

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
January 14, 2021

The Regular meeting of the Onondaga Civic Development Corporation convened on Thursday, January 14, 2021 via Zoom Teleconference.

Michael LaFlair called the meeting to order at 8:42 am with the following:

PRESENT:

Michael LaFlair
Alison Miller
Mitch Latimer
Kevin Kuehner
Gerald Albrigo

ABSENT:

Kimberly Townsend

ALSO PRESENT:

Robert M. Petrovich, President/CEO
Carolyn Evans-Dean, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Christopher Andreucci, Harris Beach PLLC
Jeremy Garelick, American High
Robert Germain, Germain & Germain Law Firm

APPROVAL OF REGULAR MEETING MINUTES DECEMBER 20, 2020

Upon a motion by Alison Miller, seconded by Mitch Latimer, the OCDC Board approved the regular meeting minutes of December 20, 2020. Motion was carried unanimously.

TREASURER'S REPORT

Nate Stevens gave brief review of the Treasurer's Report for the month ending December 2020.

Upon a motion by Gerald Albrigo, seconded by Mitch Latimer, the OCDC Board approved the Treasurer's Report for the month of December 2020. Motion was carried unanimously.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills, Schedule #93.

Upon a motion by Alison Miller, seconded by Mitch Latimer, the OCDC Board approved the Payment of Bills scheduled #93 with General Expenses being \$10,847.47. Motion was carried unanimously.

CONFLICT OF INTEREST

Carolyn Evans-Dean did a roll call asking Board members to recognize any conflicts.

Alison Miller – No conflicts

Kevin Kuehner – No Conflicts

Mike LaFlair – No Conflicts

Mitch Latimer – No conflicts

Gerald Albrigo – No conflicts

Application for Funding – Academy at Syracuse Studios, Inc.

Robert Petrovich stated before the Board this morning is Jeremy Garelick from American High and also his attorney Robert Germain. He stated they are here today to update the Board on a project done two years ago and there is also a new application before the Board.

Robert Germain stated the Academy at Syracuse Studios was before the Board in 2018 looking for help to buy grip trucks/movie trucks. He stated OCDC authorized a grant for \$33,000 to help buy the grip trucks. He stated they were bought and have been incredibly helpful. He stated as time has gone by Mr. Garelick has made several movies in Syracuse. He stated the grip trucks are located here in Syracuse. He stated Mr. Garelick bought a large old school in the Village of Liverpool several years ago, they have been doing renovations on it and have been making movies there ever since. He stated there are some issues they are facing while renovating some of the building and trying to build some initiatives. He stated they are looking for additional funding to

help make improvements to the building to help facilitate more movie making. He stated they are up to 8 movies made here with an enormous economic impact.

Jeremy Garelick stated they sourced the trucks and they had a big value. He stated they bought 2 more trucks. (Mr. Garelick screen shared a power point).

Robert Petrovich asked for a brief summary of sources and uses for the grip trucks and the \$33,000 so it is on file. Robert Germain stated he has provided the invoices and the receipts.

Jeremy Garelick stated when COVID shut them down they set a goal to make 10,000 face shields and ended up making over 25,000. He stated they were delivered to police officers and hospitals in Onondaga County. He stated since they started they have trained over 100 students through their academy and 32 joined the union. He stated as of April 2019 in a union capacity they have employed 210 New York employees, 173 upstate residents and 139 CNY residents. He stated they have made 9 films which is amazing considering the pandemic. He stated they need to build better infrastructure and this would very much help them in their first stage. He stated they want to continue to build the ecosystem they have been building. He stated their spend so far is \$15,700,000 and broken down is \$8,800,000 local vendors, \$5,600,000 local crew wages, 657 local crew hires, \$1,500,000 in housing and hotels, \$250,000 of nights stayed and that doesn't take into consideration money spent at bars, grocery stores, gas etc. He stated in 2018 they spent \$2,500,000 on resident labor which would translate to 42 full time employees at \$60,000 per year and if you take the average Syracuse per capita income at \$21,000 that would be the equivalent of 120 full time jobs. He stated in 2019 the company provided 167 full time jobs and that is 40% growth which is a trajectory they want to continue. He stated the impacts of their movies continue to grow. He stated the productions are outpacing the infrastructure and the goal is to not only help them build an infrastructure but to help them continue to take off and amplify. He stated they are dealing with a lot of issues with local codes including sprinkler systems, planning board things, engineering costs, plumbing, electrical roofing etc and the money would be put towards correcting these codes issues.

Robert Petrovich stated the application states the project budget is \$350,000 but it is \$250,000. He stated it was a typo. Robert Germain agreed.

Jeremy Garelick stated Entertainment Weekly published an article about Plan B which is their next movie to come out and talks about Syracuse, the mask program, how nice people were and how safe they were. He stated it's an opportunity for them to continue making movies here and build on what they wanted to do from the get go. He stated they are at a place where they need some help. He stated help us help you is what he is hoping for. He thanked the Board for their time.

Robert Petrovich stated the ask is for \$250,000 and would initially be put forward as a zero interest loan over a 2 year period. He stated Mr. Garelick and his company have agreed to complete 2 movies or TV shows as a condition of this loan and should that happen within the time frame it is proposed that the loan would convert to a grant. He stated the money would be advanced in two \$125,000 tranches and he would be working with Mr. Garelick, his counsel and Chris Andreucci. He stated this would come back to the Board for a final approval next month locking the down the terms, conditions and security against the funds that would be required.

Chris Andreucci stated assuming the Board approves the preliminary approval today, some due diligence would need to be done along with title work and some other matters to properly secure what might become a loan. He stated if it is a loan and stays a loan, then we are going to have that secured in some way shape or form but if it turns into a grant then the security goes away. He stated he will work with Mr. Germain to get through those things and then come back before the Board next with more thorough terms and conditions.

Mitch Latimer stated he lives in Liverpool and he really appreciates the PPE they worked on and he hears a lot of comments from people being proud it was done there. Jeremy Garelick stated they love being in Liverpool and hope to stay there. He stated this would help them do that and get them up to speed.

Mike LaFlair stated there has been a lot of good press on the work in relation to movies but a little self-promotion with the PPE stuff they are doing would be great because this is the first he has heard of it. He stated he knows sometimes it is hard to self-publicize the good work they are doing but it would be nice for the community to know. He asked if the money they are seeking to do the code work needs to be done relatively soon. Jeremy Garelick stated yes and the Village has given them a little bit of a temporary leash. He stated they are allowing them to be a school and continue to do what they are doing under their academy but they are not zoned for a soundstage until they

meet the code requirements. He stated the goal for them would be to put the money towards becoming an official soundstage.

Gerald Albrigo stated the economic impact is unbelievable. He stated the production of two movies gives us added security in that if it does continue to become a loan there is the ability to pay that back. Jeremy Garelick stated it makes sense from the Board's side and understands why that is helpful. He stated he believes they are at a massive tipping point because they were a startup 3 years ago and faced a tremendous amount of a challenges and to now getting the first ever multi picture deal to make original films with Hulu. He stated the pandemic hit, theaters shut down and everyone is coming to him now to run their movies through him. He stated they just need a little support to help build that infrastructure. He stated obviously COVID is a problem here but they made two movies during the pandemic. He stated their protocol has been quoted by the directors and actors as being safer than NBC and Universal. He stated they are ready to step on the gas. He thanked the Board for being partners and supporting them.

Mike LaFlair asked what the Board needs to do to finalize. Robert Petrovich stated he thinks a preliminary conditional approval can be provided upon what has been submitted thus far. He stated he will work with Mr. Garelick and his team to put together the appropriate paperwork then come back to the Board next month assuming everything has been produced and papered over as appropriate, present it to the Board and at that point provide a final approval to be in a position to move forward with disbursing funding.

Upon a motion by Mitch Latimer, seconded by Kevin Kuehner, the OCDC Board approved a resolution to fund the fire suppression and building code improvements to support the construction of a new sound stage at this Liverpool facility. Motion was carried unanimously.

UPDATE ON OCDC COVID-19 GRANT ACTIVITIES.

Carolyn Evans Dean stated OCDC has been accepting applications for outdoor dining grants. She stated unfortunately we are not seeing a big demand for that. She stated there are some applications that are still in the pipeline that she expects to have processed next week. She stated cold weather and outdoor dining might not be as popular in Central New York as it is in other places. She stated

this program supports the purchase of tents and heaters. She stated she has run into a couple of situations where some of the applicants or potential applicants are interested in something sturdier due to wind issues and things like that in their specific locale. She asked if that is something the Board would entertain in the future. She stated she would put it on next month's agenda if it is something the Board would like to consider.

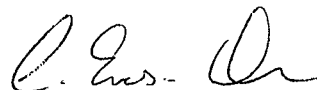
Mike LaFlair stated he is in favor with anything OCDC can do to help out. He stated he knows it has been difficult and after getting through March maybe people would be more apt to eat outside. He stated anything we can do to help businesses make it happen he would be welcome to help.

Robert Petrovich stated he would like to go over what we have and at the next meeting make a presentation to the Board on who is asking for what in that regard then see if that is something the Board wants to advance.

Carolyn Evans-Dean stated there have been no changes since last update provided to the Board. She stated there are only the 3. She stated \$57,750 has been put out for the Bridge Loan and \$11,365.07 for outdoor dining grants.

Robert Petrovich stated staff will put together a summary for the Board for the next meeting and any new proposals can be considered. He stated if the deal with Mr. Garelick is put together that is a substantial amount of money going out the door. He stated staff will provide the information necessary such that there is a clear picture of where we are at, what obligations would be put forward and see how we can help.

Upon a motion by Mitch Latimer, seconded by Kevin Kuehner, the OCDC Board adjourned the meeting at 9:12 am. Motion was carried unanimously.



Carolyn Evans-Dean, Secretary