

**BINGHAMTON LOCAL DEVELOPMENT CORPORATION
REGULAR MEETING MINUTES
THURSDAY, FEBRUARY 25, 2016**

ATTENDANCE												
Directors	1/28	2/25	3/24	4/28	5/26	6/23	7/28	8/25	9/22	10/27	11/17	12/15
David , Rich	P	P										
Frank, Kenneth	EX	P										
Jacyna, Mary	P	P										
Papastrat, Chris	P	P										
Sall , Ron	P	P										
Shager, Chuck	P	P										
Saraceno, John	P	P										
Smith, Art	P	P										
Stromhaug, Per	EX	P										
Berling, Juliet	EX	P										
Berg, Bill	P	P										
Staff												
Robert Murphy	P	P										
Joel Boyd	P	P										
Lesley Cornwall	P	P										

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

APPROVAL OF THE MINUTES OF THE JANUARY 28, 2016 REGULAR MEETING

R. Sall moved, seconded by M. Jacyna to approve the minutes of the January 28, 2016 regular meeting as presented. The Directors voted unanimously in favor and the motion carried

PRESENTATION OF THE JANUARY 2016 FINANCIAL REPORT

L. Cornwall presented the January 2016 financial report. The President accepted the financial report. R. Murphy explained that the office is going to serve On The Roxx with a small claims action. Mountain Fresh is still behind and R. Murphy has been in contact with Gary Bensley. The office is looking into doing automatic payments in order to ensure timely payments going forward.

Per Stomhaug joined the meeting at 9:06 am.

OLD BUSINESS:

UPDATE ON BUSINESS VISITATIONS

R. Murphy explained that the office has been visiting various manufacturers and other businesses. One goal is to help businesses work together. For example Mountain Fresh was looking for lower rates on natural gas and Mirabito was looking for large industrial customers in the area. The office was able to put them together. Some of the businesses visited were Chatterbox, Quality Market, Island Fever, Dillingers' Pub, Robot City and Parlor City Paper and Box. Parlor City Paper and Box has 40 employees and an enormous facility that is very high tech. They have the latest machinery from Germany. Most of their customers are in NYC and the Northern Jersey areas. They are desperate to find reliable employees and they will train them. They are very concerned about the minimum wage. Another business visited Buckingham Manufacturing, which has 310 employees and they are looking for additional space. They are also very concerned about the minimum wage. They are very upset about New York State taxes and regulations. The office also visited Piccirilli, Slavik & Vincent who has 32 employees and they are also concerned about the minimum wage increase. Another visitation, J&K Plumbing, has 100 employees on Charlotte Street. They have a journeyman's program to teach High School students the plumbing trade. The office has been trying to get a visitation with Endicott Coil. R. Sall suggested the office contact Alan Piaker about getting in contact with Endicott Coil. The goal of the visitations is getting out to the businesses and making sure when they have issues that they have a point of contact. R. Sall suggested that some of the BLDC members also join in on the visitations as well as one of the City Council Members. R. Murphy explained that we are currently working on a list of over 800 businesses along with employee count and square footage so the office has an ongoing database.

UPDATE ON RETAIL BUSINESS RECRUITMENT MEETING

R. Murphy discussed that cleanliness and neighborhood safety were some of the discussed at the business recruitment meeting. . R. Murphy said that there are also some issues with certain people downtown and the panhandling is problematic. Bob Murphy, Marc Newman, Ron Sall, Ron Kweiler, Lesley Cornwall, Mari Giurastante and Joel Boyd attended the meeting. R. Sall explained that a couple of years ago people would come to the downtown to drink and now people are coming to eat dinner. There were discussions on how to continue to promote residents coming to the downtown area for dining and entertainment purposes.

UPDATE ON ONE NORTH DEPOT

R. Murphy explained that there were some issues with the legal documents that had to be worked out. Corporation Counsel is waiting for the assignment of life insurance documents.

UPDATE ON DEANGELO MANAGEMENT SERVICES

R. Murphy explained that they have submitted their expenses. There are few things, including title insurance, to get to the Corporation Counsel's office in order to close. There is a Farmers Insurance business going into that building as well.

NEW BUSINESS:

RESOLUTION 16-2

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE BINGHAMTON LOCAL DEVELOPMENT CORPORATION (BLDC) APPROVING A MICROENTERPRISE LOAN TO CASEY M. WALES AND KAREN A. WALES IN THE AMOUNT OF TWENTY-FOUR THOUSAND DOLLARS (\$24,000) TO ASSIST WITH THE PURCHASE OF A SPRINKLER SYSTEM FOR THEIR BUSINESS ROBOT CITY GAMES LOCATED AT 126 CLINTON STREET, BINGHAMTON, NEW YORK

R. Murphy explained that it is one of the largest arcades outside of New York City. The finance committee recommended this to the Board of Directors.

R. Sall moved seconded by C. Papastrat. The Directors voted in favor and the motion carried (11-0-0).

MAYOR'S REMARKS:

R. David discussed that earlier in the week he presented the State of the City address. With regard to Economic Development there are a lot of projects including the 434 Greenway project connecting Binghamton University to downtown and the first phase will begin late this fall. There is also the \$500,000 grant for the Ross Park Carousel refurbishment and relocation and the City has just received bids for the restoration. Parks is looking through the bids and the City expects to award that project shortly. The largest project is the 7 Hawley Street project. The developer is in the process of finalizing the financing for that. The City is waiting for a conclusion of the parking study which should be done in March. The City is also working on the demolition process for the Collier Street ramp. There are some outside factors going on and are hoping to advance the project sometime this year.

With regard to some of the items mentioned in the business recruitment meeting, there were 8 openings in the Police Department which have all been filled and the next Academy starts in March. The Police Department are continuing to have an increased presence with foot and bike patrols downtown this summer. It has been steadily increasing and the City is focusing more on issues of panhandling. Parks also has someone out every morning cleaning the streets. The

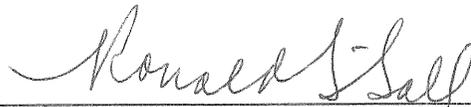
City is working on different strategies to continue to keep the streets clean. One of the themes of the presentation was focusing on neighborhood business districts. This year is a series of policies and strategies to address the City as a whole. The State Street project will be bid out this year to do street reconstruction across the State Street Bridge and Hawley Street including amenities. There will be other street reconstruction projects as well. The City is also working with the Housing Authority on some housing project for market rate housing across the City.

EXECUTIVE DIRECTOR'S REMARKS:

R. Murphy discussed that J. Boyd has been working on parking and street maps for different areas of the City. By this time next month there should be maps for the First Ward and Westside, then the Southside and then to the East and Northside. There will be drafts for the board to review by this time next month. These maps have been popular with the Hotels downtown.

Last night there was a BLDC and SUNY Broome EAP Business Competition meeting. With the help of Visions Credit Union we will be doing a promotional film for this. This is the 7th year of doing this and we want to showcase the event. The goal is in two years that the prize will go from \$5,000 to \$50,000. A past winner of the contest Freshy Sites went from two and a half employees and now has 9 employees and has just opened an office in Scranton and their headquarters are located in Binghamton. Another past winner, Idea Kraft, went from three and half employees to twelve employees. There are actual companies that are employing people in the City of Binghamton and we are looking forward to expanding this into a major attraction.

There being no further business to come before the BLDC Board of Directors, C. Papastrat moved, seconded by M. Jacyna, to adjourn. The members voted and the motion carried unanimously. The meeting adjourned at 9:45 AM.



Ron Sall, Secretary
Binghamton Local Development Corporation