

TOWN OF UNION
UNION, NEW YORK

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In the Matter of:

LOCAL DEVELOPMENT CORP. REGULAR BOARD MEETING
-----x

December 17, 2020
3111 East Main Street
Endwell, New York 13760

APPEARANCES:

FOR THE TOWN OF UNION

STEPHEN TRICHKA
President

DIANE JULIAN
Vice President

JOSEPH MOODY
Executive Director

GARY LEIGHTON
JAMES PEDUTO
MARY O'MALLEY-TRUMBLE
TIMOTHY STRONG
JEFFREY L'AMOREAUX (absent)
Board Members

ROSEMARIE POPE
LDC Counsel

RICK MATERESE
Town Supervisor

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

(On the record 8:11)

MR. TIMOTHY STRONG: All right. So the first -- we had stopped recording on the first one. I will restart now for the normal meeting.

MR. JOSEPH MOODY: Okay.

MR. STRONG: We're good to go.

MR. MOODY: So the meeting --

MR. STEPHEN TRICHKA: All right.

MR. MOODY: -- come to order at 8:11.

MR. TRICHKA: Come to order at, yeah, 8:11.

MR. MOODY: Okay.

MR. TRICHKA: We have the minutes of the November 19th meeting that need approval, if folks have had a chance to take a look at those. And barring any changes, I'd like a motion to approve these minutes please.

MR. STRONG: I so move. This is Tim.

MR. TRICHKA: Tim, thank you.

MS. MARY O'MALLEY-TRUMBLE: I'll second. It's Mary. I'll second.

MR. TRICHKA: Mary, thanks.

MR. MOODY: Thank you.

MR. TRICHKA: All in favor?

ALL: Aye.

MR. TRICHKA: Opposed? Okay. Moving smartly along. Well, I'll just say before we get off, I'd like to

wish everyone Merry Christmas and Happy Holidays. And I hope we all survive the snow bomb.

MS. DIANE JULIAN: I know.

MR. TRICHKA: Jim, I don't envy -- I think I've got it bad, but I know what Jim's property looks like. I just can't even imagine what it would be like to move snow out of there or to get out of there but --

MR. MOODY: I saw Jim working on his new snow blower.

MR. JAMES PEDUTO: There will be some heavy equipment involved.

MR. MOODY: Excellent.

MR. TRICHKA: Again, as Joe said, it's been a tough year. I think we'll just keep swinging. I mean I think we're affected at work, at home, everywhere else. And we're all in this together. The way I deal with it is -- you know very few of us are unaffected by this, if any of us. So I'm hoping that actually society, from a general standpoint, comes through this a little better there. It's a heady hope but, you know, I hope we're all learning to work together a little bit better even though it gets creepy and difficult at times. So, anyway, Happy Holidays and Happy New Year to everybody. I'm looking forward to working through next year with everyone.

MR. MOODY: Yeah.

MS. O'MALLEY-TRUMBLE: Thank you, Steve.

MR. MOODY: I would just like to add that, I would like to have said this at any new meeting, I certainly appreciate each and every one of you assisting with the LDC. Each and every one of you have really contributed. I appreciate that. Thank you.

All right. Old business, Steve?

MR. STRONG: It wasn't direct, you know. I think Mary said there wasn't going to be a lot of work when she roped me into doing this. And I'm starting to think she has told me that to think that we're going to do something (inaudible).

MS. O'MALLEY-TRUMBLE: No, no, no. Tim, you had a couple of drinks. You had a couple of drinks so you don't remember.

MR. MOODY: Well, we kept you out of the grant review. You should be happy with that.

So, anyways, just a little update with Rakesh Shroff for OM Shirdi. As you recall, it was approved for Tioga State Bank funding. And then that sort of fell through because he didn't close within a certain timeframe. Well, he went back to them and apparently they're not interested now. So he is shopping that around to find a potential lender. He said he's going forward no matter what. But if anything should change in the project itself or the financing scope of it, I'll bring it back to the board. Okay?

MR. TRICHKA: Okay.

MR. MOODY: All right. So moving on. I hope you all got the spreadsheet I sent out yesterday. It really was a synopsis of extrapolated data from each one of the applications that was received. And we received 13 of them. We had many more inquiries and I know there's several in the works right now that we might receive any day now. So sort of how I rate or ranked it was with this matrix, if you will. You'll see the questions on the screen that Steve put up. And, again, extrapolated data.

Question one, I'm not going to go over all of this with you but, how many years you've been in business. I thought that was important. Credit score was important. Is the business currently operational I thought was very important. The number of full-time and part-time employees not only currently but just prior to the COVID outbreak. Let me just get my glasses on. Hold on. The revenue comparison between 2019 and 2020 for the same three-month period, and also has the business received any other COVID funding from any other organization.

I also sent you I think a blank application which included our fact sheet on the program and the application itself. Sara Zubalsky and our Community Development Department helped do that application, if you will.

I came up with all these questions. Sara

thought they were good questions and she liked the matrix. She was supposed to be on this call, but she definitely has Internet problems where she lives. So I don't know if she's on. Tim, do you see her?

MR. STRONG: No.

MR. MOODY: Okay.

MR. STRONG: She's absent here. No.

MR. MOODY: All right. So I scored it based on that criteria. And then I came up with a, well, okay, what does that score mean? So I then I came up with that email I sent that had a breakdown based on the point score. For example, if he has 27 points and above, he has 100 percent of financing request not to exceed 10,000; 24 points would have been 90 percent; 21 points, 80 percent; 18 points, 70 percent; 15 points, 60 percent; 10 points and above, 50 percent; 5 points and above, 25 percent of the amount requested as long as they did not request more than 10,000. Below 5 points was going to be zero points. No funding would be awarded. So that's the figures I came up with.

You'll see that this was sort of the order the applications come in. Also they weren't listed in any particular order other than the order they came in I guess you could say. So I guess I don't know if anybody has any comments on the questions, the matrix, before we individually talk about each one of these loans I guess or

grants.

MR. TRICHKA: For the scoring criteria, even the funding criteria where Joe was allocating funding based on scores on a percentage basis, anybody have any thoughts about that?

I do have one question, Joe, and I think it relates to the thing I raised to you. If a business has already ceased operations, but they're intending to restart, I'm a little confused as to giving them a grant. Because if they don't restart, that grant seems to have gone to waste. So I'm not sure how that money is going to be used.

MR. MOODY: They would have to restart if they do it within that three months because the money has got to be used in three months. The money would have to be used in three months. So that's the only reason why I said maybe we still have to include those that are not operational but are going to be opening up. Now you see they're doing it on the other part where it says non-operational. So they don't get the points for that.

MR. TRICHKA: Right.

MR. MOODY: So I try to --

MR. GARY LEIGHTON: They have to send it back up?

MR. MOODY: Yes.

MR. LEIGHTON: (Interposing) -- implementation

to support the funding?

MR. MOODY: Yes. So if you approve these based on the criteria and all that, it still has to be an eligible expense. The LDC Board will approve each one of these individually based on the matrix, but they still have to meet the HUD criteria for eligible expenses. So in the award letter, I'm going to indicate that you need to contact Sara in our Community Development Department and/or staff or whatever. And they're going to work out the particulars on what bills can and cannot be paid.

So what you're basically approving then, you're approving up to this grant award amount based on what eligible expenses would be accepted by the Community Development Department and HUD. That's how I'm thinking about it.

MR. LEIGHTON: Do they have to pay the eligible expenses prior to getting --

MR. MOODY: No. No. The checks we cut directly from the Community Development Department and for example NYSEG directly, paying real estate taxes directly, or anything like that.

So that being said, the last one, Steve, that you are talking about in particular that they're closed, unfortunately, the gentleman didn't give me all my information anyways. So I don't think we're going to be acting on that one right now anyways. I think we got to

put that on hold. But I would have to gauge his interest in starting the operation within three months basically because if Sara's office and HUD requires that these bills be paid within a three-month period, then he would have to be operational relatively soon in my opinion. So I don't think we can even act on that one because he still owes me information. So I could not fully score. As you could see, there are several areas that are pending.

MR. TRICHKA: Right.

MR. MOODY: Okay. So all the --

MR. TRICHKA: The answer to everybody's why that's the last one on the list, the That's a Wrap --

MR. MOODY: Yeah.

MR. TICHKA: -- which I'm aware is not operational right now.

MR. MOODY: Yeah.

MR. LEIGHTON: Right. As to the funding, I'd like to suggest that we do it at the lower of the amount requested or the amount determined by the scoring percentage based on the 10,000 maximum grant amount.

MR. MOODY: Okay.

MR. LEIGHTON: There would be two individuals there that would get what they requested. One was I believe Ruby Jewelry. They would get 7,000. And Be True To Yourself Fitness would get the 1,650. Both of those requested under the \$10,000 grants.

(Inaudible)

MR. MOODY: What was that?

MR. TRICHKA: So I'm just trying to get this straight. According to -- wait. I didn't go back to look at this, Gary, but thank you for catching that. If there are ones here that would, under Joe's scoring criteria, potentially get more than what they asked for?

MR. MOODY: No.

MR. LEIGHTON: No. Less.

MR. MOODY: They can never get more.

MR. LEIGHTON: No. There's two that would get what they asked for.

MR. MOODY: Yeah.

MR. TRICHKA: Okay.

MR. MOODY: Because if you use the scoring criteria and the percentage, they would actually qualify for more if they had asked for 10,000 which they didn't.

MR. TRICHKA: Oh, I see. I see. Okay. Okay.

MR. MOODY: And I can't --

MR. LEIGHTON: And I'm forgetting, refresh my memory. Are they able to come back a second time or is it a one-time ask that they need to ask upfront for everything they need?

MR. MOODY: This is a one-time ask because we have, like I said, I think we have several applications in the pipeline.

MR. LEIGHTON: Okay.

MR. MOODY: And I don't see us coming back again.

MR. LEIGHTON: Yeah. The funds will be exhausted.

MR. MOODY: Yeah. Now, just so we iterate, the amount that was submitted was 130 - what was it - 136,875. But if you see that one, So Jealous Hair Design, asked for 34,000 which really threw the numbers off considerably.

MR. LEIGHTON: Yes. No, you got to go with the 10,000.

MR. MOODY: Yeah.

MR. LEIGHTON: I mean, yeah, it's kind of misleading.

MR. MOODY: Yeah. So that one we might --

MR. LEIGHTON: Without considering the 34,000 then it would be down to 112,875.

MR. MOODY: Yeah. In that one, so we'd have to assume that she was asking 10,000 for the max.

MR. LEIGHTON: Yes.

MR. TRICHKA: Okay. All right. Any discussion for Joe or questions for Joe on scoring? So I think it sounds like, Joe, you're asking for approval for - I got to zoom in on this - numbers 1 through 12 right now.

MR. MOODY: Yes. Individually I think, yes.

MR. TRICHKA: I have to think that.

MR. MOODY: So I would have to compare my numbers with what Gary has.

MR. TRICHKA: Say that again?

MR. MOODY: I would have to compare my numbers with what Gary has because we both figured out percentages but one of us might be off a thousand.

MR. TRICHKA: Okay.

MR. MOODY: So can I do that right now with you guys just listening? Yes?

MR. TRICHKA: Yeah. Do you want to just run through each one?

MR. LEIGHTON: If you want, Joe.

MR. MOODY: Yeah, I can run through each one right now.

MR. TRICHKA: Run through it fast.

MR. MOODY: So Mama TS, based on the criteria, I've got 24 points which would equate to 90 percent. So, \$9,000.

MR. LEIGHTON: Right.

MR. MOODY: Okay. The next one would be So Jealous Hair Design. They were the one who requested 34,000. Obviously, they didn't read that the maximum you can apply for is 10,000. But if you go through the criteria, it comes up with 17 points, which we equate to 60 percent, which I come up with \$6,000 from \$10,000 max.

MR. LEIGHTON: Right.

MR. MOODY: Okay?

MS. POPE: Right.

MR. MOODY: Next one, Ideal Bowling Center. I came up with 20 points which equates to 70 percent. They asked for 10,000 which equates to \$7,000.

MR. LEIGHTON: Right.

MR. MOODY: Okay. The next one would be -- it's called Anem, which is Best Bagels. They requested 10,000. The scoring was 18 points, which would be 60 percent, which comes up with \$6,000. Do you have that, Gary?

MR. LEIGHTON: Yes.

MR. MOODY: Okay. The next one will be The North Brewery asking for 9,225. And it equates to 17 points, which equates to 60 percent of the request. So on this one I sort of took 60 percent of 10,000 instead of 60 percent of 9,225. So what did you do, Gary?

MR. LEIGHTON: That's when I get 6,000.

MR. MOODY: Okay. All right. The next one is Ruby Jewelers. They requested 7,000. They have a matrix score of 21 points. If she was to apply for the 10,000, it would have been 8,000 - 80 percent which would have been 8,000 - but she only requested 7,000. So they actually get 100 percent of what they requested, which would be \$7,000.

MR. LEIGHTON: Right.

MR. MOODY: Okay. Moving on, Southern Tier

Stages, which is Shafer's buses, a very devastated company, requested 10,000. They scored one of the highest at 24 points. Based on that, that would be 90 percentage of the request which would be \$9,000.

MR. LEIGHTON: Right.

MR. MOODY: Okay. Moving on, Holden Restaurants which is really Kristofor's. They scored 20 points. They requested 10,000 which would come down to \$7,000.

MR. LEIGHTON: Right.

MR. MOODY: Okay. The next one is -- bear with me.

MR. LEIGHTON: Riverdale.

MR. MOODY: Yeah, Riverdale. Now, just to let you know, as you know, Riverdale does have a loan with us and so does -- Riverdale does have a loan with us and so does Southern Tier Stages. But their loan cannot be paid by this grant, I want to point that out, for any aspect. It would have to go to other expenses. Okay? Everybody hear that?

MR. LEIGHTON: Yeah.

MS. POPE: Yes.

MR. MOODY: Okay. Okay. So moving on, Riverdale, they requested 10,000. Their scoring would have been I think 18 points, which would be in 70 percent, which comes up with \$7,000.

MR. LEIGHTON: Yeah.

MR. MOODY: Next one is Magic Nails and Spa. Scored 22 points, requested 10,000, which would qualify them for \$8,000.

MR. LEIGHTON: Right.

MR. MOODY: Okay. The next one is Be True to Yourself Fitness. My first concern with this one is they were a home-based, but she indicated it's not home-based. I scored it. It was 18 points which should have been, again 18 would have been -- I'm sorry. It would have been -- what is it?

MR. LEIGHTON: Seventy.

MR. MOODY: Seventy percent.

MR. LEIGHTON: Seventy percent.

MR. MOODY: But she only requested \$1,650. So they would get 100 percent of the request. Okay. The next one is Diane Testani Hair Salon who scored 23 points, requested 10,000, 80 percent would have been the percentage which is \$8,000.

MR. LEIGHTON: Right.

MR. MOODY: So I added it up. I came up with 81,650. Well, you came up with --

MR. LEIGHTON: Well, what do you have for The North Brewery?

MR. MOODY: I had, North Brewery, I had 6,000.

MR. LEIGHTON: Well, what do you have for Best Bagels?

MR. MOODY: Best Bagels I had 6,000 also.

MR. LEIGHTON: Well, I had 7,000 for Best Bagels.

MS. POPE: Seven, right.

MR. MOODY: Hold on. You're correct because it went up to -- it was 70 percent. Thank you.

MR. LEIGHTON: All right. I got lost a little bit there. All right. Okay. So that's where the difference is.

MR. MOODY: Yeah. So, yeah, it's 70 percent also because they scored - let me just confirm - 18 points. And my matrix would have been 70 percent. And then -- wait a second. What did you ask about the other one, with North Brewery?

MR. LEIGHTON: Yeah. That was 6,000.

MR. MOODY: Six. Okay. So that gets us to 82,650 then.

MR. LEIGHTON: Right.

MR. MOODY: Okay. Thank you. So it's good to have another set of eyes. By the way, is Jeff on the line?

MR. STRONG: No.

MR. TRICHKA: No.

MR. MOODY: Okay. Okay. All right. So, anyway, that's what we have in front of us right now.

MR. TRICHKA: Okay. All we got to do is -- go

ahead. Sorry.

MR. LEIGHTON: Did you indicate that there's a strong possibility that you'll get more funding?

MR. MOODY: Okay. So there is -- I think this was round two money. There is round three money that I think the Town does qualify for. Sara is not going to allocate that money to anything as of yet, even other sectors in our community development, until she sees how this program is successful. So there's a possibility we could tap into additional funds.

But if we were to approve the 82,650, we still have about \$32,000 left or 33,000 and change. So I know that there's at least two strong applications coming in which could easily up the remaining amount of the money.

I think, looking at it, it was fair. I think it was the right thing to do even though we could certainly have gone 100 percent. It doesn't mean that we devalue any of these businesses. What we're saying is we want to try to help as many businesses as possible. So we had to come up with a fair and equitable matrix and scoring. And I think we did.

MR. LEIGHTON: Yeah, I really think --

(Interposing)

MR. TRICHKA: You did a really good job with coming up with those scores. Good job.

MR. MOODY: Thank you. Thank you.

MR. TRICHKA: I'm very pleased with that. It felt very fair and very objective.

MR. MOODY: Thank you. I appreciate that.

MS. POPE: And it touched on all the main points.

MR. MOODY: Yeah. So I guess we should probably approve them individually or by one resolution? I guess I'm going to leave that to Rose since --

MR. TRICHKA: I think we --

MR. LEIGHTON: I'd say have the schedule attached to the minutes.

MR. MOODY: Say that again?

MS. POPE: I'm thinking about it. Hang on a second.

MR. MOODY: Yeah.

MS. POPE: I think you'll be okay if you attach the schedule.

MR. MOODY: Okay. So the matrix with the scoring and the criteria. Everything?

MS. POPE: Yeah. I think if you state the full amount of what you're going to distribute and then say that it's 82,650 I think you said?

MR. MOODY: Yes.

MS. POPE: And then, you know, according to the attached matrix.

MR. MOODY: Okay. So I don't have to put in

the --

MS. POPE: Wait a second. Let me look at the matrix again.

MR. MOODY: Yeah.

MR. TRICHKA: The individual loan amounts though are not on the matrix?

MS. POPE: No.

MR. LEIGHTON: No.

MR. MOODY: No, they are not. I could certainly add that.

MS. POPE: No, they're not. I hate to do it but I think, because the amounts that they're getting are not what's on the matrix, you need to --

MR. MOODY: What if I put in the resolution, list each one of the businesses and the dollar amounts in the one resolution?

MS. POPE: Yes. That I'm okay with the amount that they're getting. So if you just --

MR. TRICHKA: Yeah.

MS. POPE: The resolution has 1 through 12.

MR. MOODY: Yeah.

MS. POPE: And then the heading, the name of the --

MR. MOODY: The name and the dollar amount.

MS. POPE: Right.

MR. MOODY: Okay.

MS. JULIAN: Rose, this is Diane. If I have to abstain on one of these, how will that go down?

MR. MOODY: Oh.

MS. POPE: Well, do you have -- if we have enough votes, Diane, will you just abstain altogether? We can do that.

MR. TRICHKA: We could conform (sounds like) without you, Diane. So we could do it. You would just abstain from the vote, period.

MS. JULIAN: Do whatever you think is best.

MR. TRICHKA: Yeah. That might be an easier way to do this mechanically.

MS. POPE: Yeah. Otherwise, we'd have to go through individually and then Diane abstains from the one she has to. So if Diane can abstain altogether from this vote, I think that's the way we should go.

MR. TRICHKA: Okay.

MS. JULIAN: Thank you.

MS. POPE: You're welcome.

MR. TRICHKA: So we'll do that. I think we heard the amounts. Any other questions before we vote? And I noticed Rick. welcome to the meeting. You've been up for a while, I know. Do you have any questions or concerns about where we are with the grants?

MR. RICK MATERESE: Yeah. (Audio glitch)

MR. TRICHKA: Okay.

MR. MOODY: Did he comment?

MR. TRICHKA: I think. I couldn't tell. It's his audio.

MR. MOODY: Okay. Okay.

MR. MATERESE: There we go. Can you hear me now?

MR. MOODY: Oh, there you go.

MR. TRICHKA: Now, that's good.

MR. MATERESE: There you go. No. My only concern is inflating Joe's head too much with what a great job he's done.

MR. MOODY: Oh, geez.

MR. LEIGHTON: After he gets done with his snow problem, he will be deflated though.

MR. STRONG: I was thinking the same thing.

MR. MOODY: Thank you, guys.

MR. TRICHKA: Okay. All right. So what I'm looking for is a motion to approve the slate of grants with the amount outlined between Gary and Joe with a total of \$82,650. That's funding numbers 1 through 11 or, excuse me, 1 through 12. No on number 13 on this matrix. So if I may have a motion to approve that.

MR. STRONG: I so move. This is Tim.

MR. TRICHKA: Thank you, Tim. May I have a second?

MR. LEIGHTON: I'll second. This is Gary.

MR. MOODY: Hold on one second. Let me get --

MR. TRICHKA: Gary seconded. All in favor?

MR. MOODY: Wait. Hold on. Let me get that.

Tim's first it?

MR. TRICHKA: Tim and Gary.

MR. MOODY: Motion. Gary. Okay.

MR. TRICHKA: Tim and Gary.

MR. MOODY: Okay. Go ahead.

MR. TRICHKA: All right. All in favor?

ALL: Aye.

MR. TRICHKA: Opposed? All right.

MR. MOODY: Great.

MS. JULIAN: Abstention.

MR. TRICHKA: Motion carried.

MR. MOODY: Oh, abstention.

MR. STRONG: Abstention. There is an
abstention.

MR. MOODY: Diane. Okay. Thank you, Diane.

MR. TRICHKA: Abstention with Diane. Thank you.

MR. MOODY: Okay. Excellent. Thank you.

MR. TRICHKA: What else do we have, Joe?

MR. MOODY: That's it. That's more than enough.

MR. TRICHKA: Excellent.

MR. MOODY: I'm very happy we're able to get
this meeting out of the way. Trust me, I didn't want to
reschedule it. And I certainly didn't want to hold up any

of the news to these grant recipients because I think they're going to be -- you're going to give them a nice little Christmas present, hopefully, for their business to continue on.

MR. TRICHKA: Yeah. Great. And then, again, I really appreciate everybody's work that they put in over the course of this year. This is a really solid team. I think everybody is adding something a little bit different into the mix and I think it makes for, you know, a great discussion. I feel really comfortable and confident that we're making good decisions for the Town.

MR. MOODY: And thank you for leading us, Steve. We appreciate it.

MR. TRICHKA: A good year, we had a good year. Thank you all for your dedication and work put into this.

MR. MATERESE: And as the Town supervisor, I would like to say thank you to all of you for the work you guys do. The service you provide for the Town is outstanding, so thank you very much. I wish you all a safe holiday season. God bless you all.

MR. MOODY: Thank you.

MS. POPE: Thank you.

MR. MATERESE: Thank you too.

MR. LEIGHTON: Thank you.

MR. MOODY: So we need a motion.

MR. TRICHKA: All right. Do we have a motion to

adjourn the meeting?

MS. O'MALLEY-TRUMBLE: I'll make the motion.
It's Mary.

MR. TRICHKA: Mary, thank you. A second?

MS. JULIAN: Diane.

MR. TRICHKA: Diane, thank you. All in favor?

ALL: Aye.

MR. MOODY: 8:39 a.m. Thank you.

MS. O'MALLEY-TRUMBLE: Happy Holidays everyone.

MR. MOODY: Thank you. You too.

MR. TRICHKA: We're early by 20 minutes.

MR. MOODY: Yeah.

MS. JULIAN: Merry Christmas.

MR. MOODY: Unprecedented.

MR. TRICHKA: Thanks everybody.

MR. MOODY: Thank you.

MR. TRICHKA: Be well.

MR. MOODY: Yeah.

MS. POPE: Be well.

MR. LEIGHTON: Merry Christmas.

MR. MOODY: Hey, Rick, good luck with your
driveway. You too, Jim.

MR. MATERESE: The snow is up to the windows of
the garage door.

MR. MOODY: Yeah. I know. Geez.

(Off the record at 8:39)

C E R T I F I C A T E

I, Ria Jara, certify that the foregoing transcript of proceedings in the Union Town Board Meeting, Union, State of New York, was prepared using digital transcription software and is a true and accurate record of the proceedings.



Signature: _____

Date: January 22, 2021