

Greene County Industrial Development Authority

93 E. East High Street
Waynesburg, PA 15370
Tel: 724.852.5259

GCIDA Board Meeting Minutes March 12, 2024

I. The meeting was called to order at 9:00 AM. Those present were as follows:

Phil Hook, Chairman

George Scull, Vice Chairman

Greta Mooney, Secretary

Cheryl Semonick, Treasurer

Tim Fox, Board Member

Ernie DeHaas, Solicitor

Connie Bloom, Director

Blair Zimmerman, Commissioner

Jared Edgreen, Commissioner

Jeremy Kelly, Director Planning

Phone:

Greg Firely, AMO Environmental Decisions

Ben Kafferlin, Strategy Solutions

Public:

Nate Regotti, IDC

Corbley Orndorff, IDC

Debbie Thompson, Strategy Solutions

Diane Chido, Strategy Solutions

II. "If a potential conflict exists, you are duty bound to disclose."

III. Approval of Minutes – February 13, 2024

Mr. Hook requested a motion to approve the February 13, 2024 Meeting Minutes.

Motion to approve- Mr. Scull

Second- Ms. Mooney

All in favor.

IV. Treasurers Report

a. **Balance Sheet** as of February 29, 2024

b. **Profit & Loss** as of February 29, 2024

Ms. Bloom reported the normal reports were included in the packet. She added there is nothing unusual in the reports. Mr. Hook asked if this would be the last MRIE deposit and Ms. Bloom stated no, it would be May.

Mr. Hook requested a motion to approve the February 29, 2024 Treasurers report.

Motion to approve- Ms. Mooney

Second- Mr. Fox

All in favor.

V. Deposits

Revolving Loan Payments

- a. 2/2/24 - **\$321.75**
 - i. Vending Solutions, Inc.
- b. 2/2/24 - **\$299.25**
 - i. Hydraulic Solutions (June 24)
- c. 2/2/24 - **\$299.25**
 - i. LK Cafe
- d. 2/2/24 - **\$299.25**
 - i. 7 One Eight Design Build
- e. 2/8/24 - **\$300.00**
 - i. Mankind Gentleman's Cuts
- f. 2/15/24 - **\$350.00**
 - i. Greene County Land Development #3
- g. 2/15/24 - **\$900.00**
 - i. Pennsylvlucky Precision (Nov 23, Dec 23, Jan 24)
- h. 2/15/24 - **\$261.73**
 - i. Adam Lewis Trucking #4 (April 24)
- i. 2/15/24 - **\$897.75**
 - i. Hydraulic Solutions (July 24, Aug 24, Sept 24)
- j. 2/27/24 - **\$299.25**
 - i. JCNH Rentals
- k. 2/28/24 - **\$300.00**
 - i. Blessed Valley Lodging

SIP

- a. 2/20/ 24 - **\$1,432.13**
 - i. MRIE

General Account

- a. 2/2/24 - **\$30.00**
 - i. Hydraulic Solutions RLF Application Fee
- b. 2/15/24 - **\$30.00**
 - i. Sweet Baby's at Rising Creek RLF Application Fee

EPA Assessment Grant

- a. 2/14/24 - **\$60,797.18**
 - i. ASAP Draw Down
 - 1. AMO

EPA Cleanup Grant

- b. 2/14/24 - **\$4,140.00**
 - i. ASAP Draw Down
 - 1. AMO

Ms. Bloom reviewed the February 2024 deposits. There was no further discussion.

VI. Approval of Checks for Payment

General Account

- a. DeHaas Law, LLC, - **\$685.00**
 - i. General Services
- b. Observer Reporter - **\$100.14**
 - i. 2024 Meeting Dates
- c. Strategy Solutions, Inc. - **\$2,500.00**
 - i. March Installment - Competitive Analysis

RLF Account

- a. GCIDA General Account - **\$5,609.89**
 - i. RLF Interest 2022

SIP Account

- a. GCIDA General Account - **\$616.99**
 - i. SIP Interest 2022
- b. County of Greene - **\$15,136.44**
 - i. SIP Non-Compliance Repayment 2022
 - 1. MRIE

EPA Assessment Grant Account

- a. AMO - **\$51,765.00**
 - i. Phase I ESA Report
 - ii. 3 Site Visits
 - iii. Phase II ESA Report

Ms. Bloom reviewed the checks for approval for the Board. She explained the check listed under the Revolving Loan account is for the interest that is normally transferred into the General account for IDA operating expenses. She inquired if the Board would rather leave those funds in the Revolving Loan account since those funds could fund other loans. Ms. Bloom stated the SIP check requests are per the 2022 non-compliance repayments. She explained the interest that will be transferred into the General Account and the principal is repaid to the County since they funded the program. Ms. Mooney asked the balance for the Revolving Loan account and Ms. Bloom replied with the two loans that were approved last month there is a balance of \$141,603. She added that includes that that have been approved but not yet processed. Ms. Bloom stated one loan for \$50,000 is looking for real estate and the other \$50,000 loan is reviewing their collateral. Ms. Mooney inquired if there is a timeframe for the loan to be processed. Ms. Bloom stated the loans have been approved for at least six months if not longer. Ms. Mooney asked Mr. DeHaas if there is a timetable and he replied we just need to give them a timetable. Ms. Mooney stated that if those process that will leave a balance of around \$41,000 and Ms. Bloom indicated the balance of \$141,000 has those loan deducted. She added she was "holding" that money back since those loan were previously approved. Mr. Fox asked Ms. Bloom to confirm the remaining balance and she replied \$141,000. Ms. Mooney stated she has no issues with leaving the interest in the account. Mr. Scull and Mr. Fox agreed. Ms. Mooney had a couple of questions regarding the AMO invoices. She asked if there were multiple people traveling since there were hotel receipts for names she didn't recognize. Mr. Firely replied yes, there were multiple people working on the West George Street site. Ms. Mooney asked if the Greene County office is no longer functioning and Mr. Firely replied that it was not. He added the individual who was working left and they were not able to fill the vacancy. Mr. Firely explained the work being completed in Greene County is work in the field. Ms. Mooney confirmed the travel is as needed for testing and Mr. Firely confirmed. Mr. Firely stated they perform site visits, walks and such. Ms. Mooney stated as a reviewer she wants to ensure the money is being spent wisely. Mr. Firely stated they have been working on the one site for over a month due to the number of underground storage tanks. Mr. Scull asked if the tank that was found containing concrete had the concrete in it from past remediation and Mr. Firely stated that it was common practice prior to 1989 to fill tanks with concrete to close in place. Mr. Firely stated the reason the concrete is placed in the tank is so they do no rise to the surface. Mr. Scull asked if that would be grandfathered or was it done improperly in the past. Mr. Firely replied that was the common practice of that day and the common practice now to assess the tanks is to remove them. He added in that process five more tanks were identified. Mr. Scull inquired if there was any way to know that previously. Mr. Scull stated it is getting costly for this one site. Ms. Bloom indicated this site

is near completion. Mr. Firely stated ground penetrating radar was unsuccessful due to unknown interference. He added based on interviews with the site owner it was assumed there were only two tanks. Mr. Scull asked if that tank had to be remediated again and Mr. Firely corrected the tank was not remediated only assessed. Mr. Firely added if you expose a tank and see impact within three feet of the tank it is not considered remediated. Mr. Hook asked when the Phase II will be completed for this site and Mr. Firely replied this week. Mr. Hook confirmed the tanks had to be investigated as there were found in order to completed the Phase II and Mr. Firely confirmed.

Mr. Hook requested a motion to approve the checks for payment with the exception of the Revolving Loan Fund interest check in the amount of \$5,609.89.

Motion to approve- Ms. Mooney

Second- Mr. Scull

All in favor.

VII. Brownfields Initiative

a. Assessment Grant

i. 435 W. George Street

1. Phase II ESA Field Activities

a. 7 UST discovered (2 assumed)

i. Removed

ii. EPA Waiver requested & approved

iii. Filed Work Activities to be completed week of 3/12/24

ii. Lamar Prospect, LLC (3 parcels)

1. 3 Site Visits Completed

2. 3 Phase I ESA to be completed April 2024

3. Site Access Agreement Complete

iii. EPA Reporting Complete

b. Cleanup Grant

i. Soil Excavation Scheduling - March 2024

ii. EPA Reporting Complete

c. GCBRAC Meeting

Mr. Firely stated three site walks were completed for the Lamar Prospects properties. He added two Phase I's were completed on two vacant sites and no evidence of environmental impacts were found. Mr. Firely stated some environmental conditions were found on the larger parcel, which is about 88 acres. He added they will be making recommendations to evaluate those areas. Mr. Firely stated all reporting for the EPA is up-to-date and completed.

Mr. Firely discussed the Cleanup Grant. He added he is waiting to submit invoices until he has the contractor squared away. Mr. Firely stated that a contractor has been identified. He added the potential start is March 2024 and will notify Ms. Bloom when the schedule has been confirmed. Mr. Scull asked Mr. Firely if he had an estimate and Mr. Firely stated he doesn't not but it will be within the grant budget. Mr. Scull added the goal shouldn't be to use all the money and Ms. Bloom stated this grant is specifically for the Mather site.

VIII. New Business

a. Strategy Solutions

Mr. Scull introduced Debbie Thompson and Diane Chido from Strategy Solutions. He explained the IDA has hired them as a consultant to help identify issues within the County that can be addressed to help increase economic development. Mr. Scull indicated the report that was completed by Strategy Solutions has been shared with the Board. Ms. Bloom mentioned she would send a copy to the Commissioners for their review. Ms. Thompson and Ms. Chido reviewed some of the data. Commissioner Zimmerman discussed the juvenile arrests and he doesn't believe those numbers are accurate. He also stated that the report mentioned that the County needs to work with neighboring counties and how do they know that doesn't happen. Commissioner Zimmerman stated housing is an issue for us and there is a township who has zoning and the residents there will not change it to accommodate these needs. He added a lot of the information included within the report is information the County already had. Commissioner Edgreen stated he had questions about the juvenile information as well. Ms. Chido stated she did review the reports Commissioner Zimmerman mentioned and the difference with this report is to confirm what you already know. She added that when you can confirm part you already know it give you comfort that you can rely on the rest of it. Ms. Chido stated the main difference is the comparison to other counties. Commissioner Zimmerman explained the counties included in the report are not similar to Greene County. Mr. Hook stated the idea was to identify issues to work on or to compete with other counties. Mr. Hook stated we could focus on the juvenile arrests since that is a common question among the Commissioners. Ms. Chido stated the information came from the University of Wisconsin Population Health Institute and Ms. Thompson added they are from the County Health Rankings. Mr. Hook asked why does the report show such high juvenile arrests. He stated it shows 42 for Greene County and six for Fayette. Mr. Hook stated that doesn't seem accurate since Fayette is 3-4 times our size. Ms. Mooney mentioned the percentage of population doesn't seem correct. Ms. Thompson stated they will go back and look at the numbers. Commissioner Edgreen stated he was a previously school police officer and during the five years at West Greene he had zero juvenile arrests. He added in the State of Pennsylvania there are summaries, misdemeanors and felonies and not all states have that and maybe that is where the information is getting misconstrued. Ms. Chido then explained the school funding portion of the report. Mr. Fox stated the data assumes there is some type of correlation to the amount of dollars per student and their test scores. Ms. Mooney clarified that the state takes a dollar amount that it takes to educate a child to meet the average test scores of the state. Ms. Chido correct the US average test scores. Ms. Mooney explained you have this total and dividing it by number of students in each one of the districts so any district that has a smaller number will have a higher dollar value. Mr. Fox stated when he read this report he feels there is a portion of it who explains who we are as a county and how we rank in different areas. He added he thinks we need to focus on getting industry in the county. Mr. Fox stated we need to get through the data to better understand who we are trying to attract. He asked what in the report give the Board an idea on what to pursue to attract industry. Ms. Mooney stated it is double edged; we need to know how we compare to our neighbors and how we can market that. She added as county residents and business owners it is hard not to be defensive with the information but focus on what it means and how to move forward. Ms. Thompson recommends pick one or two sites and make sure they have water and sewer. She added that could be marketable in the short term. Ms. Thompson also suggested partnering with neighboring counties and communities. Mr. Fox stated the data comparing all the different counties with only a rate comparison only doesn't do any good with all the variances between the Counties. He added he doesn't feel the data he was requesting has been received yet and that may be due to the amount of time given or it could be considered part of the next phase. Mr. Fox mentioned as a manufacturer with high energy needs, I would want to know my variable expenses and he finds it hard to believe that information is not available. Ms. Chido stated with that example there would be a parcel in mind and at that point the utility company could be contacted. Mr. Hook asked could a sample from each county with a few parcels be looked at to get some data. Mr. Regotti stated Pennsylvania is now deregulated so businesses could "shop" for their rate and that makes it hard to compare energy prices. Mr. Orndorff

mentioned it looks like the County has qualified individuals who can perform the work, but they are bogged down in so many other directions. He added with appropriate help the information could be gathered specifically for Greene County. Mr. Fox stated in fairness to the reference to Mr. Kelly and Ms. Bloom, that was recognized which is why the Board was comfortable with spending the money on the report. Mr. Fox asked Strategy Solutions what their recommendation would be for the Board's next step. Ms. Thompson stated there are a couple of different options and you must look at the workforce and the availability. She added leisure, recreation and tourism and Mr. Fox stated not interested. Ms. Thompson mentioned the other one would be manufacturing and support industries. Ms. Chido explained another recommendation is to find out what the skill sets are for the workforce. Ms. Bloom mentioned the Commissioners have mentioned having a workforce study completed. Mr. Kelly stated historically the County has been reactive to industry and the issue with all these plans is once they are completed, they are already null and void with the data. Mr. Kelly explained one of the biggest problems in the County is that we don't know where our infrastructure is located and what is the capacity. Ms. Mooney stated she comes from a family whose business continually diversified and it doesn't seem as though the County has done that and she thinks the County is missing the point. She explained we know the extraction industry is going to go away but a cracker plant just came online just north and there is one just west of us. Ms. Mooney added we have more natural gas coming out of our area than anywhere else in the country. She explained we are a hub and Greene County does have something to offer. Mr. Scull stated he feels a small group needs to take a lead role and accomplish some identified tasks. He suggested interviewing some companies to find out what it would take to get their sister company to Greene County. Ms. Bloom asked what the next step is for the Board to move forward. Mr. Scull identified some prime properties that the Board could look at to market. Mr. Fox stated he struggles with the idea that if we have a parcel they will come. He explained finding the industry first is key. Ms. Thompson suggests looking at a couple of parcels and what the potential targets are for those parcels. She continued then you would interview people who would be in the target for those parcels. Mr. Fox suggested flipping that around. He explained first find the people then find out what it would take to get them here. Mr. Scull discussed he put together some information showing interchanges and who owns the parcels. Ms. Thompson stated Ms. Chido asked for this information when the project started. Ms. Bloom explained the information was not provided because the Board wanted an outside view on what will work for the County. She added the Board did not want to provide information to be regurgitated back to them. Ms. Chido stated locating the infrastructure is what they wanted to know and Ms. Bloom stated that is not information the County has currently. Ms. Chido stated know the skills of the workforce and the infrastructure capacity is critical. Ms. Mooney asked if a brainstorming meeting should be scheduled and Mr. Fox agreed. Ms. Thompson stated she feels it is less important to look at comparability across counties than it is to pick an area and focus on investing in it. Mr. Scull asked when the brain-storming session should be scheduled. Ms. Mooney suggested emailing a few dates to see what works with everyone's calendars.

- b. Airport Property
 - i. Due Diligence Period
 - ii. Environmental Review Questionnaire
 - iii. Permitting Phase

Ms. Bloom stated Mr. DeHaas sent an email to the Board indicating that the due diligence period is over and the developer has decided to move into the permitting phase. Mr. DeHaas indicated he will confirm the second payment has been received into his escrow account. Ms. Bloom explained she completed the Environmental Review Questionnaire with the assistance of Mr. Kelly and Mr. Marshall. Mr. DeHaas explained the permitting phase can last for up to one year from the end of the due diligence period.

c. RLF

i. Sweet Baby's at Rising Creek

Ms. Bloom reviewed the White Sheet for Sweet Baby's at Rising Creek for the Board. She explained they are buying the all of the business except for the bread portion. Ms. Bloom indicated this loan is for equipment and they are pursuing a loan for the business through a bank. She added they are asking for \$42,000-\$49,000 and the collateral they are submitting is three rental homes they own. Mr. Scull suggested approving this loan contingent upon the loan for the business closing. He added they wouldn't need the equipment if they don't own the business.

Mr. Hook requested a motion to approve the Emergency Loan application for Sweet Baby's at Rising Creek for up to \$49,000 at 1% for 15 years contingent upon the business loan closing.

Motion to approve- Mr. Scull

Second- Mr. Fox

All in favor.

d. CST Agreement

i. Pay in Lieu

Ms. Bloom discussed Mr. Bokat's concern regarding the pay in lieu of taxes amount that CST is required to pay per their agreement. She added he is going to request the property be reassessed. Mr. DeHaas explained that he is free to do that, however, any changes in the value will take effect in 2025 and until there is a change the Board can require CST to make the payments per the agreement. Mr. DeHaas will contact Mr. Bokat's attorney to discuss.

e. SIP Compliance

i. Boondock Sales

Ms. Bloom explained there is a letter from Mr. Razillard included in the Board packet. She discussed he is requesting the Board consider approving him for an Revolving Loan to be able to pay off the SIP Non-compliance obligation and relieve him from the SIP program agreement. Ms. Mooney stated the information that was presented in the email does not change her position and Mr. Scull agreed. Mr. DeHaas stated the options for the Board is to require he make monthly payments as per his agreement or the Board enter judgement against him. Ms. Bloom asked if a motion is needed and Mr. DeHaas replied no since there is no action being taken to change the Board decision.

f. 2024 Sponsorship

i. Greene County Fair

Ms. Bloom explained she received a flyer requesting a sponsorship for the Greene County Fair. Mr. Scull stated that is not our target audience and Mr. Fox and Ms. Mooney agreed.

- g. 2024-2025 Chamber of Commerce
 - i. Membership Directory Ad

Ms. Bloom stated the Chamber of Commerce sent the annual membership directory ad invoice. She added the IDA has published ads previously and inquired if the Board would like to place an ad in the 24-25 directory. Ms. Mooney stated she would rather see the Board sponsor a email blast. She added we could sponsor an email blast once a quarter and they run for a month. Mr. Scull agreed.

IX. Old Business

- a. Mather Gateway

No update available.

- b. Statement of Financial Interest

Ms. Bloom stated she still needs forms from Mr. Fox and Mr. Hook. She requested these be completed and returned to her.

- c. PIONEER Grant

- i. 13 approved
- ii. 11 completed
- iii. 1 declined
- iv. 1 received extension through December 31, 2024

Ms. Bloom mentioned the recap for the PIONEER Grant is included in the Board packet. She added the there is only one grant not yet completed.

X. Public Comment

None

XI. Executive Session

None

XII. Next Meeting – April 9, 2024

XIII. Adjournment

Mr. Hook requested a motion to adjourn the meeting at 10:55 AM.

Motion to approve- Mr. Scull

Second- Ms. Semonick

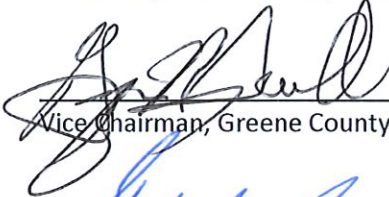
All in favor.

MEETING MINUTES CERTIFICATION

We, the undersigned, agree that the minutes taken above were approved in their entirety by the Greene County Industrial Development Authority on April 9, 2024.



Chairman, Greene County Industrial Development Authority



Vice Chairman, Greene County Industrial Development Authority



Secretary, Greene County Industrial Development Authority

