

**TOWN OF UNION  
LOCAL DEVELOPMENT CORPORATION  
MEETING MINUTES  
THURSDAY, JULY 21, 2022**

**DRAFT**

**SYNOPSIS OF MEETING**

The Town of Union Local Development Corporation met for a regular meeting on Thursday, July 21, 2022 in the Town of Union Supervisor's Conference Room.

**I. THE MEETING WAS CALLED TO ORDER AT 8:02 A.M.**

MEMBERS PRESENT: Stephen Trichka, Diane Julian, Gary Leighton,  
James Peduto, Mary O'Malley-Trumble,  
Timothy Strong

MEMBERS ABSENT: Jeffrey L'Amoreaux

OTHERS PRESENT: Rosemarie Pope (LDC Board Attorney)  
Richard Materese (Town Supervisor)  
Gina Middleton (Coughlin & Gerhart)

STAFF PRESENT: Joseph Moody (LDC Director)

**II. APPROVAL OF THE MINUTES**

The Minutes of the regular LDC Board Meeting of June 23, 2022 were reviewed and approved, as written.

Motion: Jim Peduto  
Motion 2<sup>nd</sup>: Diane Julian  
Motion: To approve the regular LDC Board Meeting Minutes of  
June 23, 2022, as written.  
Vote: Motion approved [6 - Yes, 0 - No, 1 - Absent, 0 - Abstain]

**III. PRESIDENT'S REMARKS**

President Trichka warmly welcomed all LDC Board Meeting attendees.

**IV. DIRECTOR'S REMARKS**

Director Moody attentively informed the Board that Comptroller Uhler is leaving town employment to take another position. Mr. Burto may be performing comptroller-related American Rescue Plan Act (ARPA) reporting duties for the town.

**V. OLD BUSINESS**

A. Mr. Moody presented for discussion the previously approved LDC Commercial Façade loan to LBK Properties, LLC (a real estate holding company) in an amount

not to exceed \$100,000.00. Mr. Moody noted the loan application had incorrectly listed \$50,000.00 as the amount to which the LDC is subordinate to Empower Federal Credit Union's first lien position. He said \$669,706.78 is the correct amount. Mr. Moody then requested amendment of the original resolution.

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- Motion: Tim Strong
- Motion 2<sup>nd</sup>: Gary Leighton
- Motion: To approve the amendment of the previously approved resolution of June 23, 2022 for Town of Union Local Development Corporation (LDC) Commercial Façade Loan Program financing to LBK Properties, LLC (a real estate holding company) in an amount not to exceed \$100,000.00 with terms of five (5) years and a zero percent interest rate. The loan shall be used to assist in the exterior renovation of buildings located at 120, 122 Jennings Street and 100, 102 and 104 N. Duane Avenue, Endicott in the Town of Union. Such amendment shall include statement of \$669,706.78 as the amount to which the second mortgage lien position held by the LDC is subordinate to the first mortgage lien position held by Empower Federal Credit Union.
- Vote: Motion approved [6 - Yes, 0 - No, 1 - Absent]

B. Mr. Moody provided an update about The S.E.P.P. Group (Serving the Elderly through Project Planning) project located at 121-125 Washington Avenue in Endicott. He said The S.E.P.P. Group is submitting a second request for state Home and Community Renewal (HCR) funding for mixed-use infill-based property development of residential and commercial purposes. A prior HCR request by The S.E.P.P. Group was unsuccessful. Discussion included notation of the LDC's previously approved commitment in American Rescue Plan Act (ARPA) grant funds, received from the Broome County Legislature.

**VI. NEW BUSINESS**

**VII. OTHER BUSINESS**

- A. Mr. Moody presented for Board members' review, as well as their identification of preferences for consideration at the next LDC Board meeting, five proposed grant programs using \$1,500,000.00 in 2021 American Rescue Plan Act (ARPA) lost revenue replacement funding allocated by the Town of Union Town Board to the Town LDC. The proposed use of funds included: \$250,000.00 for the Kick-Start Entrepreneurial Grant Program, \$250,000.00 for the Small Business Sustainability Grant Program, \$500,000.00 for the Reimagine Union Demolition & Site Prep Grant Program, and \$250,000.00 for a newly proposed 50/50 Commercial Façade Grant Program. He also noted the Town Board has previously expressed support for the proposed programs.
- B. Mr. Moody informed the Board that the purpose of the 749 West Main Street, Endicott project has changed, transitioning from being motel-oriented to a potential market-rate residential housing project. Mr. Shroff, owner of Om Shirdi

Sal LLC, is now working with a local developer to sell the property. The LDC Board previously approved on February 17, 2022 the acceptance of \$350,000.00 in Broome County American Rescue Plan Act (ARPA) grant funding to promote development at that site. He said the Town Board and the Economic Development Department are working together to apply for 2022 Restore New York Grant Program funds for the residential housing project. Mr. Strong inquired about the certitude of an adequate level of office staffing to manage the needs of five new programs. Mr. Moody said he will have marketing responsibilities, and Mr. Burto and his staff will perform administrative duties.

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**VIII. ADJOURNMENT**

A. President Trichka asked if there were other topics for the LDC Board members' consideration. In recognition of there being no other matters to come before the LDC Board, he then requested a motion to adjourn the meeting.

Motion: Jim Peduto  
Motion 2<sup>nd</sup>: Mary O'Malley-Trumble  
Motion: To adjourn the regular LDC Board meeting of July 21, 2022.  
Vote: Motion approved [6 - Yes, 0 - No, 1 - Absent, 0 - Abstain].

The meeting was adjourned at 8:32 a.m.

Respectfully submitted,

Joseph M. Moody  
Director

## LDC Board Member Comments Regarding Proposed LDC ARPA Funded Grant Programs:

### Small Business Sustainability - \$250,000

#### Eligible Use of Proceeds

The word "Possible" - Has the use of proceeds been further or specifically defined?

#### Ineligible Users

If a business has received PPP Funding for costs either similar or the same as those costs listed under "Eligible Use of Proceeds", are they eligible for this grant program?

#### Guarantees

What circumstances would require guarantees --- a TOU LDC loan?

#### Other Criteria

Demonstrated Need for Grant Funding - Do we need to define this further?

(i.e. - balance sheet and income statement pre-COVID for either three, six or twelve months) AND a balance sheet and income statement post-COVID for a similar time period)

### Project Specific Infrastructure Improvement - \$250,000

#### Eligible Use of Proceeds

Would building improvements apply?

Would building expansion apply?

Word "mammade" should be man-made.

#### Guarantees

What circumstances would require guarantees --- a TOU LDC loan?

### Reimagine Union Demolition & Site Prep - \$500,000

#### Question

Is it necessary to have proposed & defined use subsequent to demolition?

#### Guarantees

What circumstances would require guarantees --- a TOU LDC loan?

### 50/50 Commercial Façade - \$250,000

#### Amount of Required Participation

Can the T/O Union LDC be a lender?

### Kick Start Entrepreneurial Grant Program - \$250,000

#### Guarantees

What circumstances would require guarantees --- a TOU LDC loan?

Town of Union Local Development  
 Corporation Loans  
 For the Year 2022

Name	Closing Date	Original Loan/Grant Amount	Payment Amount	Balance @ 01-Jan-22	(+) 2022 Loan/Grant Additions	(-) 2022 Principal Payments	(+ or -) 2021 Other Adjustments	Balance @ 15-Aug-22	Loans Committed	Loss Reserve	Interest Paid	Late/Other Fees	Date Due
<b>CDBG Loans</b>													
500 North Street, LLC	4/25/2007	100,000.00	739.99	3,661.34	-	3,661.34	-	(0.00)	-	-	96.70	-	9/1/2022
402 Airport Rd. Holding, LLC	6/23/2016	60,000.00	332.76	47,118.37	-	1,734.82	-	45,383.55	-	-	927.26	-	9/1/2022
17 Kentucky Avenue LLC	12/1/2017	230,000.00	1,558.34	162,930.43	-	9,127.69	-	173,802.74	-	-	3,579.03	-	9/1/2022
Comnelly Companies, LLC	6/14/2011	140,000.00	1,035.36	52,361.12	-	52,361.12	-	0.00	-	-	614.53	-	9/1/2022
Crooked Mouth Brewery LLC	9/23/2021	660.66	660.66	-	50,000.00	535.66	-	49,464.34	-	-	125.00	-	9/1/2022
Fuller Holding Company LLC	1/10/2020	162,500.00	968.05	143,218.41	-	6,809.43	-	136,408.98	-	-	934.97	-	9/1/2022
New Vision Industries, Inc.	12/15/2008	200,000.00	1,479.38	59,172.11	-	59,172.11	-	-	-	-	222.96	-	1/ 9/1/2022
<b>Sonostics, Inc.</b>													
Southern Tier Leasing, LLC	11/18/2016	200,000.00	2,504.14	87,944.41	-	18,970.92	-	68,973.49	-	-	1,062.20	-	9/1/2022
Southern Tier Technologies, LLC	12/9/2016	50,000.00	481.95	27,495.94	-	3,509.41	-	23,986.53	-	-	346.19	-	9/1/2022
Southern Tier Technologies, LLC	12/9/2016	50,000.00	-	27,177.41	-	3,468.69	-	23,708.72	-	-	342.19	-	9/1/2022
<b>Taylor's Pizza (George &amp; Patricia Taylor)</b>													
Taylor's Pizza (George & Patricia Taylor)	1/24/2022	-	83.33	-	50,000.00	-	-	50,000.00	-	-	499.98	-	9/1/2022
Total TUBA		1,192,500.00	9,873.86	631,079.54	100,000.00	159,351.19	-	571,728.35	-	-	8,691.01	-	
1/ Per agreement, interest payments made from December of 2009 thru May 2011; principal and interest resumed in June 2011.													
<b>UDAG - Site Prep Grant</b>													
Total Site Prep Grant													
<b>UDAG - Facade Loans</b>													
OM Shiridi Sbi, LLC													
2719-2725 Plaza, LLC	12/23/2016	40,849.37	680.92	680.99	-	680.99	-	-	-	-	-	-	
Spatti Group	8/1/2017	100,000.00	1,666.67	18,333.17	-	13,333.36	-	4,999.81	-	-	-	-	9/1/2022
Taylor Irene Properties, LLC	9/14/2017	10,000.00	166.67	1,500.34	-	1,333.28	-	167.06	-	-	-	-	9/1/2022
Total Facade Loans		150,849.37	2,514.16	20,514.50	-	15,347.63	-	5,166.87	-	-	-	-	
<b>UDAG - LDC Small Business GAP</b>													
Total LDC Small Business GAP													
<b>UDAG - Business Assistance Loans</b>													
17 Kentucky Avenue LLC	6/2/2020	200,000.00	-	-	-	-	-	-	-	-	-	-	9/1/2022
Bada Bing Hospitality, LLC (Southern Tier Cheesesteak Co.)	12/16/2021	-	284.25	-	10,000.00	1,635.60	-	8,364.40	-	-	69.90	-	9/1/2022
SSE3, LLC	12/22/2020	300,000.00	1,663.80	289,821.62	-	7,580.05	-	282,241.57	-	-	5,730.35	-	9/1/2022
Total UDAG Business Assistance		500,000.00	1,948.05	289,821.62	10,000.00	9,215.65	-	290,606.97	-	-	5,800.25	-	
Total Loans		14,336.07	941,415.66	110,000.00	183,914.47	14,491.26	-	867,501.19	100,000.00	-	-	-	