

**TOWN OF UNION
LOCAL DEVELOPMENT CORPORATION
MINUTES
THURSDAY, NOVEMBER 20, 2014**

The Town of Union Local Development Corporation met for a regular meeting on Thursday, November 20, 2014 at the Town of Union Office Building, located at 3111 East Main Street, Endwell, NY 13760.

I. THE MEETING WAS CALLED TO ORDER AT 8:00 A.M.

MEMBERS PRESENT: Dr. Leslie Distin, Stephen Trichka, Diane Julian, Ross Peduto, Robert Corwin, Gary Leighton, David Roth

MEMBERS ABSENT: Kay Adams

OTHERS PRESENT: Rose Pope (LDC Counsel), James Peduto

STAFF PRESENT: Joseph Moody (LDC Director), Robin Shimer (LDC Administrative Assistant)

II. APPROVAL OF THE MINUTES

Minutes of the Regular LDC Board Meeting of September 18, 2014 were reviewed and approved.

Motion: Diane Julian

Motion 2nd: Gary Leighton

Motion: To approve the minutes of the Regular LDC Board Meeting held on September 18, 2014 as written.

Vote: All yes, motion approved.

III. PRESIDENT'S REMARKS

President Distin welcomed all attendees to the Board meeting.

IV. DIRECTOR'S REMARKS

Director Moody introduced James Peduto to Board members. Mr. Peduto has expressed interest in LDC Board service upon the anticipated Board retirement of Ross Peduto.

V. OLD BUSINESS

- A. Mr. Moody provided an update about Equinox Broadcasting's Shop Local Challenge program. Following the Board's September 18, 2014 approval of LDC participation and spending of up to \$500 for artwork and production costs, Mr. Moody worked with the City of Binghamton to devise an advertising sticker applicable to area businesses and the "Shop Local 607" program. The cost for production of the stickers is \$350.00. Mr. Moody requested Board permission to make payable a check in that amount to Bob Carr 2 Printing and Mailing. Dr. Distin then called for a vote to approve payment of \$350.00 from the UDAG Miscellaneous Funds account to Bob Carr 2.0 Printing and Mailing for production of the Shoplocal.com advertising stickers.

Motion: Ross Peduto
Motion 2nd: Steve Trichka
Motion: To approve payment of \$350.00 from the UDAG Miscellaneous Funds account to Bob Carr 2.0 Printing and Mailing for production of 1000 4" Shoplocal.com advertising stickers pertaining to the Town of Union Local Development Corporation's marketing participation with the City of Binghamton's LDC in Equinox Broadcasting's "Shop Local 607.com" initiative.
Vote: All yes, motion approved.

- B. Mr. Moody updated the Board on the Shop Local 607 program. He said the period for that initiative is now at one month and not three months. The LDC Board approved maximum investment amount of \$1500 now has a lower advertising ceiling of \$1000. He noted the text of the radio commercial is favorable.
- C. The topic of the Board's previously approved \$10,000 microenterprise loan to Coco Mojo LLC was discussed. A requirement of that loan's approval was mortgage subordination to the LDC by the private lender. The private lender chose to not take that secondary position. The applicants then decided to not further pursue a microenterprise loan. However, the approved \$5,000 commercial facade loan to Coco Mojo LLC is moving forward, but has yet to close.
- D. Mr. Moody informed the Board of the closing of the doors of Dawn's Cakes. He said the owner has honored both her job creation requirement and financial obligation by fully paying back the outstanding balance on the \$20,000 loan, which was around \$7,500.
- E. Mr. Moody then referenced the College Town Steering Committee on which he serves. Other committee members include representatives from the Broome County Planning and Economic Development Department, the City of Binghamton, Binghamton University, and Broome Community College. The committee's work includes ascertaining the status of local development activities, identifying the area's needs and means of creating a college town atmosphere and promoting development. Potential development actions dovetailing off of Binghamton University's Pharmaceutical School in Johnson City has been a topic of the steering committee.

Mr. Trichka asked Mr. Moody for an update on the status of National Pipe and Plastics, Inc. (NP&P) as to LDC-NP&P interaction subsequent to the Board's adopted resolution of May 15, 2014 providing a \$300,000 grant to NP&P, and thereafter the emergence of new environmental findings resulting in a pending revised commitment letter to be provided by NP&P to the Local Development Corporation. Mr. Moody said the latest environmental findings and other issues has led to a delayed acquisition of the property by NP&P and a lapsing of NP&P real estate contract with current 1 North Page Ave. building owners. NP&P is still interested in property acquisition and a grant with the LDC.

Mr. Moody said one topic at a recent College Town Steering Committee meeting was lack of area housing for young professionals. The Summit Chase Apartments on Jane Lacey Drive may be the only local housing in that category. It's believed young professionals desire housing cost at about 75%-88% of current available housing costs. He said potential development of off-campus housing for Binghamton University should be based on graduate student needs. Binghamton University currently has a surplus of on-campus housing for undergraduate students.

VI. NEW BUSINESS

- A. Mr. Moody informed Board members of transfers of \$30,000 in Urban Development Action

Grant (UDAG) Savings account funds to the UDAG Commercial Facade account, and \$41,000 from the Commercial Facade account to UDAG Checking account. Those actions were taken to cover Commercial Facade loans made to Sheila and Richard Holden (Sheric Holdings, LLC, d/b/a Kristophor's Restaurant) and to Tricia and Byron Dwyer (Coco Mojo, LLC)

- B. Mr. Moody requested Board approval to add new authorized Board members as loan-related signers. The Board and Mr. Moody decided to wait until the LDC's annual organization meeting in December to determine the authorized signers. Mr. Leighton asked if signers were required to be Board officers. Ms. Julian inquired if the annual meeting's agenda would include -- beyond the usual election of LDC Board officers and committee appointments -- any aspects of LDC Board responsibilities, such as those pertaining to public authorities accountability reporting, which the Board is required to review and/or vote upon. Mr. Moody said there is nothing he is aware of other than maintaining the necessary committee as required by PAAA and on-line training for new LDC Board Members.
- C. Ross Peduto's retirement from the Board was discussed. Mr. Peduto expressed his thanks to Board members for their acceptance of his long-standing LDC work. Mr. Roth noted the quality and duration of service provided by Mr. Peduto. Dr. Distin expressed in customary eloquence and congenial manner his appreciation for Mr. Peduto's many years of dedicated service and his work in making a positive difference within the local business community. The Board members echoed Dr. Distin's sentiment in commenting about Mr. Peduto's friendship, sound judgment and reliability as a Board member. Mr. Peduto said he thoroughly enjoyed his period of service and the camaraderie of his Board colleagues.
- D. Mr. Moody introduced James Peduto and provided an overview of Mr. Peduto's qualification as a potential LDC Board member. Board members shared Mr. Moody's supportive perspective of Mr. Peduto's talents and business experience. Mr. Peduto thanked Board members for their comments and said he looked forward to serving on the Board. Dr. Distin then asked Board members if they had further inquiries or points of discussion. There being none, President Distin called for a motion to approve the appointment of James Peduto as a member of the Local Development Corporation Board of Directors. His term of service will begin on November 20, 2014 and expire on December 31, 2015.

Motion: Steve Trichka

Motion 2nd: Diane Julian

Motion: To approve the appointment of James Peduto as a member of the Local Development Corporation Board of Directors. The term of his service will begin on November 20, 2014 and expire on December 31, 2015 filling the unexpired term that was previously held by Ross Peduto.

Vote: All yes, motion approved.

- E. Mr. Moody and the Board discussed the 2014 International Economic Development Council (IEDC) Technical Assistance Report for Improving Economic Resilience in the Town of Union, including potential acceptance of the report and implementation of recommendations. The Board desired to have further discussion on the topic. A key part of future discussion is determining the degree of effectiveness of decentralized local business district organizations in bolstering the town economy. Mr. Trichka shared his perspective converse to a local decentralized approach. He advocated an approach focusing on developing a more centralized business enhancement policy primarily attentive to assisting the larger established companies and their central areas of operation in the town. He noted the success of larger companies will then help businesses throughout the town to prosper.

- F. Mr. Moody noted the upbeat news of current Town of Union-City of Binghamton-Broome County joint efforts to create an Innovation Corridor.

VII. OTHER BUSINESS

Mr. Moody stated the Economic Development Office has submitted the annual Community Development Block Grant (CDBG) HUD report to the town's Community Development and Planning Office. Mr. Moody said he is awaiting reply to questions he posed (via a prior and the current report) seeking guidance on action toward two LDC loan recipients whose job creation requirement has been unmet within their respective performing periods.

Mr. Moody also noted a decision on the first stage of the approval process that could be a positive or negative outcome for Traditions at the Glen casino proposal is anticipated to be made by December 17, 2014.

VIII. ADJOURNMENT

Dr. Distin confirmed with Board members and Mr. Moody there was no further business for discussion. He then asked for a motion to adjourn the meeting.

Motion: Steve Trichka

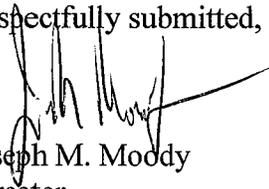
Motion 2nd: Bob Corwin

Motion: To adjourn the November 20, 2014 meeting of the Town of Union Local Development Corporation Board of Directors.

Vote: All yes, motion approved.

Dr. Distin declared the meeting adjourned at 8:45 a.m.

Respectfully submitted,



Joseph M. Moody
Director