

Onondaga County Industrial Development Agency  
Regular Meeting Minutes  
March 8, 2022

A regular meeting of the Onondaga County Industrial Development Agency was held on Tuesday, March 8, 2022 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 8:14 am with the following:

PRESENT:

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

ABSENT:

ALSO PRESENT:

Robert M. Petrovich, Executive Director  
Nate Stevens, Treasurer  
Nancy Lowery, Secretary  
Karen Doster, Recording Secretary  
Jeff Davis, Barclay Damon Law Firm  
Amanda Fitzgerald, Barclay Damon Law Firm  
Samantha Podlas, Barclay Damon Law Firm  
Carolyn Evans-Dean, Office of Economic Development  
Rebecca Shiroff, Office of Economic Development  
Leonard Rauch, Office of Economic Development  
Mike Lisson, Grossman St. Amour  
Brianah Lane, Grossman St. Amour  
Mark Levy, Crossroads Park 4616, LLC  
Anthony Gizzi, Fayette Manlius, LLC  
Christine Stevens, Fayette Manlius, LLC  
Vince Raymond, Fayette Manlius, LLC  
John Sidd, Hancock & Estabrook  
Karen D'Antonio, Barclay Damon (Didado)  
Gary Didado, J.W. Didado Electric, LLC  
Genevieve Trigg, Barclay Damon, (Didado)  
Lindsay Gierhart, J.W. Didado Electric, LLC  
Mitch Latimer, Carpenter's Union  
Mark Johnson  
Chris Bianchi

APPROVAL OF REGULAR MEETING MINUTES – FEBRUARY 8, 2022

Upon a motion by Fanny Villarreal, seconded by Victor Ianno, the OCIDA Board approved the regular meeting minutes of February 8, 2022 and the organizational meeting minutes of February 8, 2022. Kevin Ryan abstained. Motion was carried.

### TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month of February 2022.

Upon a motion by Janice Herzog, seconded by Victor Ianno, the OCIDA Board approved the Treasurer's Report for the month of February 2022. Motion was carried.

### PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #467

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved the Payment of Bills Schedule #467 for \$1,264,891.03 and PILOT payments to Onondaga County for \$210,021.32, City of Syracuse for \$1,675.73, Town of Cicero for \$7,468.00, Town of Clay for \$56,814.00, Town of DeWitt for \$79,462.23, Town of Onondaga for \$3.36, Town of Salina for \$4,437.00, Town of Skaneateles for \$217.00, Village of Liverpool for \$4,330.00, East Syracuse Minoa School District for \$289,006.84, Jamesville DeWitt for \$108.09, Liverpool Central School District for \$448,039.00, Marcellus Central School District for \$2,744.00, North Syracuse Central School District for \$175,034.00, Onondaga County for \$2,633.00, Town of Van Buren for \$2,011.00 and Baldwinsville Central School District for \$12,253.00. Motion was carried.

### CONFLICT OF INTEREST DISCLOSURE

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

### AUDIT FROM GROSSMAN ST.AMOUR

Mike Lisson stated the audit went extremely well and there were no issues or concerns. He stated there are no significant changes in the accounting. He stated there are a couple differences in the audit opinion this year because of new professional standards. He stated financials are clean. He stated the whole team does an excellent job.

Upon a motion by Fanny Villarreal, seconded by Janice Herzog, the OCIDA Board approved a resolution approving the 2021 Audit of the Agency. Motion was carried.

B & N REAL ESTATE HOLDINGS OF CNY, LLC – PILOT TO CROSSROADS PARK 4616, LLC

Mark Levy stated they are before the Board for an application to assign a PILOT agreement. He stated in 2015 the original PILOT agreement was granted for a need for logistics and warehousing and improvements to the facility. He stated in 2018 it was then assigned when the business was sold and now their clients, 4616 Crossroads Park, are looking to have the business assigned as well. He stated the request is to have the PILOT agreement assigned to 4616 Crossroads Park, LLC. He stated with respect to additional background, they are anticipating continuity of the existing business so there should be no interruption.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved a resolution approving the assignment of the right, title and interest in a Project Facility by B & N Real Estate Holdings of CNY, LLC to Crossroads Park 4616, LLC and PDF Logistics, Inc. Motion was carried.

FAYETTE MANLIUS, LLC (3101-22-01A) SECOND MEETING

Christine Stevens stated this project is for an urgent care facility and a 3 story mixed use building in the Village of Manlius. She stated the PILOT benefits are only sought for the mixed use building. She stated this project is in keeping with the Village's comprehensive plan and has a letter of support for the application from the Village of Manlius. She stated the site is a brownfield and has been accepted by NYS DEC. She stated the cleanup effort will be extensive. She stated it is a phased project over time and the exact time table depends on the cleanup effort but the vision is that the Well Now will get going as soon as possible. She stated the mixed use

building will take place at a later date as soon as there is more information on environmental contamination on the mixed use portion of the site. She stated the applicant has all the approvals from the Village of Manlius and is teed up and ready to go. She stated they are only able to close on the land conditional upon getting an approval from OCIDA to make sure the project will be financially viable. She stated the benefits are important to get the project to work financially.

Susan Stanczyk asked if a public hearing was held. Nancy Lowery stated a public hearing was held and there were no comments but there was a letter of support from the Village of Manlius.

Patrick Hogan stated this property has been a troubled property and he commends the folks who put this together as far as addressing the issue with brownfield.

Jeff Davis stated this project is a Type I action and the Town was lead agency. He stated at the time the IDA was not considered as an involved agency so there was no notification or consent by the Board. He stated everything has been reviewed. He stated the resolution before the Board is reaffirming, accepting and adopting the negative declaration that was issued by the Planning Board for the project.

Upon a motion by Janice Herzog, seconded by Victor Ianno, the OCIDA Board approved a resolution authorizing adoption of SEQRA negative declaration determination for the Fayette Manlius, LLC project. Motion was carried.

Upon a motion by Janice Herzog, seconded by Victor Ianno, the OCIDA Board approved a resolution authorizing the financial assistance the Agency will provide to include exemptions from certain real property taxes, real estate transfer taxes, sales and use taxes and mortgage recording taxes. Motion was carried.

#### J.W. DIDADO ELECTRIC, LLC/G&R MORGAN ROAD, LLC (3101-02-A) INITIAL MEETING

Robert Petrovich stated Barclay Damon has a conflict on this project so John Sidd of Hancock & Estabrook is sitting in as Agency Conflict Counsel.

John Sidd stated the resolution before the Board is to set a public hearing for the J.W. Didado Electric project in the Town of Clay. He stated he has spoken to the Town Attorney for the Planning Board and they anticipate doing a coordinated SEQR review. He stated this is likely not a Type I action so the Board is unlikely to have to make a SEQR determination.

Genevieve Trigg stated Gary Didado, the President of J.W.D. and Vince Raymond from VIP Structures are present. She stated she would like to give the Board a brief overview of the company and the project. She stated J.W. Didado Electric is one of the largest and most successful electrical contractors in the Midwest and Northeast. She stated the company was founded in 1958 by Gary Didado's father, John Didado, and is headquartered in Akron, Ohio. She stated among the scope of services offered by J.W.D. includes design and build of electrical substations and maintenance and repair of high voltage transmission lines. She stated the company provides advanced technologies solutions to residential, commercial, industrial, institutional and large utility customers. She stated the company is an industry leader in storm restoration and disaster recovery services. She stated J.W.D. serves customers in 23 states and employs over 700 people. She stated they are a member of the Quanta Services family of companies which wholly owns J.W.D. providing the support and equipment to handle some of the biggest and most complex projects. She stated J.W.D. is extremely passionate about giving back to the communities that it serves and developing its workforce. She stated in particular it has two programs that are noteworthy with the first being a live classroom program that is designed to mentor students who desire to pursue careers in the field of construction, engineering or architecture by focusing on STEM related training. She stated the company also offers a 12 week workforce development program known as Train to Hire that is aimed at transitioning young adults to full time/part time or project specific employment opportunities. She stated the company is very excited for the opportunity to establish roots in Onondaga County at a facility to be located on Morgan Road in the Town of Clay. She stated the facility will be approximately 24,000 square feet comprised of office and training space as well as pull in truck bays, storage and an employee onboarding area. She stated additional site improvements include parking and infrastructure to support the facility. She stated working together, J.W.D. and GW Morgan Road, LLC will develop the currently vacant project site into J.W.D's New York State base of operation. She stated G & R is under contract to purchase the project site and upon satisfaction of conditions they will acquire and own the real property, construct and own the building and lease the facility to J.W.D. She stated it is anticipated the construction of this project will result in over \$8,000,000 in investment, 80 construction jobs and operations of the facility will

ultimately result in a creation of 18 full time jobs with salaries ranging between \$40,000 and \$140,000. She stated the applicant seeks financial assistance from OCIDA in the form of a job creation PILOT, mortgage recording tax and sales and use tax exemption. She stated given the uncertainties of expanding into a new state and the volatility of the overall economy caused by the pandemic and rising inflation, the company needs this certainty of financial assistance available by the Agency for this project to be economically feasible.

(Fanny Villarreal left the meeting.)

Patrick Hogan asked if they have expertise in solar panels. Genevieve Trigg stated yes the client does serve as EPC contractor for large utility scale solar projects.

Susan Stanczyk asked for a map with the location. Vince Raymond stated it is on the corner of Morgan and Wetzel Road. He stated it is currently a vacant parcel with about 12 acres.

Victor Ianno asked if this is a new business being brought to Onondaga County. Genevieve Trigg stated yes.

Victor Ianno asked why they chose Onondaga County and asked if they saw opportunities here. Gary Didado stated it was between Syracuse and Rochester and they found location to the airport is critical for their operation especially in storm seasons. He stated they serve National Grid, Eversource, NYPA and a whole host of other providers. He stated Syracuse offers great access to the interstates, turnpikes and airport so for them it minimizes the amount of city driving that their trucks are doing. He stated the area they picked is near highways and many big fuel stations so it allows them not to put in the fuel station. He stated they can buy local fuel there. He stated even though there is a cost savings of having the fuel on site there are many of other things that go with it environmentally that they didn't want to deal with. He stated there is great access to hotel systems, restaurants and mechanics. He stated with 150 trucks they needed a central location like this one. He stated come storm season they will be flying in personnel from as far away as California and Alaska. He stated they fly in within 48 hours and they are in the trucks serving the local utilities with emergency storm response. He stated they have work in Buffalo, Plattsburgh, and Hudson Valley and there is a tremendous amount of work they are shortlisted on and expect to be successful in the Central New York area. He stated Syracuse was a great choice for them because there is great density and great culture.

Janice Herzog asked if the Train to Hire program is for the people they will be hiring at this location or for the larger company and asked how it works. Lindsay Gierhart stated the Train to Hire program works with the communities they are working in. She stated they work with the inner cities, incarcerated, the substance abuse, handicap and veterans and bring them through the programs to give them opportunities for second chances to work within the communities.

Janice Herzog asked if these are people that will fill the 18 positions. Lindsay Gierhart stated they find qualified applicants that can go through the program and try to place them were they are successful.

Gary Didado stated that same project they have had 2 individuals go through a program at Quanta to become a lineman and right out of school they will be at the \$30 an hour range as a second step apprentice. He stated they try to work them through the union programs which are difficult when they are not sponsored but there are other places within their organization that the unions are accepting them as union apprentices. He stated they will move up to in excess of \$200,000 to \$300,000 a year.

Patrick Hogan stated he encourages J.W. Didado Electric to reach out to the local school districts. He stated many school districts have advanced technical programs. Genevieve Trigg agreed and said they reach out to the local boys and girls clubs and local schools.

John Sidd asked if G&R Morgan Road, LLC is currently under contract to purchase the property. Genevieve Trigg stated yes.

John Sidd stated he noticed it is a relatively new Ohio LLC and asked if they intend to have that authorized to do business in New York. Genevieve Trigg stated yes.

Upon a motion by Susan Stanczyk, seconded by Kevin Ryan, the OCIDA Board approved a resolution authorizing a public hearing for J.W. Didado Electric, LLC/G & R Morgan Road, LLC. Motion was carried.

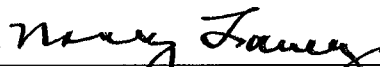
Victor Ianno asked if this is B & N Holdings second time they have assigned their benefits.

Amanda Fitzgerald stated that is correct.

Victor Ianno asked if there is any cost to the Agency in doing that. Robert Petrovich stated there is going to be additional legal work which will be borne by the applicant. He stated OCIDA does not pay the legal expenses on behalf of this. He stated the Agency charged an additional fee to recoup some of the administrative time on this project.

ADJOURN

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board adjourned the meeting at 8:49 am. Motion was carried.

  
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Nancy Lowery, Secretary