

ONONDAGA CIVIC DEVELOPMENT CORPORATION

Regular Meeting Minutes

October 27, 2016

The Regular meeting of the Onondaga Civic Development Corporation was held on Thursday, October 27, 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
Ravi Raman
Matthew Marko
Alison Miller
Michael LaFlair
Dennis DuVal

ALSO PRESENT:

Julie Cerio, President/CEO
Steve Coker, Secretary
Karen Doster, Recording Secretary
Daniel Fitzpatrick, Office of Economic Development
Chris Andreucci, Harris Beach

APPROVAL OF REGULAR MEETING MINUTES – SEPTEMBER 8, 2016

Upon a motion by Ravi Raman, seconded by Michael LaFlair, the OCDC Board approved the regular meeting minutes of September 8, 2016. Motion was carried unanimously.

TREASURER’S REPORT

Steven Coker gave a brief review of the Treasurer’s Report for the month of September 2016.

Alison Miller asked if the receivables are more than 120 days and is it one or a combination of two. She asked if it is a quasi-equity receivable. Julie Cerio stated yes and it is expected to be greater than 90 days. She stated the Agency is reimbursed once everything is received.

Michael LaFlair stated the City wasn’t making payments before they moved out. Julie Cerio stated agreed.

Michael LaFlair asked if the space is now leasable for someone else. Julie Cerio stated it is leasable and the contract was set up that OCDC paid all of the rent because we had the only LDC. She stated that was the agreement with the City and once they started an LDC we asked them for payment. She stated their Board agreed to start making payments and they were going to pay for October but now they are not.

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

PAYMENT OF BILLS

Steven Coker gave a brief review of the Payment of Bills Schedule #62.

Upon a motion by Ravi Raman, seconded by Alison Miller, the OCDC Board approved the Payment of Bills scheduled #62 with General Expenses being \$41,214.51 and Marketing being \$628.43. Motion was carried unanimously.

CONFLICT OF INTEREST

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

2017 BUDGET APPROVAL

Ben Dublin stated this is a planning document because we don't know exactly what is going to happen through the LDC and we don't know how high of a demand we are going to have for some of our programs. He stated it is subject to change based on what OCDC has going on.

Chris Andreucci stated in other counties he has put together a small issuer program and everyone has to agree to cut their fees, no negotiation of contracts and only use standard set.

Ben Dublin stated OCDC should do the small issuer program. Julie Cerio stated we are and staff compiled a list of potential customers and sent out an email explaining what OCDC can do with smaller projects. She stated we asked them to contact us. She stated they have heard from us and know we are here and available. She stated we will continue to reach out.

Upon a motion by Alison Miller, seconded by Ravi Raman, the OCDC Board approved a resolution approving the Corporation's 2017 Budget. Motion was carried unanimously.

ADDCOM ELECTRONICS BUILDING PURCHASE INTEREST

Steve Coker stated we have a long term tenant at Hancock Airpark who would like to offer \$100,000 for the building which was appraised higher or move to lot 8. He stated he is hard pressed to think we will sell it for what it has been appraised for.

Ben Dublin stated last time we talked about an appraisal it was really high and he is not sure how we are going to be able to successfully market the building. He stated lot 8 could be potential for another client.

Alison Miller asked if there is a building on lot 8. Julie Cerio stated no but they would build. She stated they want a piece in the middle close to where they are which we would have to break up the lot. She stated we would have a hard time with that one. She stated it would be nice if they could stay in the building because she thinks it going to be very hard to market. She stated they were asked to get their own appraisal.

Alison Miller stated they are not going to be able to build anything for \$100,000. Julie Cerio stated the lot they want is \$33,000. She stated they said they have more space than they need.

Ben Dublin asked if we could get a consultation from a commercial realtor and realistically based on current conditions get best pricing just so we have something to go on.

Chris Andreucci stated it does but you can sell for less than fair market value as long as it meets certain criteria and we have to give a 90 day notice.

Alison Miller stated when she looks at the economics if they build it will cost about \$300,000. She asked if there are any loan programs where we take a look at this and say not 100,000 but if there is a number we can agree with, this organization will figure out the viable terms that they can handle.

Julie Cerio stated the reason they are stuck on the \$100,000 is because that was what they were going to pay previously when CenterState owned. She stated they accepted the offer but never pulled the trigger so they think that is what is worth from 4-5 years ago. Steve Coker stated they weren't certain they were going to stay in the industry at that time and then business picked up.

Ravi Raman stated PAAA has requirements on disposing of property. Chris Andreucci stated it PAAA does not apply to this position because it is not an OCDC property, it belongs to the County. He stated we don't have to comply with PAAA. He stated the agreement between the County and OCDC gave expressed authority to make dispositions.

Michael LaFlair asked if anyone asked CenterState why they were comfortable with \$100,000. Julie Cerio stated they don't have a lot of information to give us about the park.

Ravi Raman asked who the legal owner is of the property. Chris Andreucci stated Onondaga County.

Michael LaFlair asked if we do look at splitting up lot 8 does it make the other two pieces not valuable. Julie Cerio stated there will be about 2 acres on one side and 5 acres on the other. She stated the 5 acre side is marshy and narrow.

Alison Miller asked who B & B Wholesale is. Steve Coker stated it is a tenant leasing space just for storage.

Alison Miller asked who they pay. Steve Coker stated they pay us.

Alison Miller stated that brings the number up. Julie Cerio stated they would be taking in income.

Alison Miller stated she agrees t we shouldn't be in the landlord business. She stated she is in favor but she wouldn't say \$100,000.

Julie Cerio stated we will wait until the Addcom appraisal comes back and if it is close to the middle maybe we can go down a little and they can come up.

UPDATE ON HEATING ASSESSMENT OF ADDCOM BUILDING

Steven Coker stated we received 3 quotes as far as providing multiple solutions to the heating issue. He stated the low number that came back is John DiPietro heating and they came in at \$14,075. He stated they are almost finished.

THOMPSON & JOHNSON EQUIPMENT CO., INC.

Ben Dublin asked if a Thompson and Johnson representative will be here. Steve Coker stated the CEO couldn't make it and he indicated John O'Mara would be here.

Julie Cerio stated we can wait until next month.

Alison Miller stated she supports them and they are a great company. She stated she reviewed everything and she wouldn't put it off if they need it.

Ben Dublin asked what their time limit is. Steve Coker stated they really didn't give him a sense of when. He stated he thinks they are ready to set this up. He stated they are a good company with a serious operation.

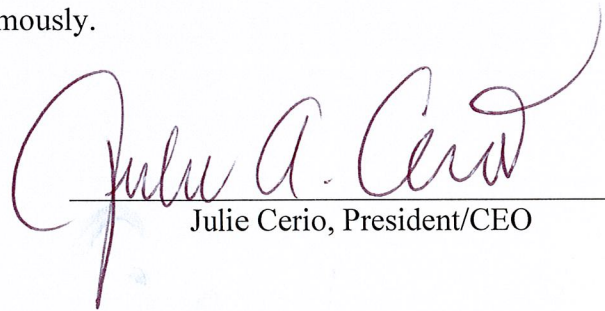
Alison Miller stated they are a solid company and this is the kind of thing that she believes OCDC's mission is.

Ben Dublin stated the training is for very high paying quality jobs and this is exactly what we should do with OCDC's money. He stated their training starts November 1.

Upon a motion by Alison Miller, seconded by Dennis DuVal, the OCDC Board approved a resolution approving funding of an Employee Productivity Program contract up to \$12,500 from the Economic Growth Fund for Thompson and Johnson Equipment Co., Inc. and authoring an officer of the Corporation to sign the necessary documents. Ravi Raman opposed. Motion was carried.

Alison Miller asked why Ravi Raman opposed. Ravi Raman stated it is a good company and if they came to the meeting he would have no problem.

Upon a motion by Ravi Raman, seconded by Alison Miller, the OCDC Board adjourned the meeting at 9:11 am. Motion was carried unanimously.



Julie Cerio, President/CEO