

ONONDAGA CIVIC DEVELOPMENT CORPORATION
Regular Meeting Minutes
January 11, 2018

The Regular meeting of the Onondaga Civic Development Corporation was held on Tuesday, January 11, 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 8:30 am with the following:

PRESENT:

Ben Dublin
Alison Miller
Matthew Marko
Michael LaFlair
Dennis Duval

ABSENT:

Ravi Raman

ALSO PRESENT:

Julie Cerio, President/CEO
Brian Bartlett, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary
Steve Marshall, Harris Beach
Amy Breuer, The Academy at Syracuse Studio, Inc.
Robert Germain, Germain & Germain, LLP
Kevin Hopper, Dig Safely New York, Inc.
Amber Shaffer, Dig Safely New York, Inc.
Eric Vinal, Film Commission

APPROVAL OF REGULAR MEETING MINUTES NOVEMBER 9, 2017

Upon a motion by Matthew Marko, seconded by Dennis Duval, the OCDC Board approved the regular meeting minutes of November 9, 2017. Motion was carried unanimously.

TREASURER'S REPORT

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

Upon a motion by Michael LaFlair, seconded by Alison Miller, the OCIDA Board approved the Treasurer's Report for the month of December 2017. Motion was carried unanimously.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #69.

Upon a motion by Alison Miller, seconded by Michael LaFlair, the OCDC Board approved the Payment of Bills scheduled #69 with General Expenses being \$21,268.76. Motion was carried unanimously.

Mike LaFlair asked if the Growth Fund contracts have expiration dates. Nate Stevens stated it was discussed before but he is not sure the Board settled on an expiration date. He stated we can revisit it. Ben Dublin asked to have it on the agenda for next meeting.

Mike LaFlair asked if the companies with Growth Fund contracts that have been drawn down on come in after a certain amount of time and give us an update on if they hit their projections. Ben Dublin stated most of these are training.

Ben Dublin asked if these are reimbursable. Julie Cerio stated they are reimbursable and they have to provide the details of the training, the people who attended and sign in sheets. She stated they get reimbursed after the training and staff makes sure expenses are legit.

CONFLICT OF INTEREST

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

THE ACADEMY AT SYRACUSE STUDIO, INC./SYRACUSE STUDIOS, LLC

Robert Germain stated he received a call from Jeremy Garelick, a successful Hollywood producer, director and writer in California looking to buy a property in the Village of Liverpool to make movies, educate and train students. He stated Mr. Garelick toured the school which is the old Zogg school in the Village of Liverpool. He stated it was an older facility that needed a

lot of work but the guys from California were excited about the possibility of turning it into a combination movie studio and to educate students. He stated they made agreements with Syracuse University, OCC and some others in the process to take students in and educate them. He stated one of the issues with active movie making is having help and Mr. Garelick said he would like to train help and create a workforce here and that is what the Academy in Syracuse studies is doing. He stated there are two parts to the operation, the first is the active movie making which we have actively been doing. He stated he visited one of the movie sets and he was amazed at how many people were there, the amount of equipment and the catering every day from local operations. He stated one film is done and another is in process. He stated they are going to do post production at the facility in Liverpool. He stated they have a few more films slated and funded starting in the spring. He stated the group started with lower budgets to get up and running and the larger budget films are in the process. He stated they have had a ton of expenses with buying a building, the equipment and renovations all being of gigantic scope. He stated there are a few items the Economic Growth Fund could help them with and they are asking for help with equipment for specific needs. He stated there is a grip truck that is film specific that will help them immeasurably locally. He stated they rent trucks from Ryder and has worked out so far but they are not the right trucks and don't have the right racks. He stated they have an opportunity to purchase one. He stated he has been amazed what goes on at these sets and how much activity is generated. He stated equipment is a huge issue. He stated they have an area at the school that is secured because they have so much equipment and they will be adding more as they go. He stated there are people coming in from out of town, hiring people and some interns.

Amy Breuer stated in addition to helping out with building the Academy she is the Production Manager/Associate Producer. She stated when shooting small Indy films you have about 50 crew, most of which are hired locally and some interns from Syracuse University. She stated the interns are thrown right into the mix so they are excited they don't have to get just coffee. She stated the only people being flown in to work on these films are the department heads and that is just to help train everyone. She stated they are doing really well locally in terms of crew. She stated they have done 2 Indies and a large \$50,000,000 feature coming this summer which they will need a lot of crew for that. She stated on the equipment side they have partnered with Pasquel Lighting PRG which is a worldwide company and they have allowed them to rent equipment at a great rate and store at the Liverpool building. She stated they crew truck is a safe

way to transport equipment because it is heavy and there is a lot. She stated people can get injured and they have already had a couple of injuries from the lift gates on the truck. She stated it would be a tremendous benefit and asset not just for what they are doing but for other films to come here. She stated this is another piece to representing the industry here.

Ben Dublin stated the community has seen the film industry start to develop in Syracuse and there are things happening here. He stated the challenge that we always heard about is the lack of trained people and lack of infrastructure to support it. He stated we compete with other communities that have infrastructure and equipment so the fact that they are not just filming movies here but also building the infrastructure here is fantastic and it is what we need if we are going start to become a real player in this. He stated the reaction we have seen and heard publically from actors has been fantastic. He stated the artists talk about the experience and they talk amongst each other. He stated the word is out there that Syracuse is a great place and it has been an overwhelming reaction from the artists at the amphitheater being one of their favorite places to play. He stated it is the same thing here and we want the actors to go back and say Syracuse is a great place to film a movie. He stated it helps attract those projects and the spinoff for local business is great. He stated anyway we can help support that is fantastic.

Dennis Duval stated by owning the equipment it has got to mitigate some of the insurance liability by owning the equipment that is proper and is desirable. He stated it is paramount to us funding this. Robert Germain agreed and said the Ryder trucks work but they are not equipped.

Julie Cerio introduced Eric Vinal who is the Film Commissioner. Eric Vinal stated Rochester and Buffalo have been around for a while and we are the new players in the game. He stated building the infrastructure up, have the equipment here, the resources here and the talent union and non-union is huge for us moving forward. He stated Robert Germain, Amy Breuer and Jeremy Garelick doing this is going to attract more projects our way from Hollywood, Atlanta, New York or wherever. He stated he thinks this is very positive.

Matthew Marko asked how long do they expect the used vehicles to last. Amy Breuer stated it is hard to say but they have years on them. Eric Vinal stated they will easily last 5 years. He stated they are not traveling long miles.

Matthew Marko asked if they are stored inside the school. Amy Breuer stated the school currently does not have something tall enough to store it.

Matthew Marko stated with our brutal winters and with an investment like this if you can keep it indoors that would be opportunity to make it last many more years but if you can't you can't. He stated 5 years or more sounds like a great investment.

Ben Dublin stated the more equipment you have here the more likely you are to do more movies here. He stated he sees this as somewhat of an anchor.

Julie Cerio stated the Board is going to have to decide on a dollar amount. She stated the entire amount is \$33,000 and the financial situation is such that we don't have probably that much to give. Ben Dublin stated he is comfortable with that number. Dennis Duval stated he is not uncomfortable with that number.

Matthew Marko asked if the language can be written up to \$33,000. Julie Cerio stated yes.

Upon a motion by Dennis Duval, seconded by Matthew Marko, the OCDC Board approved a resolution approving funds up to \$33,000.00 from the Economic Growth Fund and authorizing an officer of the Corporation to sign the necessary contracts and documents. Motion was carried unanimously.

Robert Germain stated this isn't a be here tomorrow kind of thing and this activity has been going on. Ben Dublin stated it is appreciated they made the investment first.

DIG SAFELY NEW YORK, INC.

Julie Cerio stated staff met with Dig Safely New York, Inc. yesterday and they have a presentation for the Board regarding a possible bond deal in the works. She stated they would like to move as quickly as possible.

Kevin Harper stated he is the Executive Director for Dig Safely New York and they have a project in the works of building a new headquarters. He stated currently they have an office in

Brittonfield Parkway in DeWitt and they have an adjoining property that they plan to erect a new facility that will allow them to expand their services and address the workforce needs of the area and the State. He stated they don't have enough workers that support the infrastructure needs of New York and they believe this is in response to that.

The Board watched a presentation on the Dig Safely New York project.

Kevin Harper stated they bid the contract for this and several contractors submitted pricing. He stated their goal is to break ground in the spring.

Julie Cerio stated they have already hooked up with a local bank and want to get a shovel in the ground in March. She stated it is going to be up to \$6,000,000 bond deal. She stated generally best practices require we receive the application and the Board can authorize a public hearing but we can also hold the public hearing, have the Board and at the next meeting approve the public hearing. She stated since we only received the application this morning it is on the agenda as a discussion item. She stated we will probably come back in February for Board approval and we will have already had the public hearing. She stated it is going to be a quick bond deal because everything is already in place and Chris Andreucci can draw up the documents to get things moving if the Board is interested in taking on this project.

Ben Dublin stated this is a great project and a great service they provide.

Julie Cerio asked how many people are trained at the facilities. Kevin Hopper stated right now they don't train them at their facility. He stated they regionalize and have excavator safety seminars. He stated they will train almost 4,000 excavators in the month of March. He stated in New York the window for training is difficult because when you can dig they need to be operating their equipment. He stated if their equipment is sitting there they are not making money. He stated this time of year is the best time to do the training and having a facility where they can give them hands on tools provides an opportunity for them to further expand that. He stated they train about 15,000 excavators a year. He stated he has 5 area field representatives. He stated they are using analytics to determine the impact and they measured as an industry damages per 1,000 excavations and they are well under National Industry Standard for those and a lot of that has come since they have been doing the education. He stated they are seeing as

their education numbers continue to grow, more locations are coming in because people are aware of the need to call before you dig and their damages per 1000 are coming down which is what they want to see.

Alison Miller asked how they are funded. Kevin Hopper stated they are funded through memberships which is made up of utility operators. He stated National Grid, Verizon and Time Warner would be entities that fund them.

Alison Miller asked if they charge for training. Kevin Hopper stated they don't charge for basic training but they do have a \$25 fee for their certified excavator course which is a 4 hour course that is more hands on. He stated their goal with that is to allow the excavators who are doing the extra things to be found and be sought after. He stated they have a data base on their website where they can find certified excavators that have gone through New York State regulation training, safe digging best practices.

Matthew Marko asked what the regulations are that drive the need for this training. Kevin Hopper stated the certification right now is completely voluntary. He stated they had some legislation they wanted to make but got held up with stakeholder groups. He stated basically the intent is to have this certification become necessary if you are a contractor. He stated one of his concerns is municipalities have to bid and hire the low bidder and the first thing the low bidder is going to do is compromise safety. He stated they were trying to address in the legislation that anyone working for a municipality or an operator of an underground facility has to have a certified excavator operate equipment. He stated they have more support than adversaries. He stated the New York State Public Service Commission is now supporting their certification and if someone does have a damage that will be part of their correction path.

Matthew Marko asked if it is mostly voluntary with some directive. Kevin Hopper stated yes.

Matthew Marko stated some utilities have signed on and asked if they are partners. Kevin Hopper stated there is a program called Golden Shovel Standard and any contractor that works for them not only must submit the right insurance paperwork but Dig Safely certification is part of that so they can't bid jobs without that certification. He stated many of their members are adopting that practice into their own contracts.

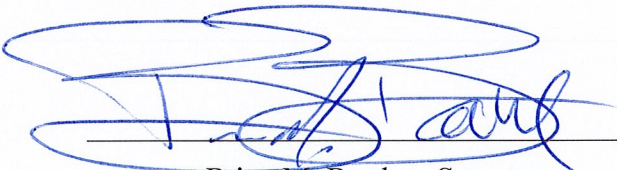
Matthew Marko asked if there will be more training in Syracuse with this facility. Kevin Hopper stated yes. He stated people are watching them across the country and he knows there will be many people coming to see what they are doing.

Matthew Marko stated instead of doing a remote training downstate, they might come to this facility and the extra cost is insignificant to get it done. Kevin Hopper agreed and said on January 24 he is meeting with a major company headquartered in Tampa who is a contract locator for many of the utilities across New York State. He stated there are not enough locators to compete with the demand based on the infrastructure New York State is funding to be replaced. He stated we have to have safe excavators and competent locators with the skill set. He started part of his task when meeting with this company is to say we are building this facility, lets figure out a way to partner.

Matthew Marko asked if Dig Safely does the locating. Kevin Hopper stated no. He stated they are communication hub and training.

Ben Dublin stated this is a good project and anything we can do to help speed it along they will do.

Upon a motion by Alison Miller, seconded by Dennis Duval, the OCDC Board adjourned the meeting at 9:10 am. Motion was carried unanimously.



Brian M. Bartlett, Secretary