

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
September 5, 2018

The Regular meeting of the Onondaga Civic Development Corporation was held on Wednesday, September 5, 2018 at 333 West Washington Street, Syracuse, New York, 13202, in the large conference room on the 1st floor.

Ben Dublin called the meeting to order at 9:01 am with the following:

PRESENT:

Ben Dublin
Matthew Marko
Dennis Duval
Michael LaFlair
Richard Zaccaria
James Jordan

ABSENT:

Alison Miller

ALSO PRESENT:

Julie Cerio, President/CEO
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Quante Wright, Office of Economic Development
Chris Andreucci, Harris Beach
Eric Vinal, Film Commission
Ken Bush, Onondaga County Legislature

APPROVAL OF REGULAR MEETING MINUTES JUNE 14, 2018

Upon a motion by Matthew Marko, seconded by Richard Zaccaria, the OCDC Board approved the regular meeting minutes of June 14, 2018. Motion was carried unanimously.

TREASURER'S REPORT

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

Upon a motion by Michael LaFlair, seconded by Dennis Duval, the OCIDA Board approved the Treasurer's Report for the month of August 2018. Motion was carried unanimously.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #75.

Upon a motion by Matthew Marko, seconded by James Jordan, the OCDC Board approved the Payment of Bills scheduled #75 with General Expenses being \$62,587.94. Motion was carried unanimously.

CONFLICT OF INTEREST

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

AD FILMS LLC

Julie Cerio stated Eric Vinal is the Film Commissioner for Onondaga County.

Eric Vinal thanked the Board for coming together on short notice. He stated he is here to talk about the American Dresser Film Premier. He stated American Dresser was shot in Syracuse during the summer of 2015 so it is a long time coming for this movie to come out. He stated post production took a longer than expected. He stated here we are today with the worldwide premier potentially being here in Central New York at the MOST. He stated this film was the first to shoot at the Sound State under Andrew Cuomo's aggressive tax incentive program. He stated that program basically brought Carmine Cangialosi and Film House to Central New York. He stated they decided shoot over Long Island because of the 40% tax savings incentive we have. He stated they employ about 50 locals out of about an 80 person crew and they use upwards of 15 locations on this film which each person/business entity basically had a new revenue stream of a location fee. He stated he works with the films directly and this is a unique situation we have never had before because not only can this premier show we can have a film shoot in Syracuse and showcase our location but we also have the resources, the tools and the support to have a film premier on a global scale. He stated we have had screenings but this is a worldwide premier in Syracuse. He stated this will allow people to see what we are capable of and allows filmmakers to know we have a different platform and showcase what they have at an

international level. He stated this film will be covered by national press including Buzz Feed and hopefully someone like Variety will pick this up. He stated it is going to be a huge splash for us and perfect timing for things happening in the positive direction in film right now. He stated we recently wrapped up the 16th and 17th film in Syracuse. He stated the 18th film starts September 27 and should wrap up the year with 3 more films putting us at 20. He stated the film leaves about 70% of its budget in the area creating a number of local jobs. He stated roughly there was over \$14-15 million dollars left in the area from film production over the past 3.5 years. He stated this is just another piece to let people know Syracuse is real and we are in this game to make it happen as long as we have the tax credit.

Ben Dublin stated Eric Vinal is doing an awesome job. He stated most people don't know we have that many films in the Syracuse area. He stated the economic impact these films have is incredible. He stated it is one of those things where people take a chance on us and we need to show them we can be helpful, we are welcoming and we can do it right. He stated we have been able to show everyone that it works, we can do it and we have real benefits. He stated this seems like the next logical step because if we are going to do all the work to get the films we should trumpet it as loud as we can. He stated it's great that it's at the MOST.

Eric Vinal stated this kind of sets forth a new standard in shooting in Central New York where if you would like to do something here, at least it is out there that we can facilitate a premier on this next level. He stated now people can see that we have the ability to make this happen and it could really open the doors for us going forward in film.

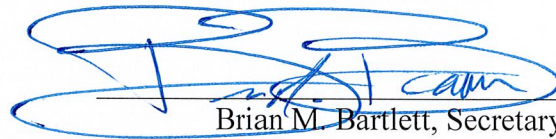
Matthew Marko stated if the community is investing in the film industry and premiers are part of the business, we should go all in, see it through and watch it succeed and grow. Eric Vinal stated this was one of the first films he worked on and it's good to see it come to fruition and coming back here. He stated Carmine Cangialosi, the director and writer of this film is looking for another film to shoot here. He said they are trying to get the funding together and he is about 80%. He stated it is called End of Report with a \$5 million budget. He stated people are coming back. He stated the naysayers will see the film is out, it is real and we are going to show the community this actually happened in Syracuse.

Michael LaFlair asked for the breakdown of the \$20,000 and how it is utilized. Eric Vinal stated it is basically location fees for the MOST and the York, getting talent here, some PR, some crew, behind the scenes and still photography, stop and repeat backdrop, red carpet and velvet rope. He stated this is going to be a real event by LA industry standards.

Dennis Duval asked what the date is. Eric Vinal stated it is September 15 with doors opening at 6:00 pm, cocktail hour at 6:30 pm and Q & A and the film will premiere at 7:30 pm. He stated there will be a reception following at the York. He stated it's going to be an active weekend for Central New York and will get a lot of attention not only from us but people who never thought there would be a film premier in Syracuse.

Upon a motion by James Jordan, seconded by Richard Zaccaria, the OCDC Board approved a resolution approving Economic Growth Funds of \$20,000.00 to AD Films LLC for American Dresser world movie premier. Motion was carried.

Upon a motion by Ben Dublin adjourned the meeting at 9:10 am. Motion was carried unanimously.


Brian M. Bartlett, Secretary