518-427-7210

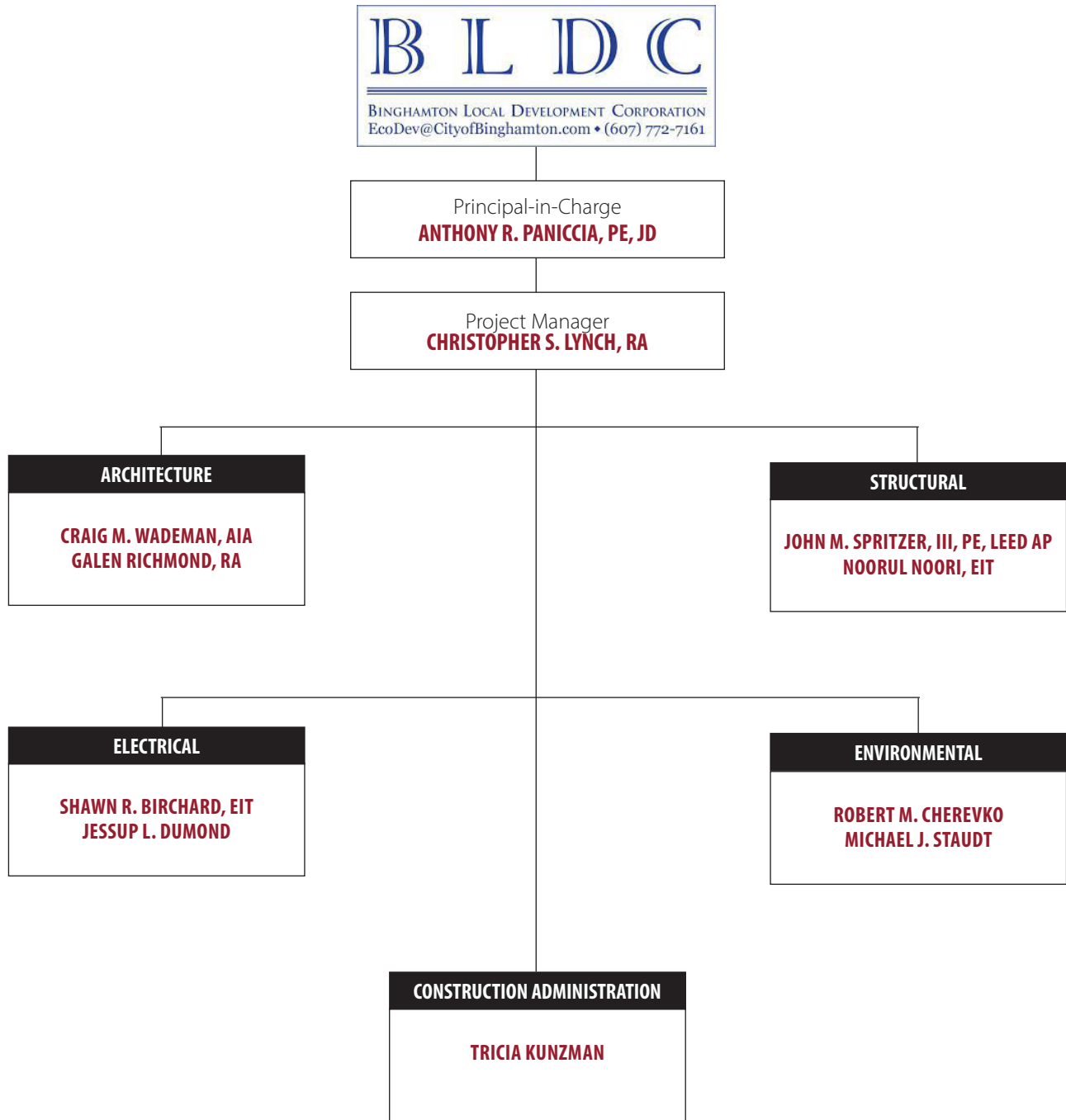
#### National Capital Region

8401 Connecticut Ave, Suite 350  
Chevy Chase, Maryland 20815  
Tel 301-718-0080 Fax 301-718-9520



# ORGANIZATIONAL CHART

AN ISO 9001:2015 CERTIFIED COMPANY



# CONSULTANT RESOURCES

AN ISO 9001:2015 CERTIFIED COMPANY



**ANTHONY R. PANICCIA, PE, JD**

**PRINCIPAL-IN-CHARGE**

Mr. Paniccia has been President & CEO of Delta since 2006, overseeing all aspects of the company. An electrical engineer and project manager by training, Anthony understands what it takes to complete complex projects on time and on budget. A lifelong resident of New York's Southern Tier, Anthony is actively engaged in community service opportunities ranging from Mercy House of the Southern Tier to the SUNY Broome Board of Trustees.

## PROJECT EXPERIENCE

### Licenses/Certifications

Professional Engineer: AL, AZ, AR, CO, CT, DC, DE, FL, GA, HI, ID, IL, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, NH, NJ, NV, NY, OH, OK, OR, PA, RI, SC, TN, TX, UT, VA, VT, WA, WI, WV

Certified Asbestos Project Designer: NY

### Education

Lincoln Law School, JD, Juris Doctor, 2001

Clarkson University, BSEE, Electrical Engineering, 1989

Broome Community College, AS, Engineering Science, 1987

- **TIOGA COUNTY COURTHOUSE FACADE REPAIR**

*Principal-in-Charge* | Owego, NY

- **DELAWARE NATIONAL BANK OF DELHI RENOVATIONS**

*Principal-in-Charge* | Delhi, NY

- **SILVESTRI, COMFORT & BIRDSALL FAMILY DENTISTRY FACADE RENOVATION**

*Principal-in-Charge* | Vestal, NY



**CHRISTOPHER S. LYNCH, RA**

**PROJECT MANAGER**

Mr. Lynch is a Senior Project Architect in Delta's Architecture Group. Chris has leveraged the project management experience he gained early in career working on large-scale public project with his knowledge of design technology tools to streamline workflows for corroboration across all phases of design and construction with the use of Building Information Modeling (BIM). Chris possesses strong communication skills to clearly articulate the client needs to the design team and as problem solving skills that allow him to find viable solutions to meet the client's projects goals.

## PROJECT EXPERIENCE

- **SILVESTRI, COMFORT & BIRDSALL FAMILY DENTISTRY FACADE RENOVATION**

*Project Manager* | Vestal, NY

- **ANC FACADE RENOVATION**

*Project Manager* | Endicott, NY

- **SHIRLEY CHISHOLM DAYCARE RENOVATIONS**

*Project Architect* | Brooklyn, NY

# CONSULTANT RESOURCES

AN ISO 9001:2015 CERTIFIED COMPANY



## CRAIG M. WADEMAN, AIA

### SENIOR PROJECT ARCHITECT

Mr. Wademan is a Senior Project Architect in Delta's Architectural Group. Craig oversees all aspects of project development including client relations, contract management, and design oversight. To ensure cost-effective design solutions are developed to meet client requirements, he coordinates sub-consultant project assignments and workload delegation with other Delta offices all driven by the project schedule.

#### PROJECT EXPERIENCE

- **DELAWARE NATIONAL BANK OF DELHI RENOVATIONS**  
*Senior Architect* | Delhi, NY
- **CANTON CANOPY AND SITE DESIGN**  
*Senior Project Architect* | Canton, NY
- **REHABILITATE FACADE - FISHKILL CORRECTIONAL FACILITY BUILDING**  
*Senior Project Architect* | Beacon, NY

#### Licenses/Certifications

Registered Architect: NY

#### Education

University at Buffalo, BPS, Architecture, 1993

SUNY Alfred, AAS, Architectural Technology, 1982



## JOHN M. SPRITZER III, PE, LEED AP

### SENIOR STRUCTURAL ENGINEER

Mr. Spritzer is the Senior Structural Engineer at Delta. John provides design and quality assurance review for structural engineering projects in the Facilities, Transportation, and Precast Groups. He has over 35 years of experience providing structural design for a wide range of market sectors including government, academic, commercial, industrial, retail, religious, and residential projects. John is LEED AP-certified and has successfully managed projects ranging from local historic building restorations to construction and renovation of large public and commercial facilities. His design versatility extends to structural projects that employed materials including steel, masonry, wood, composites, and conventional, pre-stressed, and precast concrete.

#### PROJECT EXPERIENCE

- **TIOGA COUNTY COURTHOUSE FACADE REPAIR**  
*Senior Structural Engineer* | Owego, NY
- **DELAWARE NATIONAL BANK OF DELHI RENOVATIONS**  
*Senior Structural Engineer* | Delhi, NY
- **INSPECT FACADE SECURITY MUTUAL BUILDING**  
*Senior Structural Engineer* | Binghamton, NY

#### Licenses/Certifications

Professional Engineer: AL, AR, CO, DC, FL, KS, KY, MD, MI, MN, MO, MS, NE, NY, OH, RI, SC, TN, WY

LEED Accredited Professional: National

#### Education

University of Colorado, BS, Architectural Engineering, 1982



## SHAWN R. BIRCHARD, EIT

### SENIOR ELECTRICAL ENGINEER

Mr. Birchard is a Senior Project Engineer in the Delta Facilities Group. Shawn designs lighting, power, fire alarm, and security systems. Shawn has designed hundreds of systems for a wide range of facilities, including educational, governmental, institutional, commercial, industrial, utility, retail, and medical buildings as well as parking and streetscape projects.

#### PROJECT EXPERIENCE

- **SUNY ONEONTA FORD HALL RENOVATIONS**  
*Senior Electrical Engineer* | Oneonta, NY
- **SUNY ONEONTA TOBEY HALL ELECTRICAL RENOVATIONS**  
*Senior Electrical Engineer* | Oneonta, NY
- **SUNY ONEONTA FIELD HOUSE FIRE ALARM RENOVATIONS**  
*Senior Electrical Engineer* | Oneonta, NY

#### Licenses/Certifications

Engineer in Training: NY

#### Education

Alfred University, BS, Electrical Engineering, 2000

# CONSULTANT RESOURCES

AN ISO 9001:2015 CERTIFIED COMPANY



**ROBERT M. CHEREVKO**

**SENIOR INDUSTRIAL HYGIENIST**

Mr. Cherevko is a Project Manager and Senior Industrial Hygienist in the Delta Environmental Group. Rob has extensive experience in asbestos project monitoring, building inspections and air sample collection, lead-based paint inspections, indoor air quality evaluations, industrial hygiene investigations, mold remediation projects, wastewater and hazardous material sampling, and evaluation of OSHA/NYS/EPA/ compliance issues. He has performed and managed hundreds of related projects at a wide range of commercial, industrial, public, and residential facilities.

## Licenses/Certifications

Certified Asbestos Air Sampling Technician: NY  
Certified Asbestos Inspector: NY  
Certified Asbestos Management Planner: NY  
Certified Asbestos Project Monitor: NY  
Certified Lead-Based Paint Inspector: NY  
Certified Lead Paint Inspector and Risk

## Education

Syracuse University, BS,  
Environmental Services, 1992

## PROJECT EXPERIENCE

- **CITY OF BINGHAMTON ENVIRONMENTAL TERM**  
*Senior Industrial Hygienist | Binghamton, NY*
- **CORNELL UNIVERSITY ENVIRONMENTAL TERM AGREEMENTS**  
*Senior Industrial Hygienist | Ithaca, NY*
- **DASNY ASBESTOS & ENVIRONMENTAL TERM AGREEMENTS**  
*Senior Industrial Hygienist | Various Locations, NY*



**TRICIA KUNZMAN**

**CONSTRUCTION ADMINISTRATOR**

Ms. Kunzman is a Construction Administrator in the Delta Facilities Group. Tricia provides construction support, estimating for future projects, and SWPPP inspections and reports. Her typical project responsibilities include supervision of ongoing construction, review of RFI's and submittals, issuing field work directives, and noncompliance reports and communication between the contractors and the owners. Tricia's experience spans multiple market sectors, from federal government to local government, as well as K12 projects and municipal projects.

## PROJECT EXPERIENCE

- **DASNY CENTRAL NEW YORK PSYCHIATRIC CENTER BUILDING 39 REHABILITATION**  
*Construction Administrator | Marcy, NY*
- **JC DPW FACILITY - 60 LESTER AVE.**  
*Construction Administrator | Johnson City, NY*
- **TOMPKINS COUNTY SENIOR LIVING APARTMENTS MEP**  
*Construction Administrator | Ithaca, NY*

# DELAWARE NATIONAL BANK OF DELHI INTERIOR OFFICE RENOVATION

AN ISO 9001:2015 CERTIFIED COMPANY



## OWNER

Delaware National Bank of Delhi

## CLIENT

Delaware National Bank of Delhi

## CONTACT & PHONE

Peter Gioffe  
President  
855-333-3544

## COMPLETION DATES

*Professional Services*  
2020-2021

*Construction Services*

2021-2022

## DELTA FEE

\$1,200,000

## SERVICES

Architectural, Structural,  
Mechanical, Electrical, Plumbing,  
Environmental, Cost Estimating,  
and Construction Administration

## DELTA PROJECT MANAGER

Jeffrey Stafford, PE

The Delaware National Bank of Delhi wanted to renovate the first floor of their Main Branch in Delhi, NY. The Main Branch is comprised of two buildings that were connected at some point in time.

The bank was originally housed in the building shown on the left side of the photo, with the steps leading up to the former main entrance between the Greek style columns.

The renovations occurred on the first floor of the building shown on the right side of the photo, that housed existing tellers and loan officers.

Work included renovating/replacing floor, wall and ceiling finishes, heating, cooling and ventilation systems, power and lighting, plumbing and fire protection systems, as well as the building facade.

Delta provided architecture, structural, mechanical, electrical, plumbing, fire protection, environmental, and construction administration services for this project.

# SILVESTRI COMFORT BIRDSALL DENTISTRY PARTIAL EXTERIOR FACADE DESIGN

AN ISO 9001:2015 CERTIFIED COMPANY



## OWNER

Silvestri, Comfort, Birdsall  
Dentistry

## CLIENT

Silvestri, Comfort, Birdsall  
Dentistry

## CONTACT & PHONE

Ryan Comfort  
Partner  
607-797-5932

## COMPLETION DATES

*Professional Services*  
2020-2021

*Construction Services*  
2023 Anticipated

## CONSTRUCTION COST

\$300,000

## SERVICES

Architectural, Structural, Electrical

## DELTA PROJECT MANAGER

Christopher S. Lynch, RA

The Dentist Office wanted to do exterior renovations to their building, including the exterior facade on their building.

The siding was comprised of vertical tongue and groove redwood siding and was original to the building.

The windows on the west wall were outdated and needed to be replaced.

Delta provided design services, developing concepts for three design options for the facade, and developed permit drawings for the selected facade design.

Delta also provide project management and construction administration services as part of this project.

# TIOGA COUNTY COURTHOUSE FACADE REPAIR

AN ISO 9001:2015 CERTIFIED COMPANY



## OWNER

Tioga County

## CLIENT

Tioga County

## CONTACT & PHONE

Richard Perkins, PE  
Deputy Commissioner  
607-687-8556

## COMPLETION DATES

*Professional Services*  
Anticipated 2021

*Construction Services*  
N/A

## CONSTRUCTION COST

\$17,000 Fee

## SERVICES

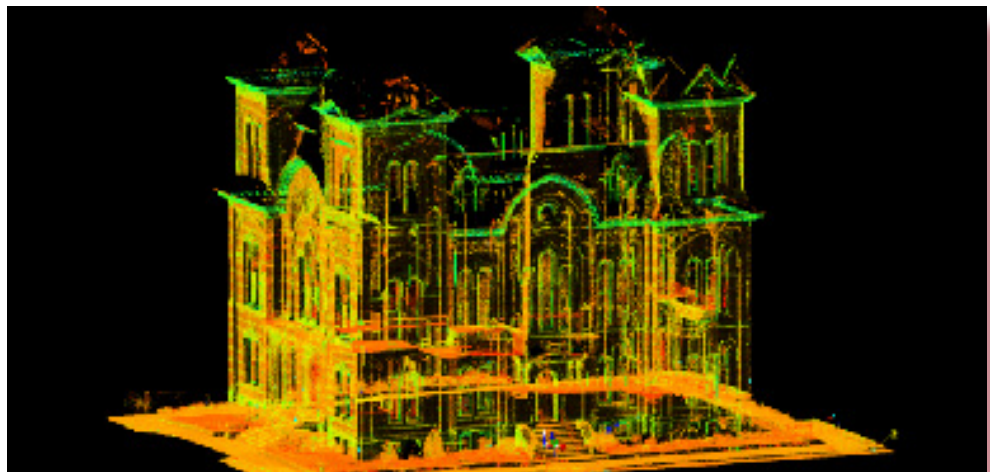
Architectural, Structural,  
Survey & Mapping

## DELTA PROJECT MANAGER

Richard R. Sanguinito, PE, LEED AP

The exterior facade of the Tioga County Courthouse building is constructed of brick with stone accenting around windows and at multiple horizontal bands. A portion of the stone fell, causing concern for the safety of the public walking by. The county engaged Delta to perform a safety inspection of the facade and to prepare an inspection report that summarized the inspection findings.

Delta began by scanning the exterior of the building with a laser scanner to create an accurate 3D Point Cloud of the building. Delta then converted the virtual model into architectural elevation drawings to be used for documenting conditions of the building. Delta then performed an in-depth inspection of the masonry elements of the building facade and documented all visible deficiencies. Delta performed a sounding of each piece of the stone to determine if there were any other loose pieces and then removed any loose stones.



# OFFERER QUALIFICATIONS

AN ISO 9001:2015 CERTIFIED COMPANY

**Delta** has a great deal of experience doing business in New York State, Broome County and the City of Binghamton. Our team is well versed in the local codes, and follows them with every project.

We have read through the general project requirements and have the experience, capacity and personnel to complete all projects, based on local and state codes. Being based in Endwell means we are only a short drive from Binghamton and are available to meet with clients to discuss their needs and ideas for the project.

**Delta** maintains a workload database that tracks every project in our office and includes each overall project schedule, submission milestones and deadlines, and the personnel assigned for each task. Project managers meet bi-weekly to review the schedule, confirm availability of personnel, and make any adjustments to work assignments necessary to see to it that all of the projects across our office continue to run smoothly. The workload scheduler also helps us predict and plan for periods of increased activity and avoid having any project suffer from a surge in workload.

We are recommending that all the work be performed with Delta's in-house staff to streamline communication, seamlessly share information among all design disciplines, and ensure the client's project stays on schedule and in budget. With our breadth of expertise, should a need arise to bring another design discipline on-board we can do so without hesitation.

Currently, our backlog of projects is well within historic norms. We have a deep roster of talented architects and engineers to be able to staff every project and meet whatever deadline is set forth by the Binghamton Local Development Corporation, as well as the client. We have every reason to believe that we will be able to complete any project within the agreed upon time period.

## PROFESSIONAL REFERENCES

**Delta** is proud of our track record and we stand behind our work. We strive to deliver the best solutions for our clients and to always provide responsive service.

We encourage you to contact our references below to verify our past performance on comparable projects. We are confident they will attest to our commitment to provide excellent results on their behalf.

CLIENT NAME	CONTACT NAME AND TITLE	PHONE
Delaware National Bank of Delhi	Peter Gioffe, President	855-333-3544
Silvestri, Comfort, Birdsall Dentistry	Ryan Comfort, Partner	607-797-5932
Tioga County DPW	Richard Perkins, PE, Deputy Commissioner	607-687-8556



# RFP PRICING SHEET

AN ISO 9001:2015 CERTIFIED COMPANY

## RFP PRICING

### Architecture/Engineering Services:

Pricing for an **Hourly** Labor Rate based on project scope

Please see attached sheet for hourly rates

OR

Pricing based on other pricing structure at discretion of the bidder \_\_\_\_\_

Company Name, Address and Phone Number

Delta Engineers, Architects, Land Surveyors, & Landscape Architects, DPC

860 Hooper Road

Endwell, NY 13760

607-231-6600

Contact Name

Anthony R. Paniccia, PE, JD

Authorized Signature for Company

*Anthony R. Paniccia*

# RATE SHEET

AN ISO 9001:2015 CERTIFIED COMPANY

## 2023 RATE SCHEDULE

Effective Thru: 12/31/23



### LABOR

TITLE	HOURLY RATE
PRINCIPAL	\$220
SENIOR PROJECT MANAGER	\$205
PROJECT MANAGER	\$175
PROFESSIONAL LAND SURVEYOR	\$155
SENIOR PROJECT ARCHITECT/ENGINEER	\$155
PROJECT ARCHITECT/ENGINEER	\$125
SENIOR ARCHITECT/ENGINEER	\$115
INTERIOR DESIGNER	\$110
ARCHITECT/ENGINEER	\$105
ASSISTANT ARCHITECT/ENGINEER	\$95
SENIOR TECHNICIAN	\$90
TECHNICIAN	\$70
ASSISTANT TECHNICIAN	\$50
ADMINISTRATIVE ASSISTANT	\$70
SENIOR ENVIRONMENTAL SCIENTIST 2	\$150
SENIOR ENVIRONMENTAL SCIENTIST 1	\$100
ENVIRONMENTAL SCIENTIST	\$90
INDUSTRIAL HYGIENIST	\$70
PARTY CHIEF	\$110
SURVEY TECHNICIAN	\$90
CONSTRUCTION SUPERVISOR	\$160
LEVEL 4 INSPECTOR	\$135
LEVEL 3 INSPECTOR	\$125
LEVEL 2 INSPECTOR	\$95

### REIMBURSABLE EXPENSES

ITEM	BILLING RATE
MILEAGE	AT IRS RATE
MEALS/LODGING	AT COST
PRINTS (ANY SIZE)	\$ 0.25/Square Foot
VELLUM	\$ 0.50/Square Foot
MYLAR	\$ 0.75/Square Foot
PHOTOCOPIES	\$ 0.10/Sheet
OVERNIGHT SHIPPING (UPS, FEDERAL EXPRESS, ETC.)	AT COST
SUBCONTRACT SERVICES	COST + 10%
HIGH DEFINITION LASER SCANNER	\$500/Day; \$250/Half Day
CONSUMABLE INSPECTION / FIELD SUPPLIES	AT COST

2023 Delta Billing Rates

## **CERTIFICATE OF INSURANCE**

The Contractor agrees to provide the City of Binghamton with Certificate(s) of Insurance, naming the City as an additional insured. The acceptable Certificate of Insurance for this bid will be the ACORD Certificate of Insurance Form 25-S (7/97). The Contractor will be insured at a policy providing a limit of \$2,000,000.00 aggregate bodily injury liability, and a minimum of \$1,000,000.00 for each occurrence.

The Contractor agrees to provide the City of Binghamton with a Certificate of Insurance, naming the City as an additional insured for any **subcontractor** used by the bidder. The acceptable Certificate of Insurance shall be the ACORD Certificate of Insurance Form 25-S.

COMPLETED OPERATIONS LIABILITY INSURANCE issued to and covering the liability for damages imposed by law upon the Contractor and each Subcontractor arising between the date of final cessation of the work and the date of final acceptance thereof out of the part of the work performed by each.

COMPREHENSIVE AUTOMOBILE INSURANCE shall be carried in minimum amounts of \$500,000.00 for bodily injury and \$500,000.00 for property damage or a combined single limit of \$1,000,000.00.

All liability and property damage insurance required hereunder shall be Commercial General Liability and Comprehensive Automobile Bodily Injury and Property Damage form of policy.

Worker's Compensation:

1. State: Statutory
2. Applicable Federal: Statutory; e.g. Longshoreman, Harbor Work, Work at or outside U.S. boundaries
3. Employer's Liability - \$100,000.00
4. Benefits required by Union Labor Contracts: As applicable

NYS Disability Insurance: Statutory

## **HOLD HARMLESS AGREEMENT**

The Contractor, individual, and/or organization agrees to be responsible for all damages resulting from mental and physical bodily injury, including death at any time resulting there from, and/or for all damages arising out of, injury to, or destruction of property due to his/her/its activities or the activities of his/her/its agents, employees, partners, and participants arising out of or resulting from any act or omission in connection with the use of operation of any programs, events, or activity of the applicant, individual, or organization on City of Binghamton premises; to provide an insurance certificate naming the City as an additional insured representing a policy providing a limit of \$2,000,000.00 aggregate bodily injury liability and a minimum of \$1,000,000.00 each occurrence and does hereby expressly agree to indemnify and save harmless City of Binghamton from all claims, suits, actions, judgments, damages, attorney fees including the cost of legal defense, and cost of every name and description to the extent not covered by the applicant's,

individuals, or organization's insurance, if any arising out of or resulting from any act or omission in connection with such use, operations, or activities; it being understood that this is an undertaking of indemnity only and is not to be construed as an undertaking or obligations to pay claims for which there would not otherwise be a remedy in law.

This agreement shall continue in effect from \_\_\_\_\_ to \_\_\_\_\_ 20\_\_.

IN WITNESS THEREOF: Anthony R. Paniccia, PE, JD has caused this instrument to be signed by a duly authorized officer on the Delta corporation/organization on the 13th day of June, 2023.

  
Signature

IN WITNESS THEREOF: David J Chambers has caused this instrument to be signed by a duly authorized officer on the Delta corporation/organization on the 13th day of June, 2023.

  
Signature

STATE OF NEW YORK;  
COUNTY OF BROOME: ss.

On this 13 day of JUNE, 2023, before me personally appeared ANTHONY PANICCIA, to me personally known, who being by me duly sworn, did depose and say that he/she is the PRESIDENT/CEO, of the corporation/organization described in and which executed the within instrument.

  
Notary Public **LUCIANA KUNZMAN**  
Notary Public, State of New York  
Registration No. 01KU6385276  
Qualified in Broome County  
Commission Expires on December 31, 2026