



ONONDAGA CIVIC DEVELOPMENT CORPORATION
333 WEST WASHINGTON STREET, SUITE 130, SYRACUSE, NY 13202
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OCDC Regular Meeting Agenda
8:30 A.M. Economic Development Conference Room
October 27, 2016

8:30am Call to Order

- A. Approval of September 8, 2016 Meeting Minutes**
- B. Treasurer's Report**
- C. Payment of Bills**
- D. Conflict of Interest**

Actions Items

1. Thompson & Johnson Equipment Co. Inc,

Thompson & Johnson is seeking Employee Productivity Program funding to train employees in how to leverage their existing customer base, improve the effective of discovery process, develop stronger and more effective selling and prospecting skills learn how to overcome objectives & to sell value vs. price.

Board Action Requested: A Resolution of the Board approving funding of an Employee Productivity Program contract up to \$12,500 from the Economic Growth Fund and authorizing an officer of the Corporation to sign the necessary documents.

Representative: John O'Mara

2. 2017 Budget Approval

Board Action Requested: A Resolution of the Board approving the Corporation's 2017 Budget.

Representative: Steven Coker, Secretary

Discussion Items

1. Addcom Electronics Building Purchase Interest

Addcom is a long term tenant in property at Hancock Air Park. They are interested in purchasing the building for \$100,000

2. Update on Heating Assessment of Addcom Building

We received 3 quotes from HVAC companies and spoke with tenant, and did an independent assessment of heating issue. Each provided us with a possible remedy(ies) to correcting the heating issue along with how much it would cost to repair. John Dipietro Heating & Air Conditioning provided the lowest quote at \$14,075.

ADJOURN