

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
February 11, 2016

The Regular meeting of the Onondaga Civic Development Corporation was held on Thursday, February 11, 2016 at 333 West Washington Street, Syracuse, New York, 13202, in the large conference room on the 1st floor.

Ben Dublin called the meeting to order at 8:29 am with the following:

PRESENT:

Ben Dublin
Len Manfrates
Ravi Raman
Alison Miller
Dennis Duval
Michael LaFlair

ABSENT:

Matthew Marko

ALSO PRESENT:

Julie Cerio, President/CEO
Honora Spillane, Secretary
Chris Andreucci, Harris Beach
Karen Doster, Recording Secretary

APPROVAL OF REGULAR MEETING MINUTES – JANUARY 14, 2016

Upon a motion by Ravi Raman, seconded by Leonard Manfrates, the OCDC Board approved the regular meeting minutes of January 14, 2016. Motion was carried unanimously.

TREASURER’S REPORT

Honora Spillane gave a brief review of the Treasurer’s Report for the month of January 2016.

PAYMENT OF BILLS

Honora Spillane gave a brief review of the Payment of Bills Schedule #57.

Upon a motion by Leonard Manfrates, seconded by Dennis DuVal, the OCDC Board approved the Payment of Bills scheduled #57 with General Expenses being \$78,126.23 and Marketing being \$1,083.99. Motion was carried unanimously.

CONFLICT OF INTEREST

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

PRECISION SYSTEMS MFG. INC.

Ted Jesky stated Precision Systems is a contract manufacturer who makes precision machine parts and assemblies serving many companies locally. He stated it was an asset purchase turnaround where the company was losing money and they invested heavily in training, equipment and people. He stated this past year they were in the black and spent over \$300,000 in new equipment and gave raises. He stated they provide over \$3,000,000 in salaries and benefits a year and are in the process of hiring. He stated they are heavily involved with OCC to train new machinist for the future. He stated they have invested quite a bit. He stated GDT training is a specific type of measuring to deal with stack tolerance and it's expensive. He stated it helps with making parts and working with customers when they go from concept to design. He stated the customer can also sit through the training.

Dennis DuVal asked how many employees work at Precision Systems. Ted Jesky stated 47 and at its height it had about 68.

Upon a motion by Ravi Raman, seconded by Alison Miller, the OCDC Board approved a resolution funding an Employee Productivity Program contract for Precision Systems Mfg., Inc. for up to \$4,080 from the Economic Growth Fund and authorizing an officer of the Corporaiton to sign the necessary documents. Motion was carried.

2016 ADMINISTRATIVE SERVICES CONTRACT

Upon a motion by Alison Miller, seconded by Dennis DuVal, the OCDC Board approved a resolution authorizing the Chair to sign the annual administrative services agreement with Onondaga County.

HANCOCK AIRPARK INFRASTRUCTURE UPGRADES.

Ben Dublin stated OCDC has taken over the management responsibilities of Hancock Airpark which used to be done by CenterState CEO.

Dennis DuVal stated he is part of an executive management team that has property in the park and probably shouldn't vote relative to that. Chris Andreucci asked Dennis DuVal if he is the fee owner. Dennis DuVal stated yes. Chris Andreucci stated he appreciates the issue being raised but there is no conflict because the Board is not voting on anything that is going to affect him personally.

Julie Cerio stated one parcel was sold to Syracuse Label and after the sale they realized the pipe is not large enough to facilitate what they need for their sprinkler system. She stated they have been running tight to budget and this is an extra \$100,000 they didn't anticipate for fire sprinkler devices on top of a larger pipe need. She stated Syracuse Label went to OCWA and received a cost estimate for a larger pipe. She stated OCDC has money just for the airpark because we take in rents and sell properties. She stated there is a separate account for that. She stated obviously OCDC can't do everything because there is not that much money but we need to be cognizant of the money we have and make good use of it. She stated we need to contemplate what we want to do when things like this come up.

Kathy Alaimo stated she is the President of Syracuse Label and currently located in Liverpool. She stated they are going to build a new facility in the Hancock Airpark which is almost double the size of the current facility. She stated they are a 100% employee owned company and has been for about 7 years. She stated as they were going through the process working with C & S Engineers they encountered water issues. She stated Paul Roux is here with here and he is VP of Development and an engineer.

Paul Roux stated there are two elements to their need, one is pressure and one is volume of water. He stated they identified early on in the process they were not going to have enough pressure based on the system that was installed many years ago. He stated the water lines existing on their part of the park are 6 inch diameter pipe lines and the other half of the park had been upgraded to 8, 10, 12 inch pipes. He stated they needed a fire pump and recently learned they need more volume. He stated some hydro tests were done near their part of the park and identified the water flow was insufficient. He stated OCWA determined the flow requirement they need would be an 8 inch diameter pipe but to fully develop that side of the park they need a 12 inch pipe in the area. He stated they certainly see a need to upgrade the pipe to fully develop the park and that is why they are here. He stated they anticipated the pressure requirement and planned on spending \$100,000 for the fire pump but the additional service was unexpected.

Ben Dublin asked what their time frame is. Paul Roux stated they play to start building this spring and hope to occupy the building in October of this year.

Ben Dublin asked if they will be adding employees. Kathy Alaimo stated the probably will and they have already increased from 80 to 82 employees. She stated the business is growing and they need the new facility to grow.

Ben Dublin stated from a Board perspective he thinks we need to think about being sustainable with money we have for the park and also support this project. He stated we need to make sure the project happens and this doesn't halt it. He stated he would like to take another run at OCWA working with the Chairman to see if they will support or help with this. He stated if not, he thinks it falls on OCDC to make it work for them and it's not an expense he would not like them to bare. He stated from looking at the project timeline there is a time for OCDC to take a couple weeks and go back to OCWA. Paul Roux agreed.

Ravi Raman stated agreed because a lot of cases OCWA does build out depending on usage.

Honora Spillane stated it should be clear that OCWA is paying for the difference.

Ravi Ramn asked how much the difference is. Julie Cerio stated the different between an 8 inch pipe and a 12 inch. Honora Spillane stated Mike Hooker said about \$20,000. She stated it is almost \$60,000 for the 8 inch and OCWA is paying the difference to go up to the 12 inch.

Alison Miller stated the request to OCDC is almost \$60,000 out of the special fund. She asked much is in the fund right now. Honora Spillane stated there is \$150,000 now. She stated we break even with the rents and the expenses out there but as we get land sales that replenishes the fund. She stated we have a pending sale. She stated the OCIDA had a note and is owed some money out of land sales and the net out of that would be about \$80,000 to the special account.

Alison Miller asked if this sets any precedent. Chris Andreucci stated the way to distinguish this is that this water main will develop this side of the park and not just for Syracuse Label. He stated it will help with getting more land sales. He stated it will develop that side of the park and it's identified in the agreement with the County that OCDC is authorized to use the SRA monies.

Leonard Manfrates asked if this will finish off the park or is there more because if there is more we may want to invest the money to do the whole park. Chris Andreucci stated we would have to check with OCWA but the other half of the park already has a 12 inch pipe. Paul Roux stated this 12 inch pipe would be the main line. He stated if there were other roads they may need to have other lines running down those roads but depends on what development looks like.

Honora Spillane stated based on the land at the park there is not expansion of the land so there is discrete real property.

Julie Cerio stated it will benefit OCWA if the rest of the park is filled. She stated one of the potential buyers on another piece of land uses a lot of water so she is surprised they are not aware there are such small pipes there. She stated we are providing more customers.

Ravi Raman stated he is definitely a supporter of the project but he agrees with the Chairman that we should see if OCWA will bare some of the grunt.

Kathy Alaimo stated the pipes are very old and they are concerned with the reliability of the pipes going forward.

Ben Dublin asked if the Board supports that. The Board agreed.

Ben Dublin stated that he doesn't want to delay the project but he thinks we have a few weeks to work with this. He stated the letter would come from himself and Julie Cerio and copy the Chairman of the Legislature.

Upon a motion by Alison Miller, seconded by Dennis DuVal, the OCDC Board adjourned the meeting at 8:48 am. Motion was carried unanimously.



Honora Spillane, Secretary