



ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
333 WEST WASHINGTON STREET, SUITE 130, SYRACUSE, NY 13202
PHONE: 315.435.3770 • FAX: 315.435.3669 • SYRACUSECENTRAL.COM

Meeting Agenda February 12, 2019

8:00 AM Call to Order the Regular Meeting of the Agency

- A. Approval of Minutes – January 8, 2019
- B. Treasurer's Report
- C. Payment of Bills
- D. Conflict of Interest Disclosure

Action Items

1. Appoint Robert Petrovich as Freedom of Information Act Officer and State Finance Law Contact Person for OCIDA

Agency Action Requested

- a. A Resolution of the Board to appoint Robert Petrovich as Freedom of Information Act Officer and State Finance Law Contact Person for OCIDA.

2. Approve form documents for straight lease transactions

Agency Action Requested:

- a. A Resolution of the Board to approve a form Lease/Leaseback and Interim Project Agreement to be used for straight-lease transactions.

3. Executive Session

Onondaga County Industrial Development Agency
Regular Meeting Minutes
January 8, 2019

A regular meeting of the Onondaga County Industrial Development Agency was held on Tuesday, January 8, 2019 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
Susan Stanczyk
Kevin Ryan
Janice Herzog

DELAYED:

Fanny Villarreal

ABSENT:

Victor Ianno
Steve Morgan

ALSO PRESENT:

Robert Petrovich, OCIDA, Executive Director
Genevieve Suits, Secretary
Karen Doster, Recording Secretary
Christopher Cox, Assistant Treasurer
Brian Bartlett, Office of Economic Development
Tony Rivizzigno, Barclay Damon Law Firm
Jim Gosier, Ultra Dairy, LLC
Lauryn LaBorde, SCSD
Bill Maxim, Carpenter's Union

APPROVAL OF REGULAR MEETING MINUTES – NOVEMBER 29, 2018

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved the regular meeting minutes of November 29, 2018. Motion was carried.

TREASURER'S REPORT

Genevieve Suits gave a brief review of the Treasurer's Report for the month of December 2018.

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

PAYMENT OF BILLS

Genevieve Suits gave a brief review of the Payment of Bills Schedule #426.

Janice Herzog asked for an explanation of the National Grid payment. Genevieve Suits stated it's for the advancement of gas and electric and utilities. Tony Rivizzigno stated studies are being done for gas and electric. He stated it is there but they have to figure out if they move it to White Pine how it affects the grid. He stated that is a cost but we have a grant reimbursement.

Sue Stanczyk stated she sees OCIDA pays for the rent, internet and copier expenses and asked if OCDC reimburses the Agency. Christopher Cox stated OCDC pays 100% of the rent and OCIDA pays them back 50%.

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved the Payment of Bills Schedule #426 for \$677,744.09. Motion was carried.

CONFLICT OF INTEREST DISCLOSURE

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

APPOINT ROBERT PETROVICH AS INTERIM EXECUTIVE DIRECTOR OF OCIDA

Robert Petrovich stated he is happy to be here and looks forward to working with the Board and if there are any questions he is happy to respond. He stated it has been an exciting five days.

Upon a motion by Susan Stanczyk, seconded by Kevin Ryan, the OCIDA Board approved a resolution appointing Robert Petrovich as Interim Executive Director of OCIDA.

COR VAN RENNELAER STREET COMPANY II, LLC AND COR VAN RENNELAER STREET COMPANY III, INC.

Tony Rivizzigno stated COR needs more time to finish the project. He stated they are not receiving additional benefits just an extension of time. He stated it is for the apartments at the Inner Harbor.

Sue Stanczyk asked if they have a time frame they expect it to be finished. Tony Rivizzigno stated they do but he doesn't have it with him. He stated it is almost done.

Sue Stanczyk asked if there is a reason for the delay. Tony Rivizzigno stated he thinks it is just what they encountered with construction.

Kevin Ryan asked if it is just apartments. Genevieve Suits stated there is mixed use on the first floor.

Upon a motion by Janice Herzog, seconded by Susan Stanczyk, the OCIDA Board approved a resolution extending sales and use tax exemption for COR Van Rensselaer Street Company II and COR Van Rensselaer Street Company III, Inc. Motion was carried.

ULTRA DAIRY, LLC

Jim Gosier stated he would be happy to answer any questions the Board has. He stated they are breaking ground next week for their 4th expansion of the Ultra Dairy facility. He stated this is Phase I and they have a 5th Phase on the board already.

Tony Rivizzigno asked where their product goes and in how many states. Jim Gosier stated the Ultra Dairy plant is a little different than the traditional dairy plant in that they process their product at a higher temperature which gives an extended shelf life. He stated their milk and cream products have a shelf life of 75 days and some of their non-dairy products have a shelf life of up to 180 days. He stated that allows them to ship all over the country. He stated they are in over 40 states and Puerto Rico. He stated they have pretty much blanketed the east coast and they are well into the mid-west. He stated the technology they use gives them a larger footprint.

Patrick Hogan stated they work with farmers upstate. Jim Gosier stated all of their milk comes from Central New York, on average about 34 miles from the plant. He stated they have their own fleet of trucks.

Janice Herzog asked who their national competitors are. Jim Gosier stated there are 4-5 extended shelf life plants in the northeast. He stated there is a big one in New Jersey, a couple in Pennsylvania and a couple in Ohio so they do have competition but there is more business than capacity which is prompting the expansion.

Tony Rivizzigno stated this is a great home town success story.

Upon a motion by Susan Stanczyk, seconded by Janice Herzog, the OCIDA Board approved a resolution authorizing adoption of the SEQR determination, authorize sales tax abatement and real property tax abatement for Ultra Dairy, LLC. Motion was carried.

The OCIDA Board went into executive session at 8:12 am.

The OCIDA Board adjourned executive session at 8:19 am.

(Fanny Villarreal arrived at 8:19 am

IMMEDIATE MAILING SERVICES, INC.

Patrick Hogan stated this is the final resolution. He stated IMS is expanding and they are a great outfit.

Tony Rivizzigno stated they have been trying to get their financing and everything is good to go now.

Upon a motion by Janice Herzog, seconded by Kevin Ryan, the OCIDA Board approved a resolution authorizing sales tax abatement, real property tax abatement and an exemption from mortgage recording tax. Susan Stanczyk abstained. Motion was carried.

Upon a motion by Kevin Ryan, the OCIDA Board adjourned the meeting at 8:20 am. Motion was carried.

Genevieve A. Suits, Secretary



ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
 333 WASHINGTON STREET, SUITE 130, SYRACUSE, NY 13202
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January 31, 2019

Revenue / Expense / Income	Current Period	Current YTD	2019 Budget Amount	Current YTD Change to Budget
Operating Revenue	301,899	301,899	1,535,000	(1,233,101)
Administrative Expense	32,268	32,268	750,000	(717,732)
Operating/Program Exp.	9,650	9,650	785,000	(775,350)
Net Ordinary Income	259,981	259,981	-	259,981

Current Assets	Current YTD	Prior YTD
Total Cash	6,002,636	8,148,233
Less Pass Through Received	3,561,634	4,812,782
Available Cash	2,441,002	3,335,451
Receivables (less pass through rec.)	970,447	313,100
Grant Reimbursements	268,733	-
Total	3,680,182	3,648,551

Reserve for Contracts	
County Operations 2019	717,732
Marketing	30,000
Professional Services	55,000
800 Hiawatha Brownfield Study	-
800 Hiawatha ASR Removal & Disposal	(52,725)
800 Hiawatha Building Demo	35,283
B&L Brownfield Characterization	(1,412)
IMS EPP	12,500
WPCP Sewer Design Engineering	108,151
Website Design	900
333 W. Washington St 2019 Rent	61,000
OBG WPCP Engineering	4,447
OBG WPCP Drone Flyover	-
OBG WPCP CO #2 Site Selection	-
OBG WPCP CO #3 Additional Studies	(2,418)
437 N Salina Negotiated Settlement	-
National Grid WPCP Engineering Gas	200,000
National Grid WPCP Engineering Electric	175,000
Total	1,343,458

Receivables	
0-120 days	748,423
> 120 days	490,757
Total	1,239,180

Onondaga County Industrial Development Agency

PROFIT AND LOSS

January 2019

	TOTAL
Income	
500 Operating Revenue	
2116 Fees	
2116.1 Agency Fees	301,788.00
Total 2116 Fees	301,788.00
Total 500 Operating Revenue	301,788.00
501 Non-Operating Revenue	
2401 Interest Income	111.38
Total 501 Non-Operating Revenue	111.38
534 Pilot & Pass Thru Revenue	
529 PILOT Income	6,504,541.60
Total 534 Pilot & Pass Thru Revenue	6,504,541.60
Total Income	\$6,806,440.98
GROSS PROFIT	\$6,806,440.98
Expenses	
6400 Operating Expense	
6406 Other Professional Services	360.00
6407 Administrative Expense	32,267.98
6408 Board Mtg Exp	28.87
Total 6400 Operating Expense	32,656.85
6500 Agency Program Expenses	
6510 White Pine Commerce Park	
6510.6 Taxes/SDC	7,601.61
Total 6510 White Pine Commerce Park	7,601.61
6520 North Salina Property Acquisition	
6520.1 435 N Salina Expenses	1,122.78
Total 6520 North Salina Property Acquisition	1,122.78
6530 800 Hiawatha Blvd. West	
6530.1 Taxes	536.84
Total 6530 800 Hiawatha Blvd. West	536.84
Total 6500 Agency Program Expenses	9,261.23
6600 Non-Operating Expenses	
6605 Pilot & Pass Thru Expenses	
6605.2 PILOT Expense	6,504,541.60
Total 6605 Pilot & Pass Thru Expenses	6,504,541.60
Total 6600 Non-Operating Expenses	6,504,541.60
Total Expenses	\$6,546,459.68
NET OPERATING INCOME	\$259,981.30
NET INCOME	\$259,981.30

Onondaga County Industrial Development Agency

BALANCE SHEET

As of January 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
200 Cash	0.00
200.1 Cash - M & T Checking	5,122,282.36
200.2 Cash - M & T Money Maker Savings	889,261.07
200.4 Destiny USA Restricted Cash	-8,957.82
210 Petty Cash	50.00
Total 200 Cash	6,002,635.61
Total Bank Accounts	\$6,002,635.61
Accounts Receivable	
380 Accounts Rec.	
380.2 PILOTs Rec	
380.222 Bank of NY	-2.00
Total 380.2 PILOTs Rec	-2.00
380.6 A/R Agency Fees	3,591,109.03
Total 380 Accounts Rec.	3,591,107.03
Total Accounts Receivable	\$3,591,107.03
Other Current Assets	
391 Long Tern Receivable	222,024.00
392 Loans Receivable	
392.065 Simple Admit Current	-0.32
392.066 Aquari current	16.00
392.56 Note Rec Aquari	-16.24
Total 392 Loans Receivable	-0.56
393 Grant Reimbursements	
393.1 ESD WPCP	134,366.66
393.2 Nat Grid WPCP	134,366.66
Total 393 Grant Reimbursements	268,733.32
Total Other Current Assets	\$490,756.76
Total Current Assets	\$10,084,499.40
Fixed Assets	
100 Land	
101 White Pines Commerce Park	620,401.50
101.1 WPCP GEIS	
101.101 CHA GEIS 1	267,452.05
101.102 CHA GEIS 2	219,439.36
101.104 GEIS Reg Plan Board Overview	19,797.74
Total 101.1 WPCP GEIS	506,689.15
101.2 WPCP Legal	69,774.25
101.3 Engineering Services	52,675.00
101.301 Temporary Access	4,055.44

	TOTAL
101.4 Environmental/Demo Services	10,318.98
Total 101.3 Engineering Services	67,049.42
101.5 Land Acquisition Costs	
101.501 Land Purchases	1,160,063.57
101.502 Closing Costs	3,168.14
Total 101.5 Land Acquisition Costs	1,163,231.71
Total 101 White Pines Commerce Park	2,427,146.03
106 North Salina Properties	0.00
106.1 435 North Salina	17,083.55
106.2 437 North Salina	26,340.00
106.3 435 North Salina Building	634,421.53
106.4 437 North Salina Building	73,405.00
Total 106 North Salina Properties	751,250.08
107 800 Hiawatha	604,840.42
107.1 800 Hiawatha Building	774,900.00
Total 100 Land	4,558,136.53
104 Machinery & Equipment	
104.1 Office Furniture	1,429.00
104.2 Equipment	1,432.40
Total 104 Machinery & Equipment	2,861.40
211 A/D Office Furniture	-2,861.00
213 A/D Buildings	-29,440.00
Total Fixed Assets	\$4,528,696.93
Other Assets	
240 Blue Sky Redevelopment	1,641.76
Total Other Assets	\$1,641.76
TOTAL ASSETS	\$14,614,838.09

LIABILITIES AND EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

600 Accounts Payable	0.00
600.1 Due to Related Party - OED	292,325.73
600.205 Exp Pay Prev Period	57,450.23
600.206 Mileage Reimbursement	72.13
600.207 EPP App Deposit	250.00

Total 600 Accounts Payable **350,098.09**

601 PILOT and Pass Thru Payable

 603 PILOT Pass Thru 3,026,219.08

Total 601 PILOT and Pass Thru Payable **3,026,219.08**

631 Due to Other Governments

 631.1 Towns

 631.11 Cicero 18,961.48

 631.115 Clay 32,945.92

 631.12 Dewitt 85,801.69

 631.125 Elbridge 74,176.20

 631.135 Lysander 86,415.00

 631.14 Manlius 22,264.16

	TOTAL
631.145 Onondaga	12,578.22
631.15 Salina	98,718.81
631.155 Skaneateles	9,719.22
631.17 Van Buren	92,221.57
Total 631.1 Towns	533,802.27
631.3 Schools	
631.305 Baldwinsville	333,256.35
631.315 East Syracuse-Minoa	261,756.44
631.325 Jamesville-Dewitt	103.63
631.33 Jordan-Elbridge	440,104.18
631.335 Liverpool	183,817.35
631.337 Lyncourt	527,336.29
631.34 Marcellus	0.01
631.345 North Syracuse	221,810.34
631.35 Skaneateles	64,092.85
631.36 West Genesee	216,266.00
Total 631.3 Schools	2,248,543.44
631.4 Onondaga County	777,681.12
631.5 City of Syracuse	1,606.70
Total 631 Due to Other Governments	3,561,633.53
Total Other Current Liabilities	\$6,937,950.70
Total Current Liabilities	\$6,937,950.70
Total Liabilities	\$6,937,950.70
Equity	
3900 Equity Unreserved	4,698,238.46
3901 Equity-Investment Fixed Assets	2,345,838.63
463 Reserve For Contracts	1,343,458.18
465 Equity - Unreserved	-970,629.18
Net Income	259,981.30
Total Equity	\$7,676,887.39
TOTAL LIABILITIES AND EQUITY	\$14,614,838.09

**ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PAYMENT OF BILL - SCHEDULE #427
February 12, 2019**

GENERAL EXPENSES

1. <u>BARCLAY DAMON LLP</u>	\$	1,925.00
Inv#5010669, General Legal thru 12-31-18		
2. <u>JMT OF NEW YORK, INC.</u>	\$	55,515.23
Inv#100880 & 100945, 800 Hiawatha Brownfield		
3. <u>REPUBLIC PARKING SYSTEM</u>	\$	24.00
Inv#18-12-031 & 19-01-031, Meeting Parking		
4. <u>COOK'S COFFEE</u>	\$	<u>189.94</u>
Inv#1905, Coffee Service		
TOTAL	\$	57,654.17

**ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
RESERVE FOR CONTRACTS
12/31/2018**

	CONTRACT	TOTAL	PORTION	BALANCE
DESCRIPTION	TERM	CONTRACT	PAID	OUTSTANDING
ONONDAGA COUNTY OED 2019	1-1-19-12-31-19	\$750,000.00	\$32,267.98	\$717,732.02
MARKETING	1/1/18-12/31/18	\$30,000.00	\$0.00	\$30,000.00
PROFESSIONAL SERVICES	1/1/18-12/31/18	\$55,000.00	\$0.00	\$55,000.00
800 HIAWATHA W. BROWNFIELD STUDY	2/29/16-10/31/18	\$457,726.00	\$457,726.00	\$0.00
800 HIAWATHA ASR REMOVAL & DISPOSAL	10/31/16-12/31/17	\$250,000.00	\$302,725.16	-\$52,725.16
800 HIAWATHA BUILDING DEMO	3/31/18-3/31/19	\$500,000.00	\$464,716.78	\$35,283.22
B&L BROWNFIELD CHARACTERIZATION	10/31/15-10/31/17	\$15,000.00	\$16,412.00	-\$1,412.00
IMS EPP	6/30/18-6/30/19	\$12,500.00	\$0.00	\$12,500.00
WPCP SEWER DESIGN ENGINEERING	1/31/16-1/31/17	\$268,628.00	\$160,476.55	\$108,151.45
WEBSITE DESIGN	8/31/16-8/31/17	\$10,000.00	\$9,100.00	\$900.00
333 W. WASHINGTON ST 2019 RENT	1/1/18-12/31/18	\$61,000.00	\$0.00	\$61,000.00
OBG WPCP ENGINEERING	2/28/17-2/28/18	\$99,370.00	\$94,922.88	\$4,447.12
OBG WPCP CO #1 DRONE FLYOVER	4/30/17-4/30/18	\$3,300.00	\$3,300.00	\$0.00
OBG WPCP CO #2 SITE SELECTION	9/30/17-9-30-18	\$25,646.02	\$25,646.02	\$0.00
OBG WPCP CO #3 ADDITIONAL STUDIES	9/30/17-9-30-18	\$65,000.00	\$67,418.47	-\$2,418.47
437 N SALINA NEGOTIATED SETTLEMENT	2/28/18-2/28/19	\$25,000.00	\$25,000.00	\$0.00
NATIONAL GRID WPCP ENGINEERING GAS	11/29/18-11/29/19	\$403,100.00	\$203,100.00	\$200,000.00
NATIONAL GRID WPCP ENGINEERING ELECTRIC	11/29/18-11/29/19	\$375,000.00	\$200,000.00	\$175,000.00
		\$3,406,270.02	\$2,062,811.84	\$1,343,458.18

**ACCOUNTS RECEIVABLE
12/31/2018**

AGENCY FEES RECEIVABLE	\$748,423.00
ACCOUNTS RECEIVABLE GENERAL	\$0.00
QUASI-EQUITY LOAN RECEIVABLE	\$0.00
LONG TERM RECEIVABLE	\$222,024.00
TOTAL	\$970,447.00