

ONONDAGA CIVIC DEVELOPMENT CORPORATION

Regular Meeting Minutes

April 5, 2017

The Regular meeting of the Onondaga Civic Development Corporation was held on Tuesday, April 5, 2017 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 8:46 am with the following:

PRESENT:

Ben Dublin
Dennis Duval
Matthew Marko
Alison Miller

ABSENT:

Michael LaFlair
Ravi Raman

ALSO PRESENT:

Julie Cerio, President/CEO
Brian Bartlett, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Isabelle Harris, Office of Economic Development
Chris Andreucci, Harris Beach
Kelly Carr, SMG

APPROVAL OF REGULAR MEETING MINUTES MARCH 28, 2017

Upon a motion by Alison Miller, seconded by Matthew Marko, the OCDC Board approved the regular meeting minutes of March 28, 2017. Motion was carried unanimously.

TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month of March 2017.

Upon a motion by Matthew Marko, seconded by Dennis Duval, the OCIDA Board approved the Treasurer's Report for the month of March 2017. Motion was carried unanimously.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #65.

Upon a motion by Matthew Marko, seconded by Dennis Duval, the OCDC Board approved the Payment of Bills scheduled #65 with General Expenses being \$27,145.39. Motion was carried unanimously.

CONFLICT OF INTEREST

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

LEGAL SERVICES RESOLUTION AND UPDATE ON RFP'S

Ben Dublin and Dennis Duval recused resulting in no quorum.

AUTHORIZATION OF PAYMENT FOR MONTHLY BILLS

Upon a motion by Alison Miller, seconded by Dennis Duval, the OCIDA Board approved a resolution approving the monthly payments of the following reoccurring monthly expenses: M & T Credit Card, Toshiba Financial Solutions (copier), Time Warner Cable/Spectrum (internet) and Washington Walton (rent). Motion was carried unanimously.

SMG GRANT

Kelly Carr stated the SMG is requesting a grant in an amount not to exceed \$60,000 for a kitchen trailer primarily for use at the Lakeview Amphitheater with Aramark, their food and beverage side. He stated in addition to using it for the amphitheater season they see other benefits for other county organizations and fun runs. He stated because it is mobile it will allow them to utilize it at the Oncenter during the off season. He stated last year they had expenses between

\$30,000 and \$60,000 for the food beverages components as part of the amphitheater operation so the purchase of this will allow them to run things more efficiently from an economic standpoint. He stated in addition it enhances the attendees experience at the amphitheater by having multiple locations. He stated they are in the process of building a permanent concession stand as well. He stated they are looking to buy equipment for long term savings on rentals.

Ben Dublin stated last year they rented what they needed and by buying it they won't have to rent obviously so they can use that for other enhancements. Kelly Carr agreed.

Ben Dublin asked if it is difficult to move the trailer. Kelly Carr stated it's not that difficult to move. He stated the other use is for the event space upstairs and SMG has been charged with trying to book that for additional revenue. He stated there is no kitchen to do events efficiently so they make everything at the Oncenter and drive it out there so there is more expense to the client. He stated to have that trailer there would allow them to cut down on expenses, lower the price and make them more competitive.

Dennis Duval asked how many people it takes to operate the trailer. Kelly Carr stated once it is up and the equipment is put in it, one person can turn everything on.

Matthew Marko asked the relationship with Aramark. Kelly Carr stated SMG manages the facility on behalf of the County and as part of that they have subcontractors. He stated Live Nation does the booking of the concerts and Aramark handles the food and beverage component. He stated SMG oversees both of their operations as contractor and the agent of the County.

Matthew Marko asked if it would Aramark's staff during events and SMG would own the trailer. Kelly Carr stated yes.

Matthew Marko stated they would get it set up, decide how it moves, program it and stock it but Aramark would operate it. Kelly Carr stated they will operate it but also as part of the contract they decide what they were going to cook out of it. He stated all those things go through SMG first before they finally go in and operate it. He stated SMG would decide where it will be utilized for other events.

Dennis Duval asked if there is ability for different charities to use it during the off season. Kelly Carr stated absolutely and they would just need to make a request and provide SMG with insurance that they wanted to utilize it. He stated SMG can staff.

Dennis Duval stated insurance is not a hard thing to get and should not be a stumbling block. Kelly Carr stated he does not see insurance as an issue.

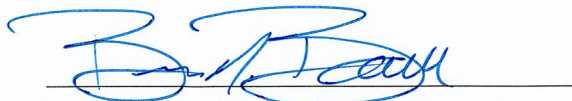
Dennis Duval stated he is trying to think of multiple uses because if people want to challenge there are other ways of refuting those issues other than just the County and Aramark using it.

Ben Dublin stated that would be great if there is a way to make that happen. He stated he likes it from a parks revenue perspective and there is a real opportunity there. He stated he would rather invest money into the site than have the trailer stuck there and just used for the amphitheater. He stated it is a creative approach. He stated it is a real asset to the community.

Chris Andreucci stated the primary purpose is to help the County and the community groups. He stated the Board is going to want to have a reversionary interest so long as SMG is the operator of the County to manage these facilities, the trailer is theirs but if they don't have the contract the property comes back to the County. Kelly Carr stated he believes that is part of the discussion.

Upon a motion by Dennis Duval, seconded by Matthew Marko, the OCDC Board approved a resolution granting funds not to exceed sixty thousand dollars for the purchase of a self-sufficient mobile kitchen trailer and authorizing an officer of the Corporation to sign necessary contracts and documents. Motion was carried unanimously.

Upon a motion by Matthew Marko, the OCDC Board adjourned the meeting at 8:58 am.



Brian M. Bartlett, Secretary