

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION
MINUTES OF REGULAR MEETING
THURSDAY, JANUARY 23, 2014**

ATTENDANCE												
Directors	1/23	2/27	3/27	4/24	5/22	6/26	7/24	8/28	9/25	10/23	11/20	12/18
Cummings, Patricia	P											
David , Rich	P											
Frank, Kenneth	P											
Papastrat, Chris	P											
Pearsall, Charles	P											
Sall , Ron	P											
Saraceno, John	P											
Smith, Art	P											
Taylor, Jennifer	P											
Webb, Lea	P											
Staff												
Joel Boyd	P											
Omar Sanders	P											
Sabina Mora	P											

President John Saraceno called the meeting to order at 9:03 AM.

APPROVAL OF THE MINUTES OF THE DECEMBER 19, 2013 MEETING

K. Frank moved, seconded by C. Pearsall to approve the minutes of the December 19, 2013 regular meeting as presented. The Directors voted unanimously in favor and the motion carried.

NEW BUSINESS

ELECTION OF 2014 OFFICERS

K. Frank moved, seconded by J. Saraceno to proceed to New Business, Election of 2014 Officers. The Directors voted unanimously in favor and the motion carried. Mayor David nominated John Saraceno, current Chief Financial Officer for Keystone Associates, for the position of President of the BLDC. Mayor David moved, seconded by C. Papastrat to elect John Saraceno to the position of President. The Directors voted unanimously in favor and the motion carried.

PRESENTATION OF THE DECEMBER 2013 TREASURER'S REPORT

S. Mora presented the December 2013 financial report. Councilmember Webb and Mayor David requested an update on the status of the Bubbles account. K. Frank provided a summary of recent activity related to the default of Bubbles. The President accepted the financial report.

OLD BUSINESS

UPDATE ON RESOLUTION 13-25 PHASE II CONTRACT WITH UPLIFT SOLUTIONS

K. Frank stated that Resolution 13-25 specifically authorized the Executive Director to submit the UpLift Solutions proposal to the Binghamton City Council and that the proposal had not yet been submitted. K. Frank explained that the proposal had been signed on December 31st, but because it had not been submitted to City Council, Uplift Solutions was notified that the signature and proposal were null and void. Mayor David summarized the options for the BLDC Board, which were to move forward with the proposal or to withdrawal Resolution 13-25.

Mayor David, seconded by C. Papastrat moved to withdrawal Resolution 13-25.

Mayor David expressed concern about how Resolution 13-25 was executed and stated that he opposed the measure for a variety of reasons. Mayor David stated that he was made aware of the discussion about the proposal at the last meeting of the year and that the discussion centered upon whether or not it should move forward based on the fact that it was the last meeting of the year, the uncertainty of where the new Mayor stood on the proposal, and uncertainty on whether the new Board in January would support the measure. Mayor David also explained that he did not view the expenditure as an appropriate use of BLDC funds because it farmed out responsibilities that the economic development team is tasked with. L. Webb stated that the BLDC did not base its decision solely on the points mentioned by the Mayor, but also on the merit of the proposal, the long term objectives of the BLDC Board, and a thorough deliberation of the pros and cons of the proposal. L. Webb stated that the merits of the proposal were the main driver behind the BLDC Board's decision. L. Webb stated that there is merit in the BLDC Board continuing to be involved in this effort, especially because the Board owns property in the area and because it has been a significant partner. Mayor David agreed that the BLDC Board should be actively involved in this effort and that he only opposed this specific proposal. L. Webb stated that moving forward, the process as well as the role of the Board of Directors needs to be clarified because of the confusion surrounding the process thus far, for example, whether or not the proposal needed City Council approval. P. Cummings stated that the proposal was presented to the BLDC

Board as a proposal that would be submitted to City Council for review and approval and that if that was not the case, the proposal should have been revisited by the BLDC Board. K. Frank stated that the original concept when the BLDC Board was discussing the proposal was to obtain grant funding for the proposal. C. Papastrat stated that everyone wants a grocery store on the north side and that there are many local resources to tap into, including the BLDC's new economic development team, local supermarkets and grocery stores of every type, and one of the most successful grocer families in the area willing to help with the grocery store effort. C. Papastrat requested the BLDC Board use its local expertise, rather than pay \$100,000 to another entity to do essentially what the economic development team is here to do. C. Papastrat suggested that the Board try this first and if this does not work, explore other avenues. P. Cummings stated that the likely reason that the proposal did not receive a grant award was because study funding was not a major priority. Mayor David stated that he is absolutely committed to doing everything he can to get a grocery store on the north side and that there is absolute consensus around this overall goal, that the initiative is a top priority of his, and that there is no disagreement on the fact that this needs to be a top priority. J. Saraceno stated that looking forward there are many grocers that specialize in this type of market, and while he is not familiar with the history of the efforts yet, he mentioned a recent announcement by Trader Joes about a new initiative to go into low income / high need areas.

The Board of Directors voted and the motion carried with one nay and one abstention.

NEW BUSINESS: None

COMMITTEE REPORTS: None

MAYOR'S REMARKS

The Mayor introduced the new members of the BLDC Board including Art Smith who has extensive experience in the banking and financial fields. Mayor David introduced Ron Sall, a new voting member of the BLDC, the longest standing member of the BLDC and longtime downtown Binghamton business owner. The Mayor also mentioned John Saraceno's 20 years of experience in commercial lending and banking. The Mayor stated he would like to have a Board with a diverse cross section of experiences and because one of the primary challenges of the BLDC Board is economic development, he also wanted to bring individuals with banking and economic development backgrounds.

ACTING DIRECTOR'S REMARKS

The Acting Director welcomed the new board members and stated that in the near future the BLDC will host a board member training in order to comply with the Public Authorities

Accountability Act. J. Boyd stated he is excited about the pro business focus of the new Mayor and that staff will continue to work to attract business and industry to Binghamton. J. Boyd stated that staff is looking to streamline the planning approval process and work as a concierge for developers who come to the city to get projects up and going. J. Boyd stated that the BLDC is also working to improve the cultural attractiveness of Binghamton, to sharpen the tourism materials for the area, and that staff will be working in the next several months to submit a proposal for the Consolidated Funding Application. J. Boyd stated that he welcomes the BLDC Board's guidance and support in these undertakings.

There being no further business to come before the BLDC Board R. Sall moved, seconded by P. Cummings, to adjourn. The members voted and the motion carried. The meeting adjourned at 9:48 AM.

BLDC Secretary
Binghamton Local Development Corporation