

**TOWNSHIP OF DERRY**  
**INDUSTRIAL & COMMERCIAL DEVELOPMENT AUTHORITY**  
**MEETING MINUTES**  
**NOVEMBER 18, 2021**

**CALL TO ORDER**

Chairwoman Nutt called the November 18, 2021 Regular Meeting of the Industrial & Commercial Development Authority to order at 6:03 p.m. A roll call was completed after the pledge of allegiance. She noted the meetings are recorded.

**THE FOLLOWING WERE IN ATTENDANCE:**

Natalie L. Nutt, Chairwoman (left at 6:30 p.m.)  
E. Christopher Abruzzo, Secretary of  
Todd J. Shaffer

**ALSO PRESENT:**

Christopher Christman, ICDA Manager  
Marie Sirkot, Administrative Assistant  
Jeffrey Engle, ICDA Solicitor  
Julie Echterling, Recorder

**MEMBERS ABSENT:**

Jay Franklin  
Jim Ingalzo

**Public in Attendance**

The following were in attendance: Mr. Lou Verdelli, Ms. Wendy McClintock, Mr. Garrett Gallia, Linda Eyer, Lori Althoff

**APPROVAL OF REGULAR MEETING MINUTES:**

Supervisor Abruzzo made a motion to approve the minutes for the April 15, 2021 regular meeting. Mr. Shaffer seconded the motion. **Motion carried 3-0.**

**VISITOR/PUBLIC COMMENTS:**

There were no public comments.

**BUSINESS TO COME BEFORE THE BOARD:**

**GIANT CENTER UPDATE:**

Mr. Verdelli, RBC, provided an update on the Giant Center. He provided a presentation to the Board on the hotel taxes received for 2021 and the payment dates of the taxes. Below are the hotel tax revenues:

Year	Hotel Taxes Payments
2017	\$4,928,255.70
2018	\$5,071,011.76
2019	\$5,281,891.01
2020	\$2,490,032.15
2021	\$3,394,224.30-(Jan-Oct)

He noted that there was a large payment received this year as the county pursued and received delinquent and back payments from hotels. He stated they are in talks with PNC Bank who is monitoring the situation. The next payment is due this month and is \$2.4 million. He spoke about the goal of the refinancing was to have the hotel tax cover the debt payments. Chairwoman Nutt stated that the Township is not responsible for these debt payments and Mr. Verdelli stated that was correct. He noted that because of the decreased hotel tax, money was taken from the Project Enhancement Fund to cover the debt payments. He stated they are projecting to receive 70-75% of the 2019 hotel tax payments in 2022 and 90% for 2023.

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Supervisor Abruzzo spoke about the PILOT program and reiterated that there was not an agreement that the PILOT payments would not be made until 2024. He would like to hear an update on this since it also affects the School District. Solicitor Engle stated there is no legal requirement that HE&R pay the PILOT payments that were missed in 2020 and 2021. Mr. Verdelli noted the PILOT payment is around \$1 million for the County, Township and School District.

Mr. Garrett Gallia, HE&R, spoke about the impact of COVID and the 2021 year being stronger than 2020. He noted that not all the properties opened to full capacity in May 2021. They have had hiring issues that has required them to limit services to maintain the quality of their services.

Ms. Wendy McClintock, HE&R, provided a spreadsheet to the Board. She went over the escrow spreadsheet in detail showing the beginning and ending balances of the account with the revenues coming in and the debt payments. The projected ending balance after making the November debt payment is \$3,058.44. She noted in November 2020 they transferred in \$551,000 for the Project Enhancement Fund to help pay the debt payment. For 2021, approximately \$673,000 will be transferred to make the debt payments for the year.

She stated they are projecting 70-75% of the 2019 revenues for 2022 which would require a transfer of \$595,000 to make the debt payments. This is based on events and the labor issues facing employers. She noted the Giant Center is estimating the profit for 2021 to be \$379,000. This profit may be needed to cover the debt payments and may need to be used in 2022. She stated in mid-year 2022 they will have a better idea of the revenue to debt payments. Supervisor Abruzzo asked if things improve, could a payment be made to the Township and School District mid-year. He also asked about the economy and how HE&R expects to do. Ms. McClintock stated it depends, as some may stay closer to home for entertainment versus traveling to Florida. She noted it also depends on the labor industry and availability. Mr. Gallia spoke about issues with the service industry versus the warehouse hiring.

Supervisor Abruzzo asked if the School District is going to be provided an update like we received tonight. Mr. Gallia stated they have a call scheduled with them to discuss this update. The Board thanked them for coming and providing the update. Mr. Verdelli stated they could provide an update in the Spring to the Board.

**PUBLIC COMMENTS:**

There were no public comments offered.

**ADJOURNMENT:**

Mr. Shaeffer made a motion to adjourn the meeting at 7:06 p.m. Supervisor Abruzzo seconded the motion.  
**Motion carried 2-0.**

**SUBMITTED BY:**

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Christopher Christman, Manager  
Assistant Secretary/Treasurer