

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
July 9, 2020

The Regular meeting of the Onondaga Civic Development Corporation reconvened on Thursday, July 9, 2020 via Zoom Teleconference.

Matthew Marko called the meeting to order at 8:47 am with the following:

PRESENT:

Matthew Marko
Michael LaFlair
Alison Miller
Gerald Albrigo
Mitch Latimer
Kimberly Townsend

ALSO PRESENT:

Robert M. Petrovich, President/CEO
Carolyn Evans-Dean, Secretary
Karen Doster, Recording Secretary
Chris Andreucci, Harris Beach Law Firm

APPROVAL OF REGULAR MEETING MINUTES MAY 14, 2020

Upon a motion by Michael LaFlair, seconded by Mitchell Latimer, the OCDC Board approved the regular meeting minutes of May 14, 2020. Kimberly Townsend abstained. Motion was carried unanimously.

TREASURER'S REPORT

Nate Stevens gave brief review of the Treasurer's Report for the month ending June 2020.

Upon a motion by Alison Miller, seconded by Gerald Albrigo, the OCDC Board approved the Treasurer's Report for the month of June 2020. Motion was carried unanimously.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills, Schedule #89.

Upon a motion by Mitch Latimer, seconded by Alison Miller, the OCDC Board approved the Payment of Bills scheduled #90 with General Expenses being \$56,057.57. Motion was carried unanimously.

CONFLICT OF INTEREST

Matthew Marko asked if the Board had any conflict with the Town of Skaneateles project. He stated that the project was previously presented and he does not recall a conflict the first time in front of the Board. He that stated in full disclosure he is on the SUNY ESF Board of Trustees but having no board action required there will not be an impact on the actions today. There were no conflicts.

UPDATE & LOAN EXTENSION REQUEST FROM TOWN OF SKANEATELES

Carolyn Evans Dean stated that about a year ago OCDC purchased a \$106,400 bond anticipation note that was to benefit the Town of Skaneateles for some work they were going to be doing. She stated that note became due and payable on July 2, 2020. She stated the Town has not yet been reimbursed for the work that has been done due to the effects of Covid-19. She stated the Town of Skaneateles is asking the Board to consider extending the loan terms for one year so that it gives them an opportunity to collect those funds that are owed to them.

Matthew Marko asked if this is regarding the 9 Element Plan. Janet Aaron stated that the \$106,000 was for a grant they are sponsoring for the 9 element water shed management plan. She stated that it is being managed by Kathy Bertuch at the Central New York Regional Planning and Development Board. She stated that it requires a lot of data collection to move forward with Upstate Fresh Water Institute. She stated that they have currently paid them \$79,911 of the \$106,400. She stated that they are waiting for the last invoice from them which the CNYRPDB is hoping to receive soon. She stated that at that point they will pay the final invoice and will submit to the Department of State for reimbursement. She stated that Kathy Bertuch has found historically is that the Department of State takes about 6 months to reimburse back to the Town. She stated as soon as they get the reimbursement they will reimburse the OCDC for the generosity of the loan.

Matthew Marko stated that there has been numerous issues with respect to funding associated with the pandemic. He stated it is not surprising there are some delays.

Robert Petrovich stated that he briefed the County Executive and updated him consistent with what Janet Aaron reported today. He stated the County Executive certainly understands and is fully supportive of Board action that would extend this out a year.

Chris Andreucci stated that while the maturity date would be extended the terms are not. He stated that the maturity date is extended by one year and an amendment will have to be made to reflect that but the town is still obligated to repay the loan when receiving money from the State.

Robert Petrovich asked if that can be resolved with a brief letter amendment. Chris Andreucci stated yes.

Upon a motion by Mitch Latimer, seconded by Gerald Albrigo, the OCDC Board approved a resolution extending the loan terms for one year due to COVID-19 delays. Motion was carried.

UPDATE ON CENTERSTATE CEO'S COMMUNITY PROSPERITY INITIATIVE

Carolyn Evans-Dean stated that a few years ago Center State CEO came before the Board with a proposal to do some things to stimulate new businesses within the community and invest in some of the newer entrepreneurs by providing them with quality training, business planning and things of that nature. She stated that since that time the Board has heard fairly regularly from Center State CEO about some of the elements and how things have been turning out. She stated today we have Dominic Robinson to fill us in and give us some more information on how those businesses are doing, how Center State's community prosperity initiative is fairing and essentially where everything is at this point.

Robert Petrovich stated that this arrangement proceeded his tenure with Economic Development and he thinks what we want to be mindful of is that we had a series of agreements that were executed with CenterState. He stated initially the grant was for \$500,000 and he thinks 2 tranches of that have been paid out and another \$125,000 is due. He stated part of the update is to make

sure they close the circle on all the requirements associated with that agreement for the last payment of \$125,000.

Dominic Robinson stated that CenterState appreciates the support from OCDC. He stated that in 2015 CenterState came before the Board with a proposal to create investments in areas of concentrated poverty in Syracuse. He stated that they believe poverty is fundamentally and economically a problem and requires economic solutions. He stated that they proposed to do a combination of small business development and entrepreneurship projects as well as workforce development projects through their Work Train initiative. He stated that the original proposal was the grant be executed over the course of 2015 and 2016 but towards the end of 2016 there were a few opportunities they were still pursuing and working on that they felt like if they could maintain a slower pace of spending down the money they would get better outcomes so they asked to extend the contract through 2017 which was approved at that time. He stated that by the end of 2017 they had fulfilled the obligations of that contract and in 2018 they submitted a report. He stated that around that time there was transition going on in the County and they have weathered that transition by working with Bob and Carolyn to fill in any gaps hitting that final report. He stated that they were able to launch a 15 week entrepreneurship training course which over 100 aspiring entrepreneurs were able to receive training and continue to get technical assistance and support through that program. He stated that the program has yielded many successful businesses that are still in business. He stated when you train over 100 aspiring or fledging business owners, you don't want them all to be successful because the training is to help people make critical decisions to understand the business is not for them. He stated in some cases their victories were despoliation and others were the Salt City Market or the Aloha Restaurant as successes of the program among many other brick and mortar businesses and service oriented businesses. He stated that with the support they were able to provide staff support to the North Side Business Partnership/Business Association in the City's north side to help support local businesses from advocacy to some planning and zoning issues to working on marketing, events and promotion. He stated that from a workforce development perspective they were able to launch pilots with contributions from OCDC funds for programs in health care and manufacturing. He stated that those programs may have now extended beyond the term of the contract but today they have seen over 1,000 workers placed in jobs in our community and OCDC's initial investment was catalytic in making that possible. He stated that with OCDC's investment of \$500,000 they were able to directly leverage that investment as a match to attract \$750,000 to support their program. He stated they would also

like to show the explicit return on investment was strong. He stated beyond the outcomes of getting people into jobs, helping people start businesses, supporting small businesses in the community they also want to reflect on the many ways this contract served to do in terms of planting seeds. He stated that the building being constructed on the corner of South Salina and West Onondaga which will be the Salt City Market hopefully opening this fall, assuming Covid is not an inhibitor, will feature entrepreneurs from their Upstate Program as the primary merchants in that space. He stated that the Salt City Market was modeled after a wildly successful model in the Twin Cities called the Midtown Global Market. He stated that the proprietaries of the organization behind that were consultants to CenterState and helped design the Upstate program and since have helped them conceptualize the Salt City Market. He stated that the project is being driven by the Allen Family Foundation but in partnership with CenterState CEO. He stated without the support of OCDC that project literally would not be happening. He stated that something they were working hard on when asking for an extension into 2017 was an initiative to try to help reconnect the refugee and immigrant medical professionals in our community who have come here as doctors or skilled clinicians who are having a hard time translating their skills into the professional context here in Syracuse. He stated that they see in a few cities successfully launch programs to essentially help welcome back those individuals into the medical profession. He stated that it is the Welcome Back initiative specifically focused on medical professionals who are foreign born and transitioning them back into the workforce. He stated that with OCDC's support they designed and developed a whole plan and model for that program and at the time when they asked for the extension to 2017 they were expecting to launch that program with Upstate Medical. He stated with some transition issues on their end that kind of fizzled. He stated that he is happy to say with all the research, design and programming packaged LeMoyne College came along who heard about it and wanted to pick up the ball and run with it. He stated they were able to take everything they had developed, give it to LeMoyne College and help them write a grant application to the Cabrini Fund. He stated that they have since been working with them to launch it and the program is now up and running as a program of LeMoyne College. He stated that it turned out to be a seed planted through this grant and now they are happy to say we have an exciting thing going on in our community. He stated this money was very productive for our community, helped design a pilot and scale some really important work used today. He stated it would not have been possible without OCDC's support. He stated he would like to wrap up the process and close out the contract. He thanked the Board.

Matthew Marko stated he did not see any information in the packet. Carolyn Evans-Dean stated there is a listing of some of the businesses up and running.

Robert Petrovich stated that Carolyn Evans-Dean has been very helpful in working with Dominic Robinson to provide a comprehensive review and assessment of the scope of work to be done to advance the funds. He stated that it has been a complicated process and Carolyn has done a great job. He stated that Carolyn has gone through this with a fine tooth comb and he has had discussions with her. He stated the recommendation is that the scope of the work is now complete and we can move this forward and close it out. He stated to the extent that anyone would like a synopsis of what that review was Carolyn can provide that to the Board.

Matthew Marko asked what information has been transmitted to the Board in the form of a report. Carolyn Evans-Dean stated that what has been received is some narrative of the types of training people received, the amounts of money spent each year on the project by the funding provided by OCDC. She stated information was received for 2015, 2016 and 2017. She stated there is a lot of data on how they managed to use and leverage this money to be able to make this larger than what it would have been simply with the funding OCDC provided.

Matthew Marko asked if a final report has been generated because he does not recall seeing any documentation. Carolyn Evans-Dean stated that she can forward the entire reporting packet. She stated that it was done in phases because there were different accounting systems being used by CenterState at different points, along with different types of reports based on what WorkTrain was doing versus the work that Upstart was doing.

Robert Petrovich stated that the goal today was to have CenterState provide an update of where we are and Dominic Robinson has done so. He stated staff will provide written documentation to the Board for review and the hope is to put this on the August Payment of Bills to release the last payment if the Board is in agreement.

Matthew Marko stated he would like to see some kind of 3-5 page concluding report summarizing in an executive fashion what Dominic Robinson presented verbally today for those who may not have participated in this meeting and might in the future wonder where the \$500,000 went. He stated paper documentation would be valuable to providing the assurance to those people that the

Board saw that money through to its fruitful use. He stated prior to making the final payment he would like to see that report. Carolyn Evans-Dean stated that she will forward the information she has to the Board by the end of day. She stated she will send the actual report with the narrative that explains what happened and the outcomes.

UPDATE ON HACK UPSTATE CAREERS IN CODE

Carolyn Evans-Dean stated that one of the tasks sent to her was to make sure that staff was following up with the various entities the Board may have granted funds for purposes of projects. She stated that Hack Upstate has a program called Careers in Code and they also run a Hack A Thon a couple times a year. She stated that they had really good outcomes with their Hack A Thon and provided us with a final report. She stated OCDC gave Hack Upstate \$7,500 which went towards supporting both fall spring events essentially to the tune of \$3,750 each. She stated the funds were utilized towards the overall event needs. She stated about 12-15% was used for food and drink and 10-12% were prizes. She stated they have swag consisting of things like t-shirts and stickers which is how they advertise their program. She stated that they did some marketing, some web development and over head of that type. She stated that they also had travel for some of the partners, interns and support personnel. She stated that the most interesting thing about Hack Upstate really is their outcome. She stated the purpose of this is to teach people how to code. She stated they ran a 24 week coding boot camp and 44 people applied with 12 being accepted. She stated 91.67%, 11 people of the 12, were candidates for graduation which means they completed the entire program. She stated 6 of the 12 had no experience in coding, 2 people had 1 month, 1 person had 2 months, 1 person had 5 months and 2 people had 6 months or more experience in the land of coding. She stated that the program had really good outcomes. She stated that it was a very diverse cohort with 5 African Americas in this group. She stated with the science base there is really a push to involve more minorities in this growing field because there are very few involved. She stated that out of those, 3 had some college but no degree, 2 had associates degrees, 3 had bachelors, 2 had master's degrees in a non-professional field and one had a professional degree. She stated that the class was 81.8% female which was the other focus of most coding programs and science based initiatives because again females are generally underrepresented in those fields. She stated that the average starting salary for the participants was \$29,255 and the average ending salary after this was \$45,480. She stated that was an overall increase of 55.46%.

She stated that they also provided the names of people who participated and where they landed once they finished the training. She stated they do provide follow up for these individuals and they are also tracking their progress to make sure that the program itself is keeping up and provide quality product to these companies that eventually hire them.

Matthew Marko stated this is really impressive data. He stated that he is impressed with the gender and the racial diversity and he is blown away that these folks entered with so little experience and came out with such positive outcomes. He stated hats off to the team at Hack.

Jerry Albrigo stated that there is a great need in Syracuse with large healthcare employers and the coding specialty is lacking and is very difficult to find expertise in the community. He stated he thinks this is a tremendous initiative that is put forward.

Carolyn Evans-Dean stated she thinks essentially this was a very big bang for the buck for OCDC.

Kimberly Boynton stated the increase in wages is very impressive and exciting for the individuals as well as OCDC to be part of this work.

Robert Petrovich asked if there is an expectation that they will be coming back for funding or support in the fall for funding a future event. Carolyn Evans-Dean stated that she thinks it is very likely. She stated that in general when you get a grant from an entity and you have really good outcomes, you usually go back to those same sources you went to the first time.

Robert Petrovich stated he had a conversation with Hack Upstate and they have been a little hamstrung by Covid but he thinks they were talking about trying to do something in the fall with one of their mega events where they attract folks from all over to participate in one of the 2 day Hack A Thons.

Matthew Marko stated he couldn't agree more on the value on investment and the success stories both individually and as a whole. He stated he is really impressed with the 10 page reporting structure with an ideal breakdown of what the Board would be looking for on the investment. He stated this should be some sort of a model for future recording efforts. He thanked Carolyn Evans-Dean and stated this is the kind of updates the Board is looking for.

(Mike LaFlair left meeting.)

UPDATE ON SUNY ESF ALGAL BLOOM STUDY

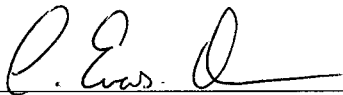
Carolyn Evans-Dean stated that a report was received from Professor Mountrakis and essentially the study is ongoing. She stated that they were going to use drone flyovers with sensors to detect algal blooms on some of our local lakes and use some satellite technology to help determine where they were coming from. She stated that not only see when a lake has an issue but also to see where the sourcing was for that issue. She stated that it is often caused by things like fertilizer run off from farms and anything that puts excess nitrogen into the water. She stated that they expect to complete the actual review of the HABs by the end of summer 2020. She stated they have been looking at a lot of different types of sources like satellite imagery and historic events so they can compare then and now. She stated that they received some imagery that generally isn't available to the general public but because they are an academic organization they have been able to access some additional data. She stated that the whole process is moving along very well. She stated that one of the issues for them was there are lot of HAB records so they are monitoring key points using volunteers. She stated that they are getting some of the fly over data but because of the Covid-19 issues they haven't been able to have as many flyover missions as they need. She stated that they are currently gathering literature and hoping that will help to inform the study and develop it a little bit better. She stated that they have been going out and presenting some of their findings to other organizations in order to get different input from other experts around the country. She stated that essentially everything is ongoing but slightly delayed in certain areas due to Covid-19.

Matthew Marko asked if the Board could get a copy of the presentation made to the Skaneateles Lake Association. Carolyn Evans-Dean stated she will get the presentation and distribute.

Matthew Marko asked how much was paid out or was it all up front. Robert Petrovich stated that it was in two payouts. He stated the initial payment was for roughly \$55,000 and the 2nd tranche was going to be advanced upon them coming back with an update. Nate Stevens stated that the grant was for \$99,999 and the amount paid so far is \$53,645.

Matthew Marko asked Carolyn Evans-Dean to keep the Board apprised to the next request for funding. He stated that he understands Covid has presented some challenges but all the more important they provide the deliverables in accordance with the funds they are getting. He stated that his fear is that they show great progress two-thirds through the project, they get the last bite and then they fizzle out at the end. He stated that he will leave it to the team to see that through.

Upon a motion by Matthew Marko, seconded by Michael LaFlair, the meeting was adjourned at 9:40 am. Motion was carried unanimously.



Carolyn Evans-Dean, Secretary