

Onondaga County Industrial Development Agency
Regular Meeting Minutes
January 14, 2020

A regular meeting of the Onondaga County Industrial Development Agency was held on Tuesday, January 14, 2020 at 333 West Washington Street, Syracuse, New York in the large conference room on the first floor.

Patrick Hogan called the meeting to order at 8:11 am with the following:

PRESENT:

Patrick Hogan
Janice Herzog
Steve Morgan
Kevin Ryan
Susan Stanczyk

ABSENT:

Victor Ianno
Fanny Villarreal

ALSO PRESENT:

Robert Petrovich, Executive Director
Nancy Lowery, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Carolyn Evans-Dean, Economic Development
Tony Rivizzigno, Barclay Damon Law Firm
Amanda Mirabito, Barclay Damon Law Firm
Drew Saur, G & C Foods

APPROVAL OF REGULAR MEETING MINUTES – DECEMBER 10, 2019

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved the regular meeting minutes of December 10, 2019. Motion was carried.

TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month of December 2019.

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board approved the Treasurer's Report for the month of December 2019. Motion was carried.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #439.

Upon a motion by Steve Morgan, seconded by Janice Herzog, the OCIDA Board approved the Payment of Bills Schedule #439 for \$32,122.65 and PILOT payments to Town of Clay for \$7,056.00, Town of Lysander for \$690.00, Baldwinsville Central School District for \$7,742.00, Liverpool Central School District for \$71,862.00, Onondaga County for \$15,804.00 and Town of Geddes for \$251.97. Motion was carried.

CONFLICT OF INTEREST DISCLOSURE

The Conflict of Interest Statement was circulated and there were no conflicts reported.

ABUNDANT SOLAR POWER (SK1) LLC

Nate Stevens stated that this is an administrative amendment to the prior application induced last month. He stated that a second public hearing was held; there was one positive comment and the minutes were distributed to the Board.

Susan Stanczyk asked for clarification on the \$76,000. Nate Stevens stated that \$76,000 was approved by the Board and the application submitted was approximately \$117,000 so a public hearing was held that explained this and authorized the \$117,000.

Susan Stanczyk asked if it is a total of \$117,000 and not \$76,000 plus \$117,000. Nate Stevens stated that it is a total of \$117,000.

Susan Stanczyk stated that it is not clear and wished in the backup it indicated that it was revised. She stated that the first one says approved for \$76,000 and the second one states approved for \$117,000 so it should be indicated that it is revised. Nate Stevens agreed.

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved a resolution authorizing an increase to the sales tax abatement for the Abundant Solar Power (SK1) LLC Project. Motion was carried.

G & C FOODS

Drew Saur stated that in late 2018 G & C Foods submitted an EPP application for training of their employees in their new Enterprise Resource Planning System which they are currently installing to support the new facility in Van Buren. He stated that they have added a number of employees and have almost doubled the size of their facility in the last couple of years. He stated that in order to support the effective use of the facility they have engaged with National Cash Register (NCR) in a multi-year program to replace their current 30 year old operating software. He stated they are in the process of training employees in the new system so they can ship and receive at the same time and manage the yard. He stated that the current system has to be replaced.

Robert Petrovich stated that OCIDA is voting to support this application and the resolution enables OCIDA to support the application administratively.

Patrick Hogan asked how many employees will be trained. Drew Saur stated that at least 250 employees if not all 425 depending on the piece of software. He stated that the core 250 to 300 employees will be trained in the accounting area, yard management, dock management, selection receiving and throughout the organization. He stated that the people with the least amount of training will be the approximately 100 drivers.

Robert Petrovich asked what the total budget for the training is. Steve Morgan stated that the application says \$176,280.

Robert Petrovich stated that OCIDA is offering support in the amount of \$12,500.

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board passed a resolution approving the Employee Production Program application for G & C Foods. Motion was carried.

APPOINTMENTS

Robert Petrovich stated that Nancy Lowery has joined the Economic Development staff and has been here a short time but has already made a visible impact on our work product. He stated that she jumped in and is very engaged. He stated that he enthusiastically supports the Board's appointment of Nancy Lowery as Secretary and Public Hearing Officer.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved a resolution appointing Nancy Lowery as Secretary and Public Hearing Officer. Motion was carried.

ISSUE GOVERNMENT SERVICES RFP

Robert Petrovich stated that this matter was discussed previously and the firms selected would be available to the IDA should we need assistance with making connections in moving IDA issues forward and understanding regulations. He stated that an RFP has been drafted and reviewed by Counsel and we are in a position now with the Board's approval to release the RFP to receive proposals from qualified providers.

Steve Morgan asked if this would be a vendor list. Robert Petrovich stated yes and there would be several firms. He stated that there would be a list of firms such that if we needed to figure out, for example, who to talk to in Albany for an air permit on a project, the right vendor may be able to help us to identify the key individual in that office so we can make contact or connect applicants. He stated that the projects have gotten bigger and more sophisticated over the past 18 months and it makes sense to have a stable of resources available to us.

Steve Morgan asked if this will be performed internally by the staff. Robert Petrovich stated that an RFP will be issued and we will receive proposals. He stated that staff will review the proposals and present that information to the Board to make a decision.

Kevin Ryan asked if there are local companies that can do this type of work. Robert Petrovich stated that there may be.

Kevin Ryan asked if what we are asking these people to do is different from what our attorneys do. He stated permits were mentioned and asked if our attorneys deal with permits. Robert Petrovich stated that in certain instances he thinks it is beyond the scope of counsel. He stated that he knows some law firms have these skill sets available to them and we are not precluding anyone, but it makes sense to move forward in this direction.

Kevin Ryan asked if we are talking about government relation consultants. Robert Petrovich stated that we are talking about the ability to figure out the quickest path between point A and point B. He stated that sometimes we know it and sometimes we don't so we are hoping people can direct us on how to proceed and provide a contact to get the answer that we need.

Janice Herzog asked if the consultant would be used on an as needed basis. Robert Petrovich stated yes.

Janice Herzog stated that maybe each firm could list their strengths and determine according to the project which firm to use. Robert Petrovich stated yes.

Susan Stanczyk asked if staff would make that determination. Robert Petrovich stated yes and staff would keep the Board fully informed.

Patrick Hogan stated that there would be a roster of firms that would have expertise in certain areas. Robert Petrovich agreed.

Upon a motion by Kevin Ryan, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing the issuance of request for proposals for governmental services. Motion was carried.

INTER-MUNICIPAL AGREEMENT

Robert Petrovich stated that we are in the process of working on readying the Clay Business Park for development and as part of that we have incurred expenses with engineering firms and others. He stated that there is a mechanism to recoup some of those costs back from the County and this agreement would be the necessary tool in order to do that. He stated it has been reviewed

internally by the Agency's counsel and by the County Law Department. He stated that the funds already exist through a resolution passed in 2012.

Steve Morgan asked if this is for things like traffic studies. Robert Petrovich stated SEQR, traffic, electromagnetic, vibration; all the things needed to bring the site online. He stated that the costs have been accumulating over time and now it seems appropriate for the County to reimburse the IDA for these expenditures.

Susan Stanczyk stated that when the resolution was passed the County's intention was always to make sure these costs were covered and the money was set aside for the development of this site. She stated that the resolution was approved several years ago specific to the White Pine site.

Kevin Ryan stated that anything to make that site development-ready and move it forward would be great. Robert Petrovich stated that staff is working hard toward that outcome.

Upon a motion by Kevin Ryan, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing a contract between OCIDA and Onondaga County for payment of services rendered. Motion was carried.

Upon a motion by Susan Stanczyk, seconded by Kevin Ryan, the OCIDA Board adjourned the meeting at 8:28 am. Motion was carried.


Nancy Lowery, Secretary