

Onondaga County Industrial Development Agency
Regular Meeting Minutes
October 9, 2018

A regular meeting of the Onondaga County Industrial Development Agency was held on Tuesday, October 9, 2018 at the 333 West Washington Street, Syracuse, New York in the large conference room on the first floor.

Patrick Hogan called the meeting to order at 8:09 am with the following:

PRESENT:

Patrick Hogan
Steve Morgan
Kevin Ryan
Susan Stanczyk
Janice Herzog
Fanny Villarreal

ABSENT:

Victor Ianno

ALSO PRESENT:

Julie Cerio, OCIDA, Executive Director
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Genevieve Suits, Office of Economic Development
Tony Rivizzigno, Barclay Damon
Amanda Mirabito, Barclay Damon Law Firm
Sarah Stephens, Old Thompson Road, LLC (Feldmeier)
Thomas Czyz, Armoured One, LLC
Jim Gosier, Ultra Dairy, LLC
Dan Wood, Byrne Dairy
Charlie Wallace, VIP Structures
Jane Amico, VIP True North LLC
Cynthia Fowler, VIP True North LLC
Michael Fowler, VIP True North LLC
Ken Bush, Onondaga County Legislature
Lauryn LaBorde, SCSD
Rick Moriarty, Post Standard

APPROVAL OF REGULAR MEETING MINUTES – SEPTEMBER 11, 2018

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board approved the regular meeting minutes of September 11, 2018. Motion was carried.

TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month of September 2018.

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board approved the Treasurer's Report for the month of September 2018. Motion was carried.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #423.

Upon a motion by Steve Morgan, seconded by Sue Stanczyk, the OCIDA Board approved the Payment of Bills Schedule #423 for \$18,821.31. Motion was carried.

CONFLICT OF INTEREST DISCLOSURE

The Conflict of Interest statement was circulated and there were no comments.

OLD THOMPSON ROAD, LLC (FELDMEIER)

Sarah Stevens stated Feldmeier is about 40-50% moved into the facility and they started manufacturing. She stated with one of the processes they are manufacturing with there is more dust than they would like even though they had control measures in place. She stated they would like to buy new industrial curtains through a local vendor to have installed to help contain some of the dust into the specific area. She stated they propose to have an extension of their sales and use exemption as well as the increase of roughly \$43,000.

(Kevin Ryan and Fanny Villarreal arrived at meeting.)

Sarah Stevens stated OCIDA was instrumental in helping Feldmeier as an employer because they are now interviewing about 28 candidates they connected with through the OCC apprenticeship program Department of Labor. She stated they are sponsoring specialty metal finishing and one

in welding to help increase their employee count. She stated as of last Friday's payroll they have 28 full time employees which is one higher than they estimated and hoping to hire another 15.

Julie Cerio stated Quante Wright who works in the Office of Economic Development has been instrumental. She stated we have been told OCC will set up specialty classes should an employer need it so this was a collaboration between the County, Quante Wright and Feldmeier to create a class for specifically what they needed.

Patrick Hogan congratulated Feldmeier on being aggressive.

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved a resolution authorizing a time extension of previously authorized sales tax abatement. Steve Morgan abstained. Motion was carried.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing an increase in sales tax abatement. Steve Morgan abstained. Motion was carried.

G&C FOODS DISTRIBUTORS – SALES TAX ABATEMENT, MORTGAGE RECORDING TAX ABATEMENT, PILOT AGREEMENT)

Patrick Hogan asked if there were any comments at the public hearing. Nate Stevens stated no.

Patrick Hogan stated they made a change in the number of people they are employing and it has really struck him on how this company has grown. Nate Stevens stated the revised number is in the Board packet. He stated it was a misunderstanding to what the project site is technically called. Julie Cerio stated all the job numbers are correct. Nate Stevens stated everything has been updated and they still meet the 10:1 cost benefit analysis.

Patrick Hogan stated they are at 400 employees now and will be over 550 down the road. Nate Stevens stated they are at 320 right now and adding 59 employees. Julie Cerio stated they think they are going to hit that mark and continue to grow. She stated they can't keep up with the demand.

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board approved a resolution authorizing adoption of the SEQR determination, authorize mortgage recording tax abatement, authorize sales tax abatement and authorize a PILOT Agreement for G & C Foods Distributors. Motion was carried.

ARMOURED ONE LLC – SALES TAX ABATEMENT, MORTGAGE RECORDING TAX ABATEMENT PILOT AGREEMENT)

Nate Stevens stated a public hearing was held and there were no comments.

Upon a motion by Janice Herzog, seconded by Kevin Ryan, the OCIDA Board approved a resolution entering into a straight lease agreement for the Armoured One LLC project consisting of a renovation to their existing facility located in the City of Syracuse and Town of Dewitt. Motion was carried.

ULTRA DAIRY, LLC – SALES TAX ABATEMENT, PILOT AGREEMENT

Jim Gossier stated the Ultra Dairy proposal is that they will be adding 40,000 square feet of manufacturing and processing space to the East Syracuse facility. He stated it is Phase 1 of a 2 phase project. He stated they are stretching their manufacturing capacity that sets the stage for Phase 2 which they anticipate will be an addition of 80,000 square feet. He stated they anticipate doubling the size of the Ultra Dairy facility.

Steve Morgan asked what is driving the growth. Jim Gossier stated the plant in East Syracuse is their extended shelf life plant meaning the milk is pasteurized using a different process so it has a longer shelf life.

Patrick Hogan asked if this is an international market. Jim Gossier stated coast to coast and they are in 39 states and have been in as many as 42. He stated they ship well over 90% of the product out of New York State. He stated there is some limited ESL capacity in the northeast so they are taking advantage of it.

Steve Morgan asked what is driving the growth. Jim Gossier stated the desire for extended shelf life for dairy products. He stated they also make a variety of non-dairy products. He stated they are contemplating getting into the plant based beverage as well.

Kevin Ryan asked what is plant based. Jim Gossier stated almond milk.

Upon a motion by Kevin Ryan, seconded by Janice Herzog, the OCIDA Board approved a resolution describing the proposed Ultra Dairy, LLC project and the financial assistance the Agency may provide and authorizing a public hearing for the project. Motion was carried.

VIP TRUE NORTH LLC

Charlie Wallace stated they are asking for financial assistance in the form of a PILOT and mortgage and sales tax exemption. He stated the project is a 15,000 square foot single story facility on about 5 acres of land to provide part time and full time child care in the Town of Clay. He stated there is a tremendous demand for child care services in the northern part of the school district and this will help solve that problem. He stated in addition to full and part time child care services, they are working with the Liverpool School District hoping to get a contract with them to provide universal Pre-K services for the school district. He stated they are about 100 slots unfilled and they would like to take care of that. He stated in addition to providing a very good community service they will be hiring the equivalent of 32 new jobs at this facility. He stated in the packet there was a letter from Richard Chapman who is the director of K-8 education with the Liverpool School District supporting the project.

Susan Stanczyk asked where it is located. Charlie Wallace stated it is located on the corner of Waterhouse and Morgan in the Town of Clay.

Charlie Wallace stated in the board packet is the prospective of the building and the floor plan. He stated they will be providing services for infants, toddlers to school age.

Patrick Hogan asked if an additional 100 kids that need Pre-K in this district. Charlie Wallace stated this facility will be licensed to service 146 students and part of that about 60 of the students participating will from the Liverpool School District.

Patrick Hogan stated we do things for business and commerce but we need to be cognizant of the workforce needs and this is one of the prime needs especially in the northern suburbs. Charlie Wallace stated in that area there are about 6,000 children that need daycare services and right now in that area there are 3 providers. He stated the providers right now have capacity of 150, 65 and 95 students. He stated there is a still a tremendous demand for people that live in that area and work in Onondaga County.

Janice Herzog stated the project summary says 29.5 jobs and 32 was mentioned. She asked if that is a change from what is in the project summary. Nate Stevens stated it is FTE versus a number of bodies.

Kevin Ryan asked if they are mostly part time jobs. Cynthia Fowler stated the scheduling would be done according to availability of the employee. She stated that is why there is part time and full time. She stated their hours of operation are 6:30 am until 6:00 pm.

Charlie Wallace stated VIP True North LLC will be owning the facility and leasing it to CMF True North Inc, the operators of the facility.

Upon a motion by Kevin Ryan, seconded by Steve Morgan, the OCIDA Board approved a resolution describing the proposed VIP True North LLC project and the financial assistance the Agency may provide and authorizing a public hearing of the project. Motion was carried.

REVIEW AND APPROVE 2019 AGENCY BUDGET

Nate Stevens stated the Finance Committee just approved the 2019 Agency budget and they also looked at it back in June. He stated it is very similar to last year and any changes were mainly because of the prior year actuals.

Susan Stanczyk asked if the marketing is because of the real estate. Nate Stevens stated yes and he can get her a breakdown.

Susan Stanczyk stated there is a slight bump in the rent. Nate Stevens stated it is matching up to what the contract is.

Susan Stanczyk asked how many years left on the contract. Nate Stevens stated 3 years.

Kevin Ryan stated the \$30,000 is for marketing related to the real estate person just hired. He asked if we are contemplating paying \$30,000 for that. Nate Stevens stated it is many marketing initiatives the office does but after this meeting he will show him the expenses and actuals for 2017 and 2018.

Kevin Ryan stated we are looking at a jump or about \$19,000 attributed to the real estate. Nate Stevens stated keep in mind that 2018 year to date is \$6,300 so we don't spend it if we don't have a reason to spend it. He stated if the Board would like to adjust it down to \$20,000 that is fine.

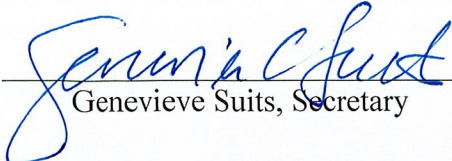
Julie Cerio stated we are going to be coming online with Roth Steel so we anticipate using more marketing money.

Steve Morgan asked Other Operating Revenue is budgeted for \$100,000 and the actual has been \$15,000. He asked why it is so high. Nate Stevens stated sometimes things come up and sometimes they don't.

Upon a motion by Janice Herzog, seconded by Fanny Villarreal, the OCIDA Board approved a resolution accepting the 2019 Agency budget. Motion was carried.

Janice Herzog asked if we information on the inland port. Patrick Hogan stated there is no additional information on the inland port.

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board adjourned the meeting at 8:24 am. Motion was carried.


Genevieve Suits, Secretary