

MINUTES
COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY
February 17, 2017
IDA OFFICE BUILDING
44 W. BRIDGE ST.
OSWEGO, NEW YORK

PRESENT: Canale, Kells, Schick, Sorbello, Toth and Trimble

Absent/Excused: Kunzwiler

Also Present: Kevin C. Caraccioli, David S. Dano, Ben Kail, Tim Stahl and L. Michael Treadwell

Chair Toth called the meeting to order at 9:00 a.m. at the offices of the County of Oswego IDA in Oswego, NY.

APPROVAL OF MINUTES

On a motion by Mr. Sorbello, seconded by Mr. Trimble, the minutes of the January 19, 2017 meeting were approved.

TREASURER'S REPORT

On a motion by Mr. Schick, seconded by Mr. Sorbello, the Financial Statements for the period ended November 30, 2016 were approved.

NOTICE OF MEETING

Meeting notices were posted at the Oswego County Building, the IDA Office Building and on the IDA website. A notice was published in The Palladium Times on February 8, 2017.

Oswego County Strategic Economic Advancement Plan

Mr. Treadwell reviewed the RFP process and the vetting to select Camoin Associates to conduct a comprehensive strategic economic development plan for Oswego County. The County Legislature approved the selection on February 9, 2017. The cost of the consultant will be shared between the County and the COIDA. Camoin's cost based on the RFP was \$79,914.

Nine Mile Point Nuclear Station, LLC

Mr. Caraccioli reported that the PSC approved on February 16, 2017 the 412-a PILOT structure utilizing the COIDA for a 3-year term with payments representing the amounts previously approved by the taxing authorities. A closing with the COIDA has been scheduled for February 27, 2017.

2017 PILOT Estimates

Mr. Treadwell presented a summary of 2017 PILOT payments with a comparison to 2016.

Performance Measures Report

Mr. Treadwell reviewed the Performance Measures Report for FY Ended July 31, 2016. A copy of the Performance Measures Report is attached and made an official part of the minutes. On a motion by Mr. Canale, seconded by Mr. Kells, authorization was approved to file the report with the NYS ABO and place on the Agency's website.

Committee Assignments

Following a discussion and on a motion by Mr. Schick, seconded by Mr. Canale, the following appointments were made by Chair Toth:

- Governance Committee: Gary Toth (Chair), Donald Kunzwiler, Tom Kells and Leonard Schick.
- Audit Committee: Nick Canale (Chair), Leonard Schick and Barry Trimble.
- Finance Committee: Gary Toth (Chair), Nick Canale, Tom Kells, Donald Kunzwiler, Leonard Schick, Morris Sorbello and Barry Trimble.

PARIS Report FY Ended July 31, 2016

Mr. Treadwell reported that the report had been filed, however, there has been a request by the Office of the State Comptroller for additional information for clarification purposes.

UEJ Coalition

Chair Toth provided an update on UEJ Coalition activities and noted that it included responses to media articles criticizing the CES and ZECs. Noted that the long-term goals of UEJ included supporting transmission initiatives such as a 1,000 MW AC line to enhance delivery capacity that would benefit power plants in Oswego County and Upstate NY.

The anticipated transfer of Fitz to Exelon is by mid-March 2017. The ZEC implementation is scheduled to go into effect by April 2017.

CFA Event/Intent to Propose Forum

Mr. Treadwell reported that the Intent to Propose Forum to be hosted by the CNYREDC, ESDC and Operation Oswego County, Inc. is scheduled for March 3, 2017 and will be held at 9:00 a.m. at the Quality Inn in Oswego, NY. A copy of the invitation that is being distributed is attached and made an official part of the minutes.

Executive Session

Chair Toth and Mr. Caraccioli reported that due to matters involving the financial history of a business/organization and individuals, pending and current contractual matters, property acquisition and legal matters, on a motion by Mr. Canale, seconded by Mr. Trimble, it was approved to go into Executive Session at 10:15 a.m.

On a motion by Mr. Sorbello, seconded by Mr. Canale, the Executive Session ended at 12:05 p.m.

Industrial Park Expansion Initiative

Review of strategies to expand the capacity of industrial park properties in the County.

Delinquent Loan Report

Mr. Dano reviewed the report for the period ended January 31, 2017.

Novelis Corporation

Mr. Treadwell reviewed the visit held on February 9, 2017, attended by Mr. Canale and Chair Toth to meet with Kevin Shutt and Todd Gertz of Novelis to discuss future initiatives at the Scriba Plant.

Kensa Group

Ongoing progress being made regarding the evaluation of a location in Oswego County.

Incubator/Price Chopper

Discussion was held regarding potential Oswego DRI funding.

Camelot Lodge, LLC

Following a discussion, on a motion by Mr. Schick, seconded by Mr. Canale, it was approved to provide an extension for the Temporary Sales Tax Agreement and Appointment to August 31, 2017.

Newman Development/Lakeside Commons

Following a discussion, on a motion by Mr. Canale, seconded by Mr. Kells, authorization was approved to schedule a Public Hearing and to issue a Deviation Notification Letter to the involved taxing authorities outlining the terms of the proposed 15-year PILOT Agreement.

Lobbying

Following a discussion, on a motion by Mr. Sorbello, seconded by Mr. Schick, authorization was approved to respond to the February 10, 2017 inquiry regarding a media campaign from the NYS Joint Commission on Public Ethics requesting more clarification.

Next Meeting

March 20, 2017 at 9:00 a.m. was scheduled.

Adjournment

On a motion by Mr. Schick, seconded by Mr. Sorbello, the meeting was adjourned at 12:13 p.m.

Respectfully Submitted,

H. Leonard Schick
Secretary

County of Oswego IDA
Authority Performance Measures Report
FY Ended 7/31/2016

The COIDA Annual Report for FY Ended 7/31/2016 provides detailed information relative to the Performance Measures associated with the goals established by the Agency. The Performance Measures Goals were originally adopted on 9/20/2005, reconfirmed on 2/11/2011, amended and confirmed on 4/11/2016. The Goals are listed in the Agency's Annual Report.

1. Create new employment opportunities through the attraction of or creation of new businesses.

- Oswego County Federal Credit Union 12 jobs
- Camelot Lodge 1 job
- Oswego Lodging Group 10 jobs
- Sweet Cindy's Gluten Free Bakery 3 jobs
- Happy Hearts Childcare 5 jobs
- Debz Diner 3 jobs
- R&D Design and Associates 9 jobs
- Debbie's Hash & Mash Café 6 jobs
- SolarCity Corp. 5 jobs
- Holiday Inn Express 15 jobs

10 businesses and 69 jobs

2. Create new employment opportunities through the expansion of existing businesses.

- Eco-Foam Insulators 8 jobs
- Zink Shirts 8 jobs
- Sunoco, Inc. 18 jobs
- Port City Logistics 3 jobs
- Universal Metal Works 9 jobs
- Kleis Equipment 2 jobs
- Novelis Corporation 97 jobs
- Tailwater Lodge 25 jobs
- Allen Chase Enterprises 13 jobs

9 businesses and 183 jobs

3. Retain existing employment opportunities.

- Tavern on the Lock 9 jobs
- Debz Diner 3 jobs

2 businesses and 12 jobs

4. Enhance and encourage capital investment by new and expanding businesses.

26 businesses and \$131.6 million

5. Increase the County's tax base.

Estimated Increase in Assessed Value \$29.6

million

6. Diversify the County's local economy.
- Advanced Mfg. Projects 6
 - Incubator Projects 1
 - Tourism/Recreation/Lodging Projects 4
 - Service/Retail Projects 8
 - Renewable Energy Projects 2
 - Housing Projects 1
 - Small Business/Entrepreneur Projects 5

Impacts 7 key economic sectors

7. Facilitate the development of essential services.
- COIDA Incubator (Entrepreneurship)
 - Happy Hearts Childcare (Childcare Services)
 - Champlain Commons (Affordable Housing)
8. Recognize the importance of the overall multiplier economic impacts of projects.
- Multiplier impact on earnings and employment for key targeted projects assisted included:
 - Novelis Earnings 2.25 Emp. 2.56
 - Sunoco Earnings 2.37 Emp. 2.91
 - Tailwater Lodge Earnings 2.15 Emp. 1.96
9. Target financial assistance to key industry clusters.
- Advanced Manufacturing \$9.2 million
 - Tourism 7.2 million
 - Renewable Energy 0.4 million

Over \$16.8 Million in financial assistance to key industry clusters

10. Nuclear Industry support through the Upstate Energy Jobs Coalition.
- Goals of the Agency amended to include support for the nuclear industry to support the Clean Energy Standard and to retain the FitzPatrick nuclear plant.
 - Creation of the Upstate Energy Jobs Coalition that was instrumental in supporting the NYS PSC's CES that was approved and included a ZEC that will help to sustain the nuclear industry in Upstate NY.
11. Leverage the greatest level of private and non-IDA financial assistance as possible.
- Non-IDA to IDA ratio = 5.4 to 1
12. Efforts to improve competitive position of businesses and initiatives to improve the overall business climate.
- Completed a Feasibility Study on converting a 43,000 sf vacant Price Chopper building in the City of Oswego into a mixed use incubator.
 - Secured a ESDC CFA grant in the amount of \$900,000 to support the development of the incubator.
 - Continued using bridge financing to enhance the use of SBA 504 loans for small business development.

- Supported the RFP process by the County to conduct a comprehensive Strategic Economic Advancement Plan.
13. Work cooperatively with local government, economic development partners and school districts to further economic development. Partners and allies have included the following:
- Oswego County Civic Facilities Corp.
 - CNY REDC
 - USDA
 - U.S. SBA
 - Operation Oswego County
 - ESDC
 - Council of Development Finance Agencies
 - NYSEDC
 - CenterState CEO
 - National Grid
 - Oswego County Workforce Dev. Board
 - CiTi
 - Oswego County Land Bank
 - Port of Oswego Authority
 - SUNY Oswego
 - Cayuga Community College
 - CNY RPDB
 - Oswego County Legislature
 - CNY RPBD
 - Oswego County Legislature
 - Town of Albion
 - Town of Hannibal
 - Town of Hastings
 - Town of Schroepfel
 - Town of Constantia
 - Town of Richland
 - Town of Volney
 - Town of Scriba
 - City of Oswego
 - City of Fulton
 - Upstate Energy Jobs Coalition
 - SBDC at SUNY Oswego
 - Oswego CSD
 - Mexico CSD
14. Advanced Oswego County's economy through regional cooperation and collaboration.
- Actively engaged with the CNY Regional Economic Development Council and the CNY Regional Planning and Development Board.
15. Enhance media and educational outreach initiatives.
- Utilized Eric Mower and Associates to launch a media campaign on the potential devastating impact of the FitzPatrick Nuclear Plant closing.
 - Created the UEJ website to support the nuclear industry and CES.
16. Improve the Quality of Life.
- Economic development projects being assisted will create or retain 500 jobs.
 - Unemployment as of 7/31/16 was 5.9%, down from 6.9% in July of 2015.
 - Supported nuclear energy as an integral component to carbon-free power generation to address the goals for the CES.

Date: February 17, 2017

You're Invited!

Intent to Propose Forum hosted by CNYREDC, ESDC and Operation Oswego County, Inc. March 3, 2017

The Central New York Regional Economic Development Council (CNYREDC) would like to invite you to an event to help you fill out the "Intent to Propose" form.

If you are interested in potentially accessing state funding in 2017, the forum will be designed to help:

1. See if any of your future projects may be eligible for funding
2. Learn about the NYS funding process
3. Receive assistance on how to give your application a competitive advantage for funding in 2017

With this information in hand, you will be invited to fill out an Intent to Propose form, which will help the Regional Council to assist your application through the funding process with a significant advantage. The intent to propose form can be accessed online at: <https://bit.ly/2kxA515>

What: Intent to Propose Forum
Where: Quality Inn, GS Steamers Riverside Room
70 East 1st Street
Oswego, NY 13126
When: Friday, March 3, 2017
Time: 9:00-10:00 am
Agenda:

1. Review REDC Funding Process
2. CNY Priorities and how to be funded
3. What we anticipate in 2017
4. Intent to Propose Form
5. QA

Please RSVP online at: <http://bit.ly/2lQtjEw>

Thank you, and hope to see you on Friday, March 3, 2017.

Jason

Jason Chiesa
Deputy Director

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