

**TRUST FOR CULTURAL RESOURCES OF
THE COUNTY OF ONONDAGA
Regular Meeting
November 14, 2016**

The Regular meeting of the Trust for Cultural Resources of the County of Onondaga was held on Monday, November 14, 2016 at 333 West Washington Street, Syracuse, New York, 13202, in the large conference room on the first floor.

Trustee Matt McAnaney called the meeting to order at 8:00 am with the following:

PRESENT:

Stefano Cambareri
Matt McAnaney
Dennis Duval

ABSENT:

Greg Lancette

ALSO PRESENT:

Julie Cerio, Executive Director
Steven Coker, Secretary
Nathaniel Stevens, Treasurer
Karen Doster, recording Secretary
Chris Andreucci, Harris Beach
Eric Vinal, CNY Film Hub
Isabelle Harris, Office of Economic Development
Daniel Fitzpatrick, Office of Economic Development

CENTRAL NEW YORK HUB FOR EMERGING NANO INDUSTRIES

Julie Cerio stated she forwarded the Possession Agreement and Assumption and Assignment Agreement to the Board that Fort Schulyer and COR Aspen Park Boulevard Co., LLC are currently in and asking CRT take over. She stated Eric Vinal, the Film Commissioner, operated out of the Office of Economic Development until September of this year when the Film Hub received its' furniture. She stated since CRT works closest with the Film Commissioner and the thought is CRT would be a great agency to take over and gain some local control. She stated it has received some bad press despite the fact that Eric has been working very hard.

Eric Vinal stated there have been 5 movies, 2 commercials and a number of events. He stated IEEE did their yearly "night out" promoting the area there and a number of events that haven't been publicized. He stated all the bookings have been through the Film Commission.

Stefano Cambareri stated the bad press has been related to the relationship with COR. Julie Cerio stated the bad press is related to the story that nothing has been going on out there even though there has been a lot happening. She stated there are some missing elements that need to be filled and we are currently working through Fort Schuyler to get it done but they have an investigation going on. She stated we believe we are in the best position to run it well, manage it and get better publicity out there. She stated OCDC has taken on Hancock Airpark and this is a lot smaller in comparison so we have experience and staff here to make it happen.

Stefano Cambareri stated basically we are taking over the terms as is between COR and Fort Schuyler. Chris Andreucci stated for the Possession Agreement so CRT would have possession. He stated Fort Schuyler still has a Purchase Agreement outstanding with COR. He stated the Possession Agreement makes it clear that it is there option. He stated the Possession Agreement can be looked at as preliminary or temporary but it may be longer.

Stefano Cambareri asked if we pay the insurance premiums. Chris Andreucchi stated yes.

Matt McAnaney asked if we have a rough sense of the financial commitment. Chris Andreucci stated there is a DASNY Agreement that he believes has been drawn almost in its entirety but not sure what is left and there is also a County Grant and Lease Agreement we are continuing negotiations to try to bring those finances over to help with costs.

Stefano Cambareri asked if the premium is going to be such that we need to consider amending budgets. Julie Cerio stated we need to look at the premium. She stated there was a \$210,000 grant in County funds and a portion to be spent on outfitting the hub with \$108,000 spent. She stated there are proceeds left that and after getting possession, get those funds back. She stated there is an additional \$40,000 grant from the County that only \$3,000 has been paid out. She stated we will have those funds for running it and there is approximately \$325,000 in the Trust.

Stefano Cambareri asked if a budget amendment for this year is needed. Chris Andreucci stated he is not sure a budget amendment is needed because the budget will obviously show actual when recording to Paris so it's not like CRT is hiding it.

Julie Cerio stated we are hoping with some projects that are coming in and some ideas for renting out the space we will bring in proceeds to continue to generate. She stated we are discussing a big post production space that we could rent out to various production companies and would bring in income and also permits.

Eric Vinal stated there is 24,000 square feet available on both sides of the facility. He stated there are numerous companies in NYC that are interested in doing post production so they would satellite all of their posts here which would be a year round income generator. He stated a film comes in and shoots for X amount of days and they move on but the post will be here year round creating jobs and income. He stated they don't have to film here to do post. He stated the post production tax credit is the highest in the country so that is going to get people to do their work here. He stated there is also an opportunity for daily income because there really isn't a film facility in CNY for local film makers or college students. He stated we could technically rent out work stations at the sound stage and put everyone in an incubator co work space so like-minded people in the industry can work together. He stated the permits is probably the lowest piece but the other ones can definitely be a steady income stream.

Julie Cerio asked Eric Vinal to talk about the economic development piece in general and the money brought in. Eric Vinal stated through their formulas and experiences they have seen about 70% of the budget of film stays in our region. He stated Pottersville was shot in Hamilton and the sound stage and was about a \$2,000,000 movie with \$1,600,000 staying in the economy. He stated that has been a trend happening through their bigger projects. He stated American Dresser was about \$1,100,000 and \$870,000 stayed in the area. He stated this is an economic impact factor for the area and is a huge amount of money in 20-30 days that comes in very quickly and very rapidly. He stated going forward they are working on more of a longer commitment from different film companies.

Dennis Duval asked what the vision is and who is going to control it. Julie Cerio stated it will be the County and us. She stated it has been the State and we will do a good job because we are familiar with our region. She stated Eric Vinal has done a good job going out, talking it up and he has a lot of production companies that are always coming into town.

Dennis Duval asked if there are taxing inhibitors causing a major issue. Eric Vinal stated the name of the place and would like to come up with a real name for the facility to get it out there

and start promoting it. He stated the big thing is to get your tax credit in NYS you have to film in what is called a qualified production facility and that sound stage is that piece. He stated it is a big selling piece to what we offer here because they have to film here. He stated we have that going for us and there is nowhere else to film in CNY to get the tax credits.

Dennis Duval asked about a public tv series from a public station. Eric Vinal stated yes and it would depend on scheduling and how long something like that would lock up the stage.

Dennis Duval stated maybe there was a way to create some synergy. Eric Vinal stated every university and high school has voiced an interest in being at the facility. He stated it is the most high tech facility in the area that gives the students real onset experience in a working soundstage which no campus in Upstate NY has to offer. He stated trainings can be held at the facility and anything outside the box can work at this facility. He stated he talked with different industries that love it but people are just figuring out what is going on there so now we can move forward..

Matthew McAnaney asked what the alternative is. Julie Cerio stated the alternative is it stays in the hand of Fort Schuyler. She stated this was something we really pushed for and we wanted to get a hold of it so we get the facility completed with basic necessary items. She stated there is a punch list of things that need to get done. Eric Vinal stated these guys are not in the industry and we need professionals working with the facility knowing the production needs. He stated that is where he comes in because he knows what every production needs.

Upon a motion by Stefano Cambareri, seconded by Dennis DuVal, the CRT Board approved a resolution authorizing an officer of the Corporation to enter into an assignment and assumption agreement for the Central New York Hub for emerging Nano Industries with Fort Schuyler Management Corporation. Motion was carried.

Upon a motion by Dennis Duval, seconded by Stefano Cambareri, the CRT Board adjourned the meeting at 10:46 am.

Steven Coker, Secretary