

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
December 8, 2016

The Regular meeting of the Onondaga Civic Development Corporation was held on Thursday, December 8, 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 8:30 am with the following:

PRESENT:

Ben Dublin
Matthew Marko
Alison Miller
Michael LaFlair

ABSENT:

Dennis Duval
Ravi Raman

ALSO PRESENT:

Julie Cerio, President/CEO
Steve Coker, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Isabelle Harris, Recording Secretary
Daniel Fitzpatrick, Office of Economic Development
Chris Andreucci, Harris Beach
Dominic Robinson, CenterState CEO

APPROVAL OF REGULAR MEETING MINUTES OCTOBER 27, 2016

Upon a motion by Michael LaFlair, seconded by Matthew Marko, the OCDC Board approved the regular meeting minutes of October 27, 2016. Motion was carried unanimously.

TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month of November 2016.

Upon a motion by Alison Miller, seconded by Matthew Marko, the OCIDA Board approved the Treasurer's Report for the month of November 2016. Motion was carried unanimously.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #63.

Upon a motion by Michael LaFlair, seconded by Matthew Marko, the OCDC Board approved the Payment of Bills scheduled #63 with General Expenses being \$24,769.1. Motion was carried unanimously.

CONFLICT OF INTEREST

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

CENTERSTATE CEO COMMUNITY PROSPERITY INITIATIVE

Dominic Robinson thanked the Board for their investment. He stated when it comes to economic development in our community we are all increasingly recognizing that concentrated poverty and economic isolation is one of the greater threats. He stated we have to do more than simply address the symptoms of poverty, we have to invest in solutions to change the dynamic. He stated that this is what this investment is all about. He stated they had 2 primary objectives; to establish and expand two initiatives they were working on in multiple neighborhoods and areas throughout Onondaga County where concentrated poverty is prevalent. He stated WorkTrain worked with regional businesses in target industries to identify workforce needs and building workforce solutions that address challenges to underemployment and creating career pathways in the community. He stated they are also helping launch and expand their UpStart program which is a business incubation program that borrows best practices at CenterState CEO when it comes to business incubation but applies them to entrepreneurs that have been largely disconnected from the business community and empowering them to start their own businesses ideally in neighborhoods where there is blight and poverty. He stated up to this point they have been incredibly busy and using OCDC's money to develop a lot of partnerships and programs with a lot of good outcomes. He stated both of these programs take a similar approach in that they are comprehensive in nature and enlist the partnership of a lot of different collaborators so we don't

want to reinvent the wheel and want to put together partnerships who do things well together. He stated OCDC's investment is essentially helping underwrite all those pieces and ultimately sustain those by tapping more streamlined or hardwired funding sources. He stated it is an initial investment that pays dividends down the road. He stated the majority of the money is going back out to support a quality effect community organizations. He stated as far as request for an extension, they are scheduled to receive their last payment this month. He stated they have about \$80,000-\$90,000 unspent. He stated they would like to carry the money over to 2017 because they have a number of initiatives they are working on including a center that would be dedicated to 200 plus foreign born medical professionals in our community primarily Cuban doctors. He stated meanwhile we have a huge shortage of clinical care providers in our community. He stated they partnered with a group out of San Francisco who developed a model that addresses these issues called Welcome Back Center. He stated typically by the time they are done, usually within 6 – 12 months, they will see a 200% to 260% increase in wages. He stated they are also working with Loretta and other healthcare partners on the programmatic side to develop an LPN training program for incumbent workers poised to take the next step but need a specialized program to help accommodate their schedule and situations. He stated they are working with over a dozen manufacturers to create an expansion of their manufacturing training program. He stated when it comes to UpStart they are working with Home Headquarters and many neighborhood based organizations to develop real estate strategies for placing entrepreneurs in neighborhood real estate. He stated the project they just completed with OCIDA and their partners at OCC, in launching the restaurant incubator on North Salina Street, is the first of many examples. He stated they have now figured out how they can do it more systematically and the funds will help finalize plans for that. He stated in general they want to expand and sustain the program to establish a minimum of 15 new brick and mortar businesses within the next 12 months and allow that work to perpetuate moving forward. He stated these are things they are actively working on day to day and are really close to getting over the finish line. He stated they can make investments as they inch them along but working partners to raise the rest of the funds necessary to execute these projects and to incentivize other investments is really an effective strategy. He stated they are in conversations with local foundations, national foundations and state foundations on some of these different projects. He stated that is the reason they are looking for the extension. He stated he can't underscore enough this investment has truly set a foundation for this work that one way or another will pay dividends for years to come not only for the work in their programming but for our community.

Ben Dublin stated it is a great program and its amazing what they are able to do with the resources they have and he certainly supports it.

Mike LaFlair asked if the Welcome Back program in the medical field has plans in the future to replicate for engineers or other licensees. Dominic Robinson stated they have talked about it and yes. He stated he would like to think if they can do it in one place they can do it in the other but they don't have that can of knowledge but it doesn't mean that they couldn't look at that on the horizon.

Ben Dublin asked if there is a path for the individuals to get them to be a doctor. Dominic Robinson stated there is a small percentage across the country that do. He stated typically the biggest barrier is English.

Ben Dublin stated they are trained as far as they can get. Dominic Robinson stated yes and you leverage their expertise and training them as far as you can get but obviously to become an MD again is a huge lift. He stated they have seen 3 of the Cubans that have come to our community in the last 5 years accomplish that. He stated one of them has been playing a very active role in the planning of this process. He stated it is totally possible but is not the norm.

Ben Dublin stated that is an untold story about the refugees. He stated you don't hear about the highly skilled refugees. He stated this is a different perspective and it's awesome. Dominic Robinson stated it is untapped talent in our community.

Matthew Marko asked if the machine operator program is part of the WorkTrain program. Dominic Robinson stated their role is to identify a problem or an opportunity in the workforce and bring partners together to design a solution. He stated they enlisted OCC and they had a new workforce development program. He stated they got together with partners and OCC did the curriculum design. He stated they underwrote the initial launch and piloted that program. He stated it's imbedded with their ongoing programs. He stated they are about to get clearance for non-credit financial aid allowance and should be self-sustaining moving forward.

Matthew Marko stated he sees some of the partners in that program specifically are people who have come before this board before and asked if there is any way to get in touch with other program partners that might not be on this list. Dominic Robinson asked if Mr. Marko is talking about manufacturers. Matthew Marko stated yes. Dominic Robinson stated he would be thrilled at that because they are out there hustling conversations with manufacturers but the problem with manufacturers is there is a large employment base but aggregated across a 500 companies so it is the leg work and the specialization niche. He stated they are trying to build clusters and figure out ways to create common solutions but it is a lot more challenging.

Upon a motion by Matthew Marko, seconded by Alison Miller, the OCDC Board approved a resolution to extend the Community Prosperity Initiative contract through December 2017, to use the remaining funds. Motion was carried unanimously.

UPDATE: HANCOCK AIR PARK/PORCION OF LOT #8 SALE

Steven Coker stated relative to Lot #8, Addcom Electronics a tenant at Hancock, put in an offer to purchase a portion of lot #8 but they have not identified where. He stated it is 1.5 acres and offered \$25,000. He stated we have been getting \$33,000 for one acre.

Julie Cerio stated we are not inclined to accept this because we have stuck to \$33,000 and that has been relayed to Addcom. She stated we inherited this from CenterState and they don't have a lot of information on the property. She stated all the lots that OCDC has sold we are absolutely certain on who owns what but before we took over we are not so clear. She stated we looked at some of the boundaries and some appraisals were done. She stated the boundary lines are kind of crazy. She stated staff spoke to someone who will look at this and make sure the deeds are correct and the right people own what we think they own. She stated he is going to look at Lot #8 and see what is really buildable because it appears certain parts don't look buildable. She stated if it is not buildable we need to take it off what we are marketing and mark it wetland.

Julie Cerio stated she is not sure what Addcom wants to do. She stated they were asked to get an appraisal and they didn't. She stated Harris Beach is clarifying their offer and we will counter.

She stated she thinks since we have always asked for \$33,000 and we have always received \$33,000 we should stick with \$33,000.

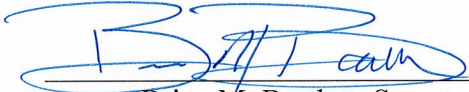
UPDATE: HEATING UNIT REPAIR OF 7268

Alison Miller stated they have heat and they are paying rent. Steven Coker stated they have heat and they are paying rent.

LEGAL AND AUDIT SERVICES CONTRACT RFP PROCESS

Nate Stevens stated the contracts for legal and audit services expire end of the calendar year so we have issued RFP's for legal and audit services for a 3 year contract with a one year renewal that will take us through 2019.

Upon a motion by Alison Miller, seconded by Michael LaFlair, the OCDC Board adjourned the meeting at 8:58 am. Motion was carried unanimously.



Brian M. Bartlett, Secretary