



**ONONDAGA CIVIC DEVELOPMENT CORPORATION**  
333 W. WASHINGTON STREET, SUITE 130, SYRACUSE, NY 13202  
PHONE: 315.435.3770 • FAX: 315.435.3669

**MEETING AGENDA**  
**OCDC Regular Meeting**  
**8:30a.m. Harris Beach PLLC Adirondack Room**  
**February 13, 2014**

**8:30am Call to Order**

- A. Approval of November 14, 2013 Meeting Minutes**
- B. Treasurer's Report**
- C. Payment of Bills**
- D. Conflict of Interest**

Action Items

**1. St. Joseph's Hospital Health Center**

St. Joseph's Hospital is requesting the Corporation's assistance for a project of approximately \$85,000,000. The Project will include acquisition, construction, and equipping of a combined heat and power plant and the purchase of the EPIC integrated enterprise electronic medical record system.

**Board Action Requested:** An official authorizing resolution for the financing of up to \$85,000,000 in tax exempt bonds and authorizing a public hearing for the St. Joseph's Hospital Health Center project.

**Representatives:** Meredith Price, CFO  
Lowell Seifter, General Counsel

**2. Onondaga Community College Foundation**

The OCC foundation is requesting that OCDC continue its support of the OCC Community Scholars Workforce Development Program for the 2015-2016 academic year.

**Board Action Requested:** A resolution of the Board authorizing the signing by an office of the Corporation of the service contract and all other related documents with Onondaga Community College Foundation, Inc.

**Representative:** John Zacharek, Executive Director

**3. Hancock Airpark Briefing**

Onondaga County will be asking OCDC to take of the administration of Hancock Airpark, a business park located in the Town of Cicero.

ADJOURN

**ONONDAGA CIVIC DEVELOPMENT CORPORATION**  
**Regular Meeting Minutes**  
**November 14, 2013**

The Regular meeting of the Onondaga Civic Development Corporation was held on Thursday, November 14, 2013 at 333 West Washington Street, Syracuse, New York, 13202, in the large conference room on the first floor.

Matt McAnaney called the meeting to order at 8:34 am with the following:

**PRESENT:**

Matt McAnaney  
James Farrell  
Scott Koldin  
Thomas Bezigian  
Cydney Johnson

**ABSENT**

Thomas Cerio

**ALSO PRESENT:**

Mary Beth Primo, President/CEO  
Honora Spillane, Secretary  
Kristi Smiley, Treasurer  
Carolyn May, Office of Economic Development  
Linda McShane, Office of Economic Development  
Karen Doster, Office of Economic Development  
Christopher Andreucci, Harris Beach  
Shawn Griffin, Harris Beach  
Lynn Smith, Gilberti Law Firm  
Mary Ellen Bloodgood, Jewish Home of CNY  
Sue Kuhns, CNY TDO  
Patrick Mocete, Onondaga County Legislature

**APPROVAL OF REGULAR MEETING MINUTES – OCTOBER 10, 2013**

Upon a motion by Scott Koldin, seconded by James Farrell, the OCDC Board approved the regular meeting minutes of October 10, 2013. Motion was carried unanimously.

**TREASURER'S REPORT**

Kristi Smiley gave a brief review of the Treasurer's Report for the month of October 2013.

Upon a motion by Cydney Johnson, seconded by James Farrell, the OCDC Board approved the Treasurer's Report for the month of October 2013. Motion was carried unanimously.

#### PAYMENT OF BILLS

Kristi Smiley gave a brief review of the Payment of Bills Schedule #036.

Upon a motion by Scott Koldin, seconded by James Farrell, the OCDC Board approved the Payment of Bills, Schedule #036 with General Expenses being \$10,887.98 and Marketing being \$1,880.00. Motion was carried unanimously.

#### CONFLICT OF INTEREST

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

#### VAN DUYN HOME & HOSPITAL UPDATE

Matt McAnaney stated that there is a resolution the Board is to consider for OCDC to execute a deed and related documents and agreements as part of the sale of the Van Duyn nursing home.

Shawn Griffin stated that last December when they first came before the Board they needed a local development corporation because there is a technique that allows the County to transfer properties. He stated that they transferred the whole site to this Board but the County continued on through a reservation of rights, like a tenant. He stated that they continued to operate it with the understanding they would operate through December 1, 2013. He stated that we are coming up to that date and they have successfully gone through this. He stated that this is the second County that has successfully gone through this and the other was Ulster County. He stated that the County, staff, Counsel, and the Deputy County Executive worked very hard on this. He stated that at this time the purchase has gone exactly as planned and exactly as OCDC approved. He stated that the Company is ready to close on the November 30, 2013. He stated that they are before the Board again only because they wanted to make sure they gave the Board an update. He stated that there was a lawsuit in the interim. He stated that the County handled a lot of that

and they paid all the OCDC expenses. He stated that they have not seen them perfect the appeal and they have won 6 of those cases across the State so far. He stated that they seem to come back with the same argument and every judge says the same thing. He stated that he is not concerned even if they did appeal. He stated that the closing should go smoothly. He stated that they will circulate closing documents within the next few days or next week. He stated that OCDC will no longer be in title as of December and the County will stop losing over \$1,000,0000 a month on that facility.

Cydney Johnson stated that she is impressed because in the beginning she was a little nervous about this project but it was well done.

Upon a motion by Cydney Johnson, seconded by Thomas Bezigian, the OCDC Board approved a resolution to execute a deed and related documents and agreements as part of the sale of the Van Duyn Nursing Home. Scott Koldin abstained. Motion was carried.

#### JEWISH HOME OF CENTRAL NEW YORK PROJECT AUTHORIZATION

Lynn Smith stated that the Jewish Home is a facility on the eastern part of the City of Syracuse and rolls over into DeWitt. He stated that it is a campus with skilled nursing, assisted nursing, senior housing and independent housing. He stated that the independent housing is in DeWitt and the rest is in Syracuse. He stated that they are two separate bond issues. He stated that the main portion is about \$17-\$19 million and going for about 10-15 years. He stated that there is an approximately \$5 million issue for just the independent home. He stated that they are going to roll them up together, recast it, lengthen it and decrease hopefully the amount of cash flow to make this viable.

Mary Ellen Bloodgood stated that the original issuance in 2001 to build a new nursing home was very successful. She stated that their occupancy remains strong, campus remains strong and they continue to have growth in senior services. She stated that to bring the two debt services together makes sense fiscally and as an organization.

The Board, its counsel and project representatives discussed the structure of the financing and SEQRA findings and OCDC's fee.

Mary Beth Primo stated that the refinance will be at ½%. Chris Andreucci agreed.

Cydney Johnson asked if the revised total amount is \$23.4 million. Chris Andreucci stated that it is the total project and we are taking \$22 million of that.

Matt McAnaney asked what the resolution will be today. Chris Andreucci stated that the resolution is approving the SEQRA and as a Type II, inducing the project so we can start moving forward, we are going to authorize the holding of the public hearing and an official intent resolution.

Upon a motion by Scott Koldin, seconded by Thomas Bezigian, the OCDC Board approved a resolution for the financing of up to \$22,000,000 in tax exempt bonds and authorized a public hearing for the Jewish Home of Central New York, Inc. project. Motion was carried.

Lynn Smith asked when the public hearing will be held. Chris Andreucci stated that he would like to formalize the project description, make sure that it is completely accurate that is in this inducement resolution and then as soon as it is accurate a public hearing notice will be sent. He stated that we have to have 14 days notice so it will be probably sometime in mid-December.

Lynn Smith asked if it will be held here. Chris Andreucci agreed.

#### EXPORT NY TRAINING PROGRAM

Sue Kuhns stated that Export New York is an international business development program. She stated that in 2014 they will serve somewhere around 20 companies with the goal of increasing export sales and creating and retaining jobs in Onondaga County. She stated that the program was developed by TDO and Syracuse University and has been running off and on since 1998. She stated that it is going to be done in 2014 in collaboration with CNY International Business Alliance under the goals of the Metropolitan Export Initiative which they are all working toward.

She stated that it is a four month very intensive international business development program. She stated that companies come out of it not only with an International Business Development plan but they have started on their execution. She stated that it is really a jump start and they are supported heavily through the program with Syracuse University Interns that help them do the research. She stated that executives that participate in the program are obviously very busy with traveling and running their businesses at the same time. She stated that they give the companies as much support from the program staff and interns as they can. Sue Kuhns described the program's features, unique components, and past success rate.

Nora Spillane stated that when the Board decided to sponsor the Brookings initiatives the Metropolitan Export plan came out and one of the recommendations from the plan was to designate an organization, which was the CNY International Business Alliance. She stated that they have done a lot of work over the past 6-8 months forming that organization, getting it off the ground again and really trying to boost its profile. She stated that Export NY has been around and is being supported with those resources as well. She stated that this is a real collaborative effort of some things that were in the works for a while that the Board have supported in the past. She stated that she thinks this is a good next step.

Sue Kuhns stated that she would be remiss for not thanking the OCDC and OCIDA for its long term support of export initiatives before it was a national and regional priority. She stated that both OCDC and OCIDA have always seen the value in it.

Upon a motion by Scott Koldin, seconded by Thomas Bezigian, the OCDC Board approved a resolution approving funding of up to \$20,000 from the Economic Growth Fund. Motion was carried.

Upon a motion by Scott Koldin, seconded by Cydney Johnson, the OCDC Board adjourned the meeting at 8:54 am. Motion was carried unanimously.

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Honora Spillane, Secretary



**ONONDAGA CIVIC DEVELOPMENT CORPORATION**  
 333 WASHINGTON STREET, SUITE 130, SYRACUSE, NY 13202  
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January 31, 2014

Revenue / Expense / Income	Current Period	Current YTD	2013 Budget Amount	Current YTD Change to Budget
Operating Revenue	441	441	311,412	(310,971)
County Contract Expense	6,951	6,951	170,967	(164,016)
Operating/Program Exp.	50,292	50,292	563,964	(513,672)
Net Ordinary Income	(56,802)	(56,802)	(423,519)	366,717

Current Assets	Current YTD	Prior YTD
Total Cash	1,692,674	2,173,658
Less Pass Through Received	81,667	-
Available Cash	1,611,007	2,173,658
Receivables (less pass through rec.)	107,770	100,645
Other	-	-
Total	1,718,777	2,274,303

Reserve for Contracts	
County Operations	62,368
Marketing	23,131
Economic Growth Fund	47,500
Furniture & Equipment	1,974
Micro Loan Loss Fund	54,200
Sly Technologies Quasi Equity	100,000
Total	289,174

Receivables	
0-120 days	24,436
> 120 days	83,333
Total	107,770

**Onondaga Civic Development Corporation**  
**Balance Sheet Prev Year Comparison**  
As of January 31, 2014

	Jan 31, 14	Jan 31, 13	\$ Change	% Change
<b>ASSETS</b>				
Current Assets				
Checking/Savings				
100 · M&T Checking	139,324.18	13,587.74	125,736.44	925.4%
100.5 · M&T M-M Savings	956,941.97	2,160,060.69	-1,203,118.72	-55.7%
101 · Petty Cash	9.13	9.13	0.00	0.0%
102 · First Niagara Checking	596,398.34	0.00	596,398.34	100.0%
<b>Total Checking/Savings</b>	<b>1,692,673.62</b>	<b>2,173,657.56</b>	<b>-480,983.94</b>	<b>-22.1%</b>
Other Current Assets				
400 · County Copier Reimbursement	184.76	221.60	-36.84	-16.6%
401 · City Copier Reimbursement	-0.01	171.94	-171.95	-100.0%
401.5 · GSPDC Copier	2.71	0.00	2.71	100.0%
402 · County Internet Reimbursement	188.86	125.91	62.95	50.0%
402.5 · GSPDC Internet	12.59	0.00	12.59	100.0%
403 · City Internet Reimbursement	126.49	125.85	0.64	0.5%
404 · Pre-Paid Rent	9,810.58	0.00	9,810.58	100.0%
406 · OC Marketing due	14,110.33	0.00	14,110.33	100.0%
450 · Loans Rec.	83,333.30	100,000.00	-16,666.70	-16.7%
<b>Total Other Current Assets</b>	<b>107,769.61</b>	<b>100,645.30</b>	<b>7,124.31</b>	<b>7.1%</b>
<b>Total Current Assets</b>	<b>1,800,443.23</b>	<b>2,274,302.86</b>	<b>-473,859.63</b>	<b>-20.8%</b>
Fixed Assets				
15000 · Furniture and Equipment	50,628.08	49,683.08	945.00	1.9%
<b>Total Fixed Assets</b>	<b>50,628.08</b>	<b>49,683.08</b>	<b>945.00</b>	<b>1.9%</b>
<b>TOTAL ASSETS</b>	<b>1,851,071.31</b>	<b>2,323,985.94</b>	<b>-472,914.63</b>	<b>-20.4%</b>
<b>LIABILITIES &amp; EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable				
600 · Accounts Payable	109,693.88	11,017.50	98,676.38	895.6%
<b>Total Accounts Payable</b>	<b>109,693.88</b>	<b>11,017.50</b>	<b>98,676.38</b>	<b>895.6%</b>
Other Current Liabilities				
630 · Pass thru Payable	81,666.66	0.00	81,666.66	100.0%
<b>Total Other Current Liabilities</b>	<b>81,666.66</b>	<b>0.00</b>	<b>81,666.66</b>	<b>100.0%</b>
<b>Total Current Liabilities</b>	<b>191,360.54</b>	<b>11,017.50</b>	<b>180,343.04</b>	<b>1,636.9%</b>
<b>Total Liabilities</b>	<b>191,360.54</b>	<b>11,017.50</b>	<b>180,343.04</b>	<b>1,636.9%</b>
Equity				
31500 · Reserve for Contracts	289,174.00	734,126.99	-444,952.99	-60.6%
31600 · Equity - Unreserved	-234,973.77	-679,926.76	444,952.99	65.4%
32000 · Unrestricted Net Assets	1,662,312.92	2,288,417.16	-626,104.24	-27.4%
Net Income	-56,802.38	-29,648.95	-27,153.43	-91.6%
<b>Total Equity</b>	<b>1,659,710.77</b>	<b>2,312,968.44</b>	<b>-653,257.67</b>	<b>-28.2%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,851,071.31</b>	<b>2,323,985.94</b>	<b>-472,914.63</b>	<b>-20.4%</b>



Onondaga Civic Development Corporation  
Profit & Loss YTD Comparison  
January 2014

	<u>Jan 14</u>	<u>Jan 14</u>
Ordinary Income/Expense		
Income		
45000 · Investments	440.66	440.66
47000 · Pass thru income	81,666.66	81,666.66
Total Income	<u>82,107.32</u>	<u>82,107.32</u>
Expense		
62890 · Rent, Parking, Utilities	9,810.58	9,810.58
62895 · Pass thru exp	81,666.66	81,666.66
63000 · OED Contract	6,950.81	6,950.81
64000 · Service Contract Exp	40,000.00	40,000.00
65000 · Operations	481.65	481.65
Total Expense	<u>138,909.70</u>	<u>138,909.70</u>
Net Ordinary Income	<u>-56,802.38</u>	<u>-56,802.38</u>
Net Income	<u><u>-56,802.38</u></u>	<u><u>-56,802.38</u></u>

**ONONDAGA CIVIC DEVELOPMENT CORPORATION**  
**PAYMENT OF BILL - SCHEDULE #037**  
**February 13, 2014**

**GENERAL EXPENSES**

1.	<u>WASHINGTON/WALTON COMPANY LLC***</u> January 2014 Rent	\$	9,810.58
2.	<u>TOSHIBA BUSINESS SOLUTIONS*</u> Inv#10464746, November 2013 Copier Service	\$	391.37
3.	<u>CITY OF SYRACUSE</u> Inv#13-12-108-01 & 14-1-108-01, Nov. & Dec. Meeting Parking	\$	3.50
4.	<u>CARDMEMBER SERVICE**</u> Food Service October 2013 Meeting	\$	51.17
5.	<u>ONONDAGA COMMUNITY COLLEGE*****</u> Workforce Development Service Contract Payment, 2014-15	\$	30,000.00
6.	<u>TIME WARNER CABLE****</u> December 2013 Internet Service	\$	125.95
7.	<u>TOSHIBA BUSINESS SOLUTIONS*****</u> Inv#10536926, December 2013 Copier Service	\$	356.53
8.	<u>ONONDAGA COUNTY</u> 4th Quarter 2013 OED Contract Payment	\$	59,097.17
9.	<u>TOM CERIO</u> Final 2013 Mileage Payment	\$	15.26
10.	<u>CYDNEY JOHNSON</u> Final 2013 Mileage Payment	\$	14.44
11.	<u>MATT MCANANEY</u> Final 2013 Mileage Payment	\$	28.36

12. <u>TOM BEZGIAN</u>	\$	7.29
Final 2013 Mileage Payment		
13. <u>SCOTT KOLDIN</u>	\$	57.07
Final 2013 Mileage Payment		
14. <u>JIM FARRELL</u>	\$	30.25
Final 2013 Mileage Payment		
15. <u>WASHINGTON/WALTON COMPANY LLC*****</u>	\$	9,810.58
February 2014 Rent		
16. <u>CNY TECHNOLOGY DEVELOPMENT ORGANIZATION*****</u>	\$	10,000.00
1st Export NY Service Contract Payment		
17. <u>ONONDAGA COUNTY*****</u>	\$	81,666.66
January 2014 Van Duyn Mortgage Payment		
18. <u>HARRIS BEACH, PLLC</u>	\$	253.10
Inv#2021987, 2029028 & 2030401, General Legal thru Dec 31, 2013		
19. <u>TOSHIBA BUSINESS SOLUTIONS*****</u>	\$	356.04
Inv#10671181, January 2014 Copier Service		
20. <u>WASHINGTON/WALTON COMPANY LLC</u>	\$	9,810.58
March 2014 Rent		
21. <u>TIME WARNER CABLE</u>	\$	125.95
February 2014 Internet Service		
22. <u>TOSHIBA BUSINESS SOLUTIONS</u>	\$	<u>354.49</u>
Inv#10696464, February 2014 Copier Service		
	<b>Total</b>	<b>\$ 212,366.34</b>

Schedule #37  
page 3

- \* Ratificaion of Check dated January 14, 2014
- \*\* Ratification of Payment dated December 2, 2013
- \*\*\* Ratification of Check dated December 9, 2013
- \*\*\*\* Ratification of Payment dated December 23, 2013
- \*\*\*\*\* Ratification of Check dated January 7, 2014
- \*\*\*\*\* Ratification of Checks dated January 9, 2014
- \*\*\*\*\* Ratification of Check Dated January 31, 2014

**ONONDAGA CIVIC DEVELOPMENT CORPORATION**  
**PAYMENT OF BILL - SCHEDULE #037**  
**February 13, 2014**

**MARKETING**

1.	<u>LEXISNEXIS*</u> Inv#1310509372, Subscription	\$	250.00
2.	<u>NYSEDC****</u> Inv#5482, 2014 Membership	\$	1,500.00
3.	<u>BUSINESS XPANSION JOURNAL****</u> Inv#20038DE, Full Page Ad	\$	1,900.00
4.	<u>LINDA MCSHANE**</u> Site Selector Meeting	\$	22.74
5.	<u>CARDMEMBER SERVICE***</u> October 2013 Database Payment	\$	430.92
6.	<u>HALCYON BUSINESS PUBLICATIONS****</u> Ad in Area Development Magazine	\$	4,875.00
7.	<u>CONWAY DATA, INC.****</u> Ad in Site Selection	\$	3,850.00
8.	<u>BUSINESS XPANSION JOURNAL*****</u> Ad Insertions	\$	2,400.00
9.	<u>CONWAY DATA, INC.*****</u> Full Page Ad in Site Selection	\$	3,480.00
10.	<u>DUE NORTH CONSULTING, INC.*****</u> Full Page Ads 2014	\$	9,400.00
11.	<u>ATLAS ADVERTISING</u> Inv#5914, 1st Quarter 2014 Demographic Data Hosting	\$	300.00

12. LEXISNEXIS \$ 500.00

Inv#1311508736 & 1401506303, Monthly Subscription Payments

**Total**      \$    **28,908.66**

- \* Ratification of Payment dated November 15, 2013
- \*\* Ratification of Check dated November 26, 2013
- \*\*\* Ratification of Payment dated December 2, 2013
- \*\*\*\* Ratification of Checks dated December 9, 2013
- \*\*\*\*\* Ratification of Checks dated January 9, 2014

**ONONDAGA CIVIC DEVELOPMENT CORPORATION**  
**INDIVIDUAL MEMBER CERTIFICATE REGARDING**  
**NO CONFLICT OF INTEREST**  
**MEETING DATE: February 13, 2014**

I, the undersigned Member of the Onondaga Civic Development Corporation (the "Corporation"), **DO HEREBY CERTIFY**, as follows:

1. The Corporation has considered undertaking projects for the following companies (each a "Company"):
  1. St. Joseph's Hospital Health Center
  2. Onondaga Community College Foundation
  
2. I **do not** have an "interest" (as defined pursuant to Article 18 of the General Municipal Law of the State of New York) in the company or in any lease or installment sale agreement that may be entered into between the Corporation and a Company identified in paragraph 1.  
"Interest" as defined in Article 18 of the General Municipal Law means
  - (a) a direct or indirect pecuniary or material benefit accruing to a member of the Corporation as the result of a contract with the Corporation or
  - (b) a contract between the Corporation and
    - (i) a member's spouse, minor children and dependents,
    - (ii) a firm, partnership or association of which such member is a member or employee,
    - (iii) a corporation of which such member is an officer, director or employee or
    - (iv) any entity which is owned or controlled directly or indirectly by such member.
  
3. I **do not** directly or indirectly own stock of or have an ownership interest in a Company identified in paragraph 1.
  
4. I **am not** an officer or employee of a Company identified in paragraph 1.
  
5. I **am not** a member of the board of directors of a Company identified in paragraph 1.
  
6. The nature and extent of any interest I may have is described in Exhibit A annexed hereto.

**BOARD OF DIRECTORS:**

Thomas Cerio \_\_\_\_\_  
  
Thomas Bezigian \_\_\_\_\_  
  
James Farrell \_\_\_\_\_  
  
Cydney Johnson \_\_\_\_\_  
  
Scott Koldin \_\_\_\_\_  
  
Leonard Manfretes \_\_\_\_\_  
  
Matthew McAnaney \_\_\_\_\_

**STAFF:**

Chris Andreucci \_\_\_\_\_  
Harris Beach, PLLC  
  
Christopher Cox \_\_\_\_\_  
  
Karen Doster \_\_\_\_\_  
  
Mary Beth Primo \_\_\_\_\_  
  
Kristi Smiley \_\_\_\_\_  
  
Honora Spillane \_\_\_\_\_

**EXHIBIT "A"**

**DESCRIPTION OF INTEREST**

**FOR PROJECT(S):**

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**SIGNED:** \_\_\_\_\_

**FOR PROJECT(S):**

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**SIGNED:** \_\_\_\_\_

**FOR PROJECT(S):**

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**SIGNED:** \_\_\_\_\_

**FOR PROJECT(S):**

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**SIGNED:** \_\_\_\_\_



# Onondaga Civic Development Corporation

c/o Onondaga County  
Department of Economic Development

*Financing Application*

## Onondaga Civic Development Corporation Financing Application

### INSTRUCTIONS

1. Fill in all blanks, using “none”, “not applicable” or “N/A” where the question is not appropriate to the Project, which is the subject of this Application (the “Project”). If you have any questions about this application, please call the Onondaga Civic Development Corporation (OCDC), c/o Onondaga County Department of Economic Development at (315) 435-3770.
2. If an estimate is given as the answer to a question, put “(est.)” after the figure or answer, which is estimated.
3. If more space is needed to answer any specific question, attach a separate sheet.
4. When completed, return this application by mail or fax to OCDC at the address indicated on the cover page of this Application. A signed application may also be submitted electronically in PDF format to Honora Spillane (hspillane@ongov.net), however the application will not be considered by the OCDC until the application fee has been received.
5. The OCDC will not give final approval for this Application until OCDC receives a completed NYS Full Environmental Assessment Form concerning the Project, which is the subject of this Application. The form is available on [syracusecentral.com](http://syracusecentral.com).
6. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the OCDC (with certain limited exceptions) are open to public inspection and copying. If the Applicant feels that there are elements of the Project which are in the nature of trade secrets which, if disclosed to the public or otherwise widely disseminated, would cause substantial injury to the Applicant's competitive position, this Applicant may identify such elements in writing and request that such elements be kept confidential. In accordance with Article 6 of the Public Officers Law, the OCDC may also redact personal, private, and/or proprietary information from publicly disseminated documents.
7. The Applicant will be required to pay the OCDC Application fee and, if accepted as a project of the OCDC, all administrative fees as stated below, as well as legal fees of the OCDC.
8. A complete application consists of the following:
  - A. The Application
  - B. Attachment II - Preliminary or Existing Plans and Sketches
  - C. Attachment III - Financial Information
  - D. Attachment IV - NYS Full Environmental Assessment Form
  - E. A check payable to the Onondaga Civic Development Corporation in the amount of \$500.00
  - F. Proof of 501(c)(3) status

Please answer all questions by filling in the blanks. Use attachments as necessary.

**I. APPLICANT INFORMATION**

Organization Name:	St. Joseph's Hospital Health Center			
Mailing Address:	301 Prospect Street			
City:	Syracuse	State:	New York	Zip: 13215
Phone:	(315) 448-5883	Fax:	(315) 448-6161	
Contact Person:	Kathryn H. Ruscitto			
Email Address:	kathryn.ruscitto@sjhsyr.org			
FED ID Number:	150532254			

**A. Board Chair, CEO, CFO**

Name	Title	Business Address	Phone	Email
Kathryn H. Ruscitto	CEO	301 Prospect Ave.	(315) 448-5883	kathryn.ruscitto@sjhsyr.org
Meredith Price	CFO	301 Prospect Ave.		meredith.price@sjhsyr.org
George Deptula	Chairperson	301 Prospect Ave.		

**B. Applicant's Counsel**

Name:	Lowell A. Seifter, Esq., Senior Vice President/General Counsel			
Firm:	St. Joseph's Hospital Health Center			
Mailing Address:	301 Prospect Ave.			
City:	Syracuse	State:	New York	Zip: 13215
Phone:	(315) 744-1410	Fax:		
Email Address:	Lowell.Seifter@sjhsyr.org			

### C. Applicant's Accountant

Name:	William N. Wildridge		
Firm:	Fust Charles Chambers LLP		
Mailing Address:	5784 Widewaters Parkway		
City:	Syracuse	State:	New York
		Zip:	13214
Phone:	(315) 446-3600	Fax:	(315) 446-3899
Email Address:	wwildridge@fcc-cpa.com		

### II. Project Information

- A. Describe the proposed acquisitions, construction or reconstruction, including buildings, site improvements and equipment. Also, indicate square feet by usage (e. g., office, classrooms), and type of construction. Attach a copy of preliminary plans or sketches, and/or floor plan of existing facility (Attachment II):

The acquisition, construction and equipping of a combined heat and power plant (CHP) which will be constructed on the Hospital Campus in a non-clinical/loading dock area which will utilize a 4.5 megawatt natural gas fire turbine and provide a majority of the Hospital's electricity and usable heat (the Co-gen Plant"). The EPIC integrated enterprise system which includes the inpatient and ambulatory electronic medical record (EMR), Core Clinical, Revenue Cycle, and Ambulatory Practice Management Information systems to support a patient's entire continuum of care, and will host a mix of practice management and physician and clinical data repository, revenue cycle management, information support for all hospital departments, bar-coded medication administration and billing, with the goal of communicating patient information so that each health care provider is informed by the others' observations, orders, notes, test results and treatment plans ("EPIC System"). Routine capital expenditures for 2013, 2014, 2015 and 2016.

- B. Location of Project, including city, town or village within which it is located. Attach a map showing location of project (Attachment II):

City of Syracuse

### C. Utilities on Site:

Water:  Yes  No

Electric:  Yes  No

Gas:  Yes  No

Sanitary/Storm Sewer:  Yes  No

D. Owner of the Project (land, building, improvements and/or personal property):

St. Joseph's Hospital Health Center

If other than Applicant, by what means will the applicant utilize the facility:

E. Zoning of Project Site

Current Zoning

Proposed Zoning

F. Are any local land use approvals required:

If yes, please describe:

Yes  No

SEQRA Approval has been obtained

G. Principal use of Project upon completion:

Health Care. See Attached Sources and Uses of Funds for Estimated Project Costs per Section H. below

H. Estimated Project Costs. Give an accurate estimate of the following costs:

Land	<input type="text"/>
Building Construction	<input type="text"/>
Site Work	<input type="text"/>
Legal Fees (other than Company's Attorneys)	<input type="text"/>
Engineering Fees	<input type="text"/>
Financial Charges	<input type="text"/>
Machinery & Equipment	<input type="text"/>
OCDC Fee	<input type="text"/>
Other (Specify)	<input type="text"/>
Estimated Total Cost	<input type="text"/>

I. Estimated value of Tax Exempt Bonds that Applicant is requesting OCDC issue:

Amount:

J. Project Schedule. Give an estimate of the project completion date:

Completion Date:

K. Organization Financial Information Attachment

1. Copies of two most recent financial statements
2. Copy of most recent Annual Report
3. Strategic Plan

L. Employment and Payroll Information

1. Estimate how many full time equivalent (FTE) jobs will be added as a result of this project:

M. Environmental Information

1. The OCDC must make a determination of environmental significance for the project. A completed NYS Full Environmental Assessment Form must be submitted.

III. Representations By The Applicant

The Applicant understands and agrees with the OCDC as follows:

A. Annual Report on Outstanding Bonds: The Applicant understands and agrees that, if the Project receives any Financial Assistance from the OCDC, the Applicant agrees to file, or cause to be filed, with the OCDC, on an annual basis, any information regarding bonds, if any, issued by the OCDC for the project that is requested by the Comptroller of the State of New York. Initial

B. Absence of Conflicts of Interest: The Applicant has received from the OCDC a list of the members, officers, and employees of the OCDC (Appendix A). No member, officer, or employee of the OCDC has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

Initial

C. Fees: The OCDC Application should be submitted with a non-refundable \$500.00 Application Fee to the Onondaga Civic Development Corporation 333 W. Washington Street, Suite 130, Syracuse, New York 13202. The OCDC will collect a 1% (.01) administrative fee at the time of closing based on the value of the bonds issued.

Initial

D. The OCDC reserves the right to ask for additional information as it deems necessary to complete its review of your application.

Initial

The Applicant and the individual executing this Application on behalf of the Applicant acknowledge that the OCDC will rely on the representations made herein when acting on this Application and hereby represent that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.

- I have read paragraph 6 of the instructions and understand that the applicant must identify in writing to OCDC any information it deems proprietary and requests not be made publicly available.
- Please check here if you have marked information as confidential/proprietary.

Name of Organization:  Name:

By:  Digitally signed by Kathryn H. Ruscitto  
DN: cn=Kathryn H. Ruscitto, o=St. Joseph's Hospital,  
ou=President and CEO, email=kathryn.ruscitto@sjhny.org, c=US  
Date: 2014.01.29 15:20:18 -0500 Date:

#### IV. Hold Harmless Agreement

Applicant hereby releases Onondaga Civic Development Corporation and the members, board of directors, officers, servants, agents and employees thereof (the "OCDC") from, agrees that the OCDC shall not be liable for and agrees to indemnify, defend and hold the OCDC harmless from and against any and all liability arising from or expense incurred by (A) the OCDC's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the Application or the Project described therein or the tax-exemptions and other assistance requested therein are favorably acted upon by the OCDC, (B) the OCDC's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the OCDC with respect to the Project, including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the OCDC or the Applicant are unable to reach final agreement with the respect to the Project, then, and in the event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the OCDC, its agents or assigns, all costs incurred by the OCDC in the process of the Application, including attorneys' fees, if any.

Name of Organization:

By:  Digitally signed by Kathryn H. Ruscitto  
DN: cn=Kathryn H. Ruscitto, o=St. Joseph's Hospital,  
ou=President and CEO, email=kathryn.ruscitto@sjhny.org, c=US  
Date: 2014.01.29 15:19:17 -0500

Name:

Title:

Date:

## APPENDIX A

### CONFLICT OF INTEREST STATEMENT

List of corporation board members and staff for 2011 - 2012

#### Corporation Board Members

1. Thomas Cerio
2. James Farrell
3. Cydney Johnson
4. Matthew McAnaney
5. Scott Koldin
6. Donald Colon
7. Dale Sweetland

#### Corporation Officers/Staff (Employees)

1. Christopher Cox
2. Karen Doster
3. Honora Spillane
4. Carolyn May
5. Mary Beth Primo
6. Kristi Smiley
7. Linda McShane

#### Corporation Legal Counsel and Auditor

1. Tim Frateschi, Esq. Harris Beach
2. Chris Andreucci, Esq. Harris Beach
3. Harris Beach, PLLC Law Firm
4. Michael Lisson, CPA, Green & Seifter
5. Green & Seifter, Certified Public Accountants, PLLC



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Series 2014

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## SOURCES AND USES OF FUNDS

St. Joseph's Hospital  
Series 2014

Dated Date	04/24/2014
Delivery Date	04/24/2014

Sources: EPIC

Bond Proceeds:	
Par Amount	85,370,000.00
Original Issue Discount	<u>(4,973,423.10)</u>
	80,396,576.90

Other Sources of Funds:	
Equity Contribution	292,655.97

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80,689,232.87

Uses: EPIC

Project Fund Deposits:	
EPIC Project	44,537,301.00
CoGen Project	9,088,896.00
Parking Garage	4,000,000.00
General	<u>12,373,803.00</u>
	70,000,000.00

Other Fund Deposits:	
Debt Service Reserve	7,680,775.00

Cost of Issuance:	
Bond Counsel	135,000.00
Underwriter's Counsel	150,000.00
Trustee Fees	3,000.00
Trustee Counsel Fees	5,000.00
S&P	78,750.00
Moody's	52,500.00
POS/Official Statement	5,000.00
Auditor	97,500.00
Misc Fees	<u>200,000.00</u>
	726,750.00

Underwriter's Discount:	
Underwriter's Fee	1,173,837.50

Other Delivery Date Expenses:	
Issuer Fee	853,700.00
Title Insurance	<u>250,000.00</u>
	1,103,700.00

Other Uses of Funds:	
Additional Proceeds	4,170.37

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80,689,232.87

## BOND PRICING

St. Joseph's Hospital  
Series 2014

Bond Component	Maturity Date	Amount	Rate	Yield	Price
Term Bond due 2024:					
	07/01/2018	2,890,000	5.500%	5.500%	100.000
	07/01/2019	3,045,000	5.500%	5.500%	100.000
	07/01/2020	3,215,000	5.500%	5.500%	100.000
	07/01/2021	3,390,000	5.500%	5.500%	100.000
	07/01/2022	3,580,000	5.500%	5.500%	100.000
	07/01/2023	3,775,000	5.500%	5.500%	100.000
	07/01/2024	3,980,000	5.500%	5.500%	100.000
		<u>23,875,000</u>			
Term Bond due 2029:					
	07/01/2025	4,200,000	5.500%	6.250%	92.702
	07/01/2026	4,430,000	5.500%	6.250%	92.702
	07/01/2027	4,675,000	5.500%	6.250%	92.702
	07/01/2028	4,935,000	5.500%	6.250%	92.702
	07/01/2029	5,205,000	5.500%	6.250%	92.702
		<u>23,445,000</u>			
Term Bond due 2035:					
	07/01/2030	5,490,000	5.750%	6.500%	91.426
	07/01/2031	5,805,000	5.750%	6.500%	91.426
	07/01/2032	6,140,000	5.750%	6.500%	91.426
	07/01/2033	6,490,000	5.750%	6.500%	91.426
	07/01/2034	6,865,000	5.750%	6.500%	91.426
	07/01/2035	7,260,000	5.750%	6.500%	91.426
		<u>38,050,000</u>			
		85,370,000			

Dated Date	04/24/2014	
Delivery Date	04/24/2014	
First Coupon	07/01/2014	
Par Amount	85,370,000.00	
Original Issue Discount	(4,973,423.10)	
Production	80,396,576.90	94.174273%
Underwriter's Discount	(1,173,837.50)	(1.375000%)
Purchase Price	79,222,739.40	92.799273%
Accrued Interest		
Net Proceeds	79,222,739.40	

## BOND SUMMARY STATISTICS

St. Joseph's Hospital  
Series 2014

Dated Date	04/24/2014
Delivery Date	04/24/2014
First Coupon	07/01/2014
Last Maturity	07/01/2035
Arbitrage Yield	6.243842%
True Interest Cost (TIC)	6.452716%
Net Interest Cost (NIC)	6.158656%
All-In TIC	6.712860%
Average Coupon	5.648731%
Average Life (years)	14.121
Duration of Issue (years)	9.323
Par Amount	85,370,000.00
Bond Proceeds	80,396,576.90
Total Interest	68,096,773.13
Net Interest	74,244,033.73
Total Debt Service	153,466,773.13
Maximum Annual Debt Service	7,680,775.00
Average Annual Debt Service	7,243,744.37
Underwriter's Fees (per \$1000)	
Average Takedown	
Other Fee	13.750000
Total Underwriter's Discount	13.750000
Bid Price	92.799273

Bond Component	Par Value	Price	Average Coupon	Average Life	Duration	PV of 1 bp change
Term Bond due 2024	23,875,000.00	100.000	5.500%	7.400	6.102	18,383.75
Term Bond due 2029	23,445,000.00	92.702	5.500%	13.293	9.400	21,569.40
Term Bond due 2035	38,050,000.00	91.426	5.750%	18.849	11.359	40,713.50
	85,370,000.00			14.121		80,666.65

	TIC	All-In TIC	Arbitrage Yield
Par Value	85,370,000.00	85,370,000.00	85,370,000.00
+ Accrued Interest			
+ Premium (Discount)	(4,973,423.10)	(4,973,423.10)	(4,973,423.10)
- Underwriter's Discount	(1,173,837.50)	(1,173,837.50)	
- Cost of Issuance Expense		(726,750.00)	
- Other Amounts		(1,103,700.00)	
Target Value	79,222,739.40	77,392,289.40	80,396,576.90
Target Date	04/24/2014	04/24/2014	04/24/2014
Yield	6.452716%	6.712860%	6.243842%

## BOND DEBT SERVICE

St. Joseph's Hospital  
Series 2014

Period Ending	Principal	Coupon	Interest	Debt Service
07/01/2014			891,560.63	891,560.63
07/01/2015			4,790,475.00	4,790,475.00
07/01/2016			4,790,475.00	4,790,475.00
07/01/2017			4,790,475.00	4,790,475.00
07/01/2018	2,890,000	5.500%	4,790,475.00	7,680,475.00
07/01/2019	3,045,000	5.500%	4,631,525.00	7,676,525.00
07/01/2020	3,215,000	5.500%	4,464,050.00	7,679,050.00
07/01/2021	3,390,000	5.500%	4,287,225.00	7,677,225.00
07/01/2022	3,580,000	5.500%	4,100,775.00	7,680,775.00
07/01/2023	3,775,000	5.500%	3,903,875.00	7,678,875.00
07/01/2024	3,980,000	5.500%	3,696,250.00	7,676,250.00
07/01/2025	4,200,000	5.500%	3,477,350.00	7,677,350.00
07/01/2026	4,430,000	5.500%	3,246,350.00	7,676,350.00
07/01/2027	4,675,000	5.500%	3,002,700.00	7,677,700.00
07/01/2028	4,935,000	5.500%	2,745,575.00	7,680,575.00
07/01/2029	5,205,000	5.500%	2,474,150.00	7,679,150.00
07/01/2030	5,490,000	5.750%	2,187,875.00	7,677,875.00
07/01/2031	5,805,000	5.750%	1,872,200.00	7,677,200.00
07/01/2032	6,140,000	5.750%	1,538,412.50	7,678,412.50
07/01/2033	6,490,000	5.750%	1,185,362.50	7,675,362.50
07/01/2034	6,865,000	5.750%	812,187.50	7,677,187.50
07/01/2035	7,260,000	5.750%	417,450.00	7,677,450.00
	85,370,000		68,096,773.13	153,466,773.13

NET DEBT SERVICE

St. Joseph's Hospital  
Series 2014

Date	Principal	Interest	Total Debt Service	Debt Service Reserve	Net Debt Service	Annual Net D/S
07/01/2014		891,560.63	891,560.63	(21,442.16)	870,118.47	870,118.47
01/01/2015		2,395,237.50	2,395,237.50	(57,605.81)	2,337,631.69	
07/01/2015		2,395,237.50	2,395,237.50	(57,605.81)	2,337,631.69	4,675,263.38
01/01/2016		2,395,237.50	2,395,237.50	(57,605.81)	2,337,631.69	
07/01/2016		2,395,237.50	2,395,237.50	(57,605.81)	2,337,631.69	4,675,263.38
01/01/2017		2,395,237.50	2,395,237.50	(57,605.81)	2,337,631.69	
07/01/2017		2,395,237.50	2,395,237.50	(57,605.81)	2,337,631.69	4,675,263.38
01/01/2018		2,395,237.50	2,395,237.50	(57,605.81)	2,337,631.69	
07/01/2018	2,890,000	2,395,237.50	5,285,237.50	(57,605.81)	5,227,631.69	7,565,263.38
01/01/2019		2,315,762.50	2,315,762.50	(57,605.81)	2,258,156.69	
07/01/2019	3,045,000	2,315,762.50	5,360,762.50	(57,605.81)	5,303,156.69	7,561,313.38
01/01/2020		2,232,025.00	2,232,025.00	(57,605.81)	2,174,419.19	
07/01/2020	3,215,000	2,232,025.00	5,447,025.00	(57,605.81)	5,389,419.19	7,563,838.38
01/01/2021		2,143,612.50	2,143,612.50	(57,605.81)	2,086,006.69	
07/01/2021	3,390,000	2,143,612.50	5,533,612.50	(57,605.81)	5,476,006.69	7,562,013.38
01/01/2022		2,050,387.50	2,050,387.50	(57,605.81)	1,992,781.69	
07/01/2022	3,580,000	2,050,387.50	5,630,387.50	(57,605.81)	5,572,781.69	7,565,563.38
01/01/2023		1,951,937.50	1,951,937.50	(57,605.81)	1,894,331.69	
07/01/2023	3,775,000	1,951,937.50	5,726,937.50	(57,605.81)	5,669,331.69	7,563,663.38
01/01/2024		1,848,125.00	1,848,125.00	(57,605.81)	1,790,519.19	
07/01/2024	3,980,000	1,848,125.00	5,828,125.00	(57,605.81)	5,770,519.19	7,561,038.38
01/01/2025		1,738,675.00	1,738,675.00	(57,605.81)	1,681,069.19	
07/01/2025	4,200,000	1,738,675.00	5,938,675.00	(57,605.81)	5,881,069.19	7,562,138.38
01/01/2026		1,623,175.00	1,623,175.00	(57,605.81)	1,565,569.19	
07/01/2026	4,430,000	1,623,175.00	6,053,175.00	(57,605.81)	5,995,569.19	7,561,138.38
01/01/2027		1,501,350.00	1,501,350.00	(57,605.81)	1,443,744.19	
07/01/2027	4,675,000	1,501,350.00	6,176,350.00	(57,605.81)	6,118,744.19	7,562,488.38
01/01/2028		1,372,787.50	1,372,787.50	(57,605.81)	1,315,181.69	
07/01/2028	4,935,000	1,372,787.50	6,307,787.50	(57,605.81)	6,250,181.69	7,565,363.38
01/01/2029		1,237,075.00	1,237,075.00	(57,605.81)	1,179,469.19	
07/01/2029	5,205,000	1,237,075.00	6,442,075.00	(57,605.81)	6,384,469.19	7,563,938.38
01/01/2030		1,093,937.50	1,093,937.50	(57,605.81)	1,036,331.69	
07/01/2030	5,490,000	1,093,937.50	6,583,937.50	(57,605.81)	6,526,331.69	7,562,663.38
01/01/2031		936,100.00	936,100.00	(57,605.81)	878,494.19	
07/01/2031	5,805,000	936,100.00	6,741,100.00	(57,605.81)	6,683,494.19	7,561,988.38
01/01/2032		769,206.25	769,206.25	(57,605.81)	711,600.44	
07/01/2032	6,140,000	769,206.25	6,909,206.25	(57,605.81)	6,851,600.44	7,563,200.88
01/01/2033		592,681.25	592,681.25	(57,605.81)	535,075.44	
07/01/2033	6,490,000	592,681.25	7,082,681.25	(57,605.81)	7,025,075.44	7,560,150.88
01/01/2034		406,093.75	406,093.75	(57,605.81)	348,487.94	
07/01/2034	6,865,000	406,093.75	7,271,093.75	(57,605.81)	7,213,487.94	7,561,975.88
01/01/2035		208,725.00	208,725.00	(57,605.81)	151,119.19	
07/01/2035	7,260,000	208,725.00	7,468,725.00	(7,738,380.81)	(269,655.81)	(118,536.62)
	85,370,000	68,096,773.13	153,466,773.13	(10,121,661.18)	143,345,111.95	143,345,111.95

**OFFICIAL INTENT RESOLUTION**  
*(St. Joseph's Hospital Health Center 2014 Project)*

A regular meeting of the Onondaga Civic Development Corporation was convened on February 13, 2014.

The following resolution was duly offered and seconded, to wit:

Resolution No. \_\_\_\_\_

RESOLUTION OF THE ONONDAGA CIVIC DEVELOPMENT CORPORATION (THE "ISSUER") (i) TAKING OFFICIAL ACTION TOWARD THE ISSUANCE OF UP TO \$85,000,000 PRINCIPAL AMOUNT OF REVENUE BONDS FOR THE PURPOSE OF FINANCING A CERTAIN PROJECT (AS SET FORTH BELOW) FOR THE BENEFIT OF ST. JOSEPH'S HOSPITAL HEALTH CENTER; (ii) DETERMINING COMPLIANCE WITH THE STATE ENVIRONMENTAL QUALITY REVIEW ACT WITH RESPECT TO SUCH PROJECT; (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE ISSUER WITH RESPECT TO SUCH PROJECT; AND (iv) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO SUCH FINANCING AND THE UNDERTAKING OF SUCH PROJECT

WHEREAS, pursuant to the purposes and powers contained within Section 1411 of the Not-for-Profit Corporation Law ("N-PCL") of the State of New York (the "State"), as amended (hereinafter collectively called the "Act"), and pursuant to its certificate of incorporation filed on August 10, 2009 and the Certificate of Amendment of the Certificate of Incorporation of the Onondaga Civic Development Corporation filed on October 5, 2009 (collectively, the "Certificate"), the **ONONDAGA CIVIC DEVELOPMENT CORPORATION** (the "Issuer") was established as a not-for-profit local development corporation of the State with the authority and power to own, lease and sell personal and real property for the purposes of, among other things, acquiring, constructing and equipping certain projects exclusively in furtherance of the charitable or public purposes of relieving and reducing unemployment, promoting and providing for additional and maximum employment, bettering and maintaining job opportunities, instructing or training individuals to improve or develop their capabilities for such jobs, by encouraging the development of, or retention of, an industry in the community or area, and lessening the burdens of government and acting in the public interest; and

WHEREAS, **ST. JOSEPH'S HOSPITAL HEALTH CENTER** (the "Institution"), a New York not-for-profit corporation and an organization described in Section 501(c)(3) of the Internal Revenue Code of 1986, as amended (the "Code"), has submitted an application to the Issuer, copies of which were presented at this meeting and a copy of which is on file at the office of the Issuer, requesting the Issuer issue its revenue bonds in one or more series in the aggregate principal amount not to exceed \$85,000,000 (the "Bonds") for the purpose of financing a certain project (the "Project") to be undertaken at the Institution's campus at 301 Prospect Street,

Syracuse, Onondaga County, New York (the "Land"), such Project consisting of: (A) the construction and equipping of an approximately 3,640 square-foot combined heat and power plant in a non-clinical/loading dock area which will utilize an approximately 4.5-megawatt natural gas fire turbine and provide a majority of the Institution's electricity and usable heat (the "Co-Gen Plant Improvements"), (B) the acquisition and installation of the EPIC electronic health record system to manage and organize, among other things, the Institution's clinical, data collection, billing and administrative functions (the "EPIC System"), (C) the renovation and reconstruction of the existing approximately 198,100 square-foot parking garage containing 412 parking spaces and located at 101 Union Avenue, Syracuse, Onondaga County, New York (the "Parking Garage Improvements"; and, together with the Co-Gen Plant Improvements and the EPIC System, the "Improvements"), (D) the acquisition and installation in and around the Improvements of certain items of furniture, furnishings, equipment, machinery and other tangible personal property (collectively, the "Equipment"; and, together with the Land and the Improvements, the "Project Facility"), (E) the maintenance and capital construction expenditures, including reimbursement for prior expenditures, for fiscal years 2013 through 2016, for all Institution facilities (the "Existing Facilities"), including, but not limited to, (i) the extension of the useful life of the Existing Facilities, compliance with mandated life-safety code and environmental requirements, and maintenance of energy efficient system operations, (ii) the expansion of and functional improvement of medical services, patient care and research facilities and major building systems and components which shall include, but not be limited to, (a) roof replacements, structural repairs, exterior masonry and window repairs and replacements, (b) mechanical and electrical system replacements, (c) upgrades to utility transmission networks, roads and pathways; and (d) the re-engineering of mechanical and electrical systems to reduce consumption and (F) funding a debt service reserve fund, if any, and paying capitalized interest, if any, and certain other costs incidental to the issuance of the Bonds (the costs associated with items (A) through (F) above being hereinafter collectively referred to as the "Project Costs"); and

WHEREAS, the Issuer is contemplating providing financial assistance to the Institution with respect to the Project (the "Financial Assistance") in the form of (i) the issuance of the Bonds in an amount not to exceed the lesser of the Project Costs or \$85,000,000, and (ii) an exemption from all mortgage recording taxes with respect to any qualifying mortgage to secure the Bonds or the Institution's obligations relating to the Bonds; and

WHEREAS, pursuant to the New York State Environmental Quality Review Act, Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto at 6 N.Y.C.R.R. Part 617, as amended (collectively referred to as "SEQRA"), the Issuer must satisfy the applicable requirements set forth in SEQRA, as necessary, prior to making a final determination whether to undertake the Project; and

WHEREAS, the Institution reasonably expects that it will (1) pay or incur certain capital expenditures in connection with the Project prior to the issuance of the Bonds, (2) use funds from sources other than proceeds of the Bonds which are or will be available on a short-term basis to pay for such capital expenditures, and (3) reimburse itself for the use of such funds with proceeds of the Bonds.



NOW, THEREFORE, BE IT RESOLVED BY THE ONONDAGA CIVIC DEVELOPMENT CORPORATION AS FOLLOWS:

Section 1. The Institution has presented an application in a form acceptable to the Issuer. Based upon the representations made by the Institution to the Issuer in the Institution's application, the Issuer hereby finds and determines that:

(A) By virtue of the Act and the Certificate, the Issuer has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act and the Certificate; and

(B) It is desirable and in the public interest for the Issuer to issue its Bonds to finance the Project Costs, together with certain related costs and amounts, in an aggregate amount presently estimated to be \$85,000,000, all in furtherance of the Issuer's purposes; and

(C) The Issuer has the authority to take the actions contemplated herein under the Act and the Certificate; and

(D) The action to be taken by the Issuer will induce the Institution to undertake the Project, thereby increasing employment opportunities in Onondaga County, New York, and reducing the burdens of government for Onondaga County and in furtherance of the purposes of the Issuer as set forth in the Act; and

(E) Based upon the review by the Issuer of the Application submitted by the Institution with respect to the Project, the Issuer finds that the proposed action constitutes a "Type II action" pursuant to 6 N.Y.C.R.R. § 617.5 and therefore is exempt from review under SEQRA; and

(F) The Institution is not undertaking the Project in place of, on behalf of, for the benefit of, or at the request of the Issuer.

Section 2. This resolution shall authorize the Issuer to hold a public hearing as required by Section 147(f) of the Code.

Section 3. The proposed Financial Assistance being contemplated by the Issuer includes (i) financing a portion of the Project Costs by the issuance of the Bonds in an amount not to exceed the lesser of the Project Costs or \$85,000,000, and (ii) an exemption from all mortgage recording taxes with respect to any qualifying mortgage to secure the Bonds or the Institution's obligations relating to the Bonds.

Section 4. The granting of the Financial Assistance, as contemplated by Paragraph 3 of this Resolution, shall be subject to:

(A) Agreement by the Issuer, the Institution and the purchaser of the Bonds on mutually acceptable terms for the Bonds and for the sale and delivery thereof and mutually acceptable terms and conditions for the security for the payment thereof; and

(B) approval by the County Executive of Onondaga County, New York, of the issuance of the Bonds in accordance with the provisions of Section 147(f) of the Code; and

(C) holding a public hearing as required by Section 147(f) of the Code.

Section 5. The Institution is hereby authorized to conduct such environmental, engineering, economic, feasibility and other studies and preliminary planning and budgetary processes necessary or convenient to enable the Issuer to make its final determination whether to approve the Financial Assistance, and the Institution is further authorized to advance such funds as may be necessary for such purpose, subject, to the extent permitted by law, to reimbursement from the proceeds of the sale of the Bonds, if the Bonds are issued.

Section 6. Harris Beach PLLC, as Bond Counsel for the Issuer, is hereby authorized to work with counsel to the Institution and others to prepare for submission to the Issuer, all documents necessary to effect the authorization, issuance and sale of the Bonds and reimbursement of the cost of all such work prior to the date hereof is hereby authorized to the extent permitted by the Code.

Section 7. This Resolution shall constitute the adoption of "official intent" (within the meaning of the United States Treasury Regulations Section 1.150-2(d)) with respect to issuance of the Bonds and the original expenditures which are reasonably expected to be reimbursed from the proceeds of the Bonds.

Section 8. The Chairman, President/CEO and/or Treasurer/CFO of the Issuer are hereby authorized and directed to distribute copies of this Resolution to the Institution and to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this Resolution.

Section 9. This Resolution shall take effect immediately.

	<i>Yea</i>	<i>Nay</i>	<i>Abstain</i>	<i>Absent</i>
Thomas Cerio	[ ]	[ ]	[ ]	[ ]
James Farrell	[ ]	[ ]	[ ]	[ ]
Cydney Johnson	[ ]	[ ]	[ ]	[ ]
Matthew McAnaney	[ ]	[ ]	[ ]	[ ]
Scott Koldin	[ ]	[ ]	[ ]	[ ]
Thomas Bezigian	[ ]	[ ]	[ ]	[ ]
Leonard Manfretes	[ ]	[ ]	[ ]	[ ]

The Resolutions were thereupon duly adopted.

**CERTIFICATION**

STATE OF NEW YORK                    )  
COUNTY OF ONONDAGA                ) ss.:

I, Honora Spillane, the undersigned Secretary of the Onondaga Civic Development Corporation DO HEREBY CERTIFY:

That I have compared the annexed extract of minutes of the meeting of the Onondaga Civic Development Corporation (the "Issuer"), including the resolution contained therein, held on February 13, 2014, with the original thereof on file in my office, and that the same is a true and correct copy of the proceedings of the Issuer and of such resolution set forth therein and of the whole of said original insofar as the same related to the subject matters therein referred to.

I FURTHER CERTIFY, that all members of the board of directors of said Issuer had due notice of said meeting, that the meeting was in all respects duly held and that, pursuant to Article 7 of the Public Officers Law (Open Meetings Law), said meeting was open to the general public, and that public notice of the time and place of said meeting was duly given in accordance with such Article 7.

I FURTHER CERTIFY, that there was a quorum of the directors of the Issuer present throughout said meeting.

I FURTHER CERTIFY, that as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or modified.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said Issuer this \_\_\_\_ day of February, 2014

By: \_\_\_\_\_  
Name: Honora Spillane  
Title: Secretary

## Economic Growth Fund Application

**To apply applicants should submit:**

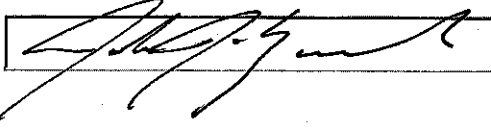
1. A signed application.
2. A project description of no more than three (3) pages including:
  - a. Description of the project, its core activities and goals
  - b. Number of persons and geographic distribution to be served directly by the project.
  - c. Detailed description of all sources and uses of funding required to complete the project as well as identifying funds that have already been committed.

*\*Applicants may be required to submit additional information that the Office of Economic Development deems necessary*

Organization Name:	Onondaga Community College Foundation, Inc.		
Mailing Address:	4585 West Seneca Turnpike		
City:	Syracuse	State:	New York
		Zip:	13215
Phone:	(315) 498-6060	Fax:	(315) 498-7214
Contact Person:	John J. Zacharek		
Email Address:	zacharej@sunyocc.edu		
Executive Director/ President:	John J. Zacharek		
Executive Director/ President's Email:	zacharej@sunyocc.edu		
Title of Proposed Project:	Community Scholars-Workforce Development Program		
Primary Purpose of Proposed Project:	Support of workforce development initiatives		
Estimated Project Start Date:	Sep 1, 2012	Estimated End Date:	None
Total Project Budget:	4,000,000		
Amount of Funding Requested:	30,000		
Primary Purpose of Requested Funds:	Support of workforce development initiatives		
Type of Funding Requested:	Economic Growth Fund		

I have read paragraph 4.2 of the instructions and understand that the applicant must identify in writing and  state the reasons for withholding information it deems proprietary and is requesting not be made publicly available.

Please check here if you have marked information as confidential/proprietary.

Title   Date:

**OCC Foundation Inc.**  
**Proposal to the Onondaga Civic Development Corporation**  
**February 2014**

Onondaga Community College serves as a pathway to a bright future for thousands of students from all backgrounds. The College's students are comprised of a growing number of local high school graduates, displaced and underemployed workers seeking new career opportunities, returning veterans transitioning to civilian careers, and working adults of all ages preparing for career changes or advancement opportunities. For a returning student who already holds a baccalaureate degree, Onondaga represents an opportunity to earn an industry-specific credential aligned with a new career goal, or update skills and remain competitive. Onondaga's reputation for excellence is reflected in the successes of its alumni, who are represented in virtually every industry in the region. For hundreds of thousands of Central New York community members, Onondaga Community College has been truly transformational.

Despite the important role that colleges like Onondaga play as avenues of opportunity, and as talent development or retention pipelines for area employers, financial constraints serve as a significant barrier to enrollment for many individuals and families. State aid per full-time equivalent (FTE) student was 15 percent lower in 2012-13 than in 2008, and families are increasingly concerned about college affordability and about accumulating debt so that they may finance their education.

Across the United States, total education borrowing, including federal student and parent loans, as well as nonfederal loans, declined by 4 percent in real terms between 2010-11 and 2011-12 — the first decline in at least 20 years. However, the 2011-12 total (\$113.4 billion) was still 24 percent higher than five years earlier.<sup>1</sup> In 2010-11, approximately 57 percent of students who earned bachelor's degrees from the public four-year colleges where they began their studies graduated with debt. The average debt per borrower was \$23,800, up from \$20,100 (in 2011 dollars) a decade earlier.<sup>2</sup>

Although Onondaga provides affordable pathways to a degree or certificate in preparation for career opportunities or transfer to four-year colleges, the financial aid available falls significantly short and the need among students for scholarship support continues to exceed the funding available.

### **The Community Scholars Program**

The Community Scholars Program continues Onondaga's historic focus on providing access to high quality, affordable education for all. This program addresses financial barriers that prevent individuals from completing a college credential. In doing so, the program expands opportunities for individuals to remain in Central New York to prepare for high-demand, high-skilled career pathways, enhancing the competitiveness of the region's workforce, and by extension, its employers and regional economy. The program includes several primary elements, each ultimately affecting the quality of the local work force and serving to generate prosperity and encourage economic vitality. The eligibility requirements for the programs are outlined below.

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<sup>1</sup> College Board. (2012). Trends in Higher Education Series, Trends in Student Aid 2012, 12b-6494, pgs. 14-15, 17.

<sup>2</sup> College Board. (2012). Trends in Higher Education Series, Trends in Student Aid 2012, 12b-6494, pg. 23.

**Scholarships to *Inspire Promise*** – Must be a recent high school graduate\* from a Central New York public or private high school or homeschooled with residency in a Central New York school district; must have a minimum 3 year un-weighted high school average of 92+ on a 100 point scale; must enroll full time (at least 12 credit hours) in a degree or certificate program and complete the 2014-2015 Free Application for Federal Student Aid (FAFSA). \*Fall 2014 semester requires a 2014 graduation date.

**Scholarships to *Renew Hope*** – Must be 21 years of age or older with a GED or a high school diploma or equivalent, with no prior college degree or certificate. Must enroll at least half time (usually 6 credit hours/2 classes) in a degree or certificate program and complete a Free Application for Federal Student Aid (FAFSA).

**Scholarships to *Fulfill Dreams*** – Must be a former Onondaga Community College student who has earned at least 40 credits towards their degree (or 20 credits towards a certificate) at OCC, with an OCC GPA of 2.0+ who wishes to return to complete a degree or certificate. Must enroll at least half time (usually 6 credit hours/2 classes) and complete a Free Application for Federal Student Aid (FAFSA).

### **The Workforce Development Commitment**

By 2020, over 60 percent of jobs in the United States will require at least some post-secondary education,<sup>3</sup> making a college degree more important than ever. Through the Community Scholars Program, bright high school graduates will gain the confidence and direction they need to succeed in a four-year institution, and students who would otherwise be shut out of higher education will gain access to a college degree and a pathway to a better life.

Through Community Scholars, displaced adult learners avail themselves of the nearly fifty degree and certificate programs at Onondaga ranging from Accounting, Health Information Technology, Nuclear Technology, Hospitality Management, Nursing, and many more in demand fields. With 12 programs offered in online or blended formats, and courses delivered in the evenings and via extension sites, Onondaga is committed to expanding access for adult learners who are often juggling family and employment commitments that make traditional modes of study unfeasible.

Serving the needs of the community is central to Onondaga's mission. As the area's second largest college and the only local comprehensive public college, Onondaga is focused on supporting the success of Onondaga County citizens and local employers. The College offers degree and certificate programs designed to prepare students for transfer to four-year institutions or to enter high-demand careers that are critical to the success of local employers like SRC, the C&S Companies, Welch Allyn, and many others. Given that the vast majority of Onondaga students remain in the region to continue their studies and to live and work, the Community Scholars program supports regional and statewide initiatives designed to attract and retain strong local talent necessary to fuel the future vitality and prosperity of the region and state.

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<sup>3</sup> Carnevale, A., Smith, N., Strohl, J. (2010). "Recovery 2020: Job Growth and Education Requirements Through 2020," 18, 22. <http://cew.georgetown.edu/recovery2020>

Over the past year, the Onondaga Civic Development Corporation’s investment of \$30,000 enabled forty-one individuals to enroll in education and training programs to advance their educational and career goals. Among scholarship recipients supported by OCDC, twenty-three were enrolled in credit-bearing degree programs and received scholarship awards as outlined in the table below.

<b>Enrollment</b>	<b>Award Amount</b>	<b>Fall - # served</b>	<b>Spr. - # Served</b>
Full-time (12 or more credits)	\$500	15	17
Part-time (9-11 credits)	\$375	3	2
Part-time (6-8 credits)	\$250	2	1

The average age of students enrolled was 33, the average fall 2013 GPA was 3.05, and 85% of students were retained fall to spring. The distribution of program enrollment is outlined in the table below.

<b>Number of Scholarship Recipients by Degree Program</b>	
AUT.AAS (Automotive Technology)	1
BUS.AS (Business Administration)	1
CIS.AAS (Computer Information Systems)	2
CSC.AS (Computer Science)	1
HIT.AAS (Health Information Technology)	4
HMT.AA (Humanities/Liberal Arts)	5
HOS.AAS (Hospitality Management)	1
HUM.AS (Human Services)	1
IND.AAS (Interior Design Technology)	1
MTS.AS (Mathematics & Science)	3
NUR.AAS (Nursing)	2
PTA.AAS (Physical Therapist Assistant)	1
<b>Total</b>	<b>23</b>

In addition, scholarships ranging from \$296.26 to \$1,119.50 enabled individuals to enroll in the workforce development programs listed below, and four additional applications will be supported in Spring 2014.

<b>Recipient Enrollment in Non-credit Programs</b>	
CCENT Cisco	1
CompTIA A+	1
Home Inspection	1
Medical Billing & Coding	1
Medical Interpreter	10
Applications in process	4
<b>Total</b>	<b>18</b>

## **Benefits**

The Community Scholars program, launched in fall 2011, has already supported our community of students that come directly from high school, as well as those who never attended college. Nearly 400 students have benefited from these funds to continue pursuing their dream of a college education.

**Retain Local Students:** By keeping more of our students in Onondaga County for their first two years, we will increase the likelihood that they will remain in Onondaga after graduation – currently as many as 85% of OCC graduates choose to remain in Central New York after graduation to work or to continue their studies.

**Social Savings:** An educated citizenry produces reduced demand for social services and resulting expenditures in the area of medical costs, law enforcement and income assistance.

**Added Personal Income:** Higher earnings result in added tax revenue. For every \$1 students invest in their OCC education, they received \$5.60 in higher future income over the course of their career (CC Benefits, 2013), resulting in an average lifetime earnings increase of more than \$500,000 for each student supported by the program.

**Brain Gain:** By providing scholarships to local students, the initiative can help support regional “brain gain,” whereby more of the area’s brightest students and workers remain in Onondaga County.

**New Talent in the Employee Pool:** With hundreds of businesses already availing themselves of the College’s affordable workforce development training programs including the Small Business Development Center and workforce entry programs, the College can capitalize on existing relationships to help educate the workforce of tomorrow. The Community Scholars Program will allow even greater numbers of students to return to college allowing Onondaga to help companies – especially those in emerging industries – find the talent they need to compete in national and international markets. Recent workforce training initiatives include local corporate leaders Anheuser Busch, Gaylord, Centro, St. Joseph’s Hospital Health Center, Time Warner, Loretto, Welch-Allyn, Crouse Hospital, Bowers & Company, CXTec, Jadak Technologies, Marquardt Switches, SRC, United Radio, AT&T and others. Most recently, and in conjunction with CENG and the Nuclear Regulatory Commission, the College launched a new two year program in Nuclear Technology.



**Request**

The Onondaga Community College Foundation, a New York State 501(c)(3) Corporation, requests that the Onondaga Civic Development Corporation provide an Economic Growth Grant in the amount of \$30,000 to be used on a direct-funding basis. The entire grant will be immediately invested directly in the education of current members of the local workforce who are enrolling in college as students for training/retraining.

The continuation of the *Economic Growth Grant* will support students at Onondaga Community College who are enrolled in programs (degree, certificate, and professional, short-term certification) in high demand fields in Central New York. To date, the College has awarded nearly the full \$30,000 previously awarded by OCDC, with the balance being awarded in the next two months. As specified above, the College has also established a process whereby students wishing to enroll in non-credit, certification programs in high demand employment fields can request financial assistance through this grant. This is vital due to the fact that there are no federal or state financial aid dollars allocated for non-credit training. We expect to provide one-third to one-half of the total funding received for this purpose.

The initial support by OCDC has had a tremendous impact in allowing the College to support students through critical workforce development initiatives. Through a commitment for an additional \$30,000, OCDC will enable the College to further enhance its workforce development initiatives, and thus build on the great momentum generated through its first two years of funding.

What are the programs that OCC has in place to train unemployed/underemployed workers?

### **Clean Energy and Environmental Systems**

- Automotive Technology A.A.S.
- Apprentice Studies – Electrical Trades A.A.S.
- Apprentice Studies – Building Trades A.A.S.
- Environmental Technology A.A.S.
- Interior Design A.A.S.
- Architectural Technology A.A.S.
- Nuclear Engineering Technology A.A.S. (Fall 2013)
- Home Inspector Certification – Non- credit cert
- Line Mechanic Utility Worker Certificate

### **Health, Biomedical Services and Biosciences**

- Nursing A.A.S.
- Respiratory Care A.A.S.
- Surgical Technology Certificate
- Physical Therapy Assistant A.A.S.
- Health Information Technology A.A.S.
- Phlebotomy Non-credit Certification (Clinical)
- Phlebotomy for Health Care Professionals – Non-credit (Non-clinical) Certification
- Medical terminology - Non-credit-Online
- Medical Coding ICD-10 - Online
- Medical Coding and Billing Professional Non –credit Certification
- Medical Coding and Billing Certification - Online
- Pharmacy Technician Non-credit certification
- Certified Clinical Medical Assistant Non-credit
- Certified Clinical Medical Assistant Non-credit - Online
- Certified personal trainer Non-credit Certification
- Group Fitness Instructor Certification
- Medical Interpreter Training – Non-credit

### **Financial Services**

- Accounting A.A.S.
- Business Technology A.A.S.
- Computer Information Systems A.A.S.
- Business Technology A.A.S.

### **Agribusiness and Food Processing**

- Business Technology A.A.S.
- Accounting A.A.S.

### **Advanced Manufacturing**

- Mechanical Technology A.A.S.
- Electrical Technology A.A.S.
- Computer Engineering Technology A.A.S.
- Micro-computer Trouble shooting and Maintenance Cert

### **Tourism**

- Hospitality Management A.A.S.
- Professional Cooking Certificate

### **Computer Studies**

- Comp Tia A+ certification Non-credit
- Comp Tia Network + - Non-credit
- Information Technology Infrastructure Library (ITIL) Non-credit cert
- Comp Tia Healthcare IT Technician Non-credit
- Cisco Certified Network Associate (CCNA) Non-credit
- Web Page Develop ADOBE Dreamweaver CS5.5 Non-credit
- Security + Non-credit certification
- Computer Forensics – Non-credit
- Cisco Certified Network Administrator (CCNA) Routing and Switching Non-credit
- Cisco Certified Entry Network Technician (CCENT) Non-credit
- Web Technology Certificate



## **Board of Directors**

### **Executive Committee**

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James F. Holland, Chair

Alicia S. Calagiovanni, Esq., Vice Chair

Daniel J. Fisher, Vice Chair

Michael J. Reilly, CPA '79, Treasurer

Orrin B. MacMurray P.E., Secretary

John J. Zacharek, Executive Director

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Sarah J.S. Gaffney

Alexander P. Henn

Judy C. Jesiolowski

Peter G. King, A.I.A.

Gary R. Livent, Ph.D.

Gregory W. Loh

James "Otey" Marshall

Maureen McCarthy Tracy

Donald H. Morgan

John L. Murad, Jr., Esq.

Mark W. Re '85

Arthur H. Rees, CPA '78

William E. Sanford

Steven R. Schill '78

James N. Seeley, Esq.

Mark E. Tryniski '81

**FINANCIAL STATEMENTS**

**ONONDAGA COMMUNITY COLLEGE  
FOUNDATION, INC.**

**AUGUST 31, 2013 AND 2012**

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.

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Testone, Marshall & Discenza, LLP

The Foundry  
432 North Franklin Street  
Syracuse, NY 13204

315 476-4004  
315 475-1513 Facsimile  
www.tmdcpas.com



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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Onondaga Community College Foundation, Inc.  
Syracuse, New York

We have audited the accompanying financial statements of Onondaga Community College Foundation, Inc. which comprise of the statement of financial position as of August 31, 2013, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control.

Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the 2013 financial statements referred to above present fairly, in all material respects, the financial position of Onondaga Community College Foundation, Inc. as of August 31, 2013, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Other Matter - Prior Period Financial Statements**

The financial statements of Onondaga Community College Foundation, Inc. as of August 31, 2012, were audited by other auditors whose report dated December 5, 2012, expressed an unmodified opinion on those statements.

**Other Matter - Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on page 21 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*Restone, Marshall & Dincer, LLP*

December 12, 2013  
Syracuse, New York



**ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.**  
**STATEMENTS OF FINANCIAL POSITION**  
**AUGUST 31, 2013 AND 2012**

	<b>2013</b>	<b>2012</b>
<b>ASSETS</b>		
Cash and cash equivalents	\$ 1,163,610	\$ 848,415
Investments	8,714,657	6,384,472
Assets limited as to use	638,582	935,181
Pledges receivable, net of allowance of \$55,000 in 2013 and \$124,000 in 2012	833,492	1,897,084
Loan receivable	50,000	50,000
Other receivable	1,274	66,274
Cash surrender value of life insurance	33,498	15,763
Gift annuities receivable	17,646	15,254
Land	711,700	711,700
TOTAL	\$ 12,164,459	\$ 10,924,143
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES:</b>		
Accounts payable	\$ 115,357	\$ 6,709
Due to Onondaga Community College	24,403	41,107
Present value of gift annuities due	41,890	40,236
Total liabilities	181,650	88,052
<b>NET ASSETS:</b>		
Unrestricted	2,183,930	1,957,570
Temporarily restricted	2,797,250	2,593,763
Permanently restricted	7,001,629	6,284,758
Total net assets	11,982,809	10,836,091
TOTAL	\$ 12,164,459	\$ 10,924,143

See Accompanying Notes to the Financial Statements

**ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED AUGUST 31, 2013**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>SUPPORT AND REVENUE:</b>				
Support:				
Contributions, including \$229,937 of in-kind	\$ 791,142	\$ 253,035	\$ 716,871	\$ 1,761,048
In-kind goods/equipment contributions	55,300	-	-	55,300
Total support	<u>846,442</u>	<u>253,035</u>	<u>716,871</u>	<u>1,816,348</u>
Revenue:				
Interest and dividends	125,976	101,913	-	227,889
Realized gains (losses) on investments	(23)	876,531	-	876,508
Unrealized gains (losses) on investments	18,907	(554,894)	-	(535,987)
Decrease in the value of gift annuities	(478)	(4,069)	-	(4,547)
Net assets released from restrictions	486,764	(486,764)	-	-
Increase in cash surrender value of life insurance	-	17,735	-	17,735
Total revenue	<u>631,146</u>	<u>(49,548)</u>	<u>-</u>	<u>581,598</u>
Total support and revenue	<u>1,477,588</u>	<u>203,487</u>	<u>716,871</u>	<u>2,397,946</u>
<b>EXPENSES:</b>				
Scholarships	297,236	-	-	297,236
Awards, support of College and other support	464,711	-	-	464,711
In-kind goods/equipment awards	55,300	-	-	55,300
Total expenses	<u>817,247</u>	<u>-</u>	<u>-</u>	<u>817,247</u>
<b>SUPPORTING SERVICES:</b>				
Personnel and related expenses, including \$221,175 of in-kind	343,751	-	-	343,751
Office supplies, printing and other miscellaneous	14,314	-	-	14,314
In-kind occupancy	8,762	-	-	8,762
Insurance	21,901	-	-	21,901
Meetings and events	5,420	-	-	5,420
Capital campaign fundraising expenses	12,230	-	-	12,230
Professional fees	27,603	-	-	27,603
Total supporting services	<u>433,981</u>	<u>-</u>	<u>-</u>	<u>433,981</u>
Total expenses	<u>1,251,228</u>	<u>-</u>	<u>-</u>	<u>1,251,228</u>
CHANGE IN NET ASSETS	226,360	203,487	716,871	1,146,718
NET ASSETS - SEPTEMBER 1, 2012	<u>1,957,570</u>	<u>2,593,763</u>	<u>6,284,758</u>	<u>10,836,091</u>
NET ASSETS - AUGUST 31, 2013	<u>\$ 2,183,930</u>	<u>\$ 2,797,250</u>	<u>\$ 7,001,629</u>	<u>\$ 11,982,809</u>

See Accompanying Notes to the Financial Statements

**ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED AUGUST 31, 2012**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>SUPPORT AND REVENUE:</b>				
Support:				
Contributions, including \$205,918 of in-kind	\$ 333,568	\$ 1,930,348	\$ 222,072	\$ 2,485,988
In-kind goods/equipment contributions	-	2,950	-	2,950
Total support	<u>333,568</u>	<u>1,933,298</u>	<u>222,072</u>	<u>2,488,938</u>
Revenue:				
Interest and dividends	16,066	157,796	-	173,862
Realized gains on investments	2,246	124,967	-	127,213
Unrealized gains on investments	3,682	204,888	-	208,570
Decrease in the value of gift annuities	(476)	(3,497)	-	(3,973)
Other revenue	1,146	-	-	1,146
Increase in cash surrender value of life insurance	-	8,558	-	8,558
Net assets released from restrictions	2,624,023	(2,624,023)	-	-
Net assets reclassification- endowment deficiency	32,681	(32,681)	-	-
Total revenue	<u>2,679,368</u>	<u>(2,163,992)</u>	<u>-</u>	<u>515,376</u>
Total support and revenue	<u>3,012,936</u>	<u>(230,694)</u>	<u>222,072</u>	<u>3,004,314</u>
<b>EXPENSES:</b>				
Scholarships	137,442	-	-	137,442
Awards, support of College and other support	63,954	-	-	63,954
Onondaga County advance agreement payment (SRC Arena & Events Center)	3,351,250	-	-	3,351,250
In-kind goods/equipment awards	2,950	-	-	2,950
Total expenses	<u>3,555,596</u>	<u>-</u>	<u>-</u>	<u>3,555,596</u>
<b>SUPPORTING SERVICES:</b>				
Personnel and related expenses, including \$197,156 of in-kind	301,715	-	-	301,715
Office supplies, printing and other miscellaneous	6,480	-	-	6,480
In-kind occupancy	8,762	-	-	8,762
Insurance	21,876	-	-	21,876
Meetings and events	31,593	-	-	31,593
Capital campaign fundraising expenses	42,015	-	-	42,015
Professional fees	19,775	-	-	19,775
Total supporting services	<u>432,216</u>	<u>-</u>	<u>-</u>	<u>432,216</u>
Total expenses	<u>3,987,812</u>	<u>-</u>	<u>-</u>	<u>3,987,812</u>
CHANGE IN NET ASSETS	(974,876)	(230,694)	222,072	(983,498)
NET ASSETS - SEPTEMBER 1, 2011	<u>2,932,446</u>	<u>2,824,457</u>	<u>6,062,686</u>	<u>11,819,589</u>
NET ASSETS - AUGUST 31, 2012	<u>\$ 1,957,570</u>	<u>\$ 2,593,763</u>	<u>\$ 6,284,758</u>	<u>\$ 10,836,091</u>

See Accompanying Notes to the Financial Statements

**ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.**  
**STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED AUGUST 31, 2013 AND 2012**

	<u>2013</u>	<u>2012</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Change in net assets	\$ 1,146,718	\$ (983,498)
Adjustments to reconcile change in net assets to net cash provided by (utilized in) operating activities:		
Bad debt expense	-	22,900
Net realized and unrealized gains on investments	(340,521)	(335,783)
Contributions restricted for long-term purposes	(716,871)	(222,072)
Changes in operating assets and liabilities:		
Restricted cash under bond escrow agreement	-	250,289
Pledges receivable	1,063,592	480,836
Prepaid expenses	-	8,333
Gift annuities receivable	(2,392)	(681)
Other receivable	65,000	(7,369)
Accounts payable	108,648	2,698
Due to Onondaga Community College	(16,704)	36,707
Present value of gift annuities due	1,654	(631)
Net adjustments	<u>162,406</u>	<u>235,227</u>
Net cash provided by (utilized in) operating activities	<u>1,309,124</u>	<u>(748,271)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Decrease (increase) in assets limited as to use	296,599	(252)
Increase in cash surrender value of life insurance	(17,735)	(8,558)
Purchase of investments	(10,208,000)	(1,824,844)
Proceeds from sales of investments	8,218,336	1,088,109
Net proceeds from maturities of certificates of deposit	-	765,712
Net cash provided by (utilized in) investing activities	<u>(1,710,800)</u>	<u>20,167</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Investment in permanent endowments	<u>716,871</u>	<u>222,072</u>
Net cash provided by financing activities	<u>716,871</u>	<u>222,072</u>
<b>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>315,195</b>	<b>(506,032)</b>
<b>CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR</b>	<b><u>848,415</u></b>	<b><u>1,354,447</u></b>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<b><u>\$ 1,163,610</u></b>	<b><u>\$ 848,415</u></b>

See Accompanying Notes to the Financial Statements

**ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**AUGUST 31, 2013 AND 2012**

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**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of Activities**

Onondaga Community College Foundation, Inc. (the "Foundation") is a not-for-profit corporation, which carries out activities in support of Onondaga Community College (the "College"). Contributions are generally received from alumni and/or friends of the College, as well as local businesses. The Foundation's activities consist of disbursement of various awards for scholarships, grants and other awards from donor restricted, and unrestricted funds, general support for College programs, and College development.

**Basis of Presentation**

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

**Unrestricted net assets** - Net assets that are not subject to donor-imposed stipulations.

**Temporarily restricted net assets** - Net assets whose use by the Foundation has been limited by donors to a specific time period or purpose. Temporarily restricted net assets are mainly restricted for academic program support of the College, scholarships, or award programs.

**Permanently restricted net assets** - Net assets that have been restricted by donors to be maintained by the Foundation in perpetuity.

**Risks and Uncertainties**

Investment securities and cash equivalents are exposed to various risks, such as interest rate, market and credit risk. Due to the level of risk associated with investment securities and cash equivalents and the level of uncertainty related to changes in the fair value of investment securities and cash equivalents, it is at least reasonably possible that changes in risks in the near-term would materially affect the net assets of the Foundation.

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2013 AND 2012

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1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

**Cash and Cash Equivalents and Assets Limited as to Use**

The Foundation considers all short-term investments with an original maturity of three months or less to be cash equivalents, except for assets limited as to use. Assets limited as to use consist of money market accounts and represent restricted donations received by the Foundation that will be released when donor restrictions are met.

**Investments**

Investments in equity securities with readily determinable fair values are measured at fair value in the statements of financial position. Investment income (loss) (including realized and unrealized gains and losses on investments, interest and dividends) is included in the change in unrestricted net assets unless the income or loss is restricted by donor or law. Investment income (loss) on endowment funds is donor restricted as to use and is recorded in the temporarily restricted net assets category. Investment custodian fees of \$20,749 and \$17,730 for 2013 and 2012, respectively, are netted against interest and dividends.

**Contributions/Pledges Receivable**

Unconditional promises to give cash and other assets to the Foundation are reported at fair value at the date the promise is received. Conditional promises to give, and indications of intentions to give, are reported at fair value at the date the gift is received. The gifts are reported as either temporarily or permanently restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the statements of activities as net asset released from restrictions. Donor-restricted contributions whose restrictions are met within the same year as received are reported as restricted contributions and net assets released from restrictions in the accompanying financial statements.

The allowance for uncollectible pledges is established as losses are estimated to have occurred through a provision for uncollectible pledges charged to earnings. Uncollectible pledges are charged against the allowance when Foundation management believes the uncollectibility of a receivable balance is confirmed. An allowance for uncollectible pledges receivable is estimated by Foundation management based on periodic reviews of the collectability of pledges receivable considering historical experience and prevailing economic conditions.

(Continued)

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2013 AND 2012

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1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

**Contributions/Pledges Receivable (Cont'd)**

Contributions received, including unconditional promises to give (pledges), are recognized as revenues in the period received at their fair value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their future cash flows. The discounts on those estimates are computed using risk free interest rates applicable to the years in which promises are received. Amortization of the discounts is included in contribution revenue.

Contributions of donated noncash assets are recorded at their fair values in the period received. Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills, are recorded at their estimated fair values in the period received.

The Foundation administers various charitable gift annuity split interest agreements. With charitable gift annuities, the Foundation either receives cash or marketable securities from a donor or the assets are held by an outside trustee in exchange for an annuity to be distributed for a fixed amount over the lifetime or lifetimes of the donor or beneficiaries. Upon the death of the annuitant or survivors of the annuitants, the Foundation is entitled to full use of the remainder. For those split interest agreements held by an outside trustee, the receivable and contribution portion of these agreements have been recognized as the beneficial interest in those assets, measured at the present value of the expected future cash inflows. The receivable has been determined utilizing present value amounts calculated with discount rates applicable at the time of the agreements. These rates range from 4.6% to 5.2%. For the other charitable gift annuities, a related liability is recorded for the actuarially determined present value of the obligation to the annuitant or annuitants. The discount rates used to calculate the liability range from 3.6% to 6.2% at August 31, 2013 and 2012, respectively. Assets received from donors under the charitable gift annuities are held as general assets of the Foundation, and the annuity liability is a general obligation of the Foundation.

**Loan Receivable and Cash Surrender Value of Life Insurance**

Loan receivable consists of interest-free amounts due from the College, and is considered to be fully collectible in the next fiscal year.

The Foundation is the assigned beneficiary of certain life insurance policies. Under the terms of the arrangement, the Foundation pays the premiums on the policies and is entitled to a death benefit upon the insured donor's death. Cash surrender value of life insurance represents the cash value on life insurance policies associated with these Foundation donors.

**Transfers**

Transfers between net asset categories were made in accordance with fund objectives, and donor directives, where applicable.

(Continued)

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2013 AND 2012

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1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

**Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions for the reporting period and as of the financial statement date. These estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent liabilities, and the reported amounts of revenue and expenses. Actual results could differ from these estimates.

**Income Taxes**

The Foundation is organized as a not-for-profit corporation exempt from taxation under Section 501(c)(3) of the Internal Revenue Code. It has been determined that the Foundation is not a private foundation.

The income tax returns of the Foundation for the year ended August 31, 2010 and subsequent years are subject to examination by the Internal Revenue Service, generally for three years after filing.

**Concentration of Credit Risk**

The Foundation maintains cash accounts with various commercial banks and credit unions located in New York. Accounts at each institution are guaranteed by the Federal Deposit Insurance Corporation (FDIC) up to certain limits based on the type of accounts maintained. Foundation management actively monitors the cash position in the various bank accounts as well as the financial strength of those institutions. From time to time throughout the year the bank balances exceeded insurance limits and management considers these circumstances to be a normal business risk. The Foundation maintained cash balances above FDIC insurance limitations amounting to approximately \$764,000 at August 31, 2013.

**Reclassification**

Certain reclassifications have been made to the 2012 balances to conform to the 2013 presentation. These reclassifications had no effect on previously reported net assets or changes in net assets.

**Subsequent Events**

Subsequent events have been evaluated through December 12, 2013, the date the financial statements were available to be issued.



ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 AUGUST 31, 2013 AND 2012

2. PLEDGES RECEIVABLE

Pledges receivable primarily represent unconditional promises in connection with the Foundation's Reach Beyond Campaign established to raise funds for scholarship endowment, excellence and innovation fund, and capital needs, as necessary. These unconditional promises to give are to be received by the Foundation subsequent to year end and were as follows at August 31:

	<u>2013</u>	<u>2012</u>
Less than one year	\$ 397,141	\$ 592,834
One to five years	496,544	1,102,664
Thereafter	<u>-</u>	<u>376,000</u>
 Total pledges receivable before unamortized discount and allowance for uncollectible	 893,685	 2,071,498
 Less: unamortized discount	 (5,193)	 (50,414)
Less: allowance for uncollectible	<u>(55,000)</u>	<u>(124,000)</u>
Pledges receivable, net	<u>\$ 833,492</u>	<u>\$ 1,897,084</u>

Pledges receivable due after one year are reflected at the present value of estimated future cash flows using a discount rate applicable to the year in which the promise is received which ranged from .28% to 1.63% at August 31, 2013 and .25% to 2.23% at August 31, 2012. The allowance for uncollectible pledges receivable is estimated by management at approximately 6% of the outstanding pledges receivable in 2013 and 2012, respectively.

In 2013, there was a concentration of receivables from two donors. These donor's pledges comprised 34% of the total unamortized pledges receivable at August 31, 2013.

In 2012, there was a concentration of receivables from one donor. This donor's multiple pledges comprised 48% of the total unamortized pledges receivable at August 31, 2012.

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 AUGUST 31, 2013 AND 2012

3. INVESTMENTS

At August 31 investments consisted of the following:

	2013		2012	
	Fair Value	Cost	Fair Value	Cost
Mutual funds:				
Money market	\$ 452,441	\$ 452,441	\$ 12,397	\$ 12,397
U.S. equities	2,510,253	2,533,795	2,928,219	2,613,246
Fixed income	2,257,448	2,268,629	2,513,111	2,406,806
Blended overlay funds	2,323,971	2,336,963	-	-
Real estate fund	295,720	311,595	2,513,111	2,406,806
Alternative fund	397,804	400,000	-	-
International equities	<u>477,020</u>	<u>467,390</u>	<u>930,745</u>	<u>886,740</u>
Total	<u>\$ 8,714,657</u>	<u>\$8,770,813</u>	<u>\$ 6,384,472</u>	<u>\$ 5,919,189</u>

The Foundation continually reviews investments for impairment conditions that indicate an other-than-temporary decline in fair value has occurred. If an investment is determined to have an other-than-temporary decline in fair value, the unrealized losses for the investment are reported as realized in investment income.

Based on the Foundation's ability and intent to hold investments for a reasonable period of time sufficient for a forecasted recovery of fair value, management does not consider investments to be other-than-temporarily impaired at August 31, 2013 or 2012.

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2013 AND 2012

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4. FAIR VALUE MEASUREMENTS

Financial Accounting Standards Board (FASB) *Accounting Standards Codification (ASC) 820, Fair Value Measurements and Disclosures*, provides the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described as follows:

*Level 1:* Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Foundation has the ability to access.

*Level 2:* Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

*Level 3:* Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets and liabilities measured at fair value. There have been no changes in the methodologies used at August 31, 2013 and 2012.

- *Mutual funds:* valued at quoted net asset value (NAV) of shares at year end.
- *Cash surrender value of life insurance:* Fair value of insurance was based on the cash surrender value of the policy as determined by the policy issuer.
- *Gift annuities receivable (held by third party):* fair value of the gift annuities receivable was based on the present value of the expected future cash flows.

(Continued)

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 AUGUST 31, 2013 AND 2012

4. FAIR VALUE MEASUREMENTS (CONT'D)

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following tables set forth the level, within the fair value hierarchy, of the Foundation's assets at fair value as of August 31:

	Fair value measurement as of August 31, 2013			
	Level 1	Level 2	Level 3	Total
Mutual funds:				
Money market	\$ 452,441	\$ -	\$ -	\$ 452,441
U.S. equities - blended funds	2,381,549	-	-	2,381,549
U.S. equities - escrow fund	128,704	-	-	128,704
Fixed income - bond funds	2,257,448	-	-	2,257,448
Blended overlay funds	-	2,323,971	-	2,323,971
Real estate fund	295,720	-	-	295,720
Alternative fund	-	397,804	-	397,804
International equities	477,020	-	-	477,020
Total mutual funds	<u>5,992,882</u>	<u>2,721,775</u>	-	<u>8,714,657</u>
Cash surrender value of life insurance	-	-	33,498	33,498
Gift annuities receivable (held by third party)	-	-	17,646	17,646
Total fair value	<u>\$ 5,992,882</u>	<u>\$ 2,721,775</u>	<u>\$ 51,144</u>	<u>\$ 8,765,801</u>

	Fair value measurement as of August 31, 2012			
	Level 1	Level 2	Level 3	Total
Mutual funds:				
Money market	\$ 12,397	\$ -	\$ -	\$ 12,397
Blended funds	2,808,803	-	-	2,808,803
Bond funds	2,513,111	-	-	2,513,111
Escrow funds	119,416	-	-	119,416
International equities	930,745	-	-	930,745
Total mutual funds	<u>6,384,472</u>	-	-	<u>6,384,472</u>
Cash surrender value of life insurance	-	-	15,763	15,763
Gift annuities receivable (held by third party)	-	-	15,254	15,254
Total fair value	<u>\$ 6,384,472</u>	<u>\$ -</u>	<u>\$ 31,017</u>	<u>\$ 6,415,489</u>

(Continued)

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 AUGUST 31, 2013 AND 2012

4. FAIR VALUE MEASUREMENTS (CONT'D)

The following table presents a reconciliation of Level 3 investments for the year ended August 31:

	2013		2012	
	Cash surrender value of life insurance	Gift annuities receivable	Cash surrender value of life insurance	Gift annuities receivable
Balance, beginning of year	\$ 15,763	\$ 15,254	\$ 7,205	\$ 14,573
Change in value	<u>17,735</u>	<u>2,392</u>	<u>8,558</u>	<u>681</u>
Balance, end of year	<u>\$ 33,498</u>	<u>\$ 17,646</u>	<u>\$ 15,763</u>	<u>\$ 15,254</u>

5. NET ASSETS

Temporarily Restricted Net Assets

Temporarily restricted net assets are comprised of funds given to the Foundation and investment earnings on certain permanently restricted net assets to be used for donor specified purposes. When those purposes are accomplished, temporarily restricted net assets are released from restrictions and recognized as unrestricted revenue.

Temporarily restricted net assets were available for the following purposes at August 31:

	2013	2012
Quasi-Endowment Funds	\$ 803,085	\$ 759,098
Scholarship Funds	824,544	667,508
Other Purpose Restricted Funds	485,250	622,449
Capital Campaign Fund - 1994	132,709	132,711
Title III Term Endowment	522,053	212,257
Long-Term Pledges	<u>29,609</u>	<u>199,740</u>
Total	<u>\$ 2,797,250</u>	<u>\$ 2,593,763</u>

(Continued)

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 AUGUST 31, 2013 AND 2012

5. NET ASSETS (CONT'D)

Temporarily Restricted Net Assets (Cont'd)

Temporarily restricted net assets were released from donor restrictions by incurring costs satisfying the restricted purposes or receiving payments on unrestricted long-term pledges as follows during the years ended August 31:

	2013	2012
Capital campaign	\$ -	\$ 2,098,239
Unrestricted long-term pledge payments	192,158	304,639
Scholarships	268,416	133,884
Administrative fees and transfers	25,990	78,901
Awards and other support	200	5,410
In-kind goods/equipment awards	-	2,950
Total	<u>\$ 486,764</u>	<u>\$ 2,624,023</u>

During 2009, the College was the recipient of a five-year U.S. Department of Education Title III, Part A Grant. Part of this award enabled the College to implement a term endowment matching component, for which the Foundation, as the College's fundraising arm, would be responsible. The Foundation must raise a total of \$250,000 in new receipts for this fund in order to qualify for a matching \$250,000 over a five-year period beginning October 1, 2008. After a twenty-year spending period, where 50% of the aggregate endowment's investment return can be used, the remaining term endowment balance is fully expendable. The August 31, 2013 match of \$100,000 was received in fiscal year 2013. The August 31, 2012 match of \$65,000 was received in fiscal year 2013 and was included in other receivables at August 31, 2012. The entire \$250,000 match has been received by the Foundation.

Permanently Restricted Net Assets

Permanently restricted net assets are comprised of funds given to the Foundation to be used for endowment type purposes and are comprised of the following at August 31:

	2013	2012
Endowed Scholarship Funds	\$ 6,564,103	\$ 6,047,582
Endowed Other Funds	437,526	237,176
Total	<u>\$ 7,001,629</u>	<u>\$ 6,284,758</u>

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2013 AND 2012

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6. ENDOWMENTS

The Foundation has 82 individual endowment funds. These endowment funds are donor-restricted, and net assets associated with these funds have been classified as follows:

*Permanently restricted net assets* - the original value of gifts donated to the permanent endowment by explicit donor stipulation.

*Temporarily restricted* - the accumulated unspent earnings associated with the endowment gifts, in accordance with the direction of the applicable donor gift instrument.

*Unrestricted* - the accumulation of invested endowment funds that have fallen below historical corpus value as a result of recent market decline.

(a) Interpretation of Relevant Law

Previous to September 17, 2010, New York State law required the preservation of an endowment fund's historic dollar value. Historic dollar value is defined as the aggregate fair value in dollars of an endowment fund at the time it becomes an endowment fund, each subsequent donation to the fund at the time it is made and each accumulation made pursuant to a direction in applicable gift instrument at the time an accumulation is added to the fund. The law permitted an organization to spend the income earned by an endowment fund (i.e. interest, dividends), as well as the net appreciation (realized with respect to all assets and unrealized with respect to readily marketable assets) of such fund.

On September 17, 2010, the New York Prudent Management of Institutional Funds Act (NYPMIFA) was signed into New York State law. The most prominent feature of NYPMIFA is the elimination of the requirement to preserve an endowment fund's historic dollar value which allows an organization to spend from an endowment whose market value has dropped below historic dollar value, as long as it is deemed prudent under the organization's policies. In accordance with NYPMIFA, an organization must consider the following factor's in exercising a standard of prudence:

1. The duration and preservation of the endowment fund
2. The purposes of the organization and the donor-restricted endowment fund
3. General economic conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the organization
7. The investment policies of the organization
8. Where appropriate, alternatives to spending from the endowment fund and the possible effects of those alternatives on the organization

(Continued)

ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
NOTES TO FINANCIAL STATEMENTS  
AUGUST 31, 2013 AND 2012

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6. ENDOWMENTS (CONT'D)

(a) Interpretation of Relevant Law (Cont'd)

NYPMIFA requires compliance with donor intent when making investment or spending decisions with respect to an endowment fund. In addition, NYPMIFA creates a restriction on the portion of an endowment fund that is not classified as permanently restricted net assets, even in the absence of a donor restriction. Such portion is classified as temporarily restricted net assets until appropriated for expenditure by the organization. The Board of Directors of the Foundation has adopted and has implemented the provisions of NYPMIFA.

(b) Return Objectives and Risk Parameters

The Foundation's Board of Directors have adopted investment and spending policies for endowment assets that attempt to protect principal and also provide income to assist in funding programs, primarily grants and scholarships. The performance objective is to provide total returns that exceed the rate of spending as authorized by the Finance Committee and approved by the Board of Directors and provide for overall growth of the portfolio. Under the policy, the structure is intended to appropriately diversify investments using the concept of Modern Portfolio Theory and maintain allocation guidelines as a percent of the total portfolio.

(c) Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Foundation relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Foundation targets a diversified asset allocation to achieve its long-term return objectives within prudent risk constraints. As a general rule, the Foundation seeks to maintain 60% of its portfolio in equities, 40% in fixed income securities.

(d) Spending Policy and How the Investment Objectives Relate to Spending Policy

The Foundation has a policy of annually appropriating no more than 5% of each endowed fund's total value for scholarship awards/payments, with the limit of not exceeding the accumulated interest/investment income earned on the portfolio. The actual distribution rate will be determined by the Finance Committee annually following the end of the fiscal year. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity, as well as to provide additional real growth through new gifts and investment return.

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ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 AUGUST 31, 2013 AND 2012

6. ENDOWMENTS (CONT'D)

The amounts appropriated for expenditure are transferred from endowment investments into other donor restricted investments. This eliminates earnings fluctuations and ensures that adequate funds remain intact for the time between appropriation and actual expenditures. The investment goals for these donor restricted funds are to maximize earnings while minimizing the risk of principal loss and the investment pool include interest earning money market funds, certificates of deposits, U.S. Treasuries, sweep accounts and other investments deemed appropriate by the management of the Foundation to meet this goal.

The Foundation's Board of Directors actively monitors investment activities so as to continue responding in a prudent fashion.

Endowment net asset composition by type of fund as of August 31:

	2013			
	Unrestricted	Temporarily restricted	Permanently restricted	Total
Endowment net assets, September 1, 2012	\$ -	\$ 1,555,424	\$ 6,284,758	\$ 7,840,182
Investment income	-	101,569	-	101,569
Net appreciation	-	321,638	-	321,638
Other revenues, gains and support	-	100,394	716,871	817,265
Amounts appropriated for expenditures	-	(174,079)	-	(174,079)
Net asset transfers	-	197,636	-	197,636
Endowment net assets, August 31, 2013	<u>\$ -</u>	<u>\$ 2,102,582</u>	<u>\$ 7,001,629</u>	<u>\$ 9,104,211</u>
	2012			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, September 1, 2011	\$ (32,681)	\$ 1,081,225	\$ 6,062,686	\$ 7,111,230
Investment income	-	157,793	-	157,793
Net appreciation	-	329,855	-	329,855
Other revenues, gains and support	-	83,636	222,072	305,708
Amounts appropriated for expenditures	-	(114,404)	-	(114,404)
Net asset transfers	-	50,000	-	50,000
Reclassification due to deficiency	32,681	(32,681)	-	-
Endowment net assets, August 31, 2012	<u>\$ -</u>	<u>\$ 1,555,424</u>	<u>\$ 6,284,758</u>	<u>\$ 7,840,182</u>

**ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 AUGUST 31, 2013 AND 2012**

**7. RELATED PARTIES AND AFFILIATED TRANSACTIONS**

The Foundation's purpose is to secure donations and bequests for the continuing support of the College. Due to the nature of its operations, the Foundation and the College are affiliated entities. The Foundation also is affiliated with Onondaga Community College Association, Inc. (OCCA) a separate legal corporation that was formed to fund various student activities and oversee the operations of the Children's Learning Center, an on-campus day care facility, and Onondaga Enterprises, Inc. (OEI), a separate legal corporation that was formed to administer, manage and operate programs and facilities in support of the College.

The Foundation reimburses the College for certain personnel related expenses. At August 31, 2013 and 2012, the Foundation's payable to the College amounted to approximately \$24,400 and \$41,100, respectively. The College contributed in-kind personnel and related expenses to the Foundation amounting to approximately \$221,000 and \$197,000 in 2013 and 2012, respectively. Further, the College provided in-kind office space and associated occupancy expenses to the Foundation amounting to \$8,762 during 2013 and 2012.

**8. CONTRIBUTED SERVICES**

A substantial number of unpaid volunteers have made significant contributions of their time to the Foundation's programs, principally in fund-raising activities. The value of this contributed time is not reflected in the statement of activities since it is not susceptible to objective measurement or valuation.

**9. FUNCTIONAL EXPENSES**

For the years ended August 31, expenses reported by their functional classification are as follows:

	<u>2013</u>	<u>2012</u>
Program service	\$ 1,034,280	\$ 3,554,413
Management and general	189,945	229,433
Fundraising	<u>27,003</u>	<u>203,966</u>
Total	<u>\$ 1,251,228</u>	<u>\$ 3,987,812</u>

**ONONDAGA COMMUNITY COLLEGE FOUNDATION, INC.**  
**SCHEDULE OF FUNCTIONAL EXPENSES**  
**FOR THE YEARS ENDED AUGUST 31, 2013 AND 2012**

	2013			2012				
	Program Services	Management and General	Fundraising	Total	Program Services	Management and General	Fundraising	Total
Scholarships	\$ 297,236	\$ -	\$ -	\$ 297,236	\$ 137,442	\$ -	\$ -	\$ 137,442
Awards, support of College and other support	460,569	-	4,142	464,711	59,525	-	4,429	63,954
Onondaga County advance agreement payment	-	-	-	-	3,351,250	-	-	3,351,250
In-kind goods / equipment awards	55,300	-	-	55,300	2,950	-	-	2,950
Personnel and related expenses	221,175	122,576	-	343,751	-	146,597	155,118	301,715
Office supplies, printing and other miscellaneous	-	11,300	3,014	14,314	-	4,076	2,404	6,480
In-kind occupancy	-	8,762	-	8,762	-	8,762	-	8,762
Insurance	-	21,901	-	21,901	-	21,876	-	21,876
Meetings and events	-	1,803	3,617	5,420	3,246	28,347	-	31,593
Capital campaign fundraising expenses	-	-	12,230	12,230	-	-	42,015	42,015
Professional fees	-	23,603	4,000	27,603	-	19,775	-	19,775
<b>Total functional expenses</b>	<b>\$ 1,034,280</b>	<b>\$ 189,945</b>	<b>\$ 27,003</b>	<b>\$ 1,251,228</b>	<b>\$ 3,554,413</b>	<b>\$ 229,433</b>	<b>\$ 203,966</b>	<b>\$ 3,987,812</b>