

# County of Oswego Industrial Development Agency



*Harbor View Square*



*Tailwater Lodge*



*Marmon Enterprises*



*Stephen M. Baker, OD, PLLC*



*EJ USA*



*Bishop's Commons*



**Annual Report**  
*FY 8/1/17-7/31/18*

## Enabling Legislation

In accordance with New York State General Municipal Law article 18-A, the County of Oswego Industrial Development Agency was formed on April 25, 1973. Section 911-b constitutes the enabling legislation for the County of Oswego Industrial Development Agency.

## Section 911-b: County of Oswego Industrial Development Agency

For the benefit of the County of Oswego and the inhabitants thereof, an industrial development agency, to be known as the COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY, is hereby established for the accomplishment of any or all of the purposes specified in title one of article eighteen-A of the General Municipal Law. It shall constitute a body corporate and politic, and be perpetual in duration. It shall have the powers and duties now or hereafter conferred by title one of article eighteen-A of the General Municipal Law upon industrial development agencies and provided that the exercise of the powers by such agency with respect to the acquisition of real property whether by purchase, condemnation or otherwise, shall be limited to the corporate limits of the county of Oswego, and such agency shall take into consideration the local zoning and planning regulations as well as the regional and local comprehensive land use plans. It shall be organized in a manner prescribed by and be subject to the provisions of title one of article eighteen-A of the General Municipal Law. Its members shall be appointed by the governing body of the county of Oswego. The agency, its members and officers and its operations and activities shall in all respects be governed by the provisions of title one of article eighteen-A of the General Municipal Law.

### Board of Directors

Gary T. Toth  
*Chair*

Nicholas M. Canale  
*Vice Chair*

H. Leonard Schick  
*Secretary/Treasurer*

Thomas Kells

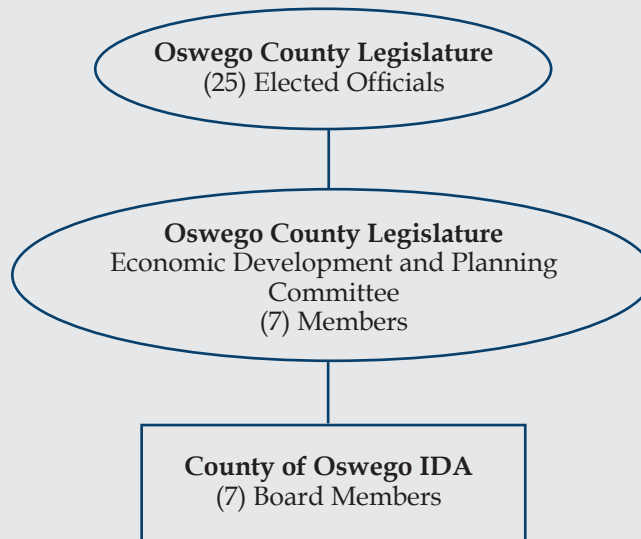
Donald H. Kunzwiler

Morris Sorbello

Barry Trimble

L. Michael Treadwell, CEcD\*  
*Chief Executive Officer*

David S. Dano\*  
*Chief Financial Officer*



\* Contracted administrative agreement with Operation Oswego County, Inc. for professional services.

## Mission Statement

The County of Oswego Industrial Development Agency’s mission is to establish and implement sound economic development strategies in order to enhance the economic vitality of Oswego County’s businesses, industries, communities, and citizens, leading to an overall better quality of life. Key to the Agency’s mission is the creation and retention of job opportunities, diversification and strengthening of Oswego County’s economic base, and developing the local economy in a planned, organized, and environmentally compatible manner.

## Goals

- To create new employment opportunities through the attraction of or the creation of new businesses;
- To create new employment opportunities through the expansion of existing businesses;
- To retain existing employment opportunities;
- To enhance and encourage capital investment by new and expanding businesses;
- To increase the County's tax base;
- To help stabilize and diversify the County's local economy;
- To help facilitate the development of essential services or businesses generally lacking in the County;
- To recognize the importance of the overall multiplier economic impacts of projects;
- To target financial assistance to key industrial clusters critical to the County's economy, including manufacturing, healthcare, education, tourism, energy, and agribusiness;
- To support the nuclear industry in Upstate New York through the Upstate Energy Jobs Coalition;
- To leverage the greatest level of private and non-IDA financial assistance as possible;
- To coordinate efforts to help improve the competitive position of businesses and spur initiatives that help to improve the overall business climate;
- To work cooperatively with local governments, economic development partners, and school districts to further economic development progress;
- To advance Oswego County's economy through regional cooperation and collaboration;
- To enhance media and educational outreach initiatives;
- To cooperate with the Oswego County Legislature to support the goals and objectives of the Economic Advancement Plan.
- To improve the quality of life in Oswego County.

## Objectives

- The issuance of Private Activity Bonds (tax-exempt or taxable bonds) to finance eligible manufacturing and commercial projects. The issuance of Civic Facility Revenue Bonds (tax-exempt or taxable bonds) to finance eligible not-for-profit 501(c)(3) organizations' projects (subject to authorizing NYS legislation).
- To help support and work cooperatively with the Oswego County Civic Facilities Corporation to help finance eligible not-for-profit 501(c)(3) organizations' projects with Civic Facility Revenue Bonds.
- The issuance of tax-exempt bonds for pollution control facilities.
- The issuance of tax-exempt bonds for other projects that are eligible for financing in compliance with Federal and NYS legislation.
- Providing to eligible and qualified businesses exemptions from real property taxes, sales and use taxes, and mortgage recording taxes consistent with the County of Oswego IDA's Uniform Tax Exemption Policy and in compliance with NYS legislation.

**Objectives, cont.**

- Providing financial assistance to micro-enterprise businesses utilizing the County of Oswego IDA’s Micro-Enterprise Economic Development Fund.
- Partnering with IDAs and EDOs in CNY to support the CNY REDC’s efforts to secure CFA funding and utilize URI funding.
- Providing financial assistance to eligible and qualified businesses utilizing the County of Oswego IDA’s PILOT Economic Development Fund and HUD Economic Development Fund.
- Utilizing the County of Oswego IDA’s General Economic Development Fund and PILOT Economic Development Fund to enhance economic development initiatives and strategies.
- Providing financial assistance to eligible and qualified businesses utilizing the USDA Intermediary Relending Program (IRP).
- Serving as a conduit, as appropriate, to apply for and secure Federal and State government grants and/or loans for economic development projects.
- Working in collaboration with banks to support interim financing for eligible and qualified businesses that will be receiving permanent financing through the SBA 504 loan program in cooperation with Operation Oswego County, Inc.
- Assisting in acquiring, constructing, and renovating necessary and appropriate real estate, working in cooperation with Operation Oswego County, Inc., to enhance and further economic development, including industrial park properties, incubator facilities, speculative buildings, and sites, etc.
- Collecting and distributing PILOT payments to taxing authorities in accordance with the General Municipal Law of the State of New York.
- Complying with the State Environmental Quality Review Act (SEQRA) on all projects assisted by the County of Oswego IDA.
- Working in partnership with government, education, labor, business and economic development agencies to maximize development potential and sustainability of the economy in Oswego County.
- To be in compliance with all reporting and policy requirements specified by the NYS GML, NYS Office of the State Comptroller, NYS ABO and the NYS PAL.

**Meetings Held**

8/24/17	1/17/18
9/25/17	2/28/18
10/25/17	3/22/18
11/17/17	4/17/18
12/11/17	5/21/18
	6/20/18
	7/24/18

**Public Hearings Held**

8/21/17	Altmar Genesee, LLC (Tailwater Lodge)
1/12/18	Stephen M. Baker, OD, PLLC
2/23/18	Geo Hotel Co., Inc. (Water Park)
5/3/18	Bishop’s Commons, Inc.



## Compliance & Reporting/Other Activities

- The ESDC Notification of Initial Allocation for the issuance of Private Activity Bonds for 2018 was \$4,164,545.
- IDA annual employment survey completed.
- Member of the Council of Development Finance Agencies.
- Returned \$257 to HUD as required for earned interest in 2017.
- Annual Financial Report and Audit Report filed with the NYS Office of the State Comptroller, County of Oswego and ESDC for FY ended 7/31/17.
- Maintained IDA website to comply with the Public Authorities Accountability Act (PAAA) ([www.oswegocountyida.org](http://www.oswegocountyida.org)).
- Continued and renewed an administrative agreement for professional services with Operation Oswego County, Inc. through 2018.
- UTEP deviation notifications were filed with the taxing authorities for the following 4 projects:
  - Bishop's Commons, Inc. - City of Oswego
  - East Lake Commons, LLC - City of Oswego
  - Geo Hotel Co., Inc. (Water Park) - City of Oswego
  - Altmar Genesee, LLC (Tailwater Lodge) - Town of Albion
- 15 Appointments of Project Operator or Agent (ST-60) filed with the NYS Department of Taxation and Finance for 10 projects:
  - Lakeside Commons, LLC - Town of Oswego
  - Purcell Construction (Lakeside Commons) - Town of Oswego
  - Stephen M. Baker, OD, PLLC - City of Oswego
  - Dunsmoor Construction (Stephen M. Baker) - City of Oswego
  - Sunoco Retail, LLC - Town of Volney
  - C&S Design Build, Inc. (EJ USA) - Town of Schroepfel
  - Camelot Lodge, LLC (YMCA) - City of Oswego
  - Marmon Enterprises USA, LLC - Town of Williamstown
  - Camelot Lodge, LLC (Cahill Landing) - City of Oswego
  - Altmar Genesee LLC (Tailwater Lodge) - Town of Albion
  - Henderson-Johnson Co. (Lakeside Commons) - Town of Oswego
  - EJ USA, Inc. - Town of Schroepfel
  - Zehr's Flowers and Landscaping (Lakeside Commons) - Town of Oswego
  - Novelis Corporation - Town of Scriba
  - Ruston Paving Co. (Lakeside Commons) - Town of Oswego

### *Compliance & Reporting/Other Activities, cont.*

- Filed RP-412-a applications to all taxing authorities in accordance with Real Property Tax Law and General Municipal Law, Section 874, for the following 6 projects:
  - MDR Properties (United Wire Technologies) - Town of Constantia
  - EJ USA, Inc. - Town of Schroepfel
  - Altmar Genesee, LLC (Tailwater Lodge) - Town of Albion
  - Marmon Enterprises USA, LLC - Town of Williamstown
  - Camelot Lodge, LLC (YMCA) - City of Oswego
  - Stephen M. Baker, OD, PLLC - City of Oswego
- Officers elected: Gary T. Toth (chair), Nicholas M. Canale (vice chair), and H. Leonard Schick (secretary/treasurer).
- L. Michael Treadwell served as CEO and David S. Dano served as CFO.
- Reviewed monthly loan delinquent reports.
- Continued to follow NYSEDC Best Practice Recommendations.
- Five current IDA Directors, Counsel and the CEO have completed PAAA Training sponsored by the NYSEDC, NYS ABO, or other State approved training.
- In compliance with the Public Authorities Law, filed Budget Reports for FY ending 7/31/17, 7/31/18 and 7/31/19 with the NYS ABO and County.
- Reviewed and reaffirmed the Code of Ethics.
- Complied with the filing of the Annual Certification of Code of Ethics and Annual Financial Disclosure Statement to the County of Oswego Board of Ethics.
- Goals of the Agency were reviewed and amended.
- Continued to use the Discretionary Funds Policy.
- CEO continued to be authorized to be the primary Authorizer Designation for PARIS.
- Reviewed and continued to use the Procurement Policy in compliance with GML.
- Continued the Disposition of Property Guidelines, no changes made, CEO continued to serve as the Contracting Officer as filed with the NYS OSC.
- Annual Report for FY ended 7/31/17 was prepared and posted on the Agency's website.
- The Investment Policy was in compliance with the collateral requirements for FY ended 7/31/17. Adjustment was made with Key Bank collateralization to reflect 105% coverage over the entire 12 month period.
- Conflict of Interest Policy was continued and Annual Affirmation Statements completed.
- Temporary deferments on loan/lease payments were granted for the following 2 projects:
  - Zink Shirts - City of Oswego
  - EM&M Diner - Town of Hannibal

*Compliance & Reporting/Other Activities, cont.*

- Grossman St. Amour CPAs, PLLC conducted the audit for FY ended 7/31/17.
- PARIS reporting for FY ended 7/31/17 was successfully completed.
- The Agency's approval to participate in the USDA Business & Industry Guarantee Programs as a "Non-Traditional Lender" was continued to be evaluated for projects.
- At the request of the Agency, the Oswego County Legislature has created a development corporation under 1411 of the NYS Not-for-Profit Law for the sole purpose of issuing Civic Facility Bonds for eligible 501 (c)(3) organizations. The Oswego County Civic Facilities Corporation was not active during the FY.
- Annual Board of Directors Evaluation was completed in accordance to the NYS ABO Policy Guidance for 2017.
- The Agency continued to operate the USDA Intermediary Relending Program for working capital and equipment. Authorization was approved to apply to USDA to expand the program, seeking an additional \$500,000 loan from USDA.
- In compliance with Section 2824-a and Section 2800 of the PAL, the Agency's Mission Statement and Performance Measurements that were submitted to the NYS ABO remained unchanged.
- Annual performance reviews of the CEO and CFO were completed.
- Continued the designation of the Secretary of State as an Agent for Service of a Notice of Claim pursuant to GML.
- A CFA application in Round 4 for \$30,000 in ESDC funding to conduct a feasibility study to develop a small business incubator in the City of Oswego was funded.
- Code of Ethics Policy was reviewed and no changes made.
- A CFA application in Round 5 for ESDC funding to assist in the development of the 43,000 SF former Price Chopper into a mixed-use incubator in the City of Oswego was approved for funding in the amount of \$900,000 in the prior FY is on hold due to the potential sale of the property for the Oswego Health Behavioral Health Services project.
- Acquisition for back taxes of two former Miller properties totaling 215.74 acres was completed in the prior FY. Properties are located in the Town of Volney and include the former WWTP.
- Pursuant to Section 103 and Sections 142 and 144 of the Internal Revenue Code, a Tax-Exempt Bond Post-Issuance Compliance Policy was unchanged.
- Adopted FOIL Policy was continued.
- The Upstate Energy Jobs Coalition was focused on supporting ongoing efforts to support the ZECs and a new focus on constraints in the delivery system.
- Filed COIDA's Authority Performance Measures Report for FY Ended 7/31/17.

*Compliance & Reporting/Other Activities, cont.*

- Supported the City of Fulton’s application for the Central NY Downtown Revitalization Initiative \$10 million competition in Round 3 of the DRI.
- Authorization of \$100,000 in funding to support the Advanced Manufacturing Institute associated with Cayuga Community College’s Fulton Campus continued to be in place.
- CFA application to conduct a feasibility study for the former Miller WWTP plant was submitted in Round 7 of the REDC process but was ruled ineligible.
- Retained the C&S Companies to conduct a feasibility study for the reuse of the Miller WWTP for a regional WWTP. Funding of the \$98,000 to be provided by the COIDA, Oswego County Legislature and Operation Oswego County.
- Authorization to support an application to the Northern Border Regional Commission and approval to commit \$250,000 for the Oswego County Airport and Airport Industrial Park sewer extension project in cooperation with the County, City of Fulton and Town of Volney was approved.
- Authorization was approved to submit an application to USDA for grant funding to conduct a feasibility study for a meat processing facility in Oswego County.
- COIDA entered into agreements for use of the parking lot area of the Price Chopper building with the Oswego City Fire Department, H. Lee White Maritime Museum and Oswego Harbor Festivals, Inc.
- Supported funding 50% of the cost for the Oswego County Strategic Economic Advancement Plan that was completed and adopted by the Oswego County Legislature on November 9, 2017.



## Project Assistance

Project	Location	Type	Projected Jobs		Financial Assistance		Total Project Cost \$	Status
			New	Ret.	Type	Amount \$		
Camelot Lodge (Cahill Landing)	Oswego City	Housing/Service	1	—	S/L	183,430	1,210,500	Approved
Camelot Lodge (YMCA)	Oswego City	Mixed-Use	25	—	S/L	305,560	1,693,000	Leased
Champlain Valley Specialty	Oswego	Mfg.	10	219	S/L	427,000	910,000	Approved
United Wire Technologies	Constantia	Mfg.	5	16	S/L	292,600	488,600	Leased
					PILOT EDF	200,000		Leased
Marmon Enterprises USA	Williamstown	Mfg.	4	12	S/L	45,638	606,000	Leased
					IRP EDF	100,000		Funded
EJ USA, Inc.	Schroepfel	Mfg.	91	—	S/L	3,474,400	9,075,000	Leased
Novelis Corporation (Infrastructure)	Scriba	Mfg.	—	1,137	S/L	4,800,000	97,000,000	Leased
K&N's Foods USA	Fulton City	Mfg.	—	59	PILOT EDF	200,000	500,000	Leased
Harbor View Square	Oswego City	Mixed-Use	8	—	S/L	4,005,507	20,214,104	Approved
COIDA Incubator	Oswego City	Service	50	—	PILOT EDF	1,500,000	6,000,000	Approved (Bldg.)
					PILOT EDF	500,000		Approved (Tenants)
Tailwater Lodge	Albion	Service/Tourism	35	45	S/L	714,140	2,500,000	Leased
Doty Contracting	Volney	Mfg.	21	4	IRP EDF	90,000	326,200	Funded
Stephen M. Baker, OD, PLLC	Oswego City	Service	14	—	S/L	122,460	856,454	Leased
					PILOT EDF	150,000		Leased
Geo Hotel Co. (Water Park)	Oswego City	Tourism	18	—	S/L	3,636,668	4,965,000	Approved
					PILOT EDF	500,000		Approved
East Lake Commons	Oswego City	Mixed-Use	22	—	S/L	12,041,282	26,348,869	Approved
Bishop's Commons	Oswego City	Service	2	42	S/L	2,409,000	5,549,185	Approved
Great Bear Childcare	Schroepfel	Service	8	2	MEP EDF	21,000	280,500	Approved
MLK Enterprises	Richland	Service/Tourism	4	—	MEP EDF	25,000	82,388	Approved
Woody's on 37	Hastings	Service/Tourism	3	—	MEP EDF	25,000	144,853	Approved
<b>Total</b>			<b>321</b>	<b>1,536</b>		<b>35,768,685</b>	<b>178,750,653</b>	

## Definitions for Types of Financial Assistance

- **MEP EDF**-- Micro Enterprise Program Economic Development Fund
- **PILOT EDF**-- Payment in Lieu of Taxes Economic Development Fund
- **General EDF**-- General Economic Development Fund
- **IRP EDF**-- Intermediary Relending Program Economic Development Fund
- **S/L**-- Straight Lease Transaction
- **HUD EDF**-- Housing and Urban Development Economic Development Fund
- **CFRB**-- Civic Facility Revenue Bonds
- **PAB**-- Private Activity Bonds
- **TB**-- Taxable Bonds

## Financing Programs

### Loans/Leases Paid in Full

Project	Location	Type	Original Fin. Date	Fin. Type	Amount \$
Bardy's 4 Seasons Tire & Auto	Sandy Creek	Service	8/10	PILOT EDF	35,000
CL Fitness	Fulton City	Service	9/12	PILOT EDF	25,000
Debbie's Hash & Mash	Volney	Service	9/15	MEP EDF	25,000
Lake Ontario Property Assoc. (Dr. Ram)	Oswego City	Healthcare	8/13	PILOT EDF	35,000
Laser Transit	Sandy Creek	Warehousing/ Transportation	7/10	PILOT EDF	370,000
M&A Holdings of CNY (The Gardens by Morningstar)	Oswego City	Healthcare	3/15	HUD EDF	300,000
Mark's Letters, Signs & Specialties	Fulton City	Service	8/12	PILOT EDF	20,000
MDR Properties (United Wire Technologies)	Constantia	Mfg.	2/13 2/13	IRP EDF PILOT EDF	187,500 22,500
Oneida Lake Ready Mix	Constantia	Mfg.	5/09	PILOT EDF	400,000
Happy Hearts Childcare	Scriba	Service	12/15	Gen. EDF	51,627
Off Broadway Dance	Granby	Service	12/16	Gen. EDF	52,000
Oswego YMCA	Oswego City	Recreation	8/08	PILOT EDF	85,000
Puddle Jumpers	Volney	Service	1/12	MEP EDF	15,000
Service Master Janitorial	Sandy Creek	Service	2/13	MEP EDF	25,000
Wilsie Construction	Oswego City	Construction/Mfg.	12/13	PILOT EDF	43,200

### Bad Debt Loans/Leases

None to report.

## Distribution of PILOT Payments - FY Ended 7/31/18

	<u>Amount</u>	<u>%</u>
School Districts	\$5,089,736	63.2
City/Town/Village	\$ 890,248	11.0
County	\$1,870,495	23.2
County IDA*	<u>\$ 207,832</u>	<u>2.6</u>
<u>Total:</u>	<u>\$8,058,311</u>	<u>100.0</u>

\*County's prorata share was split 90/10 with IDA to recapitalize the IDA's PILOT EDF in 2018.

## Statement of Revenues and Expenditures and Changes in Net Position - FY Ended 7/31/18

<b>Revenues</b>	
Charges for services	\$ 247,076
Interest income	134,645
Payments in lieu of taxes	207,002
Rental income	37,920
Grant revenue	79,000
Federal Funds – loan repayments	145,827
Other revenues	8,722
<b>Total revenues</b>	<b>860,192</b>
<b>Expenditures</b>	
Administration	316,250
Professional fees	169,275
Grants and development	6,182
Other expenses	122,393
<b>Total expenditures</b>	<b>614,100</b>
Change in net position	246,092
Net position – beginning of year	18,306,736
<b>Net position – end of year</b>	<b>\$ 18,552,828</b>

Note: Audit Report is available at [www.oswegocountyida.org](http://www.oswegocountyida.org).

## Statement of Net Position - FY Ended 7/31/18

### Assets

Cash	\$ 10,879,747
Loans/lease receivable	7,668,054
Accounts Receivable	49,000
Project Assets, net	2,184,415
<b>Total Assets</b>	<b>\$ 20,781,216</b>

### Liabilities

Accounts Payable	\$ 138,285
Loan Payable	483,592
Mortgage Payable	639,982
<b>Total Liabilities</b>	<b>\$ 1,261,859</b>

### Net Position

Restricted Cash	\$ 8,181,948
Restricted Loans Receivable	5,779,393
Unrestricted	4,591,487
<b>Total Net Position</b>	<b>\$ 18,552,828</b>

Note: Audit Report is available at [www.oswegocountyida.org](http://www.oswegocountyida.org).

## Schedule of Bonds/Notes - FY Ended 7/31/18

Details are provided in the Audit Report which is available at [www.oswegocountyida.org](http://www.oswegocountyida.org).

## Internal Control Structure and Procedure - FY Ended 7/31/18

Details are provided in the Audit Report which is available at [www.oswegocountyida.org](http://www.oswegocountyida.org).

## Compensation Schedule - FY Ended 7/31/18

Not applicable; IDA had no employees.

## Real Property Owned - FY Ended 7/31/18

Property	Address	Tax Map ID	Size (Acres)
Lake Ontario Industrial Park	249A Mitchell St., Oswego	110.68-01-01	56.64
Peck Road Site	Peck Road, Town of Richland	071.00-02-28.01	14.25
Columbia Mills	St. Rt. 48, Town of Minetto	183.02-02-04.02	89.4
Huhtamaki Site	411-419 First St., Fulton	253.24-01-02	1.66
120 St. Paul Street	120 St. Paul St., Oswego	128.27-01-05	6.95
Former Price Chopper	29 E. Cayuga St, Oswego	128.39-04-01	4.88
Former Miller	Owens Road, Volney	254.00-05-04.05	73.0
Former Miller WWTP	Owens Road, Volney	254.00-05-04.09	142.74

## Real Property Disposed of During FY Ended 7/31/18

None to report.

## Code of Ethics

See Code of Ethics Policy listed on website at [www.oswegocountyida.org](http://www.oswegocountyida.org).

## Approval and Certification for FY Ended 7/31/18

The Annual Report of the County of Oswego IDA was approved by the Board of the Agency on October 30, 2018.

The information contained in the Annual Report for the County of Oswego IDA for FY ended 7/31/18 represents an accurate, complete and fair presentation of the Agency's activities and financial position. In compliance with the PAAA, this report will be provided to the Chair of the Oswego County Legislature, to the NYS Authority Budget Office, and be posted on the Agency's website [www.oswegocountyida.org](http://www.oswegocountyida.org).

Certified by:  10/30/18  
 Gary T. Toth, Chair

 10/30/18  
 H. Leonard Schick, Secretary/Treasurer

 10/30/18  
 L. Michael Treadwell, CEO

This institution is an equal opportunity provider, and employer. To file a complaint of discrimination, write:  
USDA, Director, Office of Civil Rights, 1400 Independence Avenue, S.W.  
Washington, D.C. 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD).