

Yonkers Economic Development Agency-Board Meeting
October 22, 2015

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Regular Board Meeting
of the
Yonkers Economic Development Corporation

October 22, 2015
9:07 a.m.
City Hall
40 South Broadway
Yonkers, New York 10701

TRANSCRIPT OF PROCEEDINGS

AGENDA

=====

1. Roll Call
2. Approval of Minutes for March 26, 2015 Meeting
3. Approval of Financial Statements March - September 2015
4. Approval of YEDC Budget 2016 and 3 Year Budget Plan.
5. Legal Updates
6. Other Business
7. Adjournment

Reported by:

Nicole Ellis

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1 A P P E A R A N C E S

2 BOARD MEMBERS

3 MAYOR MIKE SPANO - Chairman

4 DEPUTY MAYOR SUSAN GERRY - Secretary

5 CECILE SINGER - Board Member

6 PETER KISCHAK - Board Member

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8 IDA STAFF

9 DEEPIKA MEHRA - IDA/YEDC Chief Fiscal Officer

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11 OTHER

12 DAVID ROTHMAN, ESQ. - Harris Beach PLLC

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MAYOR SPANO: YEDC, Yonkers Economic Development Corporation, Regular Board Meeting, Executive Agenda. Thursday, October 22, 2015, the time is 9:07.

A Member Meeting was just held to establish the following Board Member Items: Deputy Mayor Sue Gerry, term through December 31, 2018. Pete Kischak, term expires December 31, 2017. Cecile Singer, term expires December 31, 2016. And I'm Ex Officio as Mayor of the City of Yonkers. That's end of that meeting.

Okay. Deepika, roll call.

MS. MEHRA: Mayor Spano?

MAYOR SPANO: Here.

MS. MEHRA: Sue Gerry?

DEPUTY MAYOR GERRY: Here.

MS. MEHRA: Cecile Singer?

MS. SINGER: Here.

MS. MEHRA: Pete Kischak?

MR. KISCHAK: Here.

MS. MEHRA: We have a quorum.

MR. SPANO: Okay. We have the minutes for the March 26, 2015 Meeting.

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They're on your desk. Does anyone have any questions?

(No response.)

MAYOR SPANO: No questions.

MS. SINGER: Rule in favor of acceptance.

MR. SPANO: Cecile Singer makes a move to recommend that we accept the March 26 -- reading of the March 26 minutes.

(Deputy Mayor Gerry indicates with raised hand.)

MAYOR SPANO: Seconded by the Deputy Mayor Sue Gerry. All in favor?

(Chorus of Ayes.)

MAYOR SPANO: Any negatives?

(No response.)

MAYOR SPANO: Item is approved.

Item Three, which is the financial statements from March to September 2015.

Ms. Mehra?

MS. MEHRA: Since the Corporation has not met since March 2015, we have financial statements confirming date from March to September. There has been basic spending

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with YEDC for the staff and the account.
There's no legal fees to date. YEDC,
at the end of September, had \$267,000
cash on hand. We also have our accountant
to answer any questions.

MAYOR SPANO: They have their
accountant? Do any Members have any
questions?

(No response.)

MAYOR SPANO: Okay, hearing none.
Does somebody want to make a motion that
we accept the financials.

(Mr. Kischak indicates with raised hand.)

MAYOR SPANO: Pete makes motion.

(Deputy Mayor Gerry indicates with raised
hand.)

MAYOR SPANO: Second by Deputy Mayor.
All in favor?

(Chorus of Ayes.)

MAYOR SPANO: Any negatives?

(No response.)

MAYOR SPANO: Item is passed.

Number Four, approval of YEDC budget
2016 and three-year budget plan.

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MS. MEHRA: We do not have a project identified at this time, and to depict the true operating expenses, we eliminated their revenue. And we also eliminated the CFO position, because it will be going to IDA going forward. CFO position includes all the expenses related to that. We're reporting the information for the Larkin garage, as well as for annual fees for PAAA reporting all Leake and Watts Riverview 2, and the Charter School for Excellence. That's how we get our revenue for \$223,000.

Then we have our operating expenses, with the audit and the accounting fees we've kept at the same line as to 2015. And we're being conservative in our legal fees, and kept insurance at the same level as last year.

You'll notice that Community Relations Line shows zero because New York State has instructed us not to utilize our funds to support any other events, so we zeroed out that line.

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The year 2017 through 2019 is a three-year plan that New York State likes to see when we enter it in their PAAA recording system. So we basically took what we had for 2016 and increased by two percent.

Our overall budget shows a deficit of \$37,000, and this is with very bare bone expenses. However, we do have net assets. We have our unrestricted net assets available to offset the budgeted deficits. So we should be good if we look at our cash flow. Just on the budgeted items it's showing a deficit right now because we don't have any income coming in.

DEPUTY MAYOR GERRY: So I guess one other item to kind of point out in the budget is that previously your title was in the budget of YEDC, and in order to address this revenue reality, we have moved your title back into the IDA. And you'll continue to provide services to both institutions, as you always have. But as for your job title will be in the

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IDA, where there's adequate funding.

We had talked with Jaime as well, and preparing this budget and the concern is, of course, we needed to adopt a budget by this month in order to comply with the PAAA. We wanted to do that subject to a conversation here, to have at least full compliance with PAAA. But based on the conversations we had, if the Board Members want to make any additional changes or adjustments, including cash to balance the budget, I expect we'll have to because there's really no other alternative, we can adopt an amended budget next month if we need to or make changes that we need to make. But it is kind of critically important to the PAAA Compliance that we do adopt a budget today, and in any way we will make adjustments next month.

MR. SPANO: Any questions?

(Ms. Singer indicates with raised hand.)

MAYOR SPANO: I always know what you're thinking.

MS. SINGER: We've had a discussion

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in regard to this, and because of the danger of the EDC and the structure, and because the revenues are uncertain so they can't be listed. But certainly, with the economic development in the City, we have every belief that going forward there will be additional funds coming to the EDC. So on that basis, I think it's rational to go ahead and do it with this kind of a structure and amend as we can.

DEPUTY MAYOR GERRY: One other just point of reference is that as we move towards closing on the H&I Palisade Point deal at this point, we hope to structure a payment or an arrangement, such that the proceeds from that sale will go to IDA. The IDA will pay off the debt or acquire the debt in the garage, and eliminate some of the subsidies that we pay with regard to that debt. It should be a wash, but I'm not sure how that impacts the revenue item here, which is the interest. I don't know, David, if you have any thoughts on that. We've not quite gotten to that

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level of detail where we're talking about about that Hudson Valley Bank Loan.

MR. ROTHMAN: So when the -- they're now Sterling National Bank, right? So when the Sterling National Bank Loan -- formally Hudson Valley Bank Loan -- is paid off, presuming it nets out, to do that, then the interest income. So this is --

MS. MEHRA: We receive funds from Solomon Hess that go into the YEDC and almost the same amount goes out every quarter.

MR. ROTHMAN: So the interest income is to float in between.

DEPUTY MAYOR GERRY: So perhaps if we close that deal out by the end of the year, if we need to make changes to the budget, we just --

MR. ROTHMAN: You can tweak it.

DEPUTY MAYOR GERRY: \$7,300 and \$9,750 will just go to the income -- the expense, and the revenue will --

MS. MEHRA: Balance out, yes.

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DEPUTY MAYOR GERRY: Except for the
\$30,000 --

MS. MEHRA: There's ground lease line,
there's interest income Larkin Garage,
\$7,300 and then interest expense \$9,750,
as well as \$9,775 ground lease. If you
add the expense, it will wash out the
income line, so it balances out.

MR. ROTHMAN: Net zero.

DEPUTY MAYOR GERRY: It's another one
of those cleansing a very complicated deal
down to --

MR. SPANO: Unless (inaudible) to
give us to \$2 million they owe us.

DEPUTY MAYOR GERRY: Okay. Thank
you, Ms. Mehra.

MR. SPANO: Anybody making a motion?

DEPUTY MAYOR GERRY: Can I ask one
more question. So since there's
technically a deficit on what we're
adopting, do we have to come back next
month with this income --

MS. MEHRA: No, we'll just make a
note on this budget that we'll submit it

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that we have reserved net assets that will take care of the deficit, because that cash flow takes us all the way through March 2019, so we should be okay.

MR. SPANO: So is anyone making a motion that we approve Item Four?

(Deputy Mayor Gerry indicates with raised hand.)

MAYOR SPANO: Deputy Mayor.

(Mr. Kischak indicates with raised hand.)

MAYOR SPANO: Second Pete. All in favor?

(Chorus of Ayes.)

MAYOR SPANO: Any negatives?

(No response.)

MAYOR SPANO: Hearing none, the item is passed.

Do we have any legal updates?

MR. ROTHMAN: No.

MR. SPANO: Any other business?

(No response.)

MAYOR SPANO: Hearing none --

MS. SINGER: Motion to adjourn.

MR. SPANO: Cecile makes a motion to

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adjourn.

(Mr. Kischak indicates with raised hand.)

MAYOR SPANO: Seconded by Pete
Kischak. All in favor?

(Chorus of Ayes.)

MAYOR SPANO: Adjourned.

(Whereupon, the Board Meeting
concluded at 9:18 a.m.)

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C E R T I F I C A T E

STATE OF NEW YORK)
) ss.:
COUNTY OF QUEENS)

I, NICOLE ELLIS, a Notary Public for and within the State of New York, do hereby certify:

I reported the proceedings in the within-entitled matter, and that the within transcript is a true record of such proceedings.

I further certify that I am not related to any of the parties to this action by blood or by marriage and that I am in no way interested in the outcome of this matter.

IN WITNESS WHEREOF, I have hereunto set my hand this 28th day of October 2015.

NICOLE ELLIS

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**Yonkers Economic Development Agency-Board Meeting
October 22, 2015**

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