

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
March 8, 2018

The Regular meeting of the Onondaga Civic Development Corporation was held on Thursday, March 8, 2018 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 8:24 am with the following:

PRESENT:

Ben Dublin
Alison Miller
Matthew Marko
Dennis Duval
Michael LaFlair

ABSENT:

Ravi Raman

ALSO PRESENT:

Julie Cerio, President/CEO
Brian Bartlett, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Chris Andreucci, Harris Beach
Doug Crescenzi, Hack Upstate LLC

APPROVAL OF REGULAR MEETING MINUTES FEBRUARY 8, 2018

Upon a motion by Michael LaFlair, seconded by Matthew McAnaney, the OCDC Board approved the regular meeting minutes of February 8, 2018. Motion was carried unanimously.

TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month of February 2018.

Upon a motion by Michael LaFlair, seconded by Alison Miller, the OCIDA Board approved the Treasurer's Report for the month of February 2018. Motion was carried unanimously.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #71.

Upon a motion by Alison Miller, seconded by Dennis Duval, the OCDC Board approved the Payment of Bills scheduled #71 with General Expenses being \$16,072.34. Motion was carried unanimously.

CONFLICT OF INTEREST

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

HACK UPSTATE LLC

Doug Crescenzi stated he founded Hack Upstate about 5 years ago and their mission was to advance Upstate New York's technology community in an effort to address 2 major problems. He stated there is little cross collaboration between Upstate New York's regional technical needs. He stated folks in Buffalo are not aware of what is going on in Syracuse and same for Rochester and Capital region so they want to bridge those gaps. He stated the other major problem they saw is keeping technology talent here. He stated we have some of the best engineering programs in the Country around Upstate New York. He stated far too often those folks graduate and go elsewhere. He stated have been addressing these issues by putting on different events throughout the course of the year. He stated their main events are Hackathons and have one in the fall and one in the spring to coincide with the academic calendar. He stated people from across Upstate NY meet at the Tech Garden in Syracuse and pitch different product ideas. He stated over a course of those 24 hours they will build out these projects demo them to a panel of judges where they will talk about what tools they used, what they learned along the way, troubles and then the judges award prizes based on the projects. He stated they have grown to a large network comprised of technologists locally. He stated 80% that take part are students whether they are high schoolers, undergraduates or graduate students and the other 20% are practitioners in the field. He stated many of them use it as an opportunity to get their company or organization out there but more so as a recruitment tool. He stated it is a chance for them to work on the front lines with students and see their skill sets, how they work under pressure and

how they communicate. He stated as a consequence of that they have had success over the last few years aligning just over 2 dozen job placements ranging from a senior engineering role to an internship. He stated operational costs are typically about \$15,000 to \$20,000 a year to keep it going. He stated the costs go toward things like prizes, food, marketing and swag. He stated to date they have raised \$7,500 and they are a little bit ahead of schedule. He stated some of the partners on board are the Syracuse University High School, Madison Consulting Group, Mondo TB and ITX Corp. He stated they have been very fortunate to work closely with CenterState CEO and the Tech Garden. He stated the Tech Garden offers up the space which has been tremendously helpful. He stated today they are looking to raise another \$7,500 and it will go a long way as far as operational costs. He stated it's something they are passionate about and would love to have OCDC on board as a partner.

Ben Dublin stated he thinks this is great. He stated you hear about brain drain in our community and we have all these great schools but don't have jobs here so they leave. He stated anything to combat that and try to keep our folks here is fantastic.

Matthew Marko asked how they envision the \$7,500 being broken down between the marketing and employer engagement costs versus the prizes, t-shirt and swag. Doug Crescenzi stated typically they have about 250 people sign up so the t-shirts and swag are about \$1,500 to \$2,000 a year. He stated as far as the marketing costs go, they have built a robust network of freelance writers, editors and designers that are passionate about this. He stated they will pay them a little bit to help with operational costs so those costs per event are about \$2,500 and \$3,000.

Upon a motion by Michael LaFlair, seconded by Dennis Duval, the OCDC Board approved a resolution approving Economic Growth funds up to \$7,500.00 and authorizing an officer of the Corporation to sign the necessary contracts and documents. Motion was carried unanimously.

DIG SAFELY NEW YORK, INC. – PROJECT AUTHORIZATION

Upon a motion by Alison Miller, seconded by Dennis Duval, the OCDC Board approved a resolution for the Dig Safely New York, Inc. project, authorizing the issuance of the bonds in an amount not to exceed \$6,000,000 and the execution and delivery of the documents in connection therewith. Motion was carried unanimously.


LEMOYNE COLLEGE – PROJECT AUTHORIZATION

Upon a motion by Alison Miller, seconded by Dennis Duval, the OCDC Board approved a resolution for the LeMoyne College project, authorizing the issuance of the bonds in an amount not to exceed \$15,000,000 and the execution and delivery of the documents in connection therewith. Motion was carried unanimously.

DISCUSSION

Julie Cerio stated we are in the process of selling one property and the documents are in the County Executive's office. She stated hopefully we will get them back this week and that parcel will be sold. She stated as soon as the snow starts Addcom will start. She stated we have been told repeatedly that we are getting an offer on the Addcom building so we thrilled to see that building potentially being sold. She stated we are moving along with the airpark.

Upon a motion by Alison Miller, seconded by Dennis Duval, the OCDC Board adjourned the meeting at 8:34 am. Motion was carried unanimously.


Brian M. Bartlett, Secretary