TOWN OF UNION
BROOME COUNTY, NEW YORK

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In the Matter of:

Local Development Corporation Board Meeting

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July 22, 2021 3111 East Main Street Endwell, New York 13760

APPEARANCES:

FOR THE LOCAL DEVELOPMENT CORPORATION

DIANE JULIAN
JAMES PEDUTO
MARY O'MALLEY-TRUMBLE
TIMOTHY STRONG
Board Members

ROSEMARIE POPE LDC Board Attorney

RICHARD MATERESE Town Supervisor

JOHN BERNARDO Executive Director, SEPP Management, Inc.

JOSEPH MOODY LDC Director

ROB SHIMER Administrative Assistant

Digitally recorded proceeding, Transcribed by: Ria Jara Czerenda Court Reporting 71 State St. Binghamton, NY 13901

2 (On the record at 8:01 a.m.) 2 MR. JOSEPH MOODY: Okay. MALE VOICE: We're recording as well, Joe. 3 Just so everyone's aware, we are recording. 4 MR. MOODY: Great. Thank you. 5 6 MS. DIANE JULIAN: Thank you. 7 MR. MOODY: It's all yours, Diane. MS. JULIAN: Okay. Thank you. So, at this 8 9 point, we'll call our meeting to order at 8:01. And we'll move on to our approval of minutes from the 10 11 April 22nd meeting. You all received them via email 12 and had an opportunity to review them. So, at some 13 point, I will take the motion to approve. 14 MR. JAMES PEDUTO: This is Jim. So, moved. 15 MR. TIMOTHY STRONG: And this is Tim. second that. 16 17 MR. MOODY: Diane. Diane, are you there? 18 MS. JULIAN: I am. 19 MR. MOODY: Okay. So, do you want to 20 continue? 21 MS. JULIAN: Approval of minutes, I just need 2.2 -- we got the first and the second of a motion. 23 MR. MOODY: Yes. 24 MS. JULIAN: So, we can go ahead and vote. 25 All those in favor?

ALL: Aye.

PROCEEDING 3 1 MS. JULIAN: Okay. All right. It sounds 2 like we got enough. So, the minutes stand approved. 3 MR. MOODY: Great. Thank you. MS. JULIAN: Go ahead, Joe, take it away. 4 5 MR. MOODY: Okay. So, just a few remarks. 6 We've been working pretty expeditiously as best as we can with ARPA funds, and I'm going to talk about that 7 later on. But there's a lot of activity. There's a 8 lot of unknowns still with the use of those funds. 9 And we've been doing a lot of work with the Village of 10 11 Endicott on their Greater Binghamton Fund Washington 12 Avenue project. 13 I've been working on several CFA applications 14 with the Village of Endicott and with the Town of 15 Union. One is for a Brownfield Opportunity Area in 16 the Village of Endicott. We're also working on a 17 potential trail extension on Argonne Avenue in the

Town of Union. And we're working on a new comprehensive plan, a CFA application. Everybody is probably aware of the Consolidated Funding Application that we have to submit, usually, every year around this time.

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Last year, because of COVID, there was no CFA application process per se. So, we're back into the Consolidated Funding Application grant process. have to be usually submitted by the end of July.

However, there is one change this year. Some of the applications are on a rolling timeframe and do not have to be submitted by July, end of July. But most of the ones we're working on, unfortunately, have to be submitted by the end of July. But, anyway, so I just want to tell you that there's a lot of activity going on. And that's all I have to say about that.

MS. JULIAN: Okay. Thank you, Joe.

MR. MOODY: Yeah.

MS. JULIAN: Any questions for Joe on that?

Okay. Do you want to go ahead for new business, Joe?

MR. MOODY: Yeah. Well, can we go on to old

business first, Diane? Okay?

MS. JULIAN: Okay. Sure.

MR. MOODY: Yeah. So, the Town of Union 2019 Small Business Grant Access Program update, now, you recall that we started this in 2019 very diligent. We came up with four approved grants. And we just closed one, our first one, the other day for Mindful Health and Wellness for \$10,000. They did the construction of their property on Main Street. It looks great. I visited; everything was fine there. And we closed the grant. By the way, thank you, Rose, for handling that closing, if you will.

MS. ROSEMARIE POPE: You're welcome.

MR. MOODY: But as you recall, Fat Cat Comics

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that we approved, the business was sold out from the gentleman who was going to buy it because he couldn't -- the gentleman who was going to buy it, Wayne Evans, couldn't secure the financing in time so that deal fell through.

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And then Seneca Spine (phonetic), Dr. Sethi (phonetic), I have not heard from him. I sent him an email. I called him in May. No response. So, I'm assuming that project is not going forward. But until I get official confirmation I'm going to leave it open for now.

And then, unfortunately, I just received notification yesterday after a number of discussions with Tom Sheredy at the JC Coffee Roasting House, that his project is going forward. However, he had some issues, and I'll read it to you. "We are notifying you today that, unfortunately, due to the change in the circumstances during the past year, we will not be able to accept the grant that we were awarded from your office. However, we are excited about the future opening of the Soul City Coffee Company come this September. We appreciate the support from you and all the people on the LDC Board that serve our community."

Now, there's a number of things to that but, basically, the coffee roasting machine that we were supposed to assist them purchasing will be removed

from the location by his former partner, Nick Spano, who's going and doing something else with it.

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So, the coffee house is still going forward. It just will not have that roasting element at this moment. So, I don't see any way we really could continue this grant being that we approved it based on only the acquisition of the \$25,000 roasting machine, in which \$15,000 was supposed to be their equity into it and we were going to assist with \$10,000. So, I want to bring you up to speed with that.

Tom did a great job in his building. And I think we did everything we could to further assist him. And maybe he'll come to us in the future, hopefully. But I think as for this program, this particular grant, from what I see of the four we approved - one coming through, the other three are not. So, I would almost say that this program is closed out, you know, pending any response from Seneca Spine.

MR. STRONG: Joe, I've a question. Is it worth drafting some sort of like a press release about the one that closed and kind of building some excitement around the fact that it came to fruition, and this was what that grant program produced? I mean, I don't think we necessarily have to talk about the others. But we could focus on the one that closed

if we wanted. There might be some good -- a little bit of press.

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MR. MOODY: I agree. My concern is that they're going to ask about the three others. But I don't necessarily have an issue with that. I think we do have to get the word out more about our programs. So, if the committee or the committee wants to sit down, we could draft something and I could certainly send that out, if that's the decision of the board. I just don't want to draw any negative attention to it. And I know that a reporter may ask what about the other three or the other grants.

MR. STRONG: And I think if you send it as a press release and it really is just focused on that one situation and saying one is closed and not really focusing on the entire program but more on that specific example and what she was able to do with those funds, I think that it wouldn't -- and you don't necessarily have to open it up for any questions or feedback. I think it would get picked up and I think it would be a nice way to show, you know, so many of these programs start and you never know where they go. And this is nice to show that it did produce something in our community. So, if people were open to it, I'd be happy to kind of work on that and get it out to the group to take a look at.

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1 MR. MOODY: Absolutely. Yeah. I see where 2 you're coming from. And I do agree with that. 3 MALE VOICE: (Indiscernible) MR. MOODY: So, we could do that. 4 5 MR. STRONG: Yeah. 6 MR. MOODY: No official vote for that. 7 Diane, would you like me to move on to new Okay. business? 8 9 MS. JULIAN: Yes, please. 10 MR. MOODY: Okay. So new business, a letter to Broome County Executive, Jason Garnar, requesting 11 12 \$1,090,000 in American Rescue Plan Act Funding. You 13 see the letter I submitted to Jason Garnar's office. 14 And it was a little bit more than we -- when I talked 15 to all of you, it's a little bit more than we expected 16 originally. But it's broken up into two funding sources, if you will, the same funding source but two 17 18 projects. 19 So, \$840,000 would be earmarked for the 20 mixed-use commercial residential building on 21 Washington Avenue, at 121-125 Washington Avenue. 22 was part of our Greater Binghamton Fund RFP that was 23 put out through the Village of Endicott, that SEPP has 24 submitted and a proposal for the project. And the 25 Village of Endicott accepted the proposal and SEPP.

And maybe we'll have John talk to this at some point.

He's working with the Village on moving forward on the project.

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But there's also another \$250,000 that's being earmarked for a future facade program for that 100 block that's sort of surrounding the SEPP anticipated infill project. Now, we have to work out the details on that with the LDC Board. And I'll work with the county on what needs to be in that program.

But it will be the same source of funds, the ARPA funds. I think it's a great initiative. I think it shows teamwork working with Broome County, SEPP working with the Village of Endicott, the town LDC, the Town of Union in order to facilitate the SEPP Development Project plus, obviously, improvements to the buildings in that immediate area.

There's another potential project in the parking lot that Broome County is working on right now, that the town is working with the Village of Endicott on. That could be an art park in the immediate parking lot that's in the back of that 100 block of Washington Avenue. But the details are still being worked on that. So that, along with what's going on, with the Greater Binghamton Fund on Washington Avenue, in the parking lot, and in the M&T parking lot in the back of the other section of Washington Avenue are all good things for the

1 community.

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So, I submitted that to Jason Garnar's office. And my understanding talking to Broome County officials is that that's going to be discussed at tonight's or today's meeting. Hopefully, we will be approved for the funding.

John Bernardo who's representing SEPP -- I didn't get this information until this morning but John sent it yesterday. But John has some project information. I'll be sending it out to the LDC Board members to discuss further, which is a narrative breakdown, a financial breakdown of the overall project too, and how this funding, the ARPA funds, are needed in addition to the Greater Binghamton Funds for this project to work, if you will.

John, I know you're on. I don't know if you plan on speaking at all. But if you could, maybe, do you mind saying just a few words about the project, John?

MR. JOHN BERNARDO: I'm happy to, Joe. Thank you. Thank you to your board members for giving me a moment or two to talk about this. We've been -- as Joe suggested, we applied by way of a proposal to the Village back in April and we were selected the preferred developer. We have an option agreement we're about to execute with the Village to purchase

the property. And we are on a fast track applying for funds from the state for long-term soft money, if you will. It will be interest only money for a period of 30 years.

And we'll bring in some hard financing to make it a \$5.5 million project which would include 15 apartments, all one-bedrooms, targeting incomes of up to 90 percent of the area median (sounds like) income. So it will be, basically, we're going to target working people, singles preferably, but we can't discriminate, obviously. And the first floor would include commercial space, a laundry facility, and our office. We're talking with different people relative to the commercial space. We've got some ideas and we're hoping to have that satisfied in the not-too-distant future.

Our application has to be submitted. It's considered an early round application with the state. So, our application has to be submitted by August 26th. So, we have to have a lot of different things buttoned up, certainly, a week before that, if you will. So, at some point in the very near future, I'll be requesting from your board at least a letter indicating that the funds will be dedicated to this project.

And as to the extra \$250,000, the chairman of

the legislature and the county executive were happy to
agree to help out relative to the façade, mostly in
the back of the buildings. Because if you drive that
block and you look at the back of those buildings,
it's almost terrifying. And I'll leave it at that.

It's an exciting project. It's not a real big project. But I think, as a result, through your efforts and Joe's efforts, it's a project to launch a lot of improvements on Washington Ave.

MR. MOODY: Agreed. Thank you, John. Anybody have any questions for John?

MS. JULIAN: Thank you, John.

MR. MOODY: Anybody have any questions for John? Okay. Great. So, anyway, so you'll see in Item B that I have for discussion a draft resolution approving the acceptance of funding. I got a little ahead of myself on that. So, we'll push that aside to the next board meeting, which will be in August. Basically, what John indicated is what we'll be accepting in the way of funds. Pending also the façade program and how we craft that to meet the needs of the grant and the property owners down there, if you will. Anyway, so B, we'll just put that off for now. Anybody have any questions on that?

Okay. All right. So, moving on, discussion for Item C, Department of Treasury, the American

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Rescue Plan Act (ARPA) Funds, preliminary proposed economic development related uses for part of the approximately \$30 million in federal funding being allocated to the Town of Union over a two-year period.

Back in June, I submitted to the town, our town ARPA consultant if you will, some proposed programs. I gave you a memo of several of those proposed programs. The memo to you does not include all the programs that I submitted because some were not really economic development related but would fall under another department in the Town of Union. only tried to focus in on those programs that I submitted that were economic development related.

And you got to understand, the devil is in the details. These are preliminary proposals. And this is all based on really what the town board will eventually allocate, if you will, to economic development programs. The town has been meeting. I've had, I think, one or two meetings with the town also on this. But the town also has been meeting on their own with the consultant to hopefully craft the plan on how much money could go towards infrastructure, how much could go towards, maybe, community development, economic development, et cetera.

I know Rick is on the remote meeting right

PROCEEDING now. I don't know if, Rick, do you really have anything to share? Because I know some of this obviously is not public right now. And so, do you have anything you could share with us? MR. RICHARD MATERESE: At the present time though, we're still debating everything, so I don't have anything we can really share.

MR. MOODY: Okay. All right. Thank you.

Anyway, so some of the programs that I came up with and I'm just going to name the programs - if anybody
has comments, that's fine. I think until the town
actually allocates funding and it might be based on
the programs, or it might be a lump sum, here's the
amount. Find the program that you want to push
through in economic development or whatever. I'm not
positive yet. And like Rick said, the town is not
positive as of yet. You got to understand, we're not
getting a lot of direction, I think, from the U.S.
Treasury Department as of the moment. But we're still
trying to work with the consultant and move things
forward, if you will.

MR. MATERESE: Joe? Excuse me, Joe?

MR. MOODY: Yes?

MR. MATERESE: So, one thing I can tell you is in our meetings so far, we are dedicating something to economic development. And it might be as you just

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said, we'll give you a lump sum and say, you prioritize your programs you want.

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MR. MOODY: Right. So that being said, I propose the small business sustainability grant program, the town essential employee equity distribution fund, a project-specific infrastructure improvement program, a not-for-profit lost revenue replacement grant program, a reimagine Union demolition and site preparation grant program, and a Main Street-Endwell streetscape improvement program.

Now, some of those -- the Main Street wouldn't fall under my department, if anything was to go forward on that. But I think it was very important to promote that as a potential program because of the importance of the Endwell-Main Street Central Business District to the Town of Union.

So, again, I gave you some details that I was proposing. I did not put dollar amounts in any of these programs other than the ones that you may see there as a maximum grant award or whatever. But I did not put like, we need \$1 million for this program or anything like that. I think we almost are going to back into this based on what the Town's final decision is on the funding. The funding is going to be heavily probably weighted towards infrastructure,

improvements, and all that. But I don't know that for

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And I want you to know this, these programs were put together very quickly. Okay? I'm not sold at any of these. So, these could be changed. And I think what the LDC is going to have to do at some point is based on what the decision of the town board is for amount of funding, we would have to probably set up a committee in discussing further what programs we want to fund or what programs we don't want to fund. Or do we have other programs we can do.

So, I don't think we're quite there yet. You know, at some point, we do have committees that we could meet and maybe we'll have more information at our next board meeting so we can move forward with a committee, et cetera.

Like I said, you know, I think there's a lot of communities out there that are proposing programs. And whether or not their programs even fit the requirements of the U.S. Treasury Department are in question. So, until we get more guidance, it's very difficult. And I think Rick could probably concur with that, I would imagine.

MR. MATERESE: I would. We're still struggling to find out -- to make sure that we can spend the money in programs that we want to do. It's a goofy system. They want us to spend the money then

turn in what we did. And then they'll tell us, oh, that counts or that doesn't count; you got to pay the money back. So, it's kind of nuts.

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But, Joe, to go along with another thing you said, I think if this board looks at the programs that you've developed and you have some thoughts on what you guys think, would people think as more important ranking those programs, that might carry some weight with the board when the board is ranking our prioritization.

I know that the Main Street project, people are not thrilled with that because it's a state highway and having to fight the state and get credit - - excuse me -- permission from the state to do anything out there. They're afraid it will take quite a while and they don't want to waste the funds there. So far, that's what's been said.

MR. MOODY: Yeah. I understand that.

MR. MATERESE: But if you -- as I said, as a board, if you will make some recommendations, that might go a long way into, say, convincing the town board to allocate more funds to what you guys want.

MR. MOODY: Okay. All right. So, I guess, with that being said, I would ask that each of you review that memo that I sent to you. And maybe we could get in a group email on suggestions. Unless you

want to talk about it right now. It's up to you. I know you guys have not had a lot of time to -- and there's not a lot of details in the program, obviously. Or if you want to set up a committee, one of our committees, to meet and discuss the programs, I'm open to that also. The timeframe, I don't know when the town is looking to have this information, Rick.

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MR. MATERESE: I mean, the faster you get it to us the better because the board wants to start moving the projects because the fear is not so much for yours right now, but for other projects. If there's engineering that has to be done and things like that, it's got to get out of the door so we can get this done in time.

And, again, probably, with some of the projects that you're presenting, you may need some engineering experts. So, it's just a matter of getting it done as rapidly as possible.

MR. MOODY: Yeah. All right. So that being said, now, the big question that comes up is administration of these programs. Unfortunately, we're one-and-a-half people here in our office. And just taking on the one million from the county is pretty substantial and taking on additional programs would be pretty substantial also.

So, keeping that in mind, you know, I'd like 1 2 to probably to not put everybody on the spot. I think I'd like to -- maybe all of you could send me some 3 feedback, because we don't have a few members here 4 5 also. And maybe I could send an email to all the 6 board members asking feedback on the memo. That way, 7 maybe we get responses by the end to middle of next week. And if we need to have a special meeting to 8 9 rank them or anything, maybe we can do that. How does that sound to everybody? 10 MR. MATERESE: Good. 11 12 MS. JULIAN: It sounds good, Joe. 13 MR. MOODY: Okay.

MR. MATERESE: And, Joe, let's remember that it's a quality one-and-a-half people in that office.

MR. MOODY: Thank you. Thank you.

MS. JULIAN: Good save, Rick.

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MR. MOODY: So anyway, but that being said, so I will send that out - an email asking for your feedback in each one of these programs and/or any other suggestions you have. I think we could have other suggestions. These were just my suggestions. And if at some point, we need a committee meeting, we can do that. But, anyway, that's all I have to say on that. Any questions on that? Okay.

MS. JULIAN: It's a good start for us, Joe.

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MR. MOODY: Okay. Thank you.

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MS. JULIAN: At least let's look at this and

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prioritize. Thank you.

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MR. MOODY: Great. Thank you. So, moving

on, other business, LDC Loan Portfolio. You'll see everybody is pretty much current. There is nobody delinquent, which is a great testament to our quality of our loans given the COVID situation we've been in. And we do have one early payoff, Crowley T&M Enterprises/Crowley Manufacturing, paid us off early yesterday or late yesterday to the tune of about \$16,374. So, they paid us off early and that check was deposited yesterday. So, any questions on the portfolio? Jim?

MS. JULIAN: No. I think --

MR. MOODY: Okay. Great. All right. moving on, I'm trying to get with -- Steve is out this week, but I'm going to get with Steve. I'll have further discussion with him about our future LDC meetings, how he wants to move forward with this. stay tuned on that. And we'll probably get -- after I have a discussion with him, he might want feedback from the LDC Board members. So just to let you know whether or not we continue on remote, hybrid, or full in-person.

So, I don't think I have anything else.

gave you an update on what we're doing with the

Village of Endicott. I gave you an update on the CFA

applications, I believe, that the town is applying

for, which should be the comprehensive plan. And I

think the Argonne grant for the trail extension, if

you will.

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Also, one other thing, it does affect us to a certain extent. We do have a change of personnel.

Sara Zubalsky-Peer who is our representative through the Community Development Planning Department and our HUD representative, if you will, has taken another position. However, my understanding - Rick, correct me if I'm wrong - she'll be staying on the interim as a part-time basis to get the new director up to speed, if you will. Rick?

MR. MATERESE: That's correct. She is working as a contractor for the town, and she will continue all of the programs going until the new director is up to speed.

MR. MOODY: Okay. Great. So, I just want to make you aware of that. So, we do have quite a few changes in the town. Our zoning, our code official for many years has changed. But we have good staff replacement. There's somebody that's worked in that office, Gary Post, for many years. So, hopefully, we'll continue a great relationship with him. And the

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1	new director, the Community Development Planning
2	Director, when that person has been, I guess, accepted
3	the position, if you will.
4	So anyways, I don't have anything else at
5	this point. Does anybody have anything they want to
6	add? Okay. Great. I told you it would be a quick
7	meeting.
8	MS. JULIAN: Okay. All right.
9	MS. MARY O'MALLEY-TRUMBLE: Joe, it's Mary.
10	I just had a question regarding the format of the
11	future board meetings. If we go hybrid, does that
12	mean Gary would not be part of the board at some
13	point?
14	MR. MOODY: I will have a discussion with
15	him. No. Gary is just to let you know, Gary does
16	live in the Town of Union.
17	MS. O'MALLEY-TRUMBLE: Okay. (Interposing)
18	He's away for some reason (inaudible).
19	MR. MOODY: He is present. Yeah. And not
20	I mean, there's some things I can't say. I won't say

it. It's a public meeting.

MS. O'MALLEY-TRUMBLE: No. No. That's fine. MR. MOODY: So, he's very -- he wants to

participate and all that as best as he can. So, there is a situation that may hinder him from attending in person. But, hopefully, he'll continue on, and we

could work with him, if you will. 1 2 MS. O'MALLEY-TRUMBLE: Okay. Good. MR. MOODY: But we'll discuss that, and I'll 3 discuss that with Steve. And then we'll get back to 4 5 the board members, okay? 6 MS. O'MALLEY-TRUMBLE: Okay. Thank you. 7 MR. MOODY: Okay. All right. So anyway, I don't have anything else. Diane, do you want to call 8 9 the meeting to a close? MS. JULIAN: Okay. As long as there are no 10 11 other questions or comments, we'll take a motion to 12 adjourn. 13 MS. O'MALLEY-TRUMBLE: I'll make it, Diane. MALE VOICE: Moved. 14 15 MR. MOODY: At 8:32 p.m. -- a.m., excuse me. MS. JULIAN: 8:33. 16 MR. MOODY: 8:33. Okay. Right. 17 18 MS. JULIAN: So, we have first a motion by 19 Mary. 20 MS. O'MALLEY-TRUMBLE: Yes. 21 MR. PEDUTO: Second. This is Jim. MS. JULIAN: Jim. All those in favor for 2.2 23 adjournment? 24 ALL: Aye. 25 MR. MOODY: Great. 26 MS. JULIAN: Okay. I guess that's everybody

	PROCEEDING 24
1	I can't see you, but I can hear you.
2	MR. MOODY: I certainly appreciate you
3	phoning in, Diane. And, again, thank you, Tim, once
4	again for hosting. And we'll be in contact. Look out
5	for my email, too. Thank you.
6	MR. MATERESE: Thank you all.
7	MR. MOODY: All right. Thanks.
8	MS. JULIAN: Everyone, bye.
9	MS. O'MALLEY-TRUMBLE: Have a good rest of
10	the day.
11	MS. JULIAN: Have a good day.
12	(Off the record 8:33 a.m.)
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14	<u>CERTIFICATE</u>
15	I, Ria Jara, certify that the foregoing transcript of
16	proceedings in the Town of Union's Local Development
17	Corporation Board Meeting, Broome County, State of New York,
18	was prepared using digital transcription software and is a true
19	and accurate record of the proceedings.
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22	Dia Tara
23	Signature:
24	
25	Date: August 23, 2021