



Tioga County Industrial Development Agency  
August 2, 2023 – 4:30 pm  
Ronald E Dougherty County Office Building  
56 Main Street, Owego, NY 13827  
Legislative Conference Room, 1<sup>st</sup> Floor  
Agenda

## **Call to Order and Introductions**

### **Attendance**

IDA Board Members

Roll Call: J. Ceccherelli, K. Gillette, T. Monell, E. Knolles, J. Ward, M. Townsend

Excused: M. Sauerbrey

Guests: C. Curtis, M. Schnabl, J. Meagher, L. Tinney

### **Privilege of the Floor**

### **Approval of Minutes**

- A. [July 12, 2023 Regular Meeting Minutes](#)

### **Financials**

- A. [Balance Sheet](#)
- B. [Profit & Loss](#)
- C. [Transaction Detail](#)
- D. [Accounts Receivable](#)

### **ED&P Update: [L. Tinney Report](#)**

### **Project Updates: C. Curtis**

- A. Local Meat Capacity Grant – Reed Brook Meats application submitted 7-14-23
- B. Blodgett Road
  - 1. WQIP Application deadline extended to 8-11-23

### **New Business: C. Curtis**

### **Committee Reports: C. Curtis**

- A. Public Authority Accountability Act (PAAA)
  - 1. Audit Committee Report: M. Townsend, E. Knolles, J. Ward
    - a. No report
  - 2. Governance Committee: J. Ceccherelli, M. Townsend, E. Knolles
    - a. No report
  - 3. Finance Committee: J. Ceccherelli, M. Townsend, J. Ward
    - a. No report
  - 4. Loan Committee: J. Ward, K. Dougherty, D. Barton, E. Knolles



- a. No report
- 5. Railroad Committee: M. Sauerbrey, K. Gillette, T. Monell
  - a. RJ Corman client acquisition

**PILOT Updates: C. Curtis**

- A. Sales Tax Exemptions Update:
  - 1. Owego Gardens II – Home Leasing - \$192,816.17/Authorized \$524,194
  - 2. RB Robinson - \$36,231.89/Authorized \$55,990
  - 3. Best Bev LLC – [Letter of Request](#)
    - a. [Resolution](#)
  - 4. Best Buy

**Grant Updates: C. Curtis**

- A. New York State Division of Homeland Security and Emergency Services (DHSES) DR-4567 Planning Grant – Richford Railroad
  - 1. Approved; Contract Executed; Study in Progress by Larson Design Group
- B. ARC Grant Application – Engineering Design Lounsberry Industrial Hub Buildings
  - 1. Approved – Proposals due August 4th
- C. ESD Grant Application – Municipal Water Extension to Raymond Hadley
  - 1. Approved; Contract Executed; Study in Progress by Larson Design Group
- D. ESD Water Tank – ESD AB017
  - 1. Reimbursement (\$350,000) anticipated by August 19, 2023

**Motion to move into Executive Session pursuant to Public Officers Law Section 105**

**Next Meeting: Wednesday September 6, 2023**



**DRAFT**

**Tioga County Industrial Development Agency  
July 12, 2023 – 4:30 pm  
Ronald E Dougherty County Office Building  
56 Main Street, Owego, NY 13827  
Legislative Conference Room, 1<sup>st</sup> Floor  
Regular Meeting Minutes**

**I. Call to Order and Introductions:** Ms. Ceccherelli called the meeting to order at 4:31 pm.

**II. Attendance**

IDA Board Members  
Roll Call: J. Ceccherelli, K. Gillette, M. Sauerbrey, T. Monell, J. Ward (arrived at 4:35 pm),  
M. Townsend  
Excused: E. Knolles  
Guests: C. Curtis, M. Schnabl, J. Meagher

**III. Privilege of the Floor:** None

**IV. Approval of Minutes**

A. June 7, 2023 Regular Meeting Minutes

**Motion to approve June 7, 2023 meeting minutes, as written. (M. Sauerbrey, T. Monell)**

**Aye – 5                      Abstain – 0  
No – 0                        Carried**

**V. Financials**

- A. Balance Sheet
- B. Profit & Loss
- C. Transaction Detail
- D. Accounts Receivable

**Motion to acknowledge financials, as presented. (T. Monell, K. Gillette)**

**Aye – 5                      Abstain – 0  
No – 0                        Carried**

**VI. ED&P Update:**

A. L. Tinney Report: Ms. Tinney provided the board with a written report of ED&P’s current activities. Ms. Curtis provided a summary of Ms. Tinney’s report to the board, including project updates and discussion regarding the administration fee from the DRI projects.

B. MOU: An MOU is needed between the IDA and the county to define the understanding that the IDA is to receive 5% of the administration fees from the IDA Multi-site DRI projects, with the county to receive the remainder (95%). J. Meagher has reviewed the MOU, and the county attorney is in the process of reviewing it.

**Motion to approve Memorandum of Understanding between the TCIDA and Tioga County regarding the administration fees of the TCIDA multi-site projects, and authorize J. Ceccherelli to sign upon approval from the County attorney. (J. Ward, K. Gillette)**

**Aye – 6                      Abstain - 0  
No – 0                        Carried**



**VII. Project Updates: C. Curtis**

- A. Local Meat Capacity Grant - Local Meat Capacity Grant (Local MCap) | Agricultural Marketing Service (usda.gov): Ms. Curtis has been assisting Reed Brook Meats with an application to the USDA Local Meat Capacity Grant. The application is nearing completion, and Ms. Curtis will submit it by the end of the week. She is also assisting Jordan Farms with an application, however, there is still work to be done for this application.
- B. Owego Gardens II Open House: Ms. Curtis reported that Owego Gardens II will be holding an open house and tours of their new apartments.
- C. V&S Tour: Ms. Curtis reported that V&S will be holding a tour of their facility for anyone interested in attending.
- D. Blodgett Road: Ms. Curtis reported the Soil and Water Conservation District will be applying for a grant to repair the IDA property on Blodgett road as discussed in April's meeting.
  - 1. SWCD Recommendation 4-4-23
  - 2. WQIP Application deadline 7-28-23; the IDA would be required to provide a 25% match, or \$80,000. The board will decide next steps after award decision is received.
- E. Lenders Roundtable: Ms. Curtis reported that she will be attending a Lenders Roundtable event hosted by the Chamber of Commerce. She will make a presentation to local bankers on available IDA financing options and how they can act as gap financing for projects.

**VIII. New Business: C. Curtis**

- A. Lease Request
  - 1. Whig Glamping Site
  - 2. NYS DOT Approval

Ms. Curtis reminded the board of the glamping site that will be located at Whig Street in Newark Valley that will need to use IDA property to run electric to their site. The site has received DOT approval. The board will propose a \$1200 per year lease to the business owners for use of the IDA property.

**IX. Committee Reports: C. Curtis**

- A. Public Authority Accountability Act (PAAA)
  - 1. Audit Committee Report: M. Townsend, E. Knolles, J. Ward
    - a. No report
  - 2. Governance Committee: J. Ceccherelli, M. Townsend, E. Knolles
    - a. No report
  - 3. Finance Committee: J. Ceccherelli, M. Townsend, J. Ward
    - a. No report
  - 4. Loan Committee: J. Ward, K. Dougherty, D. Barton, E. Knolles
    - a. No report
  - 5. Railroad Committee: M. Sauerbrey, K. Gillette, T. Monell
    - a. None

**X. PILOT Updates: C. Curtis**

- A. Sales Tax Exemptions Update:
  - 1. Owego Gardens II – Home Leasing - \$192,816.17/Authorized \$524,194



- 2. RB Robinson - \$36,231.89/Authorized \$55,990
- 3. Best Bev LLC – Report forthcoming: Ms. Curtis reported that Best Bev is over their limit for sales tax spending. Best Bev is going to be sending a letter to the board regarding the overages. Ms. Curtis will share the letter with the board upon receipt.
- B. Best Buy PILOT extension agreement: Ms. Curtis reported that Best Buy has approved of the PILOT extension agreement. This agreement will extend the Best Buy PILOT 2 years with full taxation payments.

**Motion to authorize J. Ceccherelli to sign the Best Buy PILOT extension agreement. (J. Ward, K. Gillette)**

Aye – 6                      Abstain – 0  
No – 0                        Carried

**XI. Grant Updates: C. Curtis**

- A. New York State Division of Homeland Security and Emergency Services (DHSES) DR-4567 Planning Grant – Richford Railroad
  - 1. Approved; Contract Executed; Study in Progress by Larson Design Group
- B. ARC Grant Application – Engineering Design Lounsberry Industrial Hub Buildings
  - 1. Approved – Contract Executed
- C. ESD Grant Application – Municipal Water Extension to Raymond Hadley
  - 1. Approved; Contract Executed; Study in Progress by Larson Design Group
- D. ESD Water Tank – ESD AB017
  - 1. Reimbursement (\$350,000) anticipated by August 19, 2023

**XII. Next Meeting: Wednesday August 2, 2023**

**XIII. Adjournment: Mr. Monell motioned to adjourn the meeting at 4:57 pm.**

## Tioga County Industrial Development Agency

## Balance Sheet

As of July 31, 2023

	Jul 31, 23	Jul 31, 22	\$ Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
CD Site Dev Com Bank 158	100,501.19	0.00	100,501.19
CD Site Dev Com Bank 156	100,501.18	0.00	100,501.18
CD Site Dev Com Bank 155	100,501.18	0.00	100,501.18
<b>Restricted Cash Accounts</b>			
COVID-19	21,164.41	323,523.92	-302,359.51
Community- Facade Improvement	237,552.78	221,797.39	15,755.39
<b>USDA Funds</b>			
CCTC- Loan Loss Reserve	40,477.58	40,486.40	-8.82
TSB- IRP 2016 (Formerly IRP 4)	124,670.01	123,703.17	966.84
TSB- RBEG	165,492.88	155,621.19	9,871.69
<b>Total USDA Funds</b>	330,640.47	319,810.76	10,829.71
<b>Total Restricted Cash Accounts</b>	589,357.66	865,132.07	-275,774.41
<b>CCTC- CDs</b>			
<b>Site Development</b>			
Site Development 2441	0.00	100,262.00	-100,262.00
Site Development 2440	0.00	100,149.67	-100,149.67
Site Development 2439	0.00	100,149.67	-100,149.67
<b>Total Site Development</b>	0.00	300,561.34	-300,561.34
<b>Land Acquisition (879)</b>	553,069.56	549,763.55	3,306.01
<b>Capital Improvement (284)</b>	325,351.58	323,406.76	1,944.82
<b>Total CCTC- CDs</b>	878,421.14	1,173,731.65	-295,310.51
<b>Temporarily Restricted Cash Acc</b>			
TSB-Owego Gardens	421,503.35	989,060.35	-567,557.00
TSB-Crown Cork and Seal	105.67	105.67	0.00
Community- BestBuy PILOT Acct.	369.98	369.98	0.00
<b>Total Temporarily Restricted Cash Acc</b>	421,979.00	989,536.00	-567,557.00
<b>Unrestricted Cash Accounts</b>			
TSB ICS	0.00	1,000,656.13	-1,000,656.13
TSB- checking	114,914.46	29,136.43	85,778.03
TSB- general fund	25,781.55	25,761.88	19.67
<b>Total Unrestricted Cash Accounts</b>	140,696.01	1,055,554.44	-914,858.43
<b>Total Checking/Savings</b>	2,331,957.36	4,083,954.16	-1,751,996.80
<b>Other Current Assets</b>			
<b>COVID-19 ERLP</b>			
C-7-A	2,854.34	12,231.04	-9,376.70
C-5-A	509.36	4,318.70	-3,809.34
C-4-A	862.36	4,257.97	-3,395.61
C-1-A	0.00	12,573.74	-12,573.74
<b>Total COVID-19 ERLP</b>	4,226.06	33,381.45	-29,155.39
<b>Accounts Receivable 1300.01</b>	746,453.05	746,453.05	0.00
<b>Allowance for Doubtful Accounts</b>	-35,000.00	-35,000.00	0.00
<b>Commercial Facade Loan Program</b>			
Loan Rec - 2017-01-C	8,125.00	15,000.00	-6,875.00
Loan Rec - 2018-01-C	265.02	1,920.02	-1,655.00
Loan Rec - 2017-02-C	2,703.87	9,192.63	-6,488.76
Loan Rec - 2016-02-C	0.00	694.76	-694.76
Loan Rec - 2015-06-C	0.00	-0.06	0.06
<b>Total Commercial Facade Loan Program</b>	11,093.89	26,807.35	-15,713.46
<b>RBEG</b>			
Loan Rec - RBEG 2019 -06	51,133.51	58,643.96	-7,510.45
<b>Total RBEG</b>	51,133.51	58,643.96	-7,510.45
<b>IRP 4</b>			
Loan Rec 2021-02-A	9,915.45	12,800.01	-2,884.56
Loan Rec 2021-01-A	64,320.50	71,662.70	-7,342.20
Loan Rec 2019-07-A	34,300.21	36,137.29	-1,837.08
Loan Rec - 2019 - 06A	63,916.65	73,304.72	-9,388.07
Loan Rec 2018-02-A	0.00	4,348.01	-4,348.01
Loan Rec 2018-01-A	52,719.21	56,472.73	-3,753.52
Loan Rec 2017-04-A	27,413.65	29,793.61	-2,379.96
Loan Rec 2017-01-A	10,256.31	12,945.99	-2,689.68
Loan Rec 2009-02-A	48,251.58	49,051.58	-800.00
<b>Total IRP 4</b>	311,093.56	346,516.64	-35,423.08
<b>IRP 3</b>			
Loan Rec 2007-08-A	0.00	713.82	-713.82
<b>Total IRP 3</b>	0.00	713.82	-713.82
<b>Total Other Current Assets</b>	1,089,000.07	1,177,516.27	-88,516.20
<b>Total Current Assets</b>	3,420,957.43	5,261,470.43	-1,840,513.00

## Tioga County Industrial Development Agency

## Balance Sheet

As of July 31, 2023

	Jul 31, 23	Jul 31, 22	\$ Change
<b>Fixed Assets</b>			
Land-Rizzuto	78,395.16	78,395.16	0.00
Land- Cavataio	2,500.00	2,500.00	0.00
Land-general	601,707.05	601,707.05	0.00
<b>Land-Louns</b>			
Lopke	8,993.03	8,993.03	0.00
Town of Nichols	20,000.00	20,000.00	0.00
Berry	2,452.20	2,452.20	0.00
Hess	259,561.43	259,561.43	0.00
Land-Louns - Other	139,612.53	139,612.53	0.00
<b>Total Land-Louns</b>	<b>430,619.19</b>	<b>430,619.19</b>	<b>0.00</b>
Land 434	376,800.36	376,800.36	0.00
Railroad Improvements	1,979,330.50	1,979,330.50	0.00
Z Accumulated Depreciation	-1,257,126.24	-1,237,003.24	-20,123.00
<b>Total Fixed Assets</b>	<b>2,212,226.02</b>	<b>2,232,349.02</b>	<b>-20,123.00</b>
<b>TOTAL ASSETS</b>	<b>5,633,183.45</b>	<b>7,493,819.45</b>	<b>-1,860,636.00</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Other Current Liabilities</b>			
<b>PILOT Payments</b>			
Spencer-Tioga Solar	95,084.00	93,220.00	1,864.00
Gateway Owego, LLC	1,900.00	1,800.00	100.00
Crown Cork and Seal	300,000.00	300,000.00	0.00
Owego Gardens	24,488.00	24,009.00	479.00
Best Buy PP	0.00	570,000.00	-570,000.00
<b>Total PILOT Payments</b>	<b>421,472.00</b>	<b>989,029.00</b>	<b>-567,557.00</b>
<b>Total Other Current Liabilities</b>	<b>421,472.00</b>	<b>989,029.00</b>	<b>-567,557.00</b>
<b>Total Current Liabilities</b>	<b>421,472.00</b>	<b>989,029.00</b>	<b>-567,557.00</b>
<b>Long Term Liabilities</b>			
Tioga County COVID-19 ERLP	24,413.43	356,137.07	-331,723.64
Loan Pay- IRP 4	181,558.10	191,977.33	-10,419.23
Loan Pay- IRP 3	149,722.87	160,457.30	-10,734.43
Loan Pay- IRP 2	78,342.87	89,784.03	-11,441.16
Loan Pay- IRP 1	30,507.49	38,382.80	-7,875.31
<b>Total Long Term Liabilities</b>	<b>464,544.76</b>	<b>836,738.53</b>	<b>-372,193.77</b>
<b>Total Liabilities</b>	<b>886,016.76</b>	<b>1,825,767.53</b>	<b>-939,750.77</b>
<b>Equity</b>			
Board Designated Funds	1,406,302.63	1,406,302.63	0.00
1110 - Retained Earnings	3,694,570.69	4,536,718.32	-842,147.63
Net Income	-353,706.63	-274,969.03	-78,737.60
<b>Total Equity</b>	<b>4,747,166.69</b>	<b>5,668,051.92</b>	<b>-920,885.23</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>5,633,183.45</b>	<b>7,493,819.45</b>	<b>-1,860,636.00</b>

## Tioga County Industrial Development Agency

07/31/23

## Profit &amp; Loss

Accrual Basis

January through July 2023

	Jan - Jul 23	Jan - Jul 22	\$ Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Loan Interest Income</b>			
COVID-19 C-7-A	104.67	226.67	-122.00
COVID-19 C-5-A	33.38	80.33	-46.95
COVID-19 C-1-A	268.61	152.94	115.67
COVID-19 C-2-A	0.00	112.92	-112.92
COVID-19 C-4-A	29.20	78.31	-49.11
RBEG 2019 -06	1,252.22	1,427.16	-174.94
<b>IRP 2</b>			
2011-03-A	0.00	27.05	-27.05
<b>Total IRP 2</b>	0.00	27.05	-27.05
<b>IRP 3</b>			
2007-08-A	0.00	166.94	-166.94
<b>Total IRP 3</b>	0.00	166.94	-166.94
<b>IRP 4</b>			
2019 - 06A	1,565.27	1,781.41	-216.14
2021-02-A	160.00	172.36	-12.36
2021-01-A	973.96	1,080.14	-106.18
2019-07-A	915.93	1,126.47	-210.54
2018-02-A	35.13	114.20	-79.07
2018-01-A	1,286.90	1,608.50	-321.60
2017-04-A	740.71	802.25	-61.54
2017-05-A	0.00	19.41	-19.41
2017-01-A	164.78	202.16	-37.38
<b>Total IRP 4</b>	5,842.68	6,906.90	-1,064.22
<b>Loan Interest Income - Other</b>	0.00	29.35	-29.35
<b>Total Loan Interest Income</b>	7,530.76	9,208.57	-1,677.81
<b>Loan Program Fee</b>			
Facade	0.00	300.00	-300.00
IRP 4	0.00	300.00	-300.00
<b>Total Loan Program Fee</b>	0.00	600.00	-600.00
<b>Loan Late Fee</b>			
COVID-19 C-5-A	17.30	0.00	17.30
COVID-19 C-1-A	216.50	108.25	108.25
2016-02-C	0.00	83.32	-83.32
2017-01-A	14.40	0.00	14.40
<b>Total Loan Late Fee</b>	248.20	191.57	56.63
<b>Loan Administrative Fee</b>	577.73	134.37	443.36
<b>4110 - Grants</b>			
Workforce Coordinator	11,471.63	0.00	11,471.63
DRI-HCR	207,555.37	0.00	207,555.37
<b>Total 4110 - Grants</b>	219,027.00	0.00	219,027.00



## Tioga County Industrial Development Agency

07/31/23

## Profit &amp; Loss

Accrual Basis

January through July 2023

	Jan - Jul 23	Jan - Jul 22	\$ Change
<b>Interest Income-</b>			
Interest Income - TSB COVID19	1.03	91.86	-90.83
CCTC- CD Site Development 2441	239.61	0.00	239.61
CCTC- CD Site Development 2440	50.59	0.00	50.59
CCTC- CD Site Development 2439	50.59	0.00	50.59
Interest Income- TSB ICS	0.00	464.72	-464.72
Community- Facade Improvement	11.57	12.04	-0.47
CCTC Loan Loss Reserve Account	6.05	6.97	-0.92
TSB- checking	252.47	22.42	230.05
TSB-general fund	13.14	12.68	0.46
TSB- IRP 4	107.12	15.75	91.37
TSB- RBEG	120.76	17.77	102.99
TSB- marketing	0.00	0.04	-0.04
<b>Total Interest Income-</b>	<b>852.93</b>	<b>644.25</b>	<b>208.68</b>
<b>Leases/Licenses</b>			
RR leases	-13.78	0.00	-13.78
Leases/Licenses - Other	14,073.61	12,437.22	1,636.39
<b>Total Leases/Licenses</b>	<b>14,059.83</b>	<b>12,437.22</b>	<b>1,622.61</b>
<b>OHRy</b>			
freight	25,896.34	49,488.05	-23,591.71
<b>Total OHRy</b>	<b>25,896.34</b>	<b>49,488.05</b>	<b>-23,591.71</b>
<b>4170 · PILOT Program Fees</b>			
Sales Tax Exemption App Fee	2,395.00	0.00	2,395.00
SunEast Valley Solar	0.00	2,500.00	-2,500.00
Tioga Downs	1,500.00	0.00	1,500.00
<b>Total 4170 · PILOT Program Fees</b>	<b>3,895.00</b>	<b>2,500.00</b>	<b>1,395.00</b>
<b>Total Income</b>	<b>272,087.79</b>	<b>75,204.03</b>	<b>196,883.76</b>
<b>Expense</b>			
<b>Grant Expense</b>			
Raymond Hadley Water	250.00	0.00	250.00
Workforce Coordinator	25,198.49	0.00	25,198.49
DRI-HCR	205,407.73	0.00	205,407.73
<b>Total Grant Expense</b>	<b>230,856.22</b>	<b>0.00</b>	<b>230,856.22</b>
<b>Marketing</b>	0.00	294.50	-294.50
<b>Education</b>			
Curtis	0.00	100.00	-100.00
<b>Total Education</b>	<b>0.00</b>	<b>100.00</b>	<b>-100.00</b>
<b>Loan Admin Fee</b>			
IRP 4	0.00	134.37	-134.37
Loan Admin Fee - Other	124.47	0.00	124.47
<b>Total Loan Admin Fee</b>	<b>124.47</b>	<b>134.37</b>	<b>-9.90</b>
<b>Loan Program Expense</b>			
Marketing	237.50	237.50	0.00
Loan Program Expense - Other	73.25	211.85	-138.60
<b>Total Loan Program Expense</b>	<b>310.75</b>	<b>449.35</b>	<b>-138.60</b>
<b>6120 · Bank Service Charges</b>	91.80	0.00	91.80
<b>6160 · Dues and Subscriptions</b>	1,714.00	1,769.00	-55.00
<b>Employee benefit</b>			
IRA Company Match	318.00	608.45	-290.45
<b>Total Employee benefit</b>	<b>318.00</b>	<b>608.45</b>	<b>-290.45</b>

## Tioga County Industrial Development Agency

07/31/23

## Profit &amp; Loss

Accrual Basis

January through July 2023

	Jan - Jul 23	Jan - Jul 22	\$ Change
<b>6180 · Insurance</b>			
Crime (Smith Brothers)	636.00	0.00	636.00
WC (Utica)	-327.00	0.00	-327.00
Travel/Accident (Hartford)	0.00	750.00	-750.00
D & O (Philadelphia Ins. Co)	3,696.00	3,483.00	213.00
6190 · Disability (First Rehab Life)	375.29	388.80	-13.51
Employee Health (SSA)	4,288.06	3,556.13	731.93
6185 · Property & Liability (Dryden)	12,458.71	11,224.42	1,234.29
RR Liability (Steadfast)	28,017.90	29,055.60	-1,037.70
<b>Total 6180 · Insurance</b>	<b>49,144.96</b>	<b>48,457.95</b>	<b>687.01</b>
<b>6200 · Interest Expense</b>			
6205 · Loan Int Exp Covid	435.24	330.35	104.89
6220 · Loan Interest			
IRP 1	383.83	0.00	383.83
IRP 2	897.84	0.00	897.84
IRP 3	1,604.57	0.00	1,604.57
IRP 4	1,919.77	2,022.93	-103.16
<b>Total 6220 · Loan Interest</b>	<b>4,806.01</b>	<b>2,022.93</b>	<b>2,783.08</b>
6200 · Interest Expense - Other	0.00	3,183.77	-3,183.77
<b>Total 6200 · Interest Expense</b>	<b>5,241.25</b>	<b>5,537.05</b>	<b>-295.80</b>
Lounsberry land	0.00	3,120.00	-3,120.00
6240 · Miscellaneous	1,325.00	1,000.00	325.00
6550 · Office Supplies	549.90	0.00	549.90
<b>6560 · Payroll Expenses</b>			
Payroll Expenses - HSA	900.00	1,800.00	-900.00
6560 · Payroll Expenses - Other	34,011.76	30,733.36	3,278.40
<b>Total 6560 · Payroll Expenses</b>	<b>34,911.76</b>	<b>32,533.36</b>	<b>2,378.40</b>
<b>6270 · Professional Fees</b>			
BiziLife LLC	4,322.80	3,605.00	717.80
Ec Dev Specialist Position	10,000.00	10,000.00	0.00
Administrative Services			
Tinney	13,625.00	14,875.00	-1,250.00
<b>Total Administrative Services</b>	<b>13,625.00</b>	<b>14,875.00</b>	<b>-1,250.00</b>
6650 · Accounting			
Jan Nolis	905.00	1,385.00	-480.00
6650 · Accounting - Other	8,500.00	7,600.00	900.00
<b>Total 6650 · Accounting</b>	<b>9,405.00</b>	<b>8,985.00</b>	<b>420.00</b>
6280 · Legal Fees	23,661.15	16,090.50	7,570.65
6270 · Professional Fees - Other	962.00	3,848.00	-2,886.00
<b>Total 6270 · Professional Fees</b>	<b>61,975.95</b>	<b>57,403.50</b>	<b>4,572.45</b>
<b>6670 · Program Expense</b>			
Water Tower	237,904.52	194,530.84	43,373.68
<b>Total 6670 · Program Expense</b>	<b>237,904.52</b>	<b>194,530.84</b>	<b>43,373.68</b>

## Tioga County Industrial Development Agency

07/31/23

## Profit &amp; Loss

Accrual Basis

January through July 2023

	Jan - Jul 23	Jan - Jul 22	\$ Change
<b>Property Taxes</b>			
Stanton Hill 9.64A Town Lot	222.30	206.68	15.62
96 · Smith Creek Rd	27.48	25.55	1.93
540 · Stanton Hill	168.24	156.42	11.82
Spring St	0.28	0.27	0.01
Berry Road (47)	141.77	131.81	9.96
Carmichael Road	7.78	58.26	-50.48
Smith Creek Road	23.55	21.90	1.65
Glenmary Drive	10.81	10.10	0.71
Metro Road	9.01	8.42	0.59
<b>Total Property Taxes</b>	<b>611.22</b>	<b>619.41</b>	<b>-8.19</b>
<b>6770 · Supplies</b>	<b>472.30</b>	<b>915.29</b>	<b>-442.99</b>
<b>6350 · Travel &amp; Ent</b>			
6380 · Travel	242.32	0.00	242.32
6350 · Travel & Ent - Other	0.00	2,699.99	-2,699.99
<b>Total 6350 · Travel &amp; Ent</b>	<b>242.32</b>	<b>2,699.99</b>	<b>-2,457.67</b>
<b>Total Expense</b>	<b>625,794.42</b>	<b>350,173.06</b>	<b>275,621.36</b>
<b>Net Ordinary Income</b>	<b>-353,706.63</b>	<b>-274,969.03</b>	<b>-78,737.60</b>
<b>Net Income</b>	<b>-353,706.63</b>	<b>-274,969.03</b>	<b>-78,737.60</b>

## Tioga County Industrial Development Agency

07/31/23

## Transaction Detail

Accrual Basis

July 2023

Type	Date	Num	Name	Memo	Amount
<b>Restricted Cash Accounts</b>					
<b>COVID-19</b>					
Deposit	07/14/2023			Loan Pmts	1,688.61
Total COVID-19					1,688.61
<b>Community- Facade Improvement</b>					
Deposit	07/07/2023			Loan Pmt	540.73
Total Community- Facade Improvement					540.73
<b>USDA Funds</b>					
<b>TSB- IRP 2016 (Formerly IRP 4)</b>					
Deposit	07/07/2023			Loan pmt	1,012.45
Deposit	07/14/2023			Loan pmts	536.18
Check	07/24/2023	X	USDA	IRP 4 USDA Annual Payment	-12,339.00
Transfer	07/27/2023			1st QTR 2023 Loan Admin Fee - correcting erroneous pmt from checking to checking (ck 7051 5-1-23...	-124.47
Total TSB- IRP 2016 (Formerly IRP 4)					-10,914.84
<b>TSB- RBEG</b>					
Deposit	07/07/2023			Loan pmt	809.96
Total TSB- RBEG					809.96
Total USDA Funds					-10,104.88
Total Restricted Cash Accounts					-7,875.54
<b>Unrestricted Cash Accounts</b>					
<b>TSB- checking</b>					
Check	07/05/2023	7081	Tioga County	IT Inv 5149 May Wireless	-37.99
Check	07/05/2023	7082	Christine E Curtis	Pay Period: 6/18/23-7/1/23	-1,668.17
Check	07/05/2023	7083	LeeAnn Tinney	July 2023 Professional Services	-2,125.00
Check	07/07/2023	X	NYS Division of the Treasury	State Tax	-178.38
Check	07/14/2023	X	EFTPS 941 Tax Payment	June 2023 Federal Tax Deposit	-1,006.66
Check	07/17/2023	7084	BizLife LLC	Apr-May-June social media	-1,637.10
Check	07/19/2023	7085	Christine E Curtis	Pay Period: 7/2/23-7/15/23	-1,668.16
Check	07/19/2023	7086	Franklin Templeton	July 2023 Simple IRA - C. Curtis	-84.80
Check	07/20/2023	7087	Tioga County ED&P	Education Workforce Coordinator: 3/1/23-6/30/23 to be refunded by ARC	-13,726.86
Check	07/20/2023	7088	Tioga County Treasurer	2nd QTR Postage - DSS Invoice	-15.03
Check	07/20/2023	7089	NYSEG	Acc#1005-1629-557 - 140 Belva Lockwood Lane Water tank	-202.31
Check	07/20/2023	7090	Excellus Health Plan	Aug 2023 Inv#35911713	-543.30
Transfer	07/27/2023			1st QTR 2023 Loan Admin Fee - correcting erroneous pmt from checking to checking (ck 7051 5-1-23...	124.47
Check	07/27/2023	7091	The Business Council	2023 Business Council Membership	-744.00
Check	07/27/2023	7092	Tioga County Chamber of Commer...	Tioga Co Chamber Membership Dues	-210.00
Check	07/27/2023	7093	Tioga County Chamber of Commer...	TCIDA Sponsor - Lenders Roundtable	-115.00
Check	07/28/2023	7094	Columbia Gas	Refund Overpayment rail line lease	-13.78
Check	07/31/2023	7095	BizLife LLC	July social media	-545.70
Total TSB- checking					-24,397.77
Total Unrestricted Cash Accounts					-24,397.77
<b>TOTAL</b>					<b>-32,273.31</b>

ACCOUNTS RECEIVABLE - OUTSTANDING ITEMS

\$ 126,000.00	Crown Cork & Seal	Agency fee - annual installments of \$42,000 (3 remaining)
\$ 453.05	NYS DOT	Waverly Trade Center's final pass-thru grant disbursement
\$ 350,000.00	ESD	Water tank grant: Project AB017 Tioga County IDA E-Site Water System Capital
\$ 270,000.00	Suez	Water tank - installation refund
<b>\$ 746,453.05</b>	<b>Total</b>	

- A. Economic/Community Development
  - 1. Village of Owego
    - a. Downtown Revitalization Initiative (DRI) administration
      - i. Memo of Understanding- in process with County
      - ii. Latest call for Projects (5) underway
    - b. Restore NY
      - i. Fuddy Duddy's- moving forward (\$1.8 M)
      - ii. Tioga Trails- award letter received (\$1 M)
    - c. CDBG
      - i. Racker- construction completion date anticipated for 6/24
  - 2. Village of Waverly
    - a. NY Forward
      - i. Local Planning Committee (LPC) meetings underway
    - b. Potential housing project- delayed until spring funding round
  - 3. Town of Nichols
    - a. Broadband- complete
      - i. Final numbers
- B. Land Bank
  - 1. Liberty Street Developer discussion- ongoing
  - 2. Candor NY Main Street- nearing completion
- C. Workforce Development
  - 1. Talent Supply Table meetings
  - 2. Broome-Tioga Workforce partnership discussions
- D. Planning
  - 1. Countywide Strategic Plan
    - i. Legislative meeting
    - ii. Department Head meeting
  - 2. Hazard Mitigation Plan- ongoing
- E. Sustainability Management
  - 1. Continuing work with municipalities on E-Waste events
  - 2. "Charging Forward"- Lunch & Learn event for businesses to learn about options- well attended
  - 3. Updating Solid Waste Management Plan
- F. Tourism- Hotel Motel Tax Local Law renewal due (remain at 4%)
- G. Presentations
  - 1. Lenders Roundtable
  - 2. Greater Valley Chamber of Commerce- business owner funding opportunities session



7/26/2023

Dear TCIDA Board of Directors,

Since 2022, Best Bev, LLC has been engaged in the renovation and equipping of 685 Broad Street Ext Waverly, NY 14892 for providing co-packing, material sourcing, storage and brand distributions for beverage brands. The company projected an overall investment of 22.9 million in improvements and equipment while creating 65 full-time equivalent jobs.

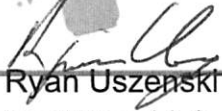
The project is now estimated to be more than 35 million in improvements and equipment costs to maximize the potential at the 685 Broad Street facility. One of the large unanticipated improvements was related to the modern-day water and waste treatment (\$3,440,000) required for connection to the municipality. Our goal of hiring 65 full-time employees has already been surpassed and we are anticipating hiring up to 160 full-time employees. Due to the local support and staffing success, we are exploring the concept of closing our Pennsylvania facility production and transferring all capacity to the Waverly warehouse.

We are asking the board to keep the current termination date of February 1, 2024 but increase our sales tax exemption to help lower the burden of finalizing our project while we focus on hiring and training new employees. To date, we spent \$13, 395, 675.81 on goods related to the Project and subject to New York State and local sales and use taxes, resulting in an exemption amount of \$1,071,654.06

The revised estimated total purchase of goods relating to the Project and subject to New York State and local sales and use taxes is \$20,246, 891 and, therefore, the revised total sales tax exemptions requested is \$1,619,751.28(8% of total purchases)

Thank you for your time and attention on this matter,

Best  
Bev

  
Ryan Uszenski  
Best Bev, LLC

---

80 William Donnelly Indus PKWY  
Waverly, NY  
14892

contact@bestbev.co | +607.213.3433



A regular meeting of the Tioga County Industrial Development Agency (the "Agency") was convened in public session at the Ronald E. Dougherty County Office Building, 56 Main Street, Owego, Tioga County, New York on Wednesday, August 2, 2023, at 4:30 o'clock p.m., local time.

The meeting was called to order by the Chairperson and, upon roll being called, the following members of the Agency were:

PRESENT:	Jenny Ceccherelli	Chairperson
	Kevin Gillette	Vice Chairperson
	Martha Sauerbrey	Secretary
	Jonathan Ward	Treasurer
	Tracy Monell	Member
	Eric Knolles	Member
	Mari Townsend	Member

ABSENT:

AGENCY STAFF PRESENT:

Christine Curtis	Executive Administrator
LeeAnn Tinney	Economic Development & Planning
Joseph B. Meagher, Esq.	Agency Counsel

The following resolution was offered by \_\_\_\_\_ and seconded by \_\_\_\_\_, to wit:

RESOLUTION AUTHORIZING AN INCREASE TO THE MARCH 16, 2023 SALES AND USE TAX EXEMPTION AGREEMENT GRANTED TO BEST BEV, LLC IN THE AMOUNT OF \$15,717,391.00 THROUGH, AND INCLUDING, FEBRUARY 1, 2024, FOR A TOTAL SALES AND USE TAX EXEMPTION IN AN AMOUNT NOT TO EXCEED \$1,257,391.00.

This Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote which resulted as follows:

Jenny Ceccherelli	voting	_____
Kevin Gillette	voting	_____
Martha Sauerbrey	voting	_____
Jonathan Ward	voting	_____
Tracy Monell	voting	_____
Eric Knolles	voting	_____
Mari Townsend	voting	_____

The foregoing Resolution was thereon declared duly adopted.

STATE OF NEW YORK:

: ss.:

COUNTY OF TIOGA :

I, the undersigned Secretary of the Tioga County Industrial Development Agency (the "Agency"), do hereby certify that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency, including the Resolution contained therein, held on August 2, 2023 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such Resolution set forth therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public via telephone conference, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this \_\_\_\_\_ day of \_\_\_\_\_, 2023.

---

Martha Sauerbrey  
Secretary

(SEAL)