BINGHAMTON LOCAL DEVELOPMENT CORPORATION
MINUTES OF REGULAR MEETING
THURSDAY, DECEMBER 19, 2013

ATTENDANCE													
Directors	1/31	2/7	2/28	3/28	4/25	5/23	6/27	7/02	8/08	9/29	10/17	11/21	12/19
Tarik Abdelazim	P	P	P	P	P	P	P	P	E	P	9:15	P	E
Debra Andrako	P	P	A	P	P	P	P	P	P	P	P	P	E
Donald Bergin	P	E	P	P	P	P	P	P	P	P	P	P	P
Patricia Cummings	E	E	E	P	E	P	E	A	E	phone	P	P	P
Kenneth Frank	P	P	P	P	P	E	P	P	P	P	E	E	E
Timothy Grippen	P	P	P	P	E	E	P	A	P	E	P	P	P
Scott Hancock	E	P	E	P	E	P	E	P	E	P	P	P	P
Marie McKenna	A	A	P	P	E	P	P	A	P	E	P	E	P
Chris Papastrat	P	A	E	P	P	P	P	P	P	E	P	P	P
Charles Pearsall	E	P	P	P	P	E	P	P	P	E	P	P	P
Matthew Ryan	P	P	P	P	P	P	P	P	P	E	E	P	P
Chester Schultz	P	P	E	P	P	E	P	P	E	P	E	P	P
Lea Webb	E	A	P	P	P	A	P	P	P	P	P	P	P
Members													
Sean Massey	A	A	E	Resigned	3/11/13								
John Paterson	E	P	P	P	P	E	P	A	P	E	A	A	A
Ron Sall	P	P	P	P	P	P	P	A	E	P	A	P	P
Staff													
Merry Harris	P	P	P	P	P	P	P	E	P	P	P	P	P
Joel Boyd	P	E	P	P	P	P	P	E	E	P	P	P	P
Omar Sanders	P	P	P	P	P	P	E	P	P	P	P	P	P
Sabina Mora	P	P	P	P	P	E	E	E	E	P	P	P	P

President Timothy Grippen called the meeting to order at 9:04 AM.

APPROVAL OF THE MINUTES OF THE NOVEMBER 21, 2013 MEETING

C. Schultz moved, seconded by P. Cummings to approve the minutes of the November 21, 2013 regular meeting as presented. The Directors voted unanimously in favor and the motion carried.

PRESENTATION OF THE OCTOBER TREASURER'S REPORT

O. Sanders presented the report. The Executive Director remarked that Corporation Counsel's office is preparing a request for summary judgment for the personal guarantees for Bubbles Professional Auto Care. The President accepted the report.

The Executive Director said that in order to get going on the enhanced Business Plan Competition plan for 2014 the staff is introducing the marketing budget at this time. O. Sanders highlighted some of the changes and plans for expanding marketing efforts including"boot camp" type training for start-ups in conjunction with the BPC. P. Cumming moved, seconded by C. Schultz, to approve the resolution. The Directors voted unanimously in favor and the motion carried.

RESOLUTION 13-25 A RESOLUTION OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION (BLDC) APPROVING A CONTRACT WITH UPLIFT SOLUTIONS NOT TO EXCEED ONE HUNDRED THOUSAND DOLLARS ($100,000.00) FROM THE UDAG ACCOUNT FOR PROFESSIONAL SERVICES TO IMPLEMENT A PHASE 2 PROPOSAL FOR A SITE STUDY AND RECRUITMENT PLAN TO BRING A GROCERY STORE TO THE CITY'S NORTH SIDE.

The Executive Director, M. Harris, recapped the long history of the BLDC's efforts to secure a full service grocery store for the city's north side. Most recently a new resource, Uplift Solutions, a foundation dedicated to assisting underserved communities recruit grocery retailers, had been found. Following an initial analysis, Uplift offered a more comprehensive proposal to conduct a site study with professional grocery store site consultants, develop a business plan and in the final stage, recruit a retailer. Uplift Solutions works with a variety of models, including more recently co-ops. The BLDC applied for a grant in the state's 2013 Consolidated Funding Application (CFA) round to fund the proposal, but was not funded. M. Ryan stated that the proposal includes a $25,000 incentive for the retailer to sign a contract. P. Cummings asked whether or not the BLDC Finance Committee had reviewed the proposal and whether the Finance Committee should give a recommendation. M. Harris stated that the Loan Committee only typically reviews loans. M. Harris stated that there is between $150,000 - $160,000 in program income, principal and interest received in the UDAG account and a 1.2 million dollar balance. L. Webb stated that one of the properties included in the proposal is a property owned by the BLDC and if the property were to be developed, could be sold or leased and go back on the tax rolls. R. Sall asked whether or not the proposal would need City Council approval and how much the BLDC had invested in the property up until now. M. Harris stated that the BLDC purchased the property, a Restore NY grant funded the demolition, and Broome County funded an environmental study. P. Cummings asked whether or not the BLDC had invested in the property other than the purchase price. M. Harris confirmed that the BLDC had not invested any funds other than the purchase price. R. Sall asked whether or not the purchase price had been $80,000; this could not be confirmed. R. Sall stated that the total amount invested in the property by the BLDC would be approximately $180,000 if the proposed resolution were passed. L. Webb stated that this investment could be recouped when the property was purchased and developed. L. Webb stated that the ability of the BLDC was limited in scope in promoting this property and that the proposal was a unique opportunity to use a nationally recognized expert with experience specific to bringing grocers to high-need, low-income areas. M. Harris stated that the proposal would bring expertise and professional resources, including site selection professionals, business analysis professionals that have worked specifically in the

grocery store industry as well as nation-wide connections. P. Cummings expressed concern about the expenditure of UDAG funds in this manner. L. Webb stated that the BLDC has used UDAG funds in this manner before, for example, for the business restart funds after the 2011 flood and that utilizing funds in this way was not an anomaly. L. Webb stated that UpLift Solutions has the expertise to pursue either a coop or a grocery store simultaneously. C. Schultz suggested that the Board take the proposal into discussion to analyze the pros and cons. C. Papastrat stated that the $100,000 is for the initial study, but the cost of the overall development would far exceed that amount. M. Harris stated that the model that UpLift proposed was that the BLDC would look for a local developer to develop the site and that the developer would replace the old plaza with a new plaza that would have the grocery store in it as well as other complimentary businesses. C. Papastrat suggested that if the current proposal was to be successful, then it should receive input from the 2014 administration. M. Ryan stated that he disagreed, that he would like the board to vote today and to vote positively on the proposal. C. Pearsall asked whether or not there were any other projects in the pipeline that would require a significant amount of UDAG funds. L. Webb asked C. Schultz to go through the pros and cons list. C. Schultz listed the pros and cons. P. Cummings stated that it troubled her that the proposal could not get grant funding through the CFA process. O. Sanders stated that projects typically need to be shovel-ready to receive grant-funding. P. Cummings stated that it made sense that in order to get to a point where the site was shovel-ready, there would need to be some investment prior to being able to obtain grant funding. L. Webb stated that another benefit of working with UpLift is that they provide new market tax credits making the project more competitive and mentioned several other grants geared towards the capital side of the project which could be pursued at that time. L. Webb stated that this development would also create jobs in an area that has been economically underrepresented. L. Webb stated that this investment compliments development already occurring in the area such as the North Chenango Corridor project and the River Trail Connection project, creating additional economic value. P. Cummings asked whether or not the Mayor- Elect was opposed to the proposal. L. Webb stated that she had met with the Mayor-Elect on the issue and he was not necessarily opposed to the project. P. Cummings stated that based on the next round of CFA approaching and the BLDC seeking to move forward towards a shovel-ready site, she could support voting today. P. Cummings asked the board whether the decision being made was based on the denial of the CFA award and moving the project towards shovel-readiness in order to become more regionally competitive in the next CFA award cycle. Several members of the board replied that they agreed with that reasoning. P. Cummings added that since there was information stated that the Mayor-Elect was not necessarily opposed to the project and it would be going to the City Council that she was able to move forward with a recommendation.

C. Pearsall moved, seconded by M. McKenna, to approve the resolution. The Directors voted and the motion carried with one nay.

COMMITTEE REPORTS: None

MAYOR'S REMARKS The Mayor once again commented that the BLDC is an independent, active Board that functions at a high level, and that today's discussion is a great example of that. He commended the board for recreating itself from a very low functioning to a very dynamic organization that has provided much needed gap financing to move projects forward in the city.

At this time, the Mayor presented a proclamation to the Executive Director declaring December 19, 2013 "Merry Harris Day in the City of Binghamton," for her work with the economic development office and the BLDC.

EXECUTIVE DIRECTOR'S REMARKS The Executive Director thanked the Board and staff for their leadership, support and the high caliber of their work. She reported briefly on activities of the office.

There being no further business to come before the Board L. Webb moved, seconded by C. Papastrat, to adjourn. The members voted and the motion carried. The meeting adjourned at 10:20 AM.

Ronald S. Sell

BLDC Secretary
Binghamton Local Development Corporation