

OPERATION OSWEGO COUNTY, INC.
BOARD OF DIRECTORS MEETING
Lake Ontario Event and Conference Center
26 East First Street, Oswego, New York
May 15, 2017

PRESENT:

ANDERSON
BATEMAN
BEHLING
EGAN
GALLOWAY
GILSON

GRECO
GRIMSHAW
HIMES
HOLST
JOYCE
KING

LOBDELL
MERVINE
PHELPS
QUENVILLE
SHARKEY
SOLAZZO
WEBER

Ex-Officio: Church, Reehil and Toth

Staff: Treadwell, Dano, Wheelock, LiVoti, Woolson

Also Present: Kevin C. Caraccioli, Esq.

President Bateman called the meeting to order at 3:05 p.m. at 26 East First Street in Oswego. President Bateman reported that the Notice of the Meeting was posted in the Palladium Times on May 1, 2017.

President Bateman listed the items in the Consent Agenda and asked if there were any reports in the Consent Agenda that anyone would like pulled out for further discussion. There were none.

CONSENT AGENDA

On a motion by Mr. Grimshaw, seconded by Ms. Weber, the Consent Agenda Items were approved, as follows: February 27, 2017 Minutes of Board of Directors; April 19, 2017 Minutes of Executive Committee; April 5, 2017 Minutes of the Marketing and Development Committee; April 13, 2017 Minutes of the Business Outreach Committee; April 20, 2017 Minutes of the Real Estate Development Committee; Operation Oswego County Financial Reports for January-March, 2017; and Operation Oswego County Foundation Financial Reports for January-March 2017.

Return of Organization Exempt from Income Tax Form 990

President Bateman reported that the filing for FYE 2016 has been completed.

OOC, Inc. By-Laws

Mr. Treadwell reported that the US Small Business Administration has approved the small change to the By-Laws. **On a motion by Mr. Galloway, seconded by Mr. Behling, the Amended By-Laws were unanimously approved.**

SBA 504 Financing

Mr. Dano reported that SBA has approved funding in the amount of \$193,000 for the Finger Lakes Stairs and Cabinets, LLC project on April 26, 2017.

Mr. Dano requested ratification of the Executive Committee's approval to submit an SBA 504 Application and sale of a debenture in an amount not to exceed \$915,000 for the Thunder Island Project. **On a motion by Mr. Phelps, seconded by Mr. Behling, a resolution was approved to submit an SBA 504 Application and the sale of a debenture in an amount not to exceed \$915,000.** Mr. Joyce, Mr. Quenville and Mr. Mervine were recused.

SBA 504 Financing (continued)

Mr. Dano requested ratification of the Executive Committee's approval to provide interim bridge loan financing for the Thunder Island Project in cooperation with Pathfinder Bank in the amount of \$250,000 and enter into an agreement with the County of Oswego IDA for the interim financing. **On a motion by Mr. Grimshaw, seconded by Mr. Gilson, the interim bridge financing was approved.** Mr. Joyce, Mr. Quenville and Mr. Mervine were recused.

Mr. Dano provided information about the Man in The Moon Candies Project, a local manufacturer in the City of Oswego, looking to purchase a building near their current location. Total project cost is \$446,376 with Pathfinder Bank as partner. **On a motion by Mr. Behling, seconded by Ms. Himes, a resolution was approved to submit an application to the U.S. Small Business Administration and the sale of a debenture not to exceed \$220,000.** Mr. Joyce, Mr. Quenville and Mr. Mervine were recused.

Mr. Dano provided information about the Marmon Enterprises USA, LLC Project, located in the City of Oswego in leased space, looking to purchase a building in Williamstown. The company has an accepted purchase offer on the property, a total project estimate is \$460,000. The property is being purchased from Pathfinder Bank and the company's bank is NBT. **On a motion by Mr. Lobdell, seconded by Mr. Gilson, a resolution was approved to submit an application to the U.S. Small Business Administration and the sale of a debenture not to exceed \$200,000.** Mr. Joyce, Mr. Quenville, Mr. Mervine and Ms. Bateman were recused.

Mr. Dano reported about the possible interim bridge loan need for the Man in the Moon Candies. **On a motion by Mr. Grimshaw, seconded by Ms. Himes, it was approved to provide interim bridge financing if needed for the Man in the Moon Candies Project and enter into an agreement with the County of Oswego IDA for the funds.** Mr. Joyce, Mr. Quenville and Mr. Mervine were recused.

Mr. Dano reported about the possible interim bridge loan need for the Marmon Enterprises USA, LLC Project. **On a motion by Mr. Galloway, seconded by Mr. Gilson, it was approved to provide interim bridge financing if needed for the Marmon Enterprises USA, LLC Project and enter into an agreement with the County of Oswego IDA for the funds.** Mr. Joyce, Mr. Quenville, Mr. Mervine and Ms. Bateman were recused.

Mr. Treadwell noted that the County of Oswego IDA would also need to approve the interim financing if needed.

Board of Directors PAL Training

Mr. Treadwell reported that all Board Members need to comply with the NYSABO Board Member Online Training and Ms. Woolson will provide the upcoming training dates to those who have not completed this training.

Oswego County Strategic Economic Advancement Plan

Mr. Reehil reported that they are looking to create a real living economic development strategy and input now is important. Interviews and meetings are actively taking place with Camoin Associates. Mr. Reehil noted that Mr. Church is working on a Shared Services piece to help with continued collaboration and

communication. Mr. Church noted that there are regional work group meetings taking place along with public hearings scheduled for the completion of a plan due in August to the County Legislature and to be submitted in September by the Council of Governments to the State.

Upstate Energy Jobs Coalition

Mr. Toth reported good news with the three nuclear outages and refueling taking place. On April 1st the CES with a Nuclear Tier were approved with a nominal increase in electricity bills. Mr. Toth reported that the NYS Assembly is now involved, due to pressure from anti-nuclear groups, accusing the PSC and NYSEDA of holding closed door meetings, which has not been the case. The UEJ is speaking with the Assembly defending the credits and the CES. Mr. Toth reported about two proposed bills in the Assembly and State regarding a moratorium on the credits to slow them down. Mr. Toth said opposition is needed and requested Board Members to join the UEJ letter writing campaign, which is provided in the UEJ website with an easy pop-up screen to do so. Mr. Caraccioli reported that advocacy continues on both sides and that this is the Governor's Initiative, educating the broader group now, entire community benefits.

Oswego County Business Expansion Center

Mr. Wheelock reported about a fire alarm sprinkler system malfunction at the BEC. A new control panel was installed, however the problem continued. Both the alarm company and the sprinkler company are checking the issues.

CNY REDC

Mr. Treadwell gave a brief update on the Intent to Propose events held around the region. A total of 340 attended with 58 in Oswego County. There were 84 Intent to Propose submitted with 17 from Oswego County. Mr. Treadwell reported that the proposals have been reviewed and companies have been contacted with recommendations for a full application and/or other options for funding. Mr. Treadwell filed the report reviews on the Oswego County Projects on May 8th. Full Applications can be submitted between now and July 28th at 4:00 p.m. Workshops will be scheduled with one at the Syracuse Center for Excellence on June 15th.

NYS EDC Marketing Competition

Ms. LiVoti reported four pieces submitted to the NYS EDC for their annual marketing competition, as follows: 2016 Annual Report, OOC Website, OOC E-News and a 3-piece Online Ad. The first three won and will be awarded Honorary Mention at the NYS EDC Annual Meeting on May 25th. Ms. LiVoti reported that NEDA award entries will be submitted soon.

Ms. LiVoti noted that OOC will launch its Annual Fund Drive Campaign at the Annual Meeting and would like to report 100% Board participation this year. Ms. LiVoti noted that the Board letters will be sent out later this week and she would appreciate consideration of a contribution before the Annual Meeting. It's important to show the Board's commitment to the organization.

President Bateman commended Ms. LiVoti on her work, noting three out of four awards is great. Mr. Treadwell noted that the competition is with large organizations from Buffalo, Rochester and Syracuse, which makes the awards even more rewarding.

Annual Meeting June 16, 2017

Mr. Treadwell noted that it's OOC's Policy not to announce the Award Winners before the Annual Meeting. Mr. Treadwell noted the selected winners for this year include CiTi for the P-TECH Program,

Oswego Speedway for Super Dirt Week, Exelon for acquisition of Fitzpatrick Plant, Allen Chase owner of Allen Chase Enterprises for Entrepreneur and the Chairman of the Legislature, Kevin Gardner for Economic Developer Merit Award. The Key Note Speaker has not been determined specifically, but will be an officer of Exelon Corporation. They are excited about being recognized.

Economic Development Projects

Mr. Treadwell reported the COIDA closed on the former Price Chopper Building on April 11th. Bid specifications are being developed and the County Planning Department will plant some trees around the property. Mr. Treadwell noted that the parking lot was requested for use during Harborfest and for a Community Safety Day by the Oswego Fire Department. Mr. Treadwell reported that Novelis has a \$97 million investment for improvements to enhance site and infrastructure; EJ USA in the OCIP is awaiting final site plan approval from the Town of Schroepfel to start construction for their \$9 million project that will create 91 jobs. Mr. Treadwell reported that Hudson's Dairy is fine tuning their plans for a new distribution center to be located at their current location in Fulton; Lakeside Commons' \$22 million project has been approved and construction began on the 320-bed student housing project in the Town of Oswego. They expect to have their community center completed by Fall to act as a sales office for rooms for the following year. Off Broadway Dance Center, an SBA 504 Project, was recognized by the SBA at their Small Business Excellence Awards on May 5th, their SBA Loan is getting ready to close. Champlain Valley Specialty is looking to expand, could mean additional 200 manufacturing jobs. The company is leaning toward their current location in the Town of Oswego, which would mean development of a waste water treatment facility and we will pursue URI funding to offset those costs. The company employs 200 people currently. Above and Beyond is a Micro Enterprise working capital loan for the new RV travel trailer repair service. K&N Foods has a problem with their refrigeration system and the COIDA approved lease financing for this food processor in Fulton, currently employing 63. Hardwood Transformations and Designer Hardwood Flooring will be relocating to Williamstown. Mr. Treadwell noted a dramatic uplift in activity in 2017 so far.

Other Business

Following a discussion regarding the OOC Financial Reports being reviewed by the Board and how the NYS ABO might view the reports being in the Consent Agenda, **on a motion by Mr. Greco, seconded by Mr. Mervine, it was unanimously approved to remove the OOC Financial Reports from the Consent Agenda for future meetings to be reviewed at Board Meetings.**

ADJOURNMENT

On a motion by Mr. Anderson, seconded by Mr. Solazzo, the meeting was adjourned at 4:16 p.m.

Respectfully submitted,

Eric Behling
Secretary