

TOWN OF UNION MEETING

LOCAL DEVELOPMENT CORPORATION

FEBRURY 17, 2022

**Attendance.**

Stephen Trichka, President (Remote)  
Diane Julian, Vice President (Remote)  
Gary Leighton (Remote)  
James Peduto (Remote)  
Gary L'Amoreaux (Remote)  
Timothy Strong (Remote)  
Rosemary Pope, Esq., Town of Union LDC Counsel (Remote)

**Staff:**

Rob Shimer, Assistant (In Person)  
Joe Moody, Director (In person)

**Guests/Others:**

Gina Middleton, Coughlin & Gerhardt (Remote)

**Absent:**

Ms. Mary O'Malley-Trumble

**TRANSCRIBED BY:**

Sally Omar  
Czerenda Court Reporting  
P.O. BOX 903  
BINGHAMTON, NY 13902

1 MR. TRICHKA: On Thursday, good morning  
2 everybody. We have the minutes of the Regular Meeting  
3 from December 16th. Sorry I wasn't in attendance, and if  
4 there are any corrections for those meetings in those  
5 minutes, please say so. If there are no corrections, may  
6 I have a motion to approve these minutes.

7 MR. STRONG: I move, this is Tim.

8 MR. TRICHKA: Thanks, Tim. Second?

9 MR. MOODY: Who is second?

10 MR. PEDUTO: Jim.

11 MR. TRICHKA: Okay, Jim -- is that -- oh, there  
12 is Jim. Okay, hey Jim.

13 MR. PEDUTO: Okay.

14 MR. TRICHKA: All in favor? Opposed? Are we  
15 going to use the hands up and the hands down. There you  
16 are. I'll give the state of motion, passed through.  
17 Thank you.

18 Then we have the minutes of the Annual Meeting  
19 also held on December 16th, and so if I may have a motion  
20 should be barring any changes to that. May I have a  
21 motion to approve.

22 MR. PEDUTO: So moved.

23 MR. TRICHKA: That's Gary. All in favor.

24 MALE SPEAKER: Aye.

25 MALE SPEAKER: Aye.

1 MR. TRICHKA: All right, opposed. Well, all  
2 right, that motion carries, so Mr. Pat, I have not met  
3 you. I apologize for that. So welcome to the Committee.  
4 I think a number of us are better off here (inaudible) --  
5 I think -- I know for me personally, it's a tremendously  
6 important time for my participation in the Community, and  
7 it's something I feel pretty strongly about, so I welcome  
8 you to the Team, and (inaudible) to the office.

9 MS. MIDDLETON: Thank you, thank you, and you as  
10 well.

11 MR. TRICHKA: So, anyway, Joe, I think we  
12 already talked about the weather, so I'll turn it over to  
13 you.

14 MR. MOODY: Yes, thank you. I just want to  
15 make sure everybody could hear us, and can -- is Diane --  
16 Diane is on via phone, correct?

17 MS. JULIAN: Yes.

18 MR. MOODY: Can you hear us, Diane?

19 MALE SPEAKER: She's muted right now so --

20 MR. MOODY: I just want to make sure we're  
21 getting her in on this. Did you unmute her, Tim?

22 MR. STRONG: I put in a request to unmute. I  
23 think it's a little tricky when you're on the phone to  
24 mute and unmute.

25 MR. MOODY: Okay.

1 MR. STRONG: I can see she's there.

2 MR. MOODY: Okay, okay, all right, that's fine.  
3 Okay. I just wanted to make sure that she's participating  
4 and all that. Okay.

5 So I have no real remarks right now. If you  
6 want to get into new business that's fine with me.

7 MR. TRICHKA: Okay. Let's go ahead and do that,  
8 Joe, so the ARPA funding?

9 MR. MOODY: Yes.

10 MR. TRICHKA: Turn to that.

11 MR. MOODY: So the -- I had a meeting with the  
12 County, and some individuals about our projects, in  
13 particular the motel project on Main Street, and the  
14 County was able to come up with identified \$350,000 in the  
15 form of a grant via the Town of Union received for this  
16 project. This project, as you well know, it started right  
17 around Covid. Covid has delayed it. Project costs have  
18 gone up, and I requested the assistance of the County to  
19 come up with some grant funding. Luckily, they were able  
20 to come through with some ARPA Funds, specifically for  
21 this project, and you'll notice the resolution is  
22 incorrect. It should be 739, not 735. I'm sorry, 749, not  
23 735. I even have it wrong on mine. So they approved it  
24 for 745 West Main Street, but I believe the address is  
25 749. I'm incorrect along those lines. Yes, 749.

1 So ignore my new business under the little paragraph  
2 there.

3 So they approved it for that particular  
4 location, the former red carpet in, and we have to accept  
5 the funding, and then we have to approve the funding for  
6 this project in order for Mr. Rakesh to move forward with  
7 it. He's been waiting. We just got approved not too long  
8 ago, so he's just been waiting for that approval. He has  
9 identified a contractor, out of town contractor. He still  
10 has to go through his permitting process to the Town of  
11 Union, but that should hopefully go through quickly. He  
12 has showed me one room that he has already renovated. It  
13 looks very nice, but remember our funding of the \$100,000  
14 grant -- \$100,000 loan is for the exterior renovation of  
15 the building. The \$350,000 would be for all, you know,  
16 either interior, or exterior renovations. It would go  
17 through as a project cost. Because it's ARPA funds, they  
18 obviously, the project has to be completed before Mr.  
19 Rakesh can see any of those funds.

20 So I think we need really a couple of things.  
21 We need our existing commitment letter for \$100,000  
22 extended I would say until at least maybe November 2022,  
23 even though the project is supposed to be completed by  
24 -- before the summer, I think just to give us a little  
25 buffer there, and then if we approve the \$350,000

1 from the County for this project that I think probably  
2 that that same timeframe, or maybe a little bit extended  
3 out would be appropriate also.

4 Now, Shim, I did give you that -- some project  
5 information, can you share that?

6 MR. SHIMER: Yup, let's see.

7 MR. MOODY: So as you recall --

8 MR. SHIMER: Can you see that?

9 MR. MOODY: -- so as you recall, the project was  
10 about 1.4 million dollar project, and that was actually  
11 went up from what they originally submitted to us. You'll  
12 see the breakdown of owner's equity, proposed private  
13 lender, and County mail receipt. This was before the  
14 \$350,000 was approved. I don't expect the project to go  
15 down in any -- any means at all, but if there is an  
16 additional \$350,000, it might come off of the private  
17 lender participation, or it's just going to be tacked on  
18 and the overall project costs may go up a bit, if you  
19 will, but the minimum equity does not change at \$340,000.  
20 We'll still be in the same exact position as we would have  
21 been without the grant, but I think this makes it  
22 attractive is now he might be able to -- I think he's  
23 still in the process of securing the project lender loan  
24 because, as you recall, it was Covid that put a glitch in  
25 the entire funding aspect of it.

1           So as soon as he gets approval for the \$350,000  
2 grant from us, and the \$100,000 you know grant -- loan  
3 from us that he will be pursuing that with a hopefully  
4 local bank, probably the bank he originally was looking at  
5 prior to all this.

6           So I'm opening up to questions for you. I think  
7 obviously this is a project that the County wants to see  
8 because it's next to Android Golf Course. Hopefully, this  
9 will facilitate it in a quicker manner than what it's been  
10 over the past two years I you will.

11           MALE SPEAKER: Joe, a quick question, in project  
12 timeline, did you say their hope is for this to be done by  
13 the summer, so this would be open for the Dick's Open this  
14 year, ideally.

15           MR. MOODY: Actually, the hope is by the end of  
16 the Spring, but I think we have to give it a buffer as we  
17 all know with contractors and material supplies and  
18 everything else seems to take a little bit longer, but the  
19 hope will be by the end of Spring prior to the Dick's  
20 Open, yes, to have it operational.

21           MALE SPEAKER: That would really be -- that  
22 would really be obviously nice for that crowd coming in  
23 there to have a better view across the street than what it  
24 currently is. I think that could be huge. The only  
25 comment I would make is when -- this is more a general

1 statement, or my thoughts going forward, when we approve  
2 something I think we do need to consider Deer Point Supply  
3 Chain and how much longer everything is taking. So maybe  
4 something we want to consider when we do approval, so we  
5 don't have to go back every time, and go, hey, let's  
6 reapprove this, because the sheetrock is taking longer  
7 than anticipated. It just might be something we want to  
8 consider when we are approving any construction type of  
9 loan at this point. Just a thought.

10 MR. MOODY: Agreed. Any other comments from  
11 anybody?

12 MALE SPEAKER: Agree to attempt just to spread  
13 across all sectors.

14 MR. MOODY: Okay. I guess I got two things  
15 then. Our existing \$100,000 façade loan, commitment  
16 extension. I'd like to extend that to the end of November  
17 of 2022 to complete the façade aspect of it, and I think  
18 that's appropriate. And then the second one would be to  
19 accept the \$350,000 ARPA Fund for this particular project  
20 at 749 West Main Street, I believe it is, and then to  
21 approve the \$350,000 for the project in the form of a  
22 grant, ARPA Grant via the Town of Union LDC.

23 Now, just to let you know, the project -- any  
24 other ARPA Funds would still update here to any prevailing  
25 wages, any requirements that the ARPA Funds to the



1 Fill Back Better Program would require, so the end user  
2 would still have to do prevailing wages and whatever other  
3 requirements, and then we would have to obviously make  
4 sure that's completed, and also then provide that through  
5 the County, as required, or as whatever may be required.

6 So, it's a little different than our \$100,000  
7 loan money, because we do not have to worry about  
8 prevailing wages for that.

9 MALE SPEAKER: Can I ask one question, Joe?

10 MR. MOODY: Sure.

11 MALE SPEAKER: So right now in the projected  
12 funding, if they got 25 -- 24.4 percent equity involved in  
13 the project, and obviously you know that's the number we  
14 (inaudible) about, is there, can we say anything that we  
15 do want to see a certain percentage of equity in this,  
16 that he doesn't take the 350 and put it right again into  
17 his own equity needs, or --

18 MR. MOODY: Yeah, I would say he has to come up  
19 with the \$340,000, maybe not the percentage. The  
20 percentages will changed, but we're still going to require  
21 his owner's equity which is really for an acquisition of  
22 the property, so that's pretty much already --

23 MALE SPEAKER: All right.

24 MR. MOODY: -- been done, so I think we were  
25 fine along --

1 MALE SPEAKER: Okay.

2 MR. MOODY: -- those lines.

3 MALE SPEAKER: Okay, cool, I just wanted to make  
4 sure.

5 MALE SPEAKER: Joe, how solid is this private  
6 lender. Has he had discussions with us lately. He's  
7 still on (inaudible) --

8 MR. MOODY: That's not what I said, nope, nope,  
9 the private lender had, when Covid came about, because the  
10 loan had been closed by the time it nested. It was  
11 required to close by basically it pulled back the loan.  
12 So he's been seeking other funds from other private  
13 lenders, but the \$350,000 would tremendously help his loan  
14 request to whoever that would be. So we're still going to  
15 require the Commitment Letter from the private lender and  
16 that he has obviously adequate funding to move forward the  
17 project, yeah.

18 I'm hoping it will be the same private lender,  
19 but and that's yes, I've had conversations with that  
20 private lender. I told him that these things were in the  
21 works, the \$350,000 grant, and also the \$100,000 from the  
22 Town that we already approved, so --

23 MALE SPEAKER: And where's this ownership  
24 coming out of, if you don't mind, I know you mentioned  
25 this early on. I just forget it.

1 MR. MOODY: New Jersey. He owns another motel  
2 down in New Jersey, Rakesh.

3 MR. TRICHKA: So you need from us, what a  
4 resolution to accept the funds from Broome County?

5 MR. MOODY: Yes, that would be the first one,  
6 yes.

7 MR. TRICHKA: And what's the second one that --

8 MR. MOODY: The second one would then be to  
9 approve the \$350,000 grant fund for the project at 749  
10 West Main Street, the former Red Roof Inn, whatever you  
11 want to call it for this particular project. So that would  
12 be the second resolution.

13 MR. TRICHKA: Right.

14 MR. MOODY: Then the third resolution, and I  
15 don't care what order you put them in would be to extend  
16 our commitment for the \$100,000 façade loan until November  
17 -- end of November of 2022.

18 MR. TRICHKA: I'm just at the Broome County  
19 Resolution, and it's already due marked. But my  
20 (inaudible) agreed to accept that money, we're obligated  
21 to put it towards 749 West Main Street.

22 MR. MOODY: Well, it says 745, that's  
23 incorrect, it's 749 West Main Street. They're going to  
24 issue an amendment.

25 MR. TRICHKA: I understand that. I'm just not

1 clear, I'm just thinking through this. I'm just not  
2 clear that we need to have a resolution that in turn, you  
3 know, approves the distribution of the money to these  
4 folks because it's already earmarked by the Legislature  
5 (crosstalk) --

6 MR. MOODY: No, no, no.

7 MR. TRICHKA: I'm just wondering.

8 MR. MOODY: No, it's going to the Town of Union  
9 Local Development Corporation for that project. So it's  
10 not going through the County, it's going to the LDC. The  
11 LDC then has to turn around and approve it.

12 MR. TRICHKA: Right, right, right. I'm not --  
13 but there's a condition under which that -- those monies  
14 are directed to the LDC, that's what I'm saying. It's  
15 already embedded.

16 MALE SPEAKER: And accounting worthiness.

17 MR. TRICHKA: Yeah, I'm just wondering if we  
18 need that second resolution, because the money is already  
19 earmarked. If we accept the money, we're accepting it  
20 under the conditions the County imposed on it. I don't  
21 know, maybe I'm getting too technical.

22 MR. MOODY: Well, we -- we have done that with  
23 the other funding we received from the County, other funds  
24 for our set project (inaudible) -- I think we needed an  
25 official resolution accepting the funding from what I

1 recall.

2 MR. TRICHKA: Okay. Yeah.

3 MR. MOODY: Right, right, I'm in agreement with  
4 that part.

5 MR. TRICHKA: Just the redirection, okay.

6 MR. MOODY: I think maybe we're better off maybe  
7 getting that second resolution, and you know approving it  
8 for this.

9 MR. TRICHKA: Okay.

10 MR. MOODY: All right. Is there any other  
11 discussion. At this point are there any questions?

12 MR. TRICHKA: No.

13 MR. MOODY: No.

14 MR. TRICHKA: May I have a motion to approve  
15 accepting the funds from Broome County Legislature, the  
16 \$350,000 directed towards economic development at 749 West  
17 Main Street in Endicott?

18 And the motion approved.

19 MR. L'AMOREAUX: So moved.

20 MR. STRONG: So moved. Seconded. This is Tim.

21 MR. TRICHKA: Who had the first motion.

22 MR. STRONG: Jeff did.

23 MR. TRICHKA: Thanks, Jeff. Thanks, Tim.

24 All in favor.

25 (Inaudible) --

1 MR. TRICHKA: Any opposed? Anybody at all?  
2 Okay, the motion carries. Okay, the second motion would  
3 be for the LDC to approve conditional disbursement or  
4 funds, or commitment of funds to 749 West Main Street. I  
5 guess that's going to extend out. You said, Joe, the end  
6 of November, or the end of the year?

7 MR. MOODY: I would say for this one, because of  
8 the ARPA, I would extend this further than what we're  
9 going to extend our façade for -- I would probably go to  
10 at least the end of the year, I would imagine.

11 MR. TRICHKA: That's what I was thinking, too.  
12 Okay. So, (inaudible) and commitment of funds in the  
13 amount of \$350,000 in terms provided by the Broome County  
14 Legislature to 749 West Main Street and that commitment  
15 stays open November 31st, 2022. May I have a motion to  
16 approve that?

17 MR. L'AMOREAUX: So moved, Jeff.

18 MR. LEIGHTON: Second, Gary.

19 MR. TRICHKA: Thanks, Gary. All in favor?  
20 Okay. Any opposed? Motion carries, and then third one,  
21 Joe, is façade?

22 MR. MOODY: Extension of our existing  
23 commitment until at least November 31st 2000 -- or  
24 whatever it is --

25 MR. TRICHKA: Why not make it till December,

1 so we just --

2 MR. MOODY: That's fine, that's fine.

3 MR. TRICHKA: Okay. So, the third motion if  
4 I may have to extend our prior commitment for façade  
5 of \$100,000 for 749 West Main Street, and to extend that  
6 out through December 31st, 2022. May I have a motion,  
7 please?

8 MS. JULIAN: Moved, Diane.

9 MR. TRICHKA: Thanks, Diane. Second?

10 MR. PEDUTO: Second, Jim.

11 MR. TRICHKA: All in favor?

12 MR. PEDUTO: Aye.

13 MS. JULIAN: Aye.

14 MR. TRICHKA: Any opposed? All right, that  
15 motion carries. Rob, did you get all those motions and  
16 seconds.

17 MR. MOODY: Thank you.

18 MR. TRICHKA: Okay.

19 MR. MOODY: Thank you all. Appreciate it.

20 MR. TRICHKA: Yeah, okay, good. Thanks, Joe.

21 And then let's move onto other business.

22 MR. MOODY: Other business, as you recall, this  
23 is just sort of an update with Sonostics. They have moved  
24 in. I believe I previously sent you all an E-mail with  
25 the terms of the Venture Capital. They have already moved

1 into 111 Grant Avenue. We have not officially approved it  
2 as of yet. The funding after my last E-mail to Mr.  
3 McCloud is still not in place. He's open by the end of  
4 the week, I believe. So that's the only update I have on  
5 that, so there's no -- going to be no early pay off as of  
6 right now until that funding is in place. I know it was  
7 discussed, or paid down, if you will, but it's still not  
8 in place.

9 MALE SPEAKER: Is the (inaudible) --

10 MR. MOODY: I'm sorry. What was that?

11 MALE SPEAKER: Is the (inaudible) --

12 MR. MOODY: But I think there was some  
13 regulatory issues with the funding, and the process, and  
14 some fees on top of that which maybe delayed it. I guess  
15 time will tell.

16 MR. TRICHKA: You contest there's a healthy  
17 degree of skepticism, and it's probably from me as well.  
18 We heard him (inaudible) two months ago.

19 MALE SPEAKER: They're expecting that weather  
20 any day now.

21 MR. TRICHKA: Yeah, yeah. We go to -- I think  
22 we just got to be prepared for that -- that trap when it  
23 comes through.

24 MR. MOODY: So anyways, so that was that. The  
25 only other -- other thing is are audits in the process for



1 Piaker & Lyons. I asked them to be ready and available to  
2 present at our March 24th meeting, and I said that one  
3 would probably still be remote, and we'll probably going  
4 live after discussion with Steve, probably going live  
5 again in person in April. Looking at March 24th as a  
6 presentation from Piaker & Lyons of our audit. I think  
7 things are going well on those lines. I haven't heard of  
8 any issues as of yet.

9 So, as you recall, the reason why we need to  
10 push forward with the audit is that we have a due date of  
11 April 1st with the audit, and various other things have to  
12 be into public authorities, near state ABL Office by  
13 April 1st, so hence the reason we have to have that audit  
14 completed by our March 24th meeting, and Piaker indicated  
15 they don't see any issue with that being done by then.  
16 So I just wanted to make you aware of that.

17 That's all I have.

18 MR. STRONG: May I make one statement before we  
19 adjourn?

20 MR. TRICHKA: Sure.

21 MR. STRONG: I had the opportunity to attend  
22 the Building B.C. Award and Economic Forecast Breakfast  
23 this week that the Chamber had, and Chester had the 2022  
24 Transformative Award was given to National Pipe and  
25 Plastics which was awesome. So just a nice recognition

1 for some projects, and I think a couple, in general, the  
2 nice project in County Union got recognition so I just  
3 wanted to share that. Nice job, Joe.

4 MR. MOODY: Yeah, thank you.

5 MR. STRONG: I didn't hear you in the speech,  
6 but I know you were integral in the -- in making that all  
7 happen. And so to the rest of the Board, I know that this  
8 was something that was before I even joined was in the  
9 works. So nice job with the recognition on that. It was  
10 awesome.

11 MR. MOODY: Yes, I'm on the Nomination  
12 Committee, too, and there were three Town of Union  
13 businesses or organizations that won awards, three out of  
14 the four. The other one was Goodwill Theatre, and the  
15 other one was Imperium Three, Dr. Scalise Afridi (ph).  
16 He also won awards. So three out of the four we did --  
17 we did well in the Town of Union. Thank you, Tim, I  
18 appreciate you pointing that out.

19 MR. TRICHKA: Great stuff. Thank you, Tim.  
20 Okay, nothing else, Joe.

21 MR. MOODY: The only other thing I just want to  
22 mention is that the VRI process for the Village of  
23 Endicott is going forth. I'm on that Committee. We have  
24 quite a few projects. We also are doing an open  
25 application for projects, and I think that application

1 through our consultant on the job which is PFJ, which is  
2 PFJ Planning out of New York City that was hired by New  
3 York State D.O.S. to help the local planning committee of  
4 the DRI with projects will be putting out an open  
5 application for projects in our downtown revitalization  
6 area, if you will. So that should be on our Endicott  
7 DRI website I'm hoping by Monday or Tuesday. It's going  
8 to be a real quick timeline on that, which I think  
9 applications will be due back by April 1st.

10 Now, this is in addition to the project we  
11 already have in the pipeline, as part of our application.  
12 I just want to make you aware of that, that this is that  
13 10 million dollar grant Endicott was approved for. So I  
14 think we're going to have some exciting projects.

15 And one last thing, our Greater Binghamton  
16 Project that was approved back in -- quite a few years ago  
17 will be breaking ground on the -- on the improvements to  
18 Washington Avenue in the Spring, with I believe and --  
19 when one of three parking lots and I believe full  
20 completion by the summer, and also improved our gateway  
21 coming into Endicott. That's part of the Greater  
22 Binghamton Fund. So things are moving along on that, and  
23 I think as soon as we start seeing construction, there  
24 will be more excitement for our Endicott Area, and so I'm  
25 looking forward to seeing new construction. It's been a

1 long time coming, and I think on top of our DRI Fund, our  
2 Greater Binghamton Fund, I think we're going to see a lot  
3 of, hopefully, private sector investment, too. Thank you.

4 MR. TRICHKA: Hey, Joe, do me a favor. You  
5 mentioned a DRI Website for Endicott. I'm not sure I'm  
6 familiar with where that is. I'm trying to hunt around  
7 for a while. If you could just send the link out to  
8 everybody.

9 MR. MOODY: Oh, yeah, yeah.

10 MR. TRICHKA: I'd appreciate it.

11 MR. MOODY: Yeah, I'll send that out, and  
12 there's along that, there's a long presentation that was a  
13 power point presentation that was lengthy power point  
14 presentation that was given to the LPC Members, and it  
15 really lays out the -- the requirements in order to obtain  
16 funding. It's not easy, but it's -- you know, they can  
17 look at projects. The minimum project would have to be  
18 \$250,000 to tap into a minimum grant of \$100,000. So  
19 I'll send that information. That --

20 MALE SPEAKER: (Crosstalk)--

21 MR. MOODY: I'm sorry.

22 MALE SPEAKER: Is that website going to be kept  
23 active as the projects get approved by moving forward,  
24 that's -- (inaudible)

25 MR. MOODY: Yeah, yeah, my understanding -- yes,

1 that's correct, and you'll be notified of any meetings.  
2 There will be public meetings, too, that will come about,  
3 and you'll be notified of any meetings. They'll be public  
4 meetings, too, that will come about, and you'll be  
5 notified via an E-mail, if you sign up on the website. So  
6 I'll send that to everybody.

7 MALE SPEAKER: Okay, great.

8 MR. MOODY: That's all I have, but it's good  
9 news.

10 MR. TRICHKA: All right, yep, yep. Anything  
11 else from anybody? Without that, may I have a motion to  
12 adjourn the meeting.

13 MR. STRONG: At 8:27 a.m.

14 MR. TRICHKA: I have 8:28.

15 MR. STRONG: Okay. Tim, I have a motion.

16 Is there a second?

17 MR. PEDUTO: Jim, second.

18 MR. TRICHKA: Thanks, Jim. All in favor?

19 Motion approved

20 (MEETING CONCLUDED)

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CERTIFICATION

1  
2 I, SALLY OMAR, certifies that the foregoing Transcript of  
3 the Town of Union, Local Development Corporation Meeting,  
4 held on February 17, 2022, at Town of Union Office  
5 Building, located at 3111 East Main Street, Endwell, New  
6 York, was prepared using electronic transcription  
7 equipment and is a true and accurate record of the  
8 proceedings.

9 

10 \_\_\_\_\_  
11 SALLY OMAR

12 DATED: March 18, 2022  
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