

Onondaga County Industrial Development Agency
Regular Meeting Minutes
April 10, 2018

A regular meeting of the Onondaga County Industrial Development Agency was held on Tuesday, April 10, 2018 at the 333 West Washington Street, Syracuse, New York in the large conference room on the first floor.

Patrick Hogan called the meeting to order at 8:00 am with the following:

PRESENT:

Patrick Hogan
Janice Herzog
Steve Morgan
Susan Stanczyk
Fanny Villarreal
Kevin Ryan

ABSENT:

Victor Ianno

ALSO PRESENT:

Julie Cerio, OCIDA, Executive Director
Isabelle Harris, Secretary
Nate Stevens, Treasurer
Karen Doster, Recording Secretary, Agency
Tony Rivizzigno, Barclay Damon Law Firm
Mike Lisson, Grossman St. Amour PLLC

APPROVAL OF REGULAR MEETING MINUTES – MARCH 13, 2018

Upon a motion by Janice Herzog, seconded by Fanny Villarreal, the OCIDA Board approved the regular meeting minutes of February 6, 2018. Motion was carried.

TREASURER'S REPORT

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

Steve Morgan asked what the O'Brien and Gere expense was for. Nate Stevens stated White Pine.

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board approved the Treasurer's Report for the month of March 2018. Motion was carried.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #416 totaling.

Steve Morgan asked if JMT is the actual company performing the cleanup. Isabelle Harris stated JMT is in charge of the whole thing; they are the former Spectrum.

Patrick Hogan asked how progress is with the buildings. Isabelle Harris stated staff and John Ciampa are working with the demolition person now and should start as soon as weather clears.

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved the Payment of Bills Schedule #417 for \$79,100.78 and PILOT payments to the Town of Clay for \$14,694.00, North Syracuse Central School District for \$5,923.14, and Onondaga County for \$28,767.00. Motion was carried.

CONFLICT OF INTEREST DISCLOSURE

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

IMMEDIATE MAILING SERVICES, INC. IMS, INC. – PILOT, MORTGAGE, SALES & USE TAX

Isabelle Harris stated a public hearing was held and there were attendees but no comments.

Upon a motion by Janice Herzog, seconded by Fanny Villarreal, the OCIDA Board approved a resolution for SEQR purposes determining that the Immediate Mailing Services, Inc. project will not have a significant effect on the environment and requires no further environmental review. Susan Stanczyk abstained. Motion was carried.

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board approved an inducement resolution for a straight lease transaction for the Immediate Mailing Services, Inc. project consisting of the development of production and office space in the Town of Salina. Susan Stanczyk abstained. Motion was carried

Upon a motion by Janice Herzog, seconded by Steve Morgan, the OCIDA Board approved a resolution authorizing the execution and delivery of closing documents. Susan Stanczyk abstained. Motion was carried.

ADDCOM ELECTRONICS – SALES AND USE TAX, PILOT

Julie Cerio stated OCDC manages the Hancock Airpark and one of the tenants is Addcom who is looking to build a new building. She stated they are looking to reconfigure their business and want to buy a parcel at the airpark to build. She stated we have received a purchase offer on that building and we would negotiate the contract such that there would be time for Addcom to move. She stated in the meantime building prices have gone up significantly and Addcom would like to stay where they are. She stated we prefer they build a new building and get all the parcels back on the tax rolls because currently they are under OCDC and the County. She stated this would put two buildings back on the tax rolls and with our assistance they would move forward with the project. She stated it is smaller than the normal projects but it is still a good project. She stated Addcom has been wonderful tenants, a great company and looking to grow their business. She stated there is some symmetry with OCDC and part of the proceeds of the sale from the building will go to OCDC to pay off the loan with the County for the airpark.

Patrick Hogan asked Addcom how long they have been at this location. Dave Adams Senior stated they have been there almost 25 years.

Patrick Hogan asked if they do radios used in school buildings and things like that. Dave Adams Junior stated yes they do communications for emergency or regular day to day communications for school buses, taxis transportation and in house school walkie talkies. He stated they do service work too.

Dave Adams Jr. stated the building they are in is extremely old and had an interest at one point in purchasing the building but they can't do what they want to do because it is military building and is all concrete. He stated this new building will help them to grow because the shop will be a big advantage for them being built to exactly how they want it. He stated they will have an extra office for a new hire in the next 3 to 4 years and hopefully hire some more. He stated the building they are in now is not sufficient for them. Dave Adams Sr. stated it is not cost effective and extremely expensive for utilities.

Steve Morgan asked if they get into the manufacturing portion or just selling services. Dave Adams Jr. stated they do a little bit of both but Senior does more of the manufacturing part. He stated they do custom communications so they sell and service a two way radio but Senior makes devices. He stated there is manufacturing involved but is more custom not mass produced. He stated they are taking on hotels because they are trying to branch out to not just school districts. He stated they want to reach out to hotels and restaurants and places that use walkie talkies instead of just the big digital systems. He stated he thinks they just took on 50 hotels throughout the state which is pretty big for them.

Steve Morgan stated the school district would be a two way radio. Dave Adams Junior. stated yes. He stated they own the towers and provide the service to the towers.

Steve Morgan asked how big their footprint is for the two way radios. Dave Adams Jr. stated they range from Oswego County to Cortland then Verona to half way to Rochester for a two way radio. He stated you can get local just in the Onondaga County area and they can tie them together with digital technology.

Patrick Hogan asked what local school districts. Dave Adams Jr. stated they do Liverpool, Westhill, Baldwinsville, Solvay, West Genesee, Oswego, Oswego County Opportunities, Fulton, Golden Sun and Phoenix.

Susan Stanczyk stated there are only 2 employees. Dave Adams Jr. stated yes there are two and a half.

Susan Stanczyk asked if they do all the servicing. Dave Adams Junior. stated yes and it is a lot but they like it. He stated it has been a family run business for a long time and he came on 12

years ago. He stated he does sales and repair and Senior builds the special stuff at the shop. He stated there goal is to get a sales person or an office manager so they can go out and do more on the road. He stated they have a part time office manager now but would like a full time.

Upon a motion by Steve Morgan, seconded by Kevin Ryan, the OCIDA Board approved a resolution describing the proposed Addcom Electronics project and the financial assistance the Agency may provide and authorizing a public hearing for the project. Motion was carried.

Upon a motion by Janice Herzog, seconded by Kevin Ryan, the OCIDA Board approved a resolution authorizing the execution of the Agent Agreement outlining the responsibilities of the Developer and Agency for the Addcom Electronics project. Motion was carried.

Upon a motion by Fanny Villarreal, seconded by Janice Herzog, the OCIDA Board approved a resolution for SEQR purposes determining that the Addcom Electronics project will not have a significant effect on the environment and requires no further environmental review. Motion was carried.

Upon a motion by Susan Stanczyk, seconded by Steve Morgan, the OCIDA Board approved an inducement resolution for a straight lease transaction for the Addcom Electronics project consisting of the development of commercial space in the Town of Cicero. Motion was carried

Upon a motion by Fanny Villarreal, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing the execution and delivery of closing documents. Motion was carried.

ULTRA DAIRY, LLC – CONSENT TO MODIFY EXISTING MORTGAGE AND REQUEST A MORTGAGE RECORDING TAX EXEMPTION

Tony Rivizzigno stated Ultra Dairy, LLC is refinancing their previous mortgage they have paid down over the years. He stated we are the accommodation signer on the mortgages and they need our consent. He stated the project hasn't increased in size since we approved in it in 2003.

Jim Gosier stated this is a routine refinance for Byrne Dairy. He stated their credit facilities roll over every 5 years so they were before the board in 2013 and here today.

Patrick Hogan asked procedurally the mortgage exemption is extended. Tony Rivizzigno stated yes and he reviewed the mortgage documents and the appropriate clauses are included. He stated the transaction is really between Ultra Dairy and their bank but we are on because we are an accommodation signer.

Upon a motion by Kevin Ryan, seconded by Janice Herzog, the OCIDA Board approved a resolution consenting to the refinancing of the Ultra Dairy Mortgage describing the proposed refinancing and the financial assistance requested from the Agency which includes mortgage recording tax exemption. Motion was carried.

8324 OSWEGO ROAD, LLC – REQUEST FOR EXTENSION OF TIME – AUGUST 2018

Julie Cerio stated 8324 Oswego Road is asking for an extension of time to complete the project.

Bruce Smith stated the building has been built and is 95% occupied. He stated the remaining 5%, about 2,800 square feet, is to be occupied by an affiliate of Crouse Hospital. He stated they had a hard time deciding what is going to go in there and just recently approved the floor plan for a medical practice and they are asking for an extension to build out the final 5% of the building.

Julie Cerio asked how long until it will be complete. Bruce Smith stated the request is until August 2018 but presumably it might be just a couple of months.

Upon a motion by Janice Herzog, seconded by Fanny Villarreal, the OCIDA Board approved a resolution granting an extension of time to complete the 8324 Oswego Road, LLC project. Motion was carried.

WELCH ALLYN, INC. – TERMINATION OF PILOT AGREEMENT


Tony Rivizzigno stated this lease agreement ended a few years ago as well as the PILOT. He stated they have been paying full taxes but under the PILOT. He stated this is to clean up the documents, terminate the lease and terminate the PILOT so the Town is now aware that Welch Allyn are the owners not the IDA. He stated there has been no change financially. He stated for some reason it never got done when they ended it but we caught it and now has to be done.

Kevin Ryan asked if we have been getting the money instead of the Town. Julie Cerio stated yes and we send it along. Tony Rivizzigno stated we are just the pass through.

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board approved a resolution terminating the Welch Allyn, Inc. project. Motion was carried.

Patrick Hogan recognized County Legislator Bush.

Upon a motion by Steve Morgan, seconded by Janice Herzog, the OCIDA Board adjourned the meeting at 8:23 am. Motion was carried.



Isabelle Harris, Secretary