

Onondaga County Industrial Development Agency  
Regular Meeting Minutes  
January 18, 2024

A regular meeting of the Onondaga County Industrial Development Agency was held on Thursday, January 18, 2024, 335 Montgomery Street, Floor 2M, Syracuse, New York.

Patrick Hogan called the meeting to order at 8:36 am with the following:

PRESENT:

Patrick Hogan  
Janice Herzog  
Susan Stanczyk  
Kevin Ryan  
Fanny Villarreal  
Cydney Johnson  
Elizabeth Dreyfuss

ABSENT:

ALSO PRESENT:

Robert M. Petrovich, Executive Director  
Svetlana Dyer, Secretary  
Nate Stevens, Treasurer  
Karen Doster, Recording Secretary  
Alexis Rodriguez, Assistant Treasurer  
Len Rauch, Economic Development  
Jeff Davis, Barclay Damon Law Firm  
Amanda Fitzgerald, Barclay Damon Law Firm  
Nancy Lowery, County Executive Office  
Vince Raymond, VIP Structures  
Dan Ingersal, Bluefors Cryocooler  
Dan Romeo, County Legislature

APPROVAL OF REGULAR MEETING MINUTES – DECEMBER 14, 2023

Upon a motion by Janice Herzog, seconded by Fanny Villarreal, the OCIDA Board approved the regular meeting minutes of December 14, 2023. Motion was carried.

TREASURER’S REPORT

Alexis Rodriguez gave a brief review of the Treasurer’s Report for the month of December 2023.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved the Treasurer’s Report for the month of December 2023. Motion was carried.

## PAYMENT OF BILLS

Alexis Rodriguez gave a brief review of the Payment of Bills Schedule #489.

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved the Payment of Bills Schedule #489 for \$776,085.36 with PILOT payments to Onondaga County for \$7,108.37, City of Syracuse for \$6,284.28, Syracuse City School District for \$10,353.68, Onondaga County for \$62,531.00, Town of Cicero for \$348.00, Town of Clay for \$10,218.00, town of DeWitt for \$20,143.00, Town of Lysander for \$6,564.00, Town of Lafayette for \$3,422.00, Baldwinsville Central School District for \$72,974.00, East Syracuse Minoa Central School District for \$104,908.00, Lafayette Central School District for \$11,840.00, Liverpool Central School District for \$104,507.00 and North Syracuse Central School District for \$1,842.00. Motion was carried.

## CONFLICT OF INTEREST DISCLOSURE

The Conflict of Interest was circulated. Janice Herzog recused from Treyjay Loso, LLC. There were no other conflicts.

## TREYJAY LOSO, LLC (3101-21-06A) - MODIFICATION MEETING

Robert Petrovich stated this request is an extension of time, not an increase in benefits. He stated due to scheduling issues and weather they have asked for additional time to extend their benefits to the end of this year to finish up project improvements and exterior landscaping they can't get to until the weather breaks. He stated his recommendation is to grant the extension.

Upon a motion by Susan Stanczyk, seconded by Elizabeth Dreyfuss, the OCIDA Board approved a resolution authorizing an extension to the Sales and Use tax Exemption for Treyjay Loso, LLC. Janice Herzog recused from voting. Motion was carried.

BLUEFORS CRYOCOOLER TECHNOLOGIES INC. (FORMERLY CRYOMECH, INC)  
(3101-22-08A) MODIFICATION MEETING

Vince Raymond stated Bluefors has not closed and they don't own the property yet. He stated there has been complications with the ownership. He stated they were supposed to close on the property in the fall and it did not happen and now the subdivisions have been delayed so it still hasn't happened. He stated they have been pushing the temporary sales tax exemption forward until they can actually close on the property. He stated he thinks the last step in the subdivision is happening this month and then hopefully the closing happens next month so they are asking for an extension through March. He stated they did a sales tax exemption projection through the completion of the project and they are halfway through so he thinks their sales tax exemption projections are accurate now. He stated things are more expensive than they had originally anticipated which means there is more sales tax. He stated they are requesting an increase in the sales tax exemption for the next six months.

Robert Petrovich stated he would encourage the Board to approve the increase in benefit and the extension of time. He stated it is a good project and a good company and thinks the Board should be supportive.

Amanda Fitzgerald stated the increase in financial assistance is under \$100,000, which is the threshold for needing to hold a public hearing.

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved a resolution authorizing an increase to the sales and use tax exemption and extension of time regarding the end date of the sales and use tax exemption for Bluefors Cryocooler Technologies Inc. Motion was carried.

ISSUE GOVERNMENTAL SERVICES RFP

Robert Petrovich stated staff is going to be issuing a government services consulting RFP. He stated the term of the existing contract is expiring. He stated in the past Park Strategies has been used for this work and it is time to go out and solicit proposals for a scope of work and pricing that could support the mission of the IDA. He stated staff will review the proposals and vet them then make the recommendation to the Board for an award.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing the issuance of a Request for Proposal for Government Services. Motion was carried.

#### ISSUE AUDIT SERVICES RFP

Robert Petrovich stated the Board just extended audit services for a term, the contract is up and an RFP needs to be issued for audit services to carry out the reporting requirements of the IDA. He stated the RFP will be issued, the RFP's submitted will be evaluated, a screening will be conducted and a recommendation will be made to the Board for approval.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing the issuance of a Request for Proposal for Audit Services. Motion was carried.

#### ISSUE LEGAL SERVICES RFP

Robert Petrovich stated consistent with past practice, the term of the contract is up and staff will be soliciting proposals for legal services on behalf of the Agency. He stated an RFP will be issued, staff will receive the proposals, evaluate them and make a recommendation to Board.

Upon a motion by Fanny Villarreal, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing the issuance of a Request for Proposal for Government Services. Motion was carried.

#### ISSUE BANKING AND FINANCIAL SERVICES RFP

Robert Petrovich stated we have had a banking relationship with M&T Bank for a number of years now. He stated staff believes it is time to go out to the marketplace and solicit proposals for a new banking relationship or if the existing banking relationship can be enhanced. He stated he believes it is our responsibility to see what is out there in the market place and try to achieve the greatest ROI. He stated staff will be soliciting RFPs for that service.

Patrick Hogan stated it is important and incumbent upon the Board to look at everything.

Susan Stanczyk asked how long the term is. Robert Petrovich stated there is not a term. He stated we want to make sure the Agency is getting the best interest rate we can and making sure we have the lowest fees possible. He stated we will be getting pricing information from different banks for things like credit cards, deposits, banking fees and remote deposit.

Susan Stanczyk asked if this is a determination by staff that we are at a point where it is time to look into something else and not just a 3 year commitment or something like that. Robert Petrovich agreed.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing the issuance of a Request for Proposal for banking and financial services. Motion was carried.

#### EXECUTIVE SESSION

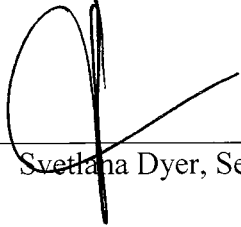
Jeff Davis asked for a motion to go into Executive Session for the purpose of discussing proposed litigation.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board went into Executive Session at 8:53. Motion was carried.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board adjourned Executive Session at 9:03 am. Motion was carried.

#### ADJOURN

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board adjourned the meeting at 9:03 am. Motion was carried.

  
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Svetlana Dyer, Secretary