

**TOWN OF UNION
LOCAL DEVELOPMENT CORPORATION
MEETING MINUTES
THURSDAY, SEPTEMBER 19, 2019**

SYNOPSIS OF MEETING

The Town of Union Local Development Corporation met for a regular meeting on Thursday, September 19, 2019 at the Town of Union Office Building, located at 3111 E. Main Street, Endwell, New York.

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

MEMBERS PRESENT: Stephen Trichka, Diane Julian, Gary Leighton, James Peduto, Jeffrey L'Amoreaux, Timothy Strong, Robert Corwin

MEMBERS ABSENT: Mary O'Malley-Trumble

OTHERS PRESENT: Rosemarie Pope (LDC Board Attorney),
Richard Materese (Town Supervisor)

STAFF PRESENT: Joseph Moody (LDC Director), Robin Shimer (Admin. Asst.)

II. APPROVAL OF THE MINUTES

The Minutes of the regular LDC Board Meeting of August 22, 2019 were reviewed and approved, as written.

Motion: Tim Strong
Motion 2nd: Jim Peduto
Motion: To approve the regular LDC Board Meeting Minutes of
August 22, 2019, as written.
Vote: Motion approved [6 – Yes, 0 – No, 1 – Absent]

III. PRESIDENT'S REMARKS

President Trichka extended a warm welcome and referenced the meeting's agenda.

IV. DIRECTOR'S REMARKS

Director Moody also provided welcoming comments and noted the agendas topics.

V. OLD BUSINESS

VI. NEW BUSINESS

A. Mr. Moody initiated discussion about the Small Business Grant Access Program's (GAP) Subcommittee's recommendations of grant applicants. He noted the Board's action at the prior Board meeting increasing the GAP cumulative funding availability amount to \$50,000.00. Mr. Moody then asked Subcommittee Chair Leighton to share insight about the Subcommittee's applicant recommendations. Mr. Leighton reviewed the Subcommittee's perspective on each of the five applicants. His review included the aspects of purpose, mission statement, project summary and project cost. Mr. Strong, also a Subcommittee member, provided the Board with the Subcommittee's extent of net support and recommendations regarding each applicant. After thorough Board

discussion, determination was made to approve \$10,000.00 grants to the following four applicants: Mindful Health and Wellness, LLC; Binghamton Surgical Instruments (d/b/a Senecka Spine); Johnson City Coffee Roasting Co., LLC; and Fat Cat Comics. President Trichka then requested a motion to approve \$10,000.00 grants to the four recommended grant applicant businesses.

Motion: Jim Peduto
Motion 2nd: Diane Julian
Motion: To approve Town of Union Local Development Corporation Small Business Grant Access Program (GAP) grant financing of \$10,000.00 each, for a cumulative amount of \$40,000.00, to the following four grant applicant businesses: Mindful Health and Wellness, LLC; Binghamton Surgical Instruments (d/b/a Senecka Spine); Johnson City Coffee Roasting Co., LLC; and Fat Cat Comics.
Vote: Motion approved [6 – Yes, 0 – No, 1 – Absent]

Due to time commitment factors pertaining to two Board members, Director Moody requested and obtained Board agreement to next discuss New Business item C.

- C. Mr. Moody presented for Board consideration a request by Mr. Mark Berghorn of MAKKS Realty, LLC (HealthWare Rental, Inc.) for Town of Union Central Business District (CBD) loan program financing in an amount not to exceed \$100,000.00. The purpose of the loan is to assist in the acquisition of property and a building located at 8 North Cleveland Place in Endicott. Mr. Moody shared with the Board his positive perspective on the operational soundness and financial strength of HealthWare Rental, Inc. After discussion among Board members, President Trichka requested a motion to approve the loan request for MAKKS Realty, LLC (HealthWare Rental, Inc.).

Motion: Diane Julian
Motion 2nd: Gary Leighton
Motion: To approve Town of Union Central Business District (CBD) loan program financing to Mr. Mark Berghorn of HealthWare Rental, Inc. in an amount not to exceed \$100,000.00. The loan shall be used to assist in the acquisition of property and a building located at 8 North Cleveland Place in Endicott, New York. The loan term shall be for a period of ten (10) years and at a fixed interest rate of two (2) percent with no call, with the first six months requiring interest only payments during the renovation period.
Vote: Motion approved [6 – Yes, 0 – No, 1 – Absent]

Due to schedule conflicts, Messrs. L'Amoreaux and Strong departed at approximately 8:54 a.m.

- B. Mr. Moody presented for Board consideration a request by Mr. Justin A. Marchuska, II and Mr. Bernard J. Marchuska of 1435-1439 Marchuska, LLC for Town of Union Business Assistance (TUBA) loan program financing in an amount not to exceed \$120,000.00. The purpose of the loan is to assist in the purchase of furniture, fixtures, machinery and equipment for Marchuska Brothers new offices and window assembly facilities at 1405 East Main Street in Endicott. Mr. Moody and Counselor Pope then informed the Board of the need for March Holdings, LLC, as the sole member of 1435-1439 Marchuska, LLC and of Marchuska companies, to also sign the loan commitment

letter of the potential \$120,000.00 loan to 1435-1439 Marchuska, LLC. The LDC loan would have contingencies including the rezoning of the property by the Village of Endicott in order to allow the construction of both of the proposed buildings to be located at 1405 East Main Street in Endicott. After thorough Board discussion, President Trichka requested a motion to approve the loan request for 1435-1439 Marchuska, LLC.

Motion: Jim Peduto
Motion 2nd: Gary Leighton
Motion: To approve Town of Union Business Assistance (TUBA) loan program financing to Mr. Justin Marchuska, II and Mr. Bernard Marchuska of 1435-1439 Marchuska, LLC in an amount not to exceed \$120,000.00. The loan shall be used to assist in the purchase of furniture, fixtures, machinery and equipment for Marchuska Brothers new offices and window assembly facilities at 1405 East Main Street in Endicott, New York in the Town of Union. The loan term shall be for a period of ten (10) years and at a fixed interest rate of three (3) percent. The loan is contingent upon the Village of Endicott adoption of rezoning necessary for construction of the window assembly facility and the office to be located at 1405 East Main Street in Endicott.
Vote: Motion approved [4 – Yes, 0 – No, 3 – Absent]

VII. OTHER BUSINESS

- A. Mr. Moody said, as stated at a recent Southern Tier Regional Economic Development Council meeting, that \$20 million in a 2nd round of Greater Binghamton funding may become available, pending the outcome of Endicott's current \$10 million Downtown Revitalization Initiative application and state announcement of winners. He said Endicott received \$13 million in GB Fund money last year.
- B. Mr. Moody and Board members discussed the scheduling of a news conference about the Board's awarding of grant funding. Determination was made to hold the event at 2:00 p.m. on Wednesday, September 25, 2019. The possible site may be at grant recipient Johnson City Coffee Roasting Co., Inc., 250 Main Street in Johnson City. All four award recipients will be invited to participate.

VIII. ADJOURNMENT

President Trichka asked if there were additional topics for Board discussion. Due to there being no other matters to come before the Board, he requested a motion to adjourn the meeting.

Motion: Diane Julian
Motion 2nd: Jim Peduto
Motion: To adjourn the regular meeting of September 19, 2019.
Vote: Motion approved [4 - Yes, 0 - No, 3 - Absent].

The meeting was adjourned at 9:12 a.m.

Respectfully submitted,


Joseph M. Moody, Director