



**CITY OF HORNELL INDUSTRIAL DEVELOPMENT AGENCY
AGENDA
JULY 24, 2026**

CALL TO ORDER- Parmley

SECRETARY'S REPORT- Minutes-June 25, 2026 Meeting-Carbone

TREASURER'S REPORT- June -Flaitz

COMMITTEE REPORTS

Audit Committee -June – Carbone

Personnel Committee – Flaitz

Governance Committee – Andolina

EXECUTIVE DIRECTOR'S REPORT

EXECUTIVE SESSION -if required

OLD BUSINESS

NEW BUSINESS

Resolution – NYS Deferred Compensation Plan

ADJOURNMENT

40 Main Street
Hornell, NY 14843
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BETTER BUSINESS
STARTS HERE.

The Regular Meeting of the City of Hornell Industrial Development Agency (the " Agency") was held June 25, 2026 at 8:00 am at 40 Main Street, Hornell, NY.

PRESENT: David Parmley, Chairman
John Buckley, Vice Chairman
Richard Andolina, Jr., Assistant Treasurer/Secretary

ABSENT: Ed Flaitz, Treasurer
John Carbone, Secretary

ALSO

PRESENT: Michael Nisbet, CEO, Executive Director
Elizabeth Hughes, Attorney, via telephone
John Dagon, Agency Counsel
Michelle Burch, Administrative Assistant
Erin Ferris, Administrative Assistant

MINUTES

Chairman Dave Parmley called the meeting to order at 8:00 am. Chairman Parmley reported that there was a quorum for the meeting as required by the by-laws.

Vice Chairman John Buckley presented the minutes of the May 21, 2026 meeting and the financial statements for May that had been emailed to the Board prior to the meeting. A motion was made by Rick Andolina, Jr., seconded by Dave Parmley to approve the minutes of the May 21, 2026 meeting and the May financial statements. Carried All.

COMMITTEE REPORTS

Audit Committee – The Audit Committee paid bills in May from the operating account in the amount of \$40,052.83. A motion was made by Rick Andolina, Jr., seconded by Dave Parmley to approve the Audit Committee report as presented. Carried All.

Personnel Committee – No Report

Governance Committee – Rick Andolina, Jr. reviewed the Rolling Action Item List (RAIL) which outlines all current projects as previously discussed with the Board. Andolina working with Julie Marshall, Manager of Economic Development at Harris Beach Murtha. Julie Marshall has been recommended to assist in Strategic Planning and organizational review moving forward. Strategic Planning will begin with an organizational review and include collaboration with local organizations, the City and other shareholders within the business community.

EXECUTIVE DIRECTOR REPORT

PEF – Executive Director Nisbet informed Board that PEF remains interested in the office space available at 430 Canisteo Street, however, they are also considering one additional property not owned by the Agency. PEF will update the Agency in near future regarding their decision for a potential 10-year lease, which would require renovations to the property to meet the Company's needs.

CHIDA Properties Update – Executive Director Nisbet noted, as previously reported, the party interested in 117 Main Street has opted for another location. At 40 Main St., the upstairs apartment has been rented out effective June 1, 2026 and Graham Agency is leasing the upstairs office space. An additional small office space upstairs at 40 Main St. is available. 40 Main St. also has a downstairs back office that is currently occupied. The Board will need to discuss possible marketing strategies for selling or leasing available properties at a future meeting.

West Street – Executive Director Nisbet informed Board that Lu Engineers has completed the preliminary engineering on the West Street project. Mike Hanscom, Senior Engineer with Lu Engineers, has been out of the office. Nisbet will follow up with Hanscom to obtain an update.

Shawmut Park New Access Road – Executive Director Nisbet stated Mike Griffin is serving as the project lead and coordinating with Erdman Anthony, Union Concrete, the City and NYSDOT. Erdman Anthony, Griffin and Nisbet held a Zoom meeting June 8, 2026, to discuss the project. Erdman Anthony has completed topographic survey work and Union Concrete remains interested in the construction phase. A follow up Zoom meeting is scheduled with Erdman Anthony, Union Concrete, Nisbet and Griffin on June 30, 2026. Nisbet noted the construction contract cannot be executed until ARC Grant approval is received and the timeline for the ARC Grant approval is unknown. Victoria Ehlen informed the Agency the Preliminary Engineering Report (PER) and Basic Agency Letter are required in order to submit the ARC Grant application. Nisbet will request Griffin to attend future Agency meetings to provide ongoing updates and confirmed the final design will be presented to the Board for approval before any additional actions are taken.

Procurement Policy – Chairman Parmley requested a motion to approve the revised Procurement Policy, as copy of which is attached as Exhibit A, as recommended by Agency Counsel. The revision adds language to conform with the requirements of the State General Municipal Law. A motion was made by Rick Andolina, Jr., seconded by John Buckley to approve the revised Procurement Policy as presented. Carried All.

Executive Director Nisbet requested an Executive Session to consult with legal counsel. A motion was made by John Buckley, seconded by Rick Andolina, Jr. to go out of regular session and enter Executive Session under Public Officers Law, Article 7, Open Meetings Law, Section 105, paragraph D at 8:13 am. Carried All.

The Executive Session terminated at 9:22 am and a motion was made by Rick Andolina, Jr., seconded by John Buckley to reconvene the meeting at 9:22 am. Carried All.

Old Business – No Report

New Business – No Report

There being no further business, the meeting was adjourned at 9:23 am upon motion from John Buckley, seconded by Rick Andolina, Jr. Carried All.

Respectfully Submitted,
Richard Andolina, Jr., Assistant Secretary

Exhibit A
Revised Procurement Policy

DRAFT

CITY OF HORNELL INDUSTRIAL DEVELOPMENT AGENCY
PROCUREMENT POLICY

A. Introduction

1. Applicability – this Procurement Policy (“Policy”) shall apply to the City of Hornell Industrial Development Agency (“Agency”).
2. Scope — In accordance with Article 18-A of the General Municipal Law (the "IDA Act"), Section 104-b of the General Municipal Law, and the Public Authorities Accountability Act of 2005, the City of Hornell Industrial Development Agency is required adopt procurement policies which will apply to the procurement of goods and services not subject to the competitive bidding requirements of Section 103 of the GML and paid for by an IDA for its own use and account.
3. Purpose — Pursuant to Section 104-b of the GML, the primary objectives of this policy are to assure the prudent and economical use of public monies in the best interests of the taxpayers of a political subdivision or district, to facilitate the acquisition of goods and services of maximum quality at the lowest possible cost under the circumstances and to guard against favoritism, improvidence, extravagance, fraud and corruption.

B. Procurement Policy

1. Determination Required — Prior to commencing any procurement of goods and services, the Executive Director or an authorized designee shall prepare a written statement setting forth the basis for (1) the determination that competitive bidding is not required for such procurement, and if applicable (2) the determination that such procurement is not subject to any requirements set forth in this policy. Such written statements shall be maintained by the Executive Director or such authorized designee in a specially designated procurement file.
2. Procedure for determining whether Procurements are subject to Competitive Bidding — The procedure for determining whether a procurement of goods and services is subject to competitive bidding shall be as follows:
 - a. The Executive Director or an authorized designee shall make the initial determination as to whether competitive bidding is required. This determination will be based on Section 103 of the GML which requires competitive bidding for expenditures of (1) more than \$35,000 for the performance of any public works contract (services, labor or construction), and (2) more than \$25,000 for any purchase contract (acquisition of commodities, materials, supplies or equipment).
 - b. The Executive Director or such authorized designee shall review the purchase request against prior years' expenditures and a good faith effort will be made

to determine whether it is known or can reasonably be expected that the aggregate purchases of a similar nature will exceed the above competitive bidding procedures shall be followed for said expenditure.

- c. The Executive Director or such authorized designee shall present any legal issues regarding the applicability of the competitive bidding requirements stated herein to the Agency's Counsel.
- 3. Methods of Competition to be used for Non-Bid Procurements and Procurements Exempt by Statute — Alternative proposals or quotations for goods and services shall be secured by use of written requests for proposals or written quotations, verbal quotations or any other method of procurement which furthers the purposes of this Section except for as set forth in this Policy, including, but not limited to, procurements made through or with respect to:
 - a. New York State, Steuben County or City of Hornell contracts – when the Agency is able to procure commodities, equipment, goods or services through the same.
 - b. State Finance Law, Section 175-b (from agencies for the blind or severely handicapped), or
 - c. Correction Law, Section 186 (articles manufactured in correctional institutions).
 - d. Emergency Procurements - an emergency exists if the delay caused by soliciting quotes would endanger health, welfare, property or an economic development opportunity. Approval of the Executive Director is necessary, which shall be documented and shall also include a description of the facts giving rise to the emergency.
 - e. Sole Source Procurements - A "sole source" means a situation where (i) there is only one possible source from which to produce goods and/or services available in the marketplace, (ii) no other goods and/or services provide substantially equivalent or similar benefits, and (iii) considering the benefits, the cost to the Agency is reasonable.
 - f. Utilities and Affiliate Transactions - The purchase of utilities and inter-affiliate transactions are excepted from alternative proposal/quotation requirements.
 - g. Unavailability of three (3) vendors who are able or willing to provide a quote.
 - h. Professional Service Contracts as defined below.
- 4. Procedures for the Purchase of Commodities, Equipment or Goods under \$20,000.
 - a. Up to \$2,000 The discretion of the Executive Director or authorized designee.

- b. \$2,001 - \$5,000 Documented verbal quotations from at least three vendors.
- c. \$5,001 - \$20,000 Written/fax quotations from at least three vendors.

5. Procedures for the Purchase of Public Works or Services under \$35,000.

- a. Up to \$10,000 The discretion of the Executive Director or authorized designee.
- b. \$10,001 - \$20,000 Documented verbal quotations from at least three vendors.
- c. \$20,001 - \$35,000 Written/fax quotations from at least three vendors.

6. Basis for the Award of Contracts — Contracts will be awarded to the lowest responsible vendor who meets the specifications, except in circumstances that the Agency determines justify an award to other than the lowest responsible dollar offeror. In making such a determination, the Agency may consider the following factors without limitation:

- a. Delivery requirements
- b. Quality requirements
- c. Quality
- d. Past vendor performance/ experience
- e. The unavailability of three or more vendors who are able to quote on a procurement.
- f. It may be in the best interests of the Agency to consider only one vendor who has previous expertise with respect to a particular procurement.
- g. Any procurement accepted from the alternative proposal/quotation requirements as set forth in subdivision 3 of this Section B, or as otherwise set forth in this Policy.

7. Documentation

- a. For each purchase made the Executive Director or authorized designee shall set forth in writing the category of procurement that is being made and what method of procurement is specified.
- b. The basis for any determination that competitive bidding is not required shall be documented, in writing, by the Executive Director or such authorized designee, and filed with the purchase order or contract therefore.
- c. For those items not subject to competitive bidding such as professional services, emergencies, purchased under city contracts or procurements from sole sources, documentation should include a memo to the files which details why the procurement is not subject to competitive bidding and include, as applicable:

- (1) a description of the facts giving rise to the emergency and that they meet the statutory criteria; or
 - (2) a description of the professional services; or
 - (3) written verification of city contracts; or
 - (4) opinions of Counsel, if any; or
 - (5) a description of sole source items and how such determinations were made.
- d. Whenever an award is made to other than the lowest quote the reasons for doing so shall be set forth in writing and maintained in the procurement file.
- e. Whenever the specified number of quotations cannot or will not be secured, the reasons for this shall be indicated in writing and maintained in the procurement file.

8. Exceptions to Bidding

- a. Emergency Situation — An emergency exists if the delay caused by soliciting quotes would endanger the health, welfare or property of the municipality or of the citizens. With approval by the Executive Director such emergency shall not be subject to competitive bidding or the procedures stated above.
- b. Resolution Waiving Bidding Requirements — The Agency may adopt a resolution waiving the competitive bidding requirements whenever it is determined to be impracticable.
- c. Sole Source — Defined as a situation when there is only one possible source from which to procure goods and/or services and it is shown that the item needed has unique benefits, the cost is reasonable for the product offered and there is no competition available. In this situation, a request for a resolution waiving bidding requirement, as described above, is required.
- d. True Lease — Prices will be obtained through quotations whenever possible. The award shall be made on the basis of goods and/or services to be provided, ability to meet the specifications desired and price.
- e. Insurance — Procurement of Insurance Brokerage services is subject to this Policy as a professional service. Notwithstanding the foregoing actual insurance policies procured are not subject to requirements of this Policy.
- f. Professional Services — Professional Service Contracts involve the application of specialized expertise, the use of professional judgment, or a high degree of creativity. Professional services include services which require special education and/or training, license to practice or are creative in nature. Examples are: lawyers, doctors, accountants, architects and engineers. Furthermore, professional service contracts often involve a relationship of personal trust and confidence.

9. Minority and Women Business Enterprises — The Agency shall comply with all applicable legal requirements relating to the hiring of such businesses.

10. Input from members of the Agency — Comments concerning the procurement policy shall be solicited from the members of the Agency from time to time.

11. Annual Review — the Agency shall annually review its policies and procedures.

12. Unintentional Failure to Comply — The unintentional failure to comply with the provisions of Section 104-b of the GML shall not be grounds to void action taken or give rise to a cause of action against the Agency or any officer thereof.

13. This Policy shall not be applicable to the acquisition, construction, reconstruction, improvement, maintenance, equipping and furnishing of projects authorized by the Act.

Revised and Re-adopted this 25th day of June, 2026

11:51 AM

City of Hornell Industrial Development Agency

Balance Sheet

As of June 30, 2026

07/20/26

Accrual Basis

	Jun 30, 26
ASSETS	
Current Assets	
Checking/Savings	
1030 · Community - Operating Acct.	2,184,447.08
1033 · Five Star Bank MM	34.32
1034 · FIVE STAR BANK	110,206.39
1036 · Community Bank CD	260,451.07
1057 · Maple City Savings CD	150,084.80
1058 · Maple City CD #2	880,997.44
Total Checking/Savings	3,586,221.10
Accounts Receivable	
1105 · PILOT Receivables	164,819.42
1110 · Accounts Receivable - Trade	125,622.25
Total Accounts Receivable	290,441.67
Other Current Assets	
1111 · A/R	157,575.00
12000 · Advance Received Funds	63,066.32
500 · Deferred Outflow of Resources	14,007.00
Total Other Current Assets	234,648.32
Total Current Assets	4,111,311.09
Fixed Assets	
1610 · Land	860,920.78
1620 · Buildings	8,369,353.32
1630 · Improvements	5,827,094.30
1640 · Machines & Equipment	58,333.31
1660 · Land Improvements	897,482.45
1670 · Office Equipment	23,431.92
1690 · Lease Assets	239,638.00
1700 · Accum Depr - Buildings	-6,445,408.68
1705 · Accum Depr - Improvements	-1,284,031.12
1710 · Accum Depr - Machines & Equip	-58,333.31
1725 · Accum Depr - Office Equipment	-23,432.00
1730 · Accum Depr- Land Improvements	-306,319.00
1790 · Accumulated Depreciation-Leases	-160,977.00
Total Fixed Assets	7,997,752.97
Other Assets	
1187 · Lease Receivable	3,953,147.00
1195 · Pre-Paid expenses	4,256.86
Total Other Assets	3,957,403.86
TOTAL ASSETS	16,066,467.92
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2050 · Accounts Payable - Trade	6,457.02
Total Accounts Payable	6,457.02

11:51 AM

City of Hornell Industrial Development Agency

Balance Sheet

As of June 30, 2026

07/20/26

Accrual Basis

	Jun 30, 26
Other Current Liabilities	
2350 · Accrued Realestate Tax - PILOT	548,551.39
2352 · Prepaid Pilots	-100,392.00
2370 · Accrued Payroll Taxes	1,186.73
24000 · Payroll Liabilities	0.75
618 · Deferred inflow of Resources	1,863.00
638 · Net Pension Liability	4,719.00
Total Other Current Liabilities	455,928.87
Total Current Liabilities	462,385.89
Long Term Liabilities	
2041 · N/P STREDC	48,689.31
2045 · Chamber of Commerce	158,372.00
682 · Lease Liability	87,253.00
683 · OPEB Liability	138,580.81
691 · Deferred Inflow-Leases	3,953,147.00
Total Long Term Liabilities	4,386,042.12
Total Liabilities	4,848,428.01
Equity	
2710 · Fund Balance	5,426,886.35
2750 · Contributed Capital	395,000.00
32000 · Unrestricted Net Assets	5,382,564.81
Net Income	13,588.75
Total Equity	11,218,039.91
TOTAL LIABILITIES & EQUITY	16,066,467.92

11:53 AM

City of Hornell Industrial Development Agency

Profit & Loss

07/20/26

June 2026

Accrual Basis

	Jun 26
Ordinary Income/Expense	
Income	
8040 · Rental Income	300.00
8045 · Lease Income C of C	1,842.00
8050 · Lease Income	77,590.43
Total Income	79,732.43
Gross Profit	79,732.43
Expense	
5010 · Salaries	14,903.84
5018 · Employee Benefit	3,088.75
5026 · IDA Payroll Expenses	1,171.43
6035 · Legal Fees	3,034.00
6070 · Bank Service Charges	49.60
7002 · meeting expense	144.52
7010 · Equipment Rental Copier lease	273.23
7022 · Lease Expense	3,578.34
7050 · Office Support	6,000.00
7090 · Insurance - General	3,070.43
7100 · Insurance - Group Medical	3,048.27
7160 · Repair & Maintenance - Prop	7,304.61
7170 · Repair & Maintenance - Equip	341.12
7180 · Office Supplies	1,208.60
7186 · Fees-Quickbooks	30.24
7190 · Outside Services	8,895.00
7280 · Postage	175.98
7285 · Phone	244.34
7301 · Utilities Expense	2,324.92
Total Expense	58,887.22
Net Ordinary Income	20,845.21
Other Income/Expense	
Other Income	
8020 · Interest Earned - Bank	622.17
Total Other Income	622.17
Other Expense	
9040 · Miscellaneous Expense	1.00
9078 · Int - STREDEC	41.80
Total Other Expense	42.80
Net Other Income	579.37
Net Income	21,424.58

City of Hornell Industrial Development Agency
Profit & Loss Budget Performance
June 2026

	Jun 26	Budget	Jan - Jun 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
3102 · Sales Tax Credit	0.00	0.00	0.00	0.00	0.00
50001 · Alstom Reimbursement	0.00	3,485.04	0.00	20,910.24	41,820.48
8040 · Rental Income	300.00	771.67	1,800.00	4,630.02	9,260.00
8045 · Lease Income C of C	1,842.00	1,872.00	11,052.00	11,232.00	22,464.00
8050 · Lease Income	77,590.43	70,393.78	453,671.04	422,360.94	844,719.34
Total Income	79,732.43	76,522.49	466,523.04	459,133.20	918,263.82
Gross Profit	79,732.43	76,522.49	466,523.04	459,133.20	918,263.82
Expense					
5010 · Salaries	14,903.84	16,260.42	92,874.96	97,562.48	195,125.00
5015 · Retirement - Employers Share	0.00	0.00	0.00	0.00	0.00
5018 · Employee Benefit	3,088.75	2,200.00	18,532.50	13,200.00	26,400.00
5026 · IDA Payroll Expenses	1,171.43	1,299.36	8,349.06	7,796.16	15,592.32
5035 · Consulting Fee	0.00	2,500.00	0.00	20,300.00	25,000.00
5040 · Grant Expense	0.00	0.00	250.00	35,023.09	118,323.09
6030 · Accounting	0.00	0.00	14,027.50	17,500.00	17,500.00
6031 · Quickbooks Software	0.00	0.00	0.00	0.00	831.00
6035 · Legal Fees	3,034.00	0.00	27,698.80	18,500.00	35,000.00
6070 · Bank Service Charges	49.60	22.50	282.30	135.00	270.00
6550 · Dues & Subscriptions	0.00	0.00	1,500.00	3,812.00	3,812.00
66000 · Hourly Payroll Expenses	0.00	0.00	4,000.00	0.00	0.00
7000 · Travel & conferences	0.00	2,000.00	0.00	6,460.00	6,460.00
7002 · meeting expense	144.52	70.08	4,046.32	70.08	656.06
7008 · Education and Training	0.00	0.00	0.00	500.00	500.00
7010 · Equipment Rental Copier lease	273.23		1,260.70		
7015 · Equipment	0.00	0.00	0.00	1,000.00	1,000.00
7022 · Lease Expense	3,578.34	3,710.83	21,131.40	22,264.46	44,529.44
7025 · Web Site Services	0.00	0.00	0.00	0.00	617.76
7050 · Office Support	6,000.00	1,875.00	10,000.00	11,250.00	22,500.00
7090 · Insurance - General	3,070.43	3,436.75	18,524.69	20,620.50	41,241.00
7100 · Insurance - Group Medical	3,048.27	3,259.00	18,522.30	19,554.00	39,108.00
7160 · Repair & Maintenance - Prop	7,304.61	2,000.00	27,574.75	12,000.00	24,000.00
7170 · Repair & Maintenance - Equip	341.12	300.00	2,063.37	900.00	2,500.00
7180 · Office Supplies	1,208.60	180.00	1,481.83	1,325.83	2,950.00
7185 · Office Expense	0.00	0.00	-0.01	0.00	0.00
7186 · Fees-Quickbooks	30.24		1,926.72		
7190 · Outside Services	8,895.00	5,000.00	156,347.65	149,900.00	170,000.00
7280 · Postage	175.98	0.00	351.96	600.00	1,500.00
7285 · Phone	244.34		977.36		
7290 · Real Estate Taxes	0.00	0.00	12,036.51	6,675.00	6,705.00
7300 · Miscellaneous	0.00	0.00	0.00	0.00	5,981.58

City of Hornell Industrial Development Agency
Profit & Loss Budget Performance
June 2026

	Jun 26	Budget	Jan - Jun 26	YTD Budget	Annual Budget
7301 · Utilities Expense	2,324.92	800.00	16,054.66	8,592.25	14,095.00
Total Expense	58,887.22	44,913.94	459,815.33	475,540.85	822,197.25
Net Ordinary Income	20,845.21	31,608.55	6,707.71	-16,407.65	96,066.57
Other Income/Expense					
Other Income					
8020 · Interest Earned - Bank	622.17	3,451.50	7,150.98	20,709.00	41,418.00
Total Other Income	622.17	3,451.50	7,150.98	20,709.00	41,418.00
Other Expense					
9040 · Miscellaneous Expense	1.00	0.00	1.00	0.00	0.00
9078 · Int - STREDEC	41.80	41.80	268.94	268.94	494.24
Total Other Expense	42.80	41.80	269.94	268.94	494.24
Net Other Income	579.37	3,409.70	6,881.04	20,440.06	40,923.76
Net Income	21,424.58	35,018.25	13,588.75	4,032.41	136,990.33