

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
June 17, 2021

The Regular meeting of the Onondaga Civic Development Corporation convened on Thursday, June 17, 2021 via Zoom Teleconference.

Michael LaFlair called the meeting to order at 8:55 am with the following:

PRESENT:

Michael LaFlair
Alison Miller
Mitch Latimer
Gerald Albrigo
Kevin Kuehner
Kimberly Townsend

ABSENT:

ALSO PRESENT:

Robert M. Petrovich, President/CEO
Carolyn Evans-Dean, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Christopher Andreucci, Harris Beach PLLC
Michael Bower, Eagle Metalcraft
Kyle Michael, Armoured One
Susan Morgan, Onondaga Free Library
Matthew Well, Bond Schoeneck & King

APPROVAL OF REGULAR MEETING MINUTES MARCH 11, 2021

Upon a motion by Gerald Albrigo, seconded by Kevin Kuehner, the OCDC Board approved the regular meeting minutes of March 11, 2021. Motion was carried unanimously.

TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month ending May 2021.

Upon a motion by Gerald Albrigo, seconded by Mitch Latimer, the OCDC Board approved the Treasurer's Report for the month ending May 2021. Motion was carried unanimously.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills, Schedule #96.

Upon a motion by Mitch Latimer, seconded by Kimberly Townsend, the OCDC Board approved the Payment of Bills scheduled #96 with General Expenses being \$44,409.50. Motion was carried unanimously.

CONFLICT OF INTEREST

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

Michael LaFlair – no conflicts
Alison Miller – no conflicts
Gerald Albrigo – no conflicts
Mitch Latimer – no conflicts
Kevin Kuehner – no conflicts
Kimberly Townsend – no conflicts

FUNDING REQUEST – EAGLE METALCRAFT

Michael Bower stated Eagle Metalcraft is a small 68 year old business with 18 employees to date. He stated they are in a situation where they can actually grow, expand the business and bring on more people. He stated one of the things they struggle with is the ISO 9000 certification and training. He stated the challenge they have is being small and being able to train new employees because the challenge of finding the skilled trades and experienced people is a real challenge globally. He state they have brought a few folks in for training. He state they have two new entry level people that they have been investing in and training but that takes away from the people who are doing the work. He stated one of the things they are trying to get help with is an outside group to help them do their trainings. He stated the ISO 9000 more importantly than just the certification, is the training part. He stated there is a lot of system controls that will help as they bring on new folks to keep their quality standard and to maintain it so he looks at it more globally. He stated they do precision sheet metal, precision machining. He stated their average labor rate is \$23 but

they have brand new people at \$17 all the way up to \$31. He stated it is a pretty good rate for people in this industry and they want to pay people who are tenured. He stated their legacy folks are 20-25 years. He stated they have one person who has been there for 55 years and some in their 40's and some in their 30's. He stated they have very tenured very experienced people. He stated their future is going to be based on the newer people they can bring in so they really need that help to get them trained and invest in them. He stated they are excited about it and they are hoping to get some help and support the long term growth of the business.

Upon a motion by Kevin Kuehner, seconded by Mitch Latimer, the OCDC Board approved a resolution approving the Employee Productivity application for Eagle Metalcraft for up to \$12,500. Motion was carried unanimously.

EPP FUNDING REQUEST – ARMoured ONE

Kyle Michael stated Armoured One was established in 2013 and they specialize in security glass predominantly for schools and municipalities. He stated they have a training division but their main product is shooter attack glass. He stated they have continued R & D and they recently passed their ISO 9001 certification bringing in a consultant. He stated there are a lot of other training areas with a lean company and pulling bodies away from different areas, creates a challenge and creates voids for every day operations. He stated bringing on different people to assist with the training that are experts in the field provides a lot of needed help when running a lean operation. He stated some of these are already in progress because he did not know how the application process was going to go. He stated some of the training was an absolute necessity so they have already jumped the gun as far as getting a lot things in place. He stated they are trying to bring more people on board and recently hired 5 new people. He stated they are continuously looking for new laborers and workers not only on the floor/manufacturing side but also the administrative side. He stated they are trying to get people trained and specialized especially with quality control. He stated he comes from a quality background but having only one person makes it challenging so having additional help and assistance with this training is greatly needed.

Upon a motion by Kevin Kuehner, seconded by Alison Miller, the OCDC Board approved a resolution accepting the Employee Productivity application for Armoured One for up to \$10,200. Motion was carried unanimously.

BOND REFINANCING – ONONDAGA FREE LIBRARY

Chris Andreucci stated this is an application and inducement for a bond deal to refinance bonds issued originally by the Onondaga County Industrial Development Agency. He stated it is a \$2,000,000 refinance that will save the library money and allow them to continue their mission. He stated there is no new money here, no new project and just a straight refinancing so should be straight forward. He stated the idea is to close prior to the next interest payment date which is September 1, 2021 and all things indicate that we will be able to do that.

Matt Wells stated in 2008 the OCIDA helped finance a library construction project. He stated given current market conditions the library has an opportunity to refinance those bonds and achieve interest cost savings in excess of \$400,000 of the life of the bonds which equates to 10's of thousands of dollars a year which is real money to the library. He stated there is no new money and pretty straight forward.

Upon a motion by Kimberly Townsend, seconded by Kevin Kuehner, the OCDC Board approved a resolution for the issuance of the Onondaga Civic Development Corporation Civic Facility Revenue Refunding Bonds to the Onondaga Free Library for the purpose of refunding all or a portion of the outstanding principal amount \$3,000,000 original principal amount Onondaga County Industrial Development Agency Civic Facility Revenue Bonds and authorizing an officer of the Corporation to sign necessary contracts and documents to effectuate the foregoing. Motion was carried unanimously.

HANCOCK AIR PARK – LAWN & LANDSCAPE CONTRACT

Nate Stevens stated OCDC has been managing the Hancock Airpark over the last several years and part of our responsibilities includes mowing the lawn. He stated in accordance with the procurement policy we have rebid out the work and want to award it to the lowest.

Mike LaFlair stated there are only a few bids and to keep everyone in line for future proposals the numbers were not discussed.

Upon a motion by Gerald Albrigo, seconded by Mitch Latimer, the OCDC Board approved a resolution awarding the lawn and landscape contract to the lowest bid. Motion was carried unanimously.

Mike LaFlair asked if the Board will be staying with the Zoom meetings for a while. Carolyn Evans-Dean stated a firm decision has not been made yet but she believes the intention is to get back to in person meetings as much as possible.

Upon a motion by Mitch Latimer, seconded by Kevin Kuehner, the OCDC Board adjourned the meeting at 8:27 am. Motion was carried unanimously.



Carolyn Evans-Dean, Secretary