

Greene County Industrial Development Authority

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

GCIDA Board Meeting Minutes February 13, 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

Besty McClure, Commissioner

Jared Edgreen, Commissioner

Phone:

Greg Firely, AMO Environmental Decisions

Public:

Nate Regotti, IDC

Corbley Orndorff, IDC

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

III. Approval of Minutes – January 9, 2024

Mr. Hook requested a motion to approve the January 9, 2024 Meeting Minutes.

Motion to approve- Mr. Scull

Second- Ms. Mooney

All in favor.

IV. Treasurers Report

a. Balance Sheet as of January 31, 2024

b. Profit & Loss as of January 31, 2024

Ms. Bloom reported the normal reports were included as well as a copy of the County's IDA budget.

Mr. Hook requested a motion to approve the January 31, 2024 Treasurers report.

Motion to approve- Ms. Mooney

Second- Mr. Scull

All in favor.

V. Deposits

Revolving Loan Payments

- a. 1/5/24 - **\$350.00**
 - i. Momma Martins
- b. 1/5/24 - **\$643.49**
 - i. Mankind Gentleman's Cuts
- c. 1/5/24 - **\$321.75**
 - i. Vending Solutions
- d. 1/5/24 - **\$261.73**
 - i. Adam Lewis Trucking #4
- e. 1/5/24 - **\$299.25**
 - i. LK Cafe
- f. 1/30/24 - **\$299.25**
 - i. JCNH Rentals
- g. 1/30/24 - **\$261.73**
 - i. Adam Lewis Trucking #4
- h. 1/30/24 - **\$299.25**
 - i. Hydraulic Solutions
- i. 1/30/24 - **\$350.00**
 - i. Greene County Land Development #3
- j. 1/30/24 - **\$ 300.00**
 - i. Blessed Valley Lodging

SIP

- a. 1/ 5/ 24 - **\$1,432.13**
 - i. MRIE
- b. 1/30/24 - **\$1,432.13**
 - a. MRIE

General Account

- a. 1/5/24 - **\$30.00**
 - i. Momma Martin RLF Application Fee

EPA Assessment Grant

- a. 1/12/24 - **\$7,500.00**
 - i. ASAP Draw Down
 - 1. AMO

EPA Cleanup Grant

- a. 1/12/24 - **\$7,740.12**
 - i. ASAP Draw Down
 - 1. AMO

Ms. Bloom reviewed the January 2024 deposits. She added that the SIP repayments from MRIE will be completed soon. Ms. Bloom stated that the General Account had a deposit for a RLF application fee for Momma Martins, however, they sent an email to withdrawal that application.

VI. Approval of Checks for Payment

General Account

- b. DeHaas Law, LLC, - \$362.50**
 - i. General Services
- c. Connie Bloom - \$24.64**
 - i. 2023 Tax filings
- d. Strategy Solutions, Inc. - \$2,500.00**
 - i. Competitive Analysis Initial Payment
- e. Credit Reporting Services \$24.00 (ratify)**
 - i. Hydraulic Solutions credit check

EPA Assessment Grant Account

- a. AMO - \$60,797.19**
 - i. EPA Reporting
 - ii. Three new sites (Baker Drive, Elm Drive, Jefferson Rd, Waynesburg)
 - 1. Eligibility Determination/approval
 - iii. 425 W. George St, Carmichaels
 - 1. Phase II ESA activities

EPA Cleanup Grant Account

- a. AMO - \$4,140.00**
 - i. EPA Reporting
 - ii. US ACRES update
 - iii. Site background investigation
 - iv. PADEP Act 2 Reporting

Ms. Bloom reviewed the checks for approval for the Board. Ms. Mooney asked Mr. Firely to confirm the majority of that was for a subcontractor and Mr. Firely stated it was for more than one subcontractor. He added it was for penetrating radar and tank removal for 425 West George. Ms. Mooney asked for clarification on the process on the tank removal and if there are subcontractors with AMO or does it go out to bid. Mr. Firely explained they reach out to subcontractors in the area and compare the cost estimates to what they normally see for those items. Ms. Mooney stated on the invoice a 10% handling fee is added for the subcontractor and Mr. Firely confirmed. Mr. Scull asked the names of the contractors and location. Mr. Firely stated THG for the ground penetrating radar and the tank services were Total Tanks. Ms. Bloom mentioned that the subcontractor invoices were included in the invoices that were emailed to the Board. Mr. Firely mentioned they initially thought there were two underground storage tanks, however, there were four and they were each 20,000 gallons and three were full of concrete and the fourth had six inches of sludge in the bottom. He added they were currently removing the soil that was stockpiled on the site.

Mr. Hook requested a motion to approve the checks for payment.

Motion to approve- Mr. Scull

Second- Mr. Fox

All in favor.

VII. Brownfields Initiative

a. Assessment Grant

i. 435 W. George Street

1. Phase II ESA Field Activities

a. 4 UST

i. Removed

ii. EPA Site Visit

ii. Lamar Prospect, LLC (3 parcels)

1. Phase I ESA progressing

2. Site Access Agreement Complete

iii. EPA Reporting Complete

b. Cleanup Grant

i. March 2024

1. Soil Excavation

ii. EPA Reporting Complete

Mr. Firely explained work is ongoing at 425 West George Street and during the process a complaint was filed by one of the neighbors. He added DEP did visit the site and no violations were noted. Mr. Firely stated the PHASE II work should be wrapped up next week. He added the three new parcels are being lined up for PHASE I activities. Mr. Firely explained this is approximately 111 acres right off the interchange in Waynesburg and the site access agreements are done. He added all EPA reporting has been completed and submitted to the EPA. Mr. Scull asked for the Tax ID numbers for the three sites and Ms. Bloom replied 07-07-100, 07-07-102-M, 07-07-102-K. Mr. Firely discussed the soil excavation should begin in March for the Cleanup Grant. He stated all EPA reporting is completed and up-to-date.

Ms. Bloom stated we need to get a list of properties that the Board would like her to reach out to for the Assessment Grant. She offered to add it to the next agenda. Ms. Mooney stated we have done two rounds and haven't received anything back. Ms. Bloom offered to send an email to the municipalities and Ms. Mooney stated we did that at the beginning and Ms. Bloom confirmed. Mr. Hook stated he doesn't think it would hurt to reapproach people since a decent amount of time has passed. Ms. Bloom will send an email to the municipalities. Mr. Scull asked if some of these properties need to be taken care of by the business and not the grant. Ms. Bloom stated some of the initial properties listed were removed by the Board for that reason. Corbley Orndorff asked is anyone reached out to the old Blair's gas station on 218 and he stated he believes Gilbert's own it now. Mr. Scull replied he doesn't recall it being on the list. Ms. Mooney stated we could reach out to them. Ms. Bloom asked who the owners of the property were and Mr. Orndorff replied Richard and Melissa Gilbert. Commissioner Zimmerman mentioned the Borough parking lot and there are tanks located there. Mr. Fox mentioned Barton's by Hardee's as well.

Mr. Firely reminded the Board about the grant program that could be used to remove more of the rail ties at Mather but the lead must be a local community-based non-profit. He added that grant is from \$10-\$20 million. Ms. Bloom asked if this is the grant with the rolling application through November and Mr. Firely confirmed. Mr. Hook asked if we are moving forward with this grant and Ms. Bloom stated we are looking for a non-profit partner. Mr. Hook asked if anyone approached the Community Foundation and Ms. Bloom stated not yet. Commissioner Zimmerman mentioned the IDC has a non-profit and Nate Regotti indicated they do have the Evergreene Technology Park, Inc, which is a 501(c) (3). Ms. Bloom will meet with Mr. Regotti. Mr. Firely stated he felt there was a group that provided the match for the original ISRP grant in 2016 because it did not come from the County.

VIII. New Business

a. RLF

i. Momma Martins

Ms. Bloom explained that an email was received on January 17th from Kayla Martin that she would be closing the business. She added a loan was given to Momma Martin and Mr. Hook asked Mr. DeHaas what the Board's option would be since the business closed. Mr. DeHaas explained if the business closed that is a default and Board has the right to demand payment in full, however, if the Board is willing to allow them to make payments that is an option. He added you could notify them of the default but allow them to continue their payments. Mr. DeHaas stated the collateral was inventory and equipment, nothing that would produce great value and Ms. Bloom stated they were selling their inventory and they should be using that to pay down the balance of the loan. Ms. Mooney asked what the current balance is and Ms. Bloom replied approximately \$14,000. Ms. Semonick stated she spoke with the grandparent and with the information she received she doesn't feel we will receive that money. Ms. Mooney stated she is personally comfortable in sending them a letter stating they can continue with payments. Mr. Hook explained to set a good precedence for other borrowers we need to be consistent. Ms. Semonick stated there is no real collateral for the loan and Mr. Haak stated we need to be consistent. Mr. Scull agreed to reach out and continue payments and if the payments stop then cross that bridge. Mr. Hook stated technically we need to notice the default and give the option to continue payments. Ms. Mooney asked if the letter should reflect the offer to pay the balance as it is or continue payments. Mr. Hook agreed.

Mr. Hook requested a motion to recognize Momma Martin to be in default in regards to their Revolving Loan and ask for payment in full or continue to make RLF payments.

Motion to approve- Mr. Scull

Second- Mr. Fox

All in favor.

ii. Pennsylvlucky Precision

Ms. Bloom indicated this is listed because he was close to being three months behind, which would have put him into default, however, he came into the office this morning and paid through January 2024 and indicated he would be making the February 2024 payment by the end of the month.

iii. Hydraulic Solutions

Ms. Bloom stated Hydraulic Solutions applied for a second RLF and per the guidelines you can apply once every twelve months. She added they are paid through May 2024 on their current loan and is asking for an additional \$50,000 for building repairs and to update machinery. Ms. Bloom mentioned when they applied for their first loan the gross revenue was \$300,000 and they reported gross revenue for this loan application as \$600,000 and they also added two employees. She added the application is included with the financial review and white page per the Board's request. Mr. Hook asked when they received their first loan and Ms. Bloom replied 2022. Mr. Scull stated he is uncomfortable with the 15-year term and he is a good vendor and they have improved. Ms. Bloom indicated the original loan Eugene was the sole owner of the business and now Justin is 45% owner. Ms. Mooney asked what is the intention of the Board when giving out the loans. She added if it is to help out businesses in Greene County get started, they have done successfully and now should

they move onto to something else. Ms. Bloom indicated another option for the Board is the regular Revolving Loan at 2% above or 2% below prime. Ms. Mooney recommends the Board have a process with regards to the type of loan approved and where the businesses are in the process. She added once they receive the Emergency Loan and show growth should they move onto the next type of loan with through the IDA. Ms. Bloom explained that if the Board approved the two loans being reviewed today, that will leave funds for maybe two or three additional loans. Mr. Scull stated there are other possible applicants and Ms. Bloom confirmed she has had a half a dozen business state they will be applying but hasn't seen paperwork as of yet. Mr. Scull stated he is comfortable with another loan, but would like to see a shorter term. Mr. Hooks states he agrees and the Board should not encourage dependency. Mr. Hook recommends to Board create a process for identifying the loan type available. Mr. Fox indicated he is struggling because he likes this type of business for Greene County but we are depleting our funds and the next person who comes in may be more promising and we may not have funds left. Ms. Mooney stated can we have them step into a different loan category and Ms. Bloom stated the Revolving Loan has parameters of up to \$50,000 for up to ten years for real estate; up to \$50,000 for up to seven years for machinery and equipment and up to \$25,000 for up to 3 years for working capital and the interest rate for any of those categories is 2% above or 2% below prime. Ms. Mooney stated she feels the Board should stay with a very low interest rate. Mr. Fox stated he supports being able to only get the Emergency Loan once and then move on to another type of loan. Ms. Mooney and Mr. Hook agreed. Ms. Mooney explained she is in support of approving the \$50,000 for 2% below prime and using the Revolving Loan verbiage per the guidelines. Mr. Scull suggested a \$50,000 loan at 2% below prime for a term of 7 years. Mr. DeHaas mentioned asking the loan recipient to get a budget for the loan. Ms. Bloom indicated that part of this money will be provided by the USDA funds and that is a requirement through their program. Mr. Fox asked how we rejuvenate the depleted funds. Ms. Bloom replied we can apply for more grant funding through the USDA when it becomes available. Mr. Hook asked what the collateral for this loan would be and what is the lien position. Ms. Bloom indicated it is building and property. Mr. DeHaas stated the IDA currently has a mortgage for their first loan. Mr. Hook suggested amending the Mortgage if the Board approved this loan. He added he likes the idea of a shorter term with a good interest rate, however, he is in agreement with Mr. Fox that he is concerned with the remaining funds available.

Mr. Hook requested a motion to approve a Revolving Loan in the amount of \$50,000 for 7 years at 2% below prime for Hydraulic Solutions and Machine Fabrication, Inc.

Motion to approve- Mr. Scull

Second- Mr. Fox

All in favor.

iv. Morning Rush

Ms. Bloom stated that Duan Arbogast attended the January meeting and provided the Board with information and per the Board's recommendation, he updated his application for the loan. She added that the brick-and-mortar store is on track to open in March 2024. Mr. Fox inquired that the location is the Community Bank location in Rogersville and Ms. Bloom confirmed. Mr. Fox if Momma Martin's going out of business if that would possibly increase this business and Ms. Bloom explained he is expanding to include other food items as well. Ms. Semonick stated there is still the issue of the collateral. Ms. Bloom stated the coffee trailer is now going to be used for different events throughout the County and not the sole location for the business, and he has the title and can use it as collateral. Mr. Hook stated restaurants have a high failure rate but on the other hand the Boards job is to stimulate new business. Mr. Scull mentioned he has mixed feelings for this loan. He added at the previous location he had a clientele and some of those people travel through there. Mr. Scull explained with Momma Martins closing that may move some of that clientele to him. Ms. Bloom stated

he specifically looked for a brick-and-mortar store as part of the Board's suggestion. Mr. Scull stated he doesn't own it and Ms. Bloom confirmed that he is leasing. Ms. Bloom mentioned the Board approved LK Café who also leases and would be considered the same scenario. Ms. Mooney stated they had her support last time and that hasn't changed. She added that if this not the type of entity the Board is looking for then we need to get that information out there so they don't apply. Mr. Hook stated the whole point is to be stimulative and he would love to see this business out in Rogersville. He added this type of business is high risk and there for the collateral needs to be high value. Mr. Scull asked again if they own the home and Ms. Bloom replied they own a modular, however, they do not own the lot that it is located on. She added they have been there since 2005. Mr. Scull stated he likes the idea of not giving the entire \$50,000 and if successful they can come back and ask for more. Ms. Mooney stated the Board did counteroffer the other loan and what is a reasonable offer that the Board would be comfortable with offering. Mr. Scull stated his original thought would be to offer \$25,000 for a shorter term. Ms. Mooney asked about a term of 10 years. Mr. Fox mentioned he is in support of helping them out. Mr. Hook mentioned a term of 7 years. Mr. DeHaas asked if we received a copy of the lease and Ms. Bloom replied not yet, but will request it. Mr. DeHaas stated a possibility would be to get a mortgage on a long-term lease.

Mr. Haok requested a motion to approve an Emergency Loan in the amount of \$25,000 for 7 years at 1% Morning Rush.

Motion to approve- Mr. Scull
Second- Mr. Fox
All in favor.

- b. CST Agreement
 - i. Pay In Lieu

Mr. DeHaas explained he has shared emails with the Board and the agreement is to send a payment in lieu of taxes and he had calculated what they were. He added this is an unusual situation in respect to changing the assessed value because it is an exempt property currently. Mr. DeHaas stated it is a decision for the County and the other taxing bodies and we can inform CST the agreement states they are to make payments in lieu of taxes and if they get the assessed value reduced for this purpose and approved by all three taxing bodies and until or unless that is done the payments need to made according to the breakdown. Mr. Scull and Mr. Hook agree that they should have been aware per the signed agreement. Ms. Bloom explained that she spoke with Mr. Bokat and he stated it was an oversight on their part and if the Board states they have to pay the current calculated amount, he will do it. She added he informed her that he has spoken with the Assessment Office about a reassessment and is currently having an appraisal done. Ms. Mooney stated she feels it is his problem and Mr. Scull stated he feels the Board has met all of the expectations and requirement on its end. Mr. DeHaas stated he will contact CST's lawyer. Mr. Fox asked if there is a timeframe for CST to make payment and Mr. DeHaas replied he basically paid the amount due to the County and the Township, however, only about 25% of what the School District was owed. Ms. Bloom explained CST was to pay \$321.81 to the Township and he overpaid by \$4.78, \$965.79 to the County which is an overpayment of \$15.75, and the School District's payment was \$11,216.75 and was underpaid by \$8,389.10 and these payments were to made by 12/31 and he hand delivered a check on 1/27. Ms. Bloom indicated Mr. Bokat stated he was unaware the amounts were already pro-rated. Ms. Bloom was informed the County cannot accept payments for taxes that are not exact amounts, which is confusing since these payments are pay in lieu of taxes. She added these payments were not made to the tax collectors but directly to the Township, County and School District.

c. SIP Compliance

i. Adamson Pottery Works

Ms. Bloom explained this is the third and final SIP compliance review for Adamson Pottery Works/Kiln To Table, which was due December 2023. She added the delay was due to Ms. Adamson being out of the country and once she returned she provided the required documentation. Ms. Bloom mentioned the Kiln To Table portion of the business has been leased and is now the Eatery at Kiln To Table. She clarified the owner of Adamson Pottery Works still owns everything but is leasing the restaurant. Ms. Bloom stated per the payroll provided; the number of employees required per the agreement were retained and the project was completed previously. Ms. Bloom stated if the Board approves this compliance, only Boondocks Sales remains for this program.

Mr. Hook requested a motion to approve the third and final SIP Compliance review for Adamson Pottery Works.

Motion to approve- Ms. Mooney

Second- Mr. Scull

All in favor.

ii. Greene Cove Update

Ms. Bloom received an email that a settlement has been proposed to finalize this and Mr. Hook added our insurance is taking care of the IDA's portion. Ms. Bloom added the County is separate from the IDA.

IX. Old Business

a. FASBA

i. Miller Company Electrical Contractors Appeal

Ms. Bloom explained the County's Solicitor has filed a Writ of Summons with the Prothonotary's Office.

b. Mather Gateway

Ms. Bloom stated there was no update.

c. Statement of Financial Interest

Ms. Bloom stated Mr. Cleveland handed this out last month. She added these forms are completed annually and she has copies if the Board needs them.

d. PIONEER Grant

- i. 13 approved
- ii. 10 completed
- iii. 1 declined
- iv. 1 received extension through February 29, 2024
- v. 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 two extensions were approved by the Commissioners. Ms. Bloom stated the one project should be completed by the end of the month.

X. Public Comment

Nate Regotti introduced himself and Corbly Orndorff. He explained the IDC Board has hired him as the Executive Director on an interim basis. Mr. Regotti stated he wanted to show the IDC's support and willingness to work with the IDA on projects. He added he is there to help and be supportive with whatever Rich Cleveland and Connie Bloom may need

Ms. Bloom stated a meeting was requested by Ms. Semonick with the Commissioners. Ms. Semonick is concerned that information is not being shared with the IDA Board and feels that some duplication of efforts may be happening. She added the County has a consultant and the IDA has a consultant and some things may be duplicated. Ms. Semonick thanked Connie Bloom for shoring Rich Cleveland's job description and Ms. Bloom corrected that the job description that was sent was hers not Mr. Cleveland's. Ms. Semonick asked if Mr. Cleveland is part of the IDA, why isn't he coming to our meetings and giving updates on who he met with, who he talked to, and what he is doing to promote the County. She added she doesn't feel like the IDA is getting enough cooperation. Ms. Semonick stated that Ms. Bloom is the only person on the County budget and the bills the Board approves comes out of the IDA funds, which is separate. Ms. Bloom confirmed and added as she understand it, the intent of the County is for the IDA to become self-sufficient and not utilize any County funds whatsoever. Ms. Semonick stated that we are one organization and if the County has a consultant, they should share that with the IDA. Ms. Bloom explained she did bring that information to the IDA Board and the decision of the Board was to not use that consultant. Ms. Semonick mentioned that Ms. Bloom is the only IDA employee and cannot do it all so why aren't more people assigned to the IDA to do a lot of the legwork. She added she doesn't feel the legwork should be done by the Board. Ms. Bloom asked Ms. Semonick what she was meaning when she stated legwork and Ms. Semonick stated promoting the County. Commissioner McClure stated the Commissioners have completed an STMP so that we could obtain funding. She added we are considered a distressed county and explained the STMP provided information on the County. Commissioner McClure explained it includes what our assets are, what we could attract and this plan sets us up to go to the State and ask for feasibility studies that would be paid for by the State. Mr. Cleveland stated that makes us stronger than others who did not have this done in regards to any grant application. Commissioner McClure explained another analysis was completed and paid for by Iron Senergy and they provided the information to the County. She added since then, the County has hired Allegheny Strategy Partners and they have one side that is a lobbyist and they meet with businesses looking to relocate and they also have a real estate side. Commissioner McClure stated the County has spent money for an Ulta Study on the airport and it shows what needs to be done to get the property ready to show businesses so there are no surprises for the interested party. She explained everything takes time and money and unfortunately, the County doesn't have a lot of money. Ms. Semonick asked if there has been any discussions with a specific company or two to try and entice them to come to the County and Commissioner McClure replied that the airport property is not ready for that yet, but they are always in talks with businesses. She added the consultant is on the ground in Harrisburg and DC. Ms. Semonick stated but that is dealing

mare with the political side of it and not directly with companies. Commissioner McClure replied everything is political. Ms. Mooney asked if Mr. Scull would give an overview of the IDA's consultant. Ms. Blaam indicated she shared the presentation with the Commissioners but did not send the proposal but will do that. Ms. Mooney stated she never seen the STMP but all the other information that we had was shared with the consultant so they were not duplicating efforts. She added that this came about from a round table discussion that the Board wanted to do what they could to help spur industry into the County. Commissioner McClure stated the County's consultant is requesting a workforce study and were able to gather some of the information but may need to have a professional workforce study completed. Commissioner Edgreen explained some of the information they have received shows that some of the businesses don't care about the taxes but the workforce. Ms. Mooney stated sometimes with the bigger companies, people move to them and she doesn't feel people will move here until the industry is here. She added that she when the decision was questioned about a separate consultant, the Board was already committed and didn't feel appropriate changing that decision and as far as she is concerned, she doesn't feel there was any intention to hide anything from anyone. Ms. Mooney stated as a group the Board is trying to be as proactive as possible and try to grow industry. She explained another concern was the Executive Sessions the Board has had and the first few were involving the CARES Act funding and then the most recent were as a result of following direction to avoid the perception that the County was doing something that it shouldn't. Ms. Mooney mentioned if the Commissioners would like to sit in on Executive Sessions she has no problem with that. Commissioner McClure explained she had learned through Ms. Bloom that the Board was looking at hiring a consultant but didn't know the specifics. She added she offered to have the County's consultant come and meet with the Board. Ms. Mooney confirmed Ms. Bloom shared that information. Ms. Mooney stated the Board is hopeful to find properties within the County that are highly marketable. Commissioner McClure discussed the County doesn't have a lot of money but has a lot of needs. She added studies and analysis are needed to market to businesses and the IDA can assist with those studies if they have the money available. Commissioner McClure stated the IDA should be working with other departments within the County and Ms. Mooney indicated that Mr. Kelly did sit in on the meetings. Commissioner McClure added she appreciates what the IDA is doing, but wanted to make sure we are spending the money wisely. She explained the Commissioners are also coordinating the grant writers with the strategy people to try to be more efficient. Mr. Scull explained he doesn't feel the Board is hiding anything and that he was a big proponent for the consultant. He added the consultant the IDA Board hired has familiarity with Greene County. Mr. Scull explained they were a part of Chapter 9 of the 2008 Comprehensive Plan. Ms. Bloom added they were involved with the Robena Playbook as well. Ms. Mooney commented they came in with knowledge of our County. Commissioner McClure asked what the consultant's mission is and Mr. Scull replied the information needs to be put together in one package with a focus, commitment, follow up and consequences. Ms. Bloom circled back to the start of the conversation when Ms. Semonick questioned the IDA's budget and who is assigned to the IDA. Ms. Semonick asked for clarification for the IDA budget and is concerned there is only one person on the IDA's budget and maybe there needs to be another employee to help with the research and making contact outside of the County. She added Ms. Bloom has done a wonderful job and she has no concern or issues with her. Ms. Semonick spoke on the money the IDA has in their general account, which Ms. Bloom indicated was around \$10,000 but has grown to over \$150,000. She added maybe use that money to place an ad in the Site Search magazine to draw some attention to the County. Ms. Semonick asked Mr. Cleveland why isn't he attending the IDA meetings and updating the Board. Mr. Cleveland replied he has no issues with updating the IDA, but items that are outside of that are not for the IDA Board. He added the Commissioners are provided a monthly report for all the departments that report to him and Ms. Bloom has a copy of hers that can be provided to the Board at their request. Ms. Bloom explained there is nothing that Mr. Cleveland is working on for the IDA that doesn't involve her and she updates the Board on those projects. Ms. Mooney stated she doesn't have any issues with what Ms. Bloom does or presents to the Board. She added Ms. Bloom does a fine job. Ms. Mooney stated she feels the Board is doing their part and wants to be an asset to the County's development. Mr. Cleveland mentioned if the Board would like to add him to the agenda; he has no issues with that and he is in the building during the meetings in

case he is needed. Mr. Scull stated the Board wants the County to succeed and the proceeds from the sales of property need to be reinvested in the County and that the money needs to be leveraged. Ms. Mooney stated the goal is to come up with something substantial so if someone comes to the County with specific requirements, we have the information readily available. Mr. Fox explained he wanted to take the approach from the opposite angle; what advantages do we have for industries, what industries do we have attributes for and what would make this an effective place for them to do business. He added when the consultant presented their first proposal, the Board rejected it. Commissioner McClure inquired if it would be advantageous to sit down with Mr. Kelly to identify properties and Mr. Fox replied we have previously done that. Commissioner McClure asked who the end user for the data would be and Mr. Fox stated the Board is open to share the data with whoever once we have it. Mr. Scull stated the entire proposal was \$42,975 and we were to have the information in six months. He added they broke it down into four phases and the final phase is to produce results. Mr. Scull explained for \$10,000 the Board will have something in sixty-days. Ms. Bloom mentioned she believes they will present information during the March meeting. Ms. Mooney asked Ms. Semonick if her questions and concerns were answered since she is the one who initiated the conversation and Ms. Semonick confirmed. Commissioner McClure asked the Board to share the data once they receive and maybe they can use it somewhere. She added she would like to see the IDA and the Commissioners work together for an end goal, the Board agreed.

XI. Executive Session

None

XII. Next Meeting – March 12, 2024

XIII. Adjournment

Mr. Scull requested a motion to adjourn the meeting at 11:00 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 March 12, 2024.



Chairman, Greene County Industrial Development Authority



Vice Chairman, Greene County Industrial Development Authority



Secretary, Greene County Industrial Development Authority

