

**ONONDAGA CIVIC DEVELOPMENT CORPORATION**  
**Regular Meeting Minutes**  
**July 25, 2019**

The Regular meeting of the Onondaga Civic Development Corporation was held on Thursday, July 25, 2019 at 333 West Washington Street, Syracuse, New York, 13202, in the large conference room on the 1st floor.

Matthew Marko called the meeting to order at 8:37 am with the following:

**PRESENT:**

Matthew Marko  
Alison Miller  
Gerald Albrigo  
Kimberly Townsend

**ABSENT:**

Ben Dublin  
Michael LaFlair  
James Jordan

**ALSO PRESENT:**

Robert Petrovich, President/CEO  
Nate Stevens, Treasurer  
Karen Doster, Recording Secretary  
Genevieve Suits, Office of Economic Development  
Chris Andreucci, Harris Beach  
Carolyn Evans-Dean, Office of Economic Development  
Theo Burtis, Office of Economic Development  
Emily Long, Office of Economic Development  
Carl Coyle, MESA of NY, Inc.

APPROVAL OF REGULAR MEETING MINUTES JUNE 13, 2019

Upon a motion by Gerald Albrigo, seconded by Kimberly Townsend, the OCDC Board approved the regular meeting minutes of June 13, 2019. Motion was carried unanimously.

TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month ending June 2019.

Upon a motion by Alison Miller, seconded by Kimberly Townsend, the OCIDA Board approved the Treasurer's Report for the month of June 2019. Motion was carried unanimously.

## PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills, Schedule #82.

Matthew Marko stated it is good to see the Nine Element Plan money has started to be disbursed and the Town is moving on that.

Upon a motion by Gerald Albrigo, seconded by Alison Miller, the OCDC Board approved the Payment of Bills scheduled #82 with General Expenses being \$151,182.44. Motion was carried unanimously.

## CONFLICT OF INTEREST

Conflict of Interest was circulated and there were no comments.

## MESA OF NY, INC. PROJECT AUTHORIZATION

Carl Coyle stated he is the CEO of MESA of NY and the CEO of Liberty Resources Inc. which is a service provider. He stated MESA is the property holding corporation and is a 501-C-3 entity and therefore tax exempt. He stated its mission is to acquire, develop, rehabilitate and lease to non profit facilities at or below market. He stated it also has in its regulatory authority the ability to lease to commercial tenants as well. He stated they have a history of doing a combination of both and what that does is generate free flow cash for MESA NY as typical landlord and as a typical developer. He stated they use those excess resources to support the mission of the organization of Liberty Resources. He stated the concept has been around since 1989 when they did their first project acquiring a half-way house for people with substance abuse services. He stated MESA was the property owner and Liberty was the operating entity. He stated they have been working that type of construct ever since that time period. He stated they typically acquired group homes for people with special needs whether substance abuse, mental health or developmental disabilities. He stated as they started growing as an organization

the need for offices started emerging. He stated they own about 36 different facilities and assets. He stated many of those are group homes and individual homes but the commercial properties they own are on the corner of Jamesville and DeWitt and 1045 James Street and both were vacant and non performing. He stated they rehabilitated them and made them performing for their services. He stated they grew so much as an organization on Liberty Resources side they acquired 1001 James Street. He stated there is a \$6,100,000 capital grant from the health care system to renovate and expand their primary care and substance abuse services and expand their mental health services. He stated they also received 2 other grants and will expand the 2<sup>nd</sup> floor adding ophthalmology and optometry clinic for people in the community. He stated they are also expanding children's mental health services on the 2<sup>nd</sup> floor. He stated as a result of their growth they have identified Glacier Creek on Towpath Road as property that would meet their needs. He stated Liberty operates an early intervention program, developmental disabilities for ages birth to 5 that have a special needs, need assessment and need PT, OT, speech, special education or other cognitive behavioral kinds of interventions. He stated they are probably in the top 5 organizations for EI in New York spanning from Manhattan to Buffalo in terms of service scope. He stated they are receiving pressure on that particular program so they are also moving that from James Street to Glacier. He stated they think that Glacier is going to end up being a mixed use of both administrative and program and clinical services as long as they continue to experience pressure. He stated the building is approximately 50,000 sq ft and they have conducted their due diligence on the building, everything seems to be in order and they are ready to move forward. He stated the other component is an \$11,000,000 deal. He stated the sale price is \$3,800,000 and expect to put in about \$700,000 to \$1,000,000 to fix it. He stated they are going to refinance their other properties on James Street which will lower the cost of occupancy by about \$75,000 per year on existing debt because the interest rate is lower in this environment. He stated it will fund them with excess equity being pulled out of the building which will be used as a fund to go out and do continued programmatic growth merger and acquisitions as a strategic initiative on the Liberty Resources side. He stated MESA may draw those funds down and do it as a loan to incubate business activity with Liberty Resources because a nonprofit can grant to another nonprofit.

Alison Miller asked how the funding is composed. Carl Coyle stated a significant portion of their funding is Medicaid. He stated they are serving a specialty population and those reimbursement services are all eligible for Medicaid and/or commercial insurance. He stated

their profile of funding is changing because they have got into more medicalized services and are now starting to see commercial payers come in so commercial has become a bigger component of their payer mix. He stated they are down to about 78% on the Medicaid side and the rest is a combination of either commercial payers or state purpose funds granted towards a particular population.

Alison Miller asked if their growth is based on different services that augmented the original program. Carl Coyle stated yes, they have tremendous growth and expect it to continue.

Gerald Albrigo asked if the district funds are dried up. Carl Coyle state no. He stated there was a highly disproportionate share of funds that went to the hospitals and that is a five year program ending in 2020. He stated NYS and hospitals have not spent all those funds and sitting on piles of cash so the State is saying those funds need to be distributed to the community based organizations that provide these kinds of services. He stated people who suffer from substance abuse or mental illness also have a whole cadre of primary care health needs but also other needs such as access to transportation, housing, food security and nutrition. He stated the state is trying to get DSRIP through the PPS's to distribute some of that cash down to the CBO's and that should be happening in the 4<sup>th</sup> quarter this year.

Chris Andreucci stated this is atypical because the Board usually does a cycle of two meetings for approval for a bond deal but this is legally valid. He stated MESA wanted to close in August but looks like it is not going to happen. He stated this is a ratification of the public hearing and final approval for this transaction. Carl Coyle stated he thinks they will be closing the week of September 9.

Carl Coyle stated the job growth they project is real and the pressure on them to grow in space related to accommodating that growth is happening now. He stated they have already hired 7 or 8 of the 47 jobs projected. He stated that number is conservative and will probably be more.

Alison Miller asked how they find the labor pool. Carl Coyle stated they are fortunate because there is a dearth of child psychiatrists in the nation and they have 4 and 2 more have approached them. He stated on the direct care side it is a challenge because they are \$14.00 an hour jobs and the labor pool is very challenging.


Upon a motion by Alison Miller, seconded by Gerald Albrigo, the OCDC Board approved a resolution approving the MESA of NY, Inc. project, ratification of a public hearing, authorizing the issuance of the bonds in an amount not to exceed \$11,000,000 and the execution and delivery of the documents in connection therewith. Motion was carried unanimously.

Matt Marko stated it is good to see that facility alive again. Carl Coyle stated it has been empty for 4 years and it is starting to come alive. He stated he is working on something with tenancy and hopes to be reporting back to the OCDC Board. He stated if it happens it could possibly mean several hundred jobs coming to the community.

APPOINTMENT OF GENEVIEVE A. SUITS AS SECRETARY OF ONONDAGA CIVIC DEVELOPMENT CORPORATION.

Upon a motion by Kimberly Townsend, seconded by Alison Miller, the OCDC Board approved a resolution appointing Genevieve A. Suits as secretary of the Corporation. Motion was carried unanimously.

Upon a motion by Matthew Marko the meeting was adjourned at 9:01 am. Motion was carried unanimously.

  
Genevieve A. Suits, Secretary