

RESOLUTION

At a regular meeting of the Onondaga County Industrial Development Agency (the "Agency") convened in public session on March 17, 2020, at 8:00 a.m. at 333 W. Washington Street, Syracuse, New York, the following members were:

PRESENT: Patrick Hogan
Janice Herzog
Steve Morgan
Susan Stanczyk
Victor Ianno
Kevin Ryan
Fanny Villarreal

ABSENT:

ALSO PRESENT: Robert M. Petrovich, Executive Director
Jeffrey W. Davis, Esq., Agency Counsel
Amanda M. Mirabito, Esq., Agency Counsel

The following resolution was offered by Kevin Ryan, seconded by Victor Ianno, to wit:

RESOLUTION AUTHORIZING THE EXECUTION OF A CONSULTING SERVICES AGREEMENT.

WHEREAS, Onondaga County Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act"), Chapter 435 of the Laws of 1970 of the State of New York and Chapter 676 of the Laws of 1975 of the State of New York, as amended (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of manufacturing, warehousing, research, commercial and industrial facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to acquire, construct, reconstruct and install "projects" (as defined in the Act) or to cause said projects to be acquired, constructed, reconstructed and installed, and to convey said projects or to lease said projects with the obligation to purchase; and

WHEREAS, the Agency desires to retain the services of a company that will advise and assist the Agency in providing consulting services to both current and future project operators in Onondaga County such services to include, but not limited to, providing guidance and counseling

to companies looking to expand international sales, connecting companies with mentors and resources, collecting, organizing and providing information regarding international trade, financing and marketing to support international business and developing capabilities through educational events and programs (collectively, the “Consulting Services”); and

WHEREAS, in 2012, Central New York International Business Alliance, Inc., (“CNYIBA”) was designated as the lead agency in providing export assistance and guidance to companies in the Central New York region and thus is the one vendor with substantial prior experience relative to the Consulting Services able to provide such services to CNYIBA; and

WHEREAS, the procurement of the Consulting Services of CNYIBA is authorized and permitted under Section II(C) of CNYIBA’s Procurement Policy; and

WHEREAS, Nate Stevens, the Agency’s economic development specialist and Robert Petrovich, the Agency’s executive director, have reviewed the terms of engagement proposed by CNYIBA and documented in a proposed consulting services agreement (the “Agreement”) and find the Agreement to be fair and satisfactory for the Agency.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:

Section 1. The form and substance of the Agreement in substantially the form presented at this meeting and with such changes, insertions and omissions therein as may be approved by the Executive Director with the advice of Agency Counsel is hereby approved.

Section 2. The Executive Director is hereby authorized, on behalf of the Agency, to execute and deliver the Agreement in substantially the form thereof presented at this meeting.

Section 3. The Chairman, Vice Chairman and/or Executive Director of the Agency are hereby authorized and directed to distribute copies of this Resolution and to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this Resolution.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

	<u>AYE</u>	<u>NAY</u>	<u>ABSENT</u>
Patrick Hogan	X		
Janice Herzog	X		
Victor Ianno	X		
Steve Morgan	X		
Susan Stanczyk	X		
Kevin Ryan	X		
Fanny Villarreal	X		

The Resolution was thereupon declared duly adopted.

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

I, the undersigned Secretary of the Onondaga County Industrial Development Agency, DO HEREBY CERTIFY that I have compared the foregoing extract of the minutes of the meeting of the members of the Agency, including the Resolution contained therein, held on March 17, 2020, with the original thereof on file in my office, and that the same is a true and correct copy of such proceedings of the Agency and of such Resolution set forth therein and of the whole of said original so far as the same relates to the subject matter therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting, (B) said meeting was in all respects duly held, (C) pursuant to Article 7 of the Public Officers Law (the "Open Meetings Law"), said meeting was open to the general public and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law, and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed, or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand this 14th day of March, 2020.

(SEAL)



Nancy Lowery, Secretary