



ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY

333 WEST WASHINGTON STREET, SUITE 130, SYRACUSE, NY 13202

PHONE: 315.435.3770 • FAX: 315.435.3669 • ONGOVED.COM

Regular Meeting Agenda July 21, 2022

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

1. Approval of Minutes June 14, 2022 Regular Meeting
2. Treasurer's Report
3. Payment of Bills
4. Conflict of Interest

1. Stewart Hancock Partners LLC/ Dunn Tire LLC (3101-21-12A) Meeting to Modify

Stewart Hancock Partners, LLC/Dunn Tire, LLC is requesting an increase in the Sales and Use Tax Exemption from \$250,000 to \$500,000.

Agency Action Requested:

- a. A resolution of the Board authorizing additional financial assistance in the form of an increase in the Sales and Use Tax Exemption.

Representative: Joseph Cattalani, Managing Member, Stewart Hancock Partner, LLC

2. District East Project Presentation

Representative: Andy Breuer and Ryan Benz, OHB Redev

Executive Session

3. Rescinding SEQR Determinations and Purchase Contract Execution Authorization Rescinding prior resolutions of the board adopting SEQR determinations and authorizing Purchase Contract Execution.

Agency Action Requested:

- a. Rescind resolutions authorizing adoption of SEQR determinations.
- b. Rescind resolutions authorizing Executive Director to enter into purchase contracts and any related documents with respect to parcels of property.

4. Purchase Contract Execution

Authorization to enter into purchase contracts for parcels of property.

Agency Action Requested:

- a. A resolution of the Board authorizing the adoption of a SEQRA determinations.
- b. Resolutions of the Board authorizing the Executive Director to enter into purchase contracts and any related documents with respect to parcels of property.

Representative: Robert Petrovich, Executive Director, OCIDA

Adjourn

DRAFT
Onondaga County Industrial Development Agency
Regular Meeting Minutes
June 14, 2022

A regular meeting of the Onondaga County Industrial Development Agency was held on Tuesday, June 14, 2022 at 333 West Washington Street, Syracuse, New York in the large conference room on the first floor.

Janice Herzog called the meeting to order at 8:04 am with the following:

PRESENT:

Janice Herzog
Steve Morgan
Susan Stanczyk
Kevin Ryan
Fanny Villarreal

ABSENT:

Patrick Hogan
Victor Ianno

ALSO PRESENT:

Robert M. Petrovich, Executive Director
Nate Stevens, Treasurer
Nancy Lowery, Secretary
Karen Doster, Recording Secretary
Alexis Rodriguez, Assistant Treasurer
Jeff Davis, Barclay Damon Law Firm
Amanda Fitzgerald, Barclay Damon Law Firm
Samantha Podlas, Barclay Damon Law Firm
John Sidd, Hancock & Estabrook Law Firm
Len Rauch, Office of Economic Development
Matthew Pelligra, Office of Economic Development
Genevieve Trigg, Barclay Damon Law Firm
Joseph Cattalani, Stewart Hancock Partners LLC/Dunn Tire LLC
Karen DeAntonio, Barclay Damon
Theresa Morgan, Armoured One, LLC
Robin Moorcroft, Yugo Syracuse Southside LLC
Christopher Andreucci, Harris Beach Law Firm
Christopher Bianchi

APPROVAL OF REGULAR MEETING MINUTES – MAY 10, 2022

Upon a motion by Fanny Villarreal, seconded by Susan Stanczyk, the OCIDA Board approved the regular meeting minutes of May 10, 2022. Motion was carried.

TREASURER'S REPORT

Nate Stevens gave a brief review of the Treasurer's Report for the month of May 2022.

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board approved the Treasurer's Report for the month of May 2022. Motion was carried.

PAYMENT OF BILLS

Nate Stevens gave a brief review of the Payment of Bills Schedule #470

Upon a motion by Steve Morgan, seconded by Susan Stanczyk, the OCIDA Board approved the Payment of Bills Schedule #470 for \$2,338,103.92 and PILOT Payments to Onondaga County for \$7,913.78, Town of Camillus for \$5,640.87, Village of Camillus for \$975.52, Town of Elbridge for \$2,298.31, Town of Geddes for \$76.46, Village of Solvay for \$611.15, West Genesee Central School District for \$13,701.23, Solvay Union School District for \$3,901.55, Jordan Elbridge Central School District for \$19,456.66, Marcellus Central School District for \$291.23, Onondaga County for \$836.24, City of Syracuse for \$1,300.58, Town of Onondaga for \$2.61, Town of DeWitt for \$12.82 and Jamesville DeWitt School District for \$83.89. Motion was carried.

CONFLICT OF INTEREST DISCLOSURE

The Conflict of Interest was circulated and there were no conflicts reported.

J.W. DIDADO ELECTRIC, LLC (3101-22-A) SECOND MEETING

Robert Petrovich stated Genevieve Trigg from Barclay Damon is representing J.W. Didado so John Sidd from Hancock Estabrook is representing the Agency as conflict counsel.

John Sidd stated a public hearing was previously held and the report is in the Agency packet.

Nancy Lowery stated there were no comments.

John Sidd stated the applicant made a minor change to their application yesterday. He stated there were two entities seeking financial assistance which is a typical structure where one owns the land and rents it to the operating entity. He stated they dropped the LLC that was going to own the land and rent it so now there will be one entity that will own and operate which makes it much simpler. He stated there is no material change to the application otherwise. He stated in terms of SEQR review, the Town of Clay Planning Board treated this as a Type I action under SEQR and OCIDA is an involved agency. He stated the Town of Clay issued a determination last week showing a negative declaration and the project will not have a significant impact on the environment that has not been mitigated. He stated there is an approving resolution noting the negative declaration and inducing the project to proceed to close to provide the financial assistance consisting of the mortgage recording tax exemption, sales tax exemption and real property tax exemption.

Genevieve Trigg stated the project includes the construction of an approximately 24,000 square foot building on a 12.17 acre site. She stated about 10,000 square feet of the 2 story portion of the building will serve as an office and training space and the remaining will include a 9 pull in truck bay to facilitate tooling and detooling of trucks. She stated there will also be a climate controlled safety equipment storage area, general storage, employee onboarding area and a small office space. She stated as discussed at the last meeting JWD does pride itself in doing a live classroom concept to help its employees adapt and provide them with the skill set needed for the job.

Upon a motion by Kevin Ryan, seconded by Susan Stanczyk, the OCIDA Board approved a resolution authorizing the financial assistance by the Agency to include exemptions from certain real property taxes, real estate transfer taxes, sales and use taxes and mortgage recording taxes and acknowledging the Town of Clay SEQRA resolution. Motion was carried.

STEWART HANCOCK PARTNERS LLC/DUNN TIRE LLC (3101-21-12A) MEETING TO MODIFY

Joseph Cattalani stated the FAA forced them to move the building location and that changed considerably the dynamic of the use of the property so they had increases in costs. He stated originally they were sheet draining the parking lot but the second placement of the building forced them to pipe underground within a separate roadway for the fire access. He stated the

change in site also changed the dynamic in suitable soils. He stated they had almost \$1 million dollars of cut that needed to be removed and there was about \$700,000 of structural fill put in to put the building on. He stated it just continues and pricing of commodities is up. He stated he doesn't know what his asphalt price will be when they get to that point with oil prices up 3X which is a big component. He stated this is why they are asking for an increase in the sales and use exemption.

Janice Herzog stated it is certainly understandable and it is hard to do planning in times like this.

Jeff Davis stated the resolution before the Board is a resolution to authorize a public hearing because the increase in benefits is greater than \$100,000. He stated a public hearing would be held, go through the process and then come back to the Board for consideration of the request.

Upon a motion by Fanny Villarreal, seconded by Susan Stanczyk, the OCIDA Board approved a resolution authorizing a public hearing in connection with a request for an increase in the Sales and Use Tax Exemption. Motion was carried.

ARMOURED ONE, LLC (3101-18-06A) MEETING TO MODIFY

Theresa Morgan stated they are a business founded on the sales of school security training and they install attack resistant film on school glass and life openings. She stated they sell attack resistant glass. She stated since Covid hit it has impacted their ability to sustain their projected levels of revenue growth and expansion of their business operations. She stated it has caused them to struggle with deadlines. She stated if you don't have the revenue coming in you really don't want to expand your facility. She stated they have tried since Covid hit to bolster their partnership with their customers as well as being very innovative with new product design which they are doing quite successfully with a very cool patent pending with their security glass with a new inner layer that has proved to be stronger than anything on the market. She stated sales are expanding and now is the time to continue the renovation projects they had planned a couple years ago. She stated they have secured the funds with Pathfinder Bank and they plan to spend \$650,000 for much needed roof repairs, creation of an additional cooling room with the necessary walls, ceilings, epoxy flooring and HVAC system. She stated they plan to have all this work done by the end of this year. She stated they really appreciate all OCIDA has done for them and thanked the Board for considering the extension of the sales tax exemption. She stated

they consider OCIDA as partners in this mission to fight what is unfortunately going on in our schools.

Janice Herzog stated thank you to Amoured One for what they are doing. She stated it is great to have companies that are looking forward and trying to keep our children in schools safe and good luck with the patent. She stated congratulations on receiving the award at the MACNY dinner. She stated it is a testament to the good things Armoured One is doing in the community. Theresa Morgan stated thank you and they were really excited and proud. She stated they do more than just supply the products, they are more boots on the ground. She stated the CEO flew right to Texas when the unfortunate shooting occurred. She stated they are ministers in action and they are quite proud of all the things the company does.

Upon a motion by Susan Stanczyk, seconded by Kevin Ryan, the OCIDA Board approved a resolution authorizing an extension to the Sales and Use Tax Exemption. Motion was carried.

BRECKENRIDGE GROUP SYRACUSE NEW YORK, LLC (3101-15-12A) MEETING TO MODIFY

Christopher Andreucci stated he represents the Breckenridge Group and they are selling the project to GSA who is the parent of Yugo Syracuse. He stated they are seeking the consent pursuant to the lease and leaseback to the sale.

Amanda Fitzgerald stated this is a very straightforward transaction.

Sue Stanczyk asked what is the project. Chris Andreucci stated it used to be Syracuse Apartments which was the original project but under the lease/leaseback agreement the Agency had approved the assignment to Breckenridge Group Syracuse. He stated it was in the lease/leaseback that Breckenridge Group was a qualified transferee upon following the closing of the deal. He stated Syracuse Apartments sold it to Breckenridge who now is now selling it to GSA or Yugo Syracuse.

Robert Petrovich asked Chris Andreucci to explain where it is located and what type of housing it is. Chris Andreucci stated it is student housing located on Brighton Avenue. Robert Petrovich

stated it has a DBA as Aspen of Syracuse. Chris Andreucci agreed and stated it closed in 2015 originally.

Robin Moorcroft stated they are excited to take on the student housing in this market and looking forward to completing the transaction.

Upon a motion by Kevin Ryan, seconded by Fanny Villarreal, the OCIDA Board approved a resolution approving the assignment of the right, title and interest in the Breckenridge Group Syracuse, New York, LLC to Yugo Syracuse Southside LLC. Motion was carried.

ACTIVE PROJECT REVIEW

Nancy Lowery stated companies are required to report annually their employment numbers based on what they put in their application. She stated last year there were 4 companies that did not meet the threshold and actually fell into recapture. She state the Board graciously waived that due to the fact that they were all hotels and were not able to meet the threshold based on what happened during Covid. She stated she is pleased to report this year all the Agency projects are in compliance with their numbers so we are happy they are back into the threshold they need to be.

APPOINTMENT OF ASSISTANT TREASURER

Robert Petrovich stated he is happy to introduce Alexis Rodriguez as a new addition to our team and she is taking over for Chris Cox who is retiring the end of the month. He stated she is doing an amazing job so far and obviously one of the roles she will assume is the role of assistant treasurer. He stated he would enthusiastically endorse her appointment as Assistant Treasurer.

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board approved a resolution appointing Alexis Rodriguez as Board Assistant Treasurer to the Onondaga County Industrial Development Agency. Motion was carried.

EXECUTIVE SESSION

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board went into Executive Session at 8:31 am to discuss the acquisition of real property. Motion was carried.

(Steve Morgan left meeting.)

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board adjourned the Executive Session at 8:52 am. Motion was carried.

PURCHASE CONTRACTS EXECUTION

Jeff Davis stated the resolutions before the Board is to exercise the options to purchase the properties. He stated the first resolution for consideration by the Board is authorizing the adoption of a SEQR determination. He stated there are 3 separate SEQR determinations and one omnibus motion will be done. He stated we previously studied under SEQR the project and expansion of the White Pine Park which resulted in the development of the Supplemental and Generic Environmental Impact Statement to the prior GEIS when the park was originally developed. He stated the Board determined to go to a supplemental GEIS process and then went to public comment. He stated a Final GEIS was adopted by the Board in July of 2021 and notice of completion of the Final Supplemental GEIS was filed on July 16, 2021. He stated in review of the acquisition of these 3 parcels, we review the project as was studied under that Supplemental GEIS and Final GEIS. He stated the project included the acquisition of the subject parcels here for the resolution and the SEQR review was conducted on those including the evaluation of relevant impacts, facts and conclusions associated with the expansion of the park. He stated the Draft Supplemental GEIS statement, Final GEIS and Findings Statements adopted by the Agency evaluated the relevant impacts, facts and conclusions associated with the acquisition of the additional acreage including the subject parcels to accommodate the expansion of the park. He stated the Agency determined that the project including the acquisition of the additional acreage, including the subject parcels from among other reasonable alternatives, is one which minimizes or avoids adverse environmental effects to the maximum extent practicable and the acquisition of the property will be carried out in accordance with conditions and thresholds established in the Final Supplement GEIS and Findings Statement thus avoiding, minimizing and mitigating as reasonably practical the adverse environmental impacts.

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board approved a resolution authorizing the adoption of SEQRA determination. Motion was carried.

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board approved a resolution to enter into purchase contracts and any related documents with respect to three parcels of property. Motion was carried.

AUTHORIZATION FOR EXECUTIVE DIRECTOR TO EXECUTE LAND OPTIONS

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board approved a resolution authorizing the Executive Director to enter into Land Options. Motion was carried.

ADJOURN

Upon a motion by Susan Stanczyk, seconded by Fanny Villarreal, the OCIDA Board adjourned the meeting at 8:57 am. Motion was carried.

Nancy Lowery, Secretary



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

June 30, 2022

Revenue / Expense / Income	Current Period	Current YTD	2022 Budget Amount	Current YTD Change to Budget
Operating Revenue	215,323	1,899,397	1,444,000	455,397
Administrative Expense	54,019	291,301	800,000	(508,699)
Operating/Program Exp.	120,657	669,465	644,000	25,465
Net Ordinary Income	40,647	938,631	-	938,631

Current Assets	Current YTD	Prior YTD
Total Cash	4,306,914	3,875,424
Less Pass Through Received	193,361	153,396
Available Cash	4,113,553	3,722,029
Receivables (less pass through rec.)	102,748	57,496
Grant Reimbursements	-	-
Total	4,216,301	3,779,525

Reserve for Contracts	
County Operations 2022	508,699
333 W. Washington St 2022 Rent	47,496
OBG WPCP CO #4 Additional Studies	180,349
JMT 800 Hiawatha Engineering	6,657
Barclay Damon WPCP Options	-
Total	743,201

Receivables	
0-120 days	102,748
> 120 days	-
Total	102,748

Onondaga County Industrial Development Agency

Profit and Loss

June 2022

	TOTAL
Income	
500 Operating Revenue	
2116 Fees	
2116.1 Agency Fees	213,012.00
Total 2116 Fees	213,012.00
2410 Lease Income	2,250.00
2655 Other Operating Revenue	25.42
Total 500 Operating Revenue	215,287.42
501 Non-Operating Revenue	
2401 Interest Income	35.86
Total 501 Non-Operating Revenue	35.86
534 Pilot & Pass Thru Revenue	
529 PILOT Income	193,361.46
Total 534 Pilot & Pass Thru Revenue	193,361.46
Total Income	\$408,684.74
GROSS PROFIT	\$408,684.74
Expenses	
6400 Operating Expense	
6404 Audit	14,000.00
6406 Other Professional Services	360.00
6406.50 Consulting Services	5,000.00
Total 6406 Other Professional Services	5,360.00
6407 Administrative Expense	54,018.58
6408 Meeting Expenses	250.60
6409 Conference Attendance	4,861.22
6410 Office Expense	841.86
6411 Memberships / Sponsorships	110.00
Total 6400 Operating Expense	79,442.26
6440 Legal Fees	
6450 Barclay Damon	
6460 IDA General Legal	2,401.10
6470 WPCP Development	144.70
6470.2 Land Purchases	375.00
6470.5 JMT	50,267.50
Total 6470 WPCP Development	50,787.20
Total 6450 Barclay Damon	53,188.30
Total 6440 Legal Fees	53,188.30

Onondaga County Industrial Development Agency

Profit and Loss

June 2022

	TOTAL
6500 Agency Program Expenses	
6510 White Pine Commerce Park	
6510.4 Other Expenses	86.89
6510.5 Insurance	2,787.20
6510.7 WPCP Marketing	4,932.32
Total 6510 White Pine Commerce Park	7,806.41
6520 North Salina Property Acquisition	
6520.1 435 N Salina Expenses	1,400.00
Total 6520 North Salina Property Acquisition	1,400.00
6530 800 Hiawatha Blvd. West	
6530.3 Engineering	32,838.89
Total 6530 800 Hiawatha Blvd. West	32,838.89
Total 6500 Agency Program Expenses	42,045.30
6600 Non-Operating Expenses	
6605 Pilot & Pass Thru Expenses	
6605.2 PILOT Expense	193,361.46
Total 6605 Pilot & Pass Thru Expenses	193,361.46
Total 6600 Non-Operating Expenses	193,361.46
Total Expenses	\$368,037.32
NET OPERATING INCOME	\$40,647.42
NET INCOME	\$40,647.42

Onondaga County Industrial Development Agency

Balance Sheet As of June 30, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
200 Cash	0.00
200.1 Cash - M & T Checking	3,425,367.69
200.2 Cash - M & T Money Maker Savings	890,454.45
200.4 Destiny USA Restricted Cash	-8,957.82
210 Petty Cash	50.00
Total 200 Cash	4,306,914.32
Total Bank Accounts	\$4,306,914.32
Accounts Receivable	
380 Accounts Rec.	
380.1 A/R General	93,248.00
380.6 A/R Fees, Lease & PILOT	102,748.00
Total 380 Accounts Rec.	195,996.00
Total Accounts Receivable	\$195,996.00
Total Current Assets	\$4,502,910.32
Fixed Assets	
100 Land	
101 White Pines Commerce Park	10,088,401.50
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
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	11,895,146.03
106 North Salina Properties	0.00
106.1 435 North Salina	17,083.55
106.3 435 North Salina Building	634,421.53
Total 106 North Salina Properties	651,505.08
107 800 Hiawatha	604,840.42

Onondaga County Industrial Development Agency

Balance Sheet As of June 30, 2022

	TOTAL
Total 100 Land	13,151,491.53
104 Machinery & Equipment	
104.1 Office Furniture	1,429.00
104.2 Equipment	4,589.00
Total 104 Machinery & Equipment	6,018.00
211 A/D Office Furniture	-3,493.00
213 A/D Buildings	-97,603.00
250 Investment in Real Property	6,180,006.00
Total Fixed Assets	\$19,236,419.53
Other Assets	
240 Blue Sky Redevelopment	1,641.76
Total Other Assets	\$1,641.76
TOTAL ASSETS	\$23,740,971.61
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
600 Accounts Payable	0.00
600.1 Due to Related Party - OED	291,300.96
600.102 Due to BD WPCP	42,216.66
600.205 Exp Pay Prev Period	13,521.03
600.206 Mileage Reimbursement	92.34
600.208 BlueRock Energy Agreement Deposit	25,000.00
600.209 Syracuse Rail Overpayment	500.00
600.3 Onondaga County Loan	10,773,020.23
600.31 Accrued Interest - OC Note Payable	2,129.00
Total 600.3 Onondaga County Loan	10,775,149.23
Total 600 Accounts Payable	11,147,780.22
601 PILOT and Pass Thru Payable	
604 Other Pass Thrus	-0.30
Total 601 PILOT and Pass Thru Payable	-0.30
631 Due to Other Governments	
631.3 Schools	
631.356 Syracuse	86,757.91
Total 631.3 Schools	86,757.91
631.4 Onondaga County	59,551.91
631.5 City of Syracuse	47,051.65
Total 631 Due to Other Governments	193,361.47
Total Other Current Liabilities	\$11,341,141.39

Onondaga County Industrial Development Agency

Balance Sheet

As of June 30, 2022

	TOTAL
Total Current Liabilities	\$11,341,141.39
Total Liabilities	\$11,341,141.39
Equity	
3900 Equity Unreserved	8,742,531.91
3901 Equity-Investment Fixed Assets	2,345,838.63
463 Reserve For Contracts	743,200.75
465 Equity - Unreserved	-370,371.75
Net Income	938,630.68
Total Equity	\$12,399,830.22
TOTAL LIABILITIES AND EQUITY	\$23,740,971.61

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PAYMENT OF BILL - SCHEDULE #471
July 21, 2022

GENERAL EXPENSES

1.	<u>CNY POMEROY APPRAISERS INC.*</u>	\$	1,400.00
	435 N Salina Appraisal Report		
2.	<u>CRYSTAL ROCK**</u>	\$	49.04
	Inv#22196031 6-12-22, Water		
3.	<u>FSK ENTERPRISES LLC***</u>	\$	50,000.00
	Option Fee for Land		
4.	<u>ONONDAGA COUNTY WATER AUTHORITY****</u>	\$	86.89
	Inv#639075, Final Bill 5181 State Route 31		
5.	<u>SYRACUSE DESIGN GROUP LLC*****</u>	\$	360.00
	Inv#5997, Website Hosting Service July 2022-June 2023		
6.	<u>BARCLAY DAMON LLP*****</u>	\$	4,083.75
	Inv#5177534, 5177536, 5177538, Legal Fees March 2022-May 2022		
7.	<u>COMMISSIONER OF FINANCE*****</u>	\$	2,574.96
	ROTH Steel City/School Taxes 2022-2023		
8.	<u>BARCLAY DAMON LLP*****</u>	\$	327,117.97
	Purchase of Land		
9.	<u>BARCLAY DAMON LLP*****</u>	\$	903,709.36
	Purchase of Land		
10.	<u>BARCLAY DAMON LLP*****</u>	\$	54,932.28
	Purchase of Land		
11.	<u>FEDEX *****</u>	\$	81.35
	Inv#7-799-89608, 7-777-98700		

12. <u>COMMISSIONER OF FINANCE*****</u>	\$	197.64
800 Hiawatha & North Salina City/School Taxes 2022-2023		
13. <u>RAMBOLL AMERICAS ENGINEERING SOLUTIONS INC.*****</u>	\$	54,825.13
Inv#1940013480, 1940011982, WPCP Site Development		
14. <u>CHIEF FISCAL OFFICER*****</u>	\$	35,432.76
2022 WPCP County & Town Real Property Taxes		
15. <u>NATIONWIDE*****</u>	\$	3,101.50
Commercial Liability Insurance Premium 2nd Payment		
16. <u>ADVANCE MEDIA NEW YORK</u>	\$	172.88
Public Hearing Notice Dunn Tire & Stewart Hancock Partners		
17. <u>FEDEX</u>	\$	30.65
Inv#7-815-11952, Shipping		
18. <u>PARK STRATEGIES LLC</u>	\$	2,500.00
Inv#16586770, Monthly Consulting Services July 2022		
19. <u>CRYSTAL ROCK</u>	\$	49.04
Inv#22196031 071022, Water		
20. <u>ONONDAGA CIVIC DEVELOPMENT CORPORATION</u>	\$	883.89
Internet & Copier, 2nd Quarter 2022		
21. <u>ONONDAGA CIVIC DEVELOPMENT CORPORATION</u>	\$	12,504.00
Rent, 2nd Quarter 2022		

22. C&S ENGINEERS INC

\$ 4,827.50

Inv#01101881, Professional Services 3/1/22-4/8/22

TOTAL

\$ 1,458,920.59

*Ratification of Check dated June 13, 2022

**Ratification of Check dated June 15, 2022

***Ratification of Check dated June 27, 2022

****Ratification of Checks dated June 28, 2022

*****Ratification of Checks dated July 6, 2022

*****Ratification of Checks dated July 7, 2022

*****Ratification of Checks dated July 12, 2022

*****Ratification of Check dated July 13, 2022

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PAYMENT OF BILL - SCHEDULE #471
July 21, 2022

PILOT Payments

1.	<u>ONONDAGA COUNTY</u>	\$	59,551.91
	2022 Syracuse Apartments & COR Inner Harbor PILOT Payments		
2.	<u>CITY OF SYRACUSE</u>	\$	47,051.64
	2022 Syracuse Apartments & COR Inner Harbor PILOT Payments		
3.	<u>SYRACUSE CSD</u>	\$	86,757.90
	2022 Syracuse Apartments & COR Inner Harbor PILOT Payments		
	TOTAL	\$	193,361.45

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
RESERVE FOR CONTRACTS
6/30/2022

	CONTRACT	TOTAL	PORTION	BALANCE
DESCRIPTION	TERM	CONTRACT	PAID	OUTSTANDING
ONONDAGA COUNTY OED 2021	1-1-22-12-31-22	\$800,000.00	\$291,301.40	\$508,698.60
333 W. WASHINGTON ST 2022 RENT	1-1-22-12-31-22	\$60,000.00	\$12,504.00	\$47,496.00
OBG WPCP CO #4 ADDITIONAL STUDIES	11-30-18-12-31-22	\$800,000.00	\$619,651.25	\$180,348.75
JMT 800 HIAWATHA ENGINEERING	2-13-19-12-31-22	\$25,000.00	\$18,342.60	\$6,657.40
		\$1,685,000.00	\$941,799.25	\$743,200.75

ACCOUNTS RECEIVABLE
6/30/2022

AGENCY FEES RECEIVABLE		\$93,248.00
ACCOUNTS RECEIVABLE GENERAL		\$9,500.00
TOTAL		\$102,748.00

Stewart Hancock Partners LLC

649 Park Avenue, Rochester, NY 14607 * 585-329-4600

June 7, 2022

Onondaga County Industrial Development Agency
Attn: Robert M/ Petrovich, Executive Director
333 W. Washington Street, Suite 130
Syracuse, NY 13202
Re: Increase of Sales and Use Benefits

Dear Mr. Petrovich,

Please accept this as our formal request to increase the OCIDA sales and use tax benefits received for the construction of the Stewart Hancock, LLC-Dunn Tire, LLC project located at Stewart Drive in the Town of Cicero, NY.

In Decemebr 2021 the OCIDA Board had approved the Stewart Hancock, LLC -Dunn Tire, LLC for a PILOT, Sales and Use Tax and Mortgage Recording Tax abatement. Unfortunaley, our project budget has been impacted by unexpected cost to property clean-up and preparation, several change orders that were not anticipated, coupled with the increased cost of materials that in some cases has increased by over 30% or more.

As a result, we are anticipating our total project cost will be adjusted to \$ 6,446,330. We would therefore like to request an increase in our sales and use exemption from 250,000 \$to \$500,000.

We appreciate the assistance that OCIDA has provided and look forward to continuing to work with OCIDA.

Please feel free to reach out with any questions.

Yours truly,



Joe Cattalani
Managing Member

An architectural rendering of a modern urban development. The scene features several multi-story buildings with a mix of grey, wood, and glass facades. In the center, there is a large, open plaza with a prominent wooden pergola structure and a fountain with multiple water jets. People are shown walking on the sidewalks and in the plaza, and cars are parked in a lot in the foreground. The sky is a clear blue with some light clouds.

DISTRICT EAST

CONNECTIONS ARE RISING

The Redevelopment of Shoppingtown Mall₂₂

A Brief History.

- Built in 1954, Shoppingtown Mall was originally an open-air shopping center, which was converted to an enclosed shopping center in the 1970's.
- At its peak, the mall contained 5 anchor department stores and 125 retailers/restaurants encompassing 1,184,426 SF.
- The mall experienced a rapid decline in the 2010's and entirely closed in March of 2020. The County then purchased the mall from Moonbeam and subsequently issued an RFP on Jan. 26, 2021.
- OHB Redev, a joint-venture firm between three of CNY's most prevalent development companies, joined forces and submitted a response to the County RFP, and was ultimately deemed the winning recipient on June 25, 2021.

Three Local Firms, One Common Mission.

REDEV CNY

While just three years old, Redev CNY has over \$90m in completed or active projects across CNY including:

- The Penfield Manufacturing Complex
 - The Whitney Lofts
 - Acropolis Center
 - Xavier Woods
 - Isabella Lofts

Page24


HUEBER BREUER

While most known for the billions in construction built across NY, Hueber Breuer is also engrained in the development community, including:

- The Dietz Lantern Company
 - Creekwalk Commons
 - The Doyle Building
 - Ansco Camera Factory
 - The Sullivan



With 50+ years in the retail market sector, Dalpos is among the preeminent design firms in the US, working on mall repositioning and adaptive reuses. Their experience includes:

- Livermore Premium Outlets – CA
 - Paragon Outlets – MD
 - Iron Pier Apts- Syracuse
- Santa Maria Town Center - CA

The Last 12 Months.

- As the successful awardee, OHB jumped on the project and has met three to four times a week for the last year.
- We hired an international design firm, CallisonRTKL and brought their team from all over the US, to Syracuse to have a three-day charrette, with the goal of designing a Master Plan community.
- OHB brought on a team of other consultants and commissioned market studies, noise assessments, transportation studies, sewer water studies, and more to fully understand how the proposed development would affect the area.



OBSERVATIONS: Several themes began to arise during the conversation about development goals.

We want District East to be the heart of community not just for DeWitt but for this region. It should be flexible enough to adapt to future needs and provide a variety of experiences for all types of visitors. This project should create a thoughtful connection the regional trail system while providing a seamless indoor/outdoor experience. There is an opportunity to connect with the proposed luxury senior living next to our site by considering the wants/needs of the senior population in addition to our other target markets. Lastly, it should highlight local businesses in the area - everything from shopping and dining to wine tastings and orchard picking.



[illegible]

- 26

3.1 Project Architect: Independent Consultants.

The REA.

- In order to make any changes to the Property, the existing Reciprocal Easement Agreement (REA) must be abolished.
- Signed late in 1995, the REA gives TransformCo, (the owner of the Sears and Sears Auto Center buildings), along with Benderson, (the owner of the Macy's building) approval rights over any proposed development; including the architect, the name of the center, and all design elements.
- Consolidating ownership is the only way to terminate the REA allowing ANY development to advance on the site.
- OHB will be requesting the OCIDA to utilize their legal right of eminent domain to consolidate ownership, in the name of economic development, to allow for the redevelopment of the site.

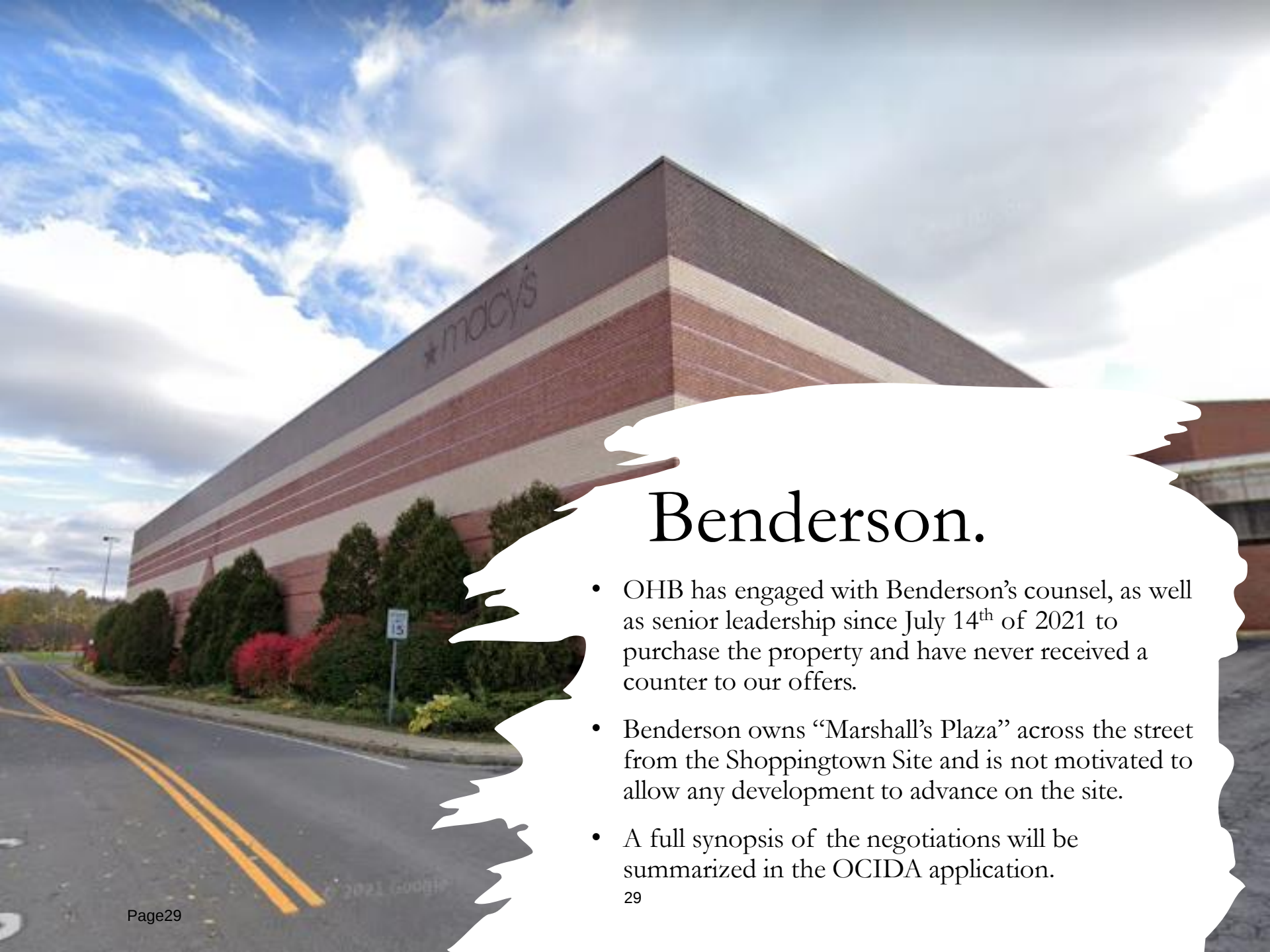
Developer, with the assistance of the Project Architect,

shall cause the Developer Plans, as hereinafter defined, to be



TransformCo.

- OHB has made four written offers, held phone calls, responded to emails and has continually engaged with TransformCo, to acquire their sites. While they have had “For Sale” signs on the Properties and have them listed, TransformCo went more than a year before countering, and when they did, offered a sale price 5x the market rate.
- Seritage, a sister company to TransformCo (both owned by Eddie Lampert) recently sold the Sears building at Great Northern Mall for \$2.25m, or \$15.31/ft. OHB’s final offer was in excess of \$20/ft.
- A full synopsis of the negotiations will be summarized in the OCIDA application.



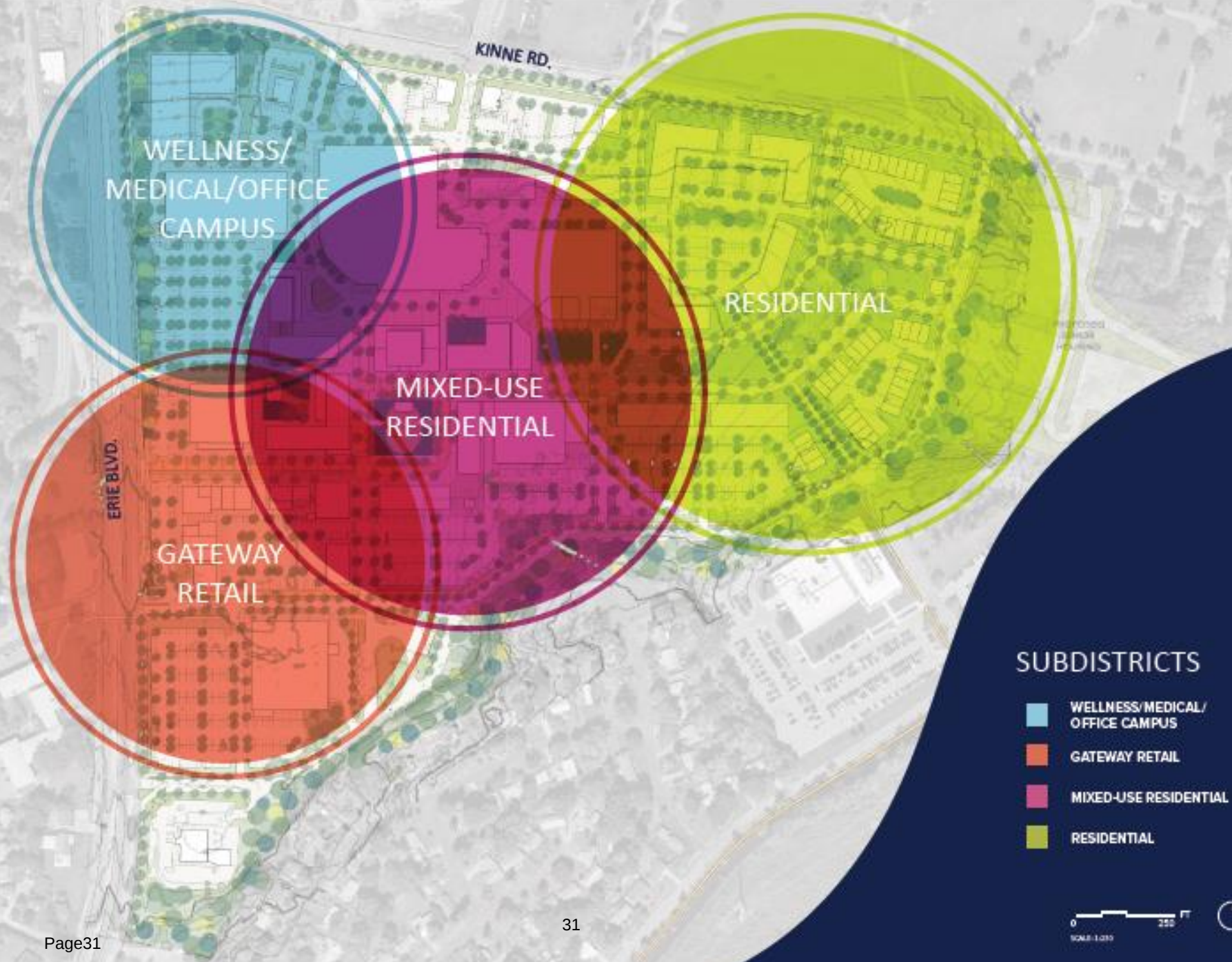
Benderson.

- OHB has engaged with Benderson's counsel, as well as senior leadership since July 14th of 2021 to purchase the property and have never received a counter to our offers.
- Benderson owns "Marshall's Plaza" across the street from the Shoppingtown Site and is not motivated to allow any development to advance on the site.
- A full synopsis of the negotiations will be summarized in the OCIDA application.

Goals of a Master Plan Community.

In our charrette with Callison, we established our design principles...

- Focus on the experience – creating an integrated experience for residents, employees, and visitors, alike
- Create a centralized “heart” within the community
- Accessible and active all year round
- Spotlight regional resources: Empire State Trail, Fingerlake Wineries, Premier local/regional businesses
- Include multiple forms of housing – *market rentals, condos, senior housing, workforce housing, and single-family townhomes*







ERIE BLVD.

KINNE RD.

PROPOSED
SCHOOL
BUILDING

STREET FRAME WORK

- PRIMARY STREET
- SECONDARY STREET
- SHARED/FESTIVAL ST

0 250 FT
SCALE: 1:250



DISTRICT EAST / 2022

CALLISONRTKL

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DISTRICT EAST



District East.

- When complete, District East will be home to:
 - 500+ new residences!
 - 170,000 SF in new medical/office space
 - 250,000 SF of high-quality retail
 - Outdoor Activity Space!
 - 120,000 SF of new higher-education institutional use!

Any tenant names shown are proposed.



District East.

- A national, high-quality grocer!
- A new “Theatery” (Dining Movie-theater)
- Over 4 acres of parks, walking paths, splash pads, dog parks, performance spaces and more!
- Improved connectivity to the local neighborhoods for easier accessibility!

Customer/Visitor Counts

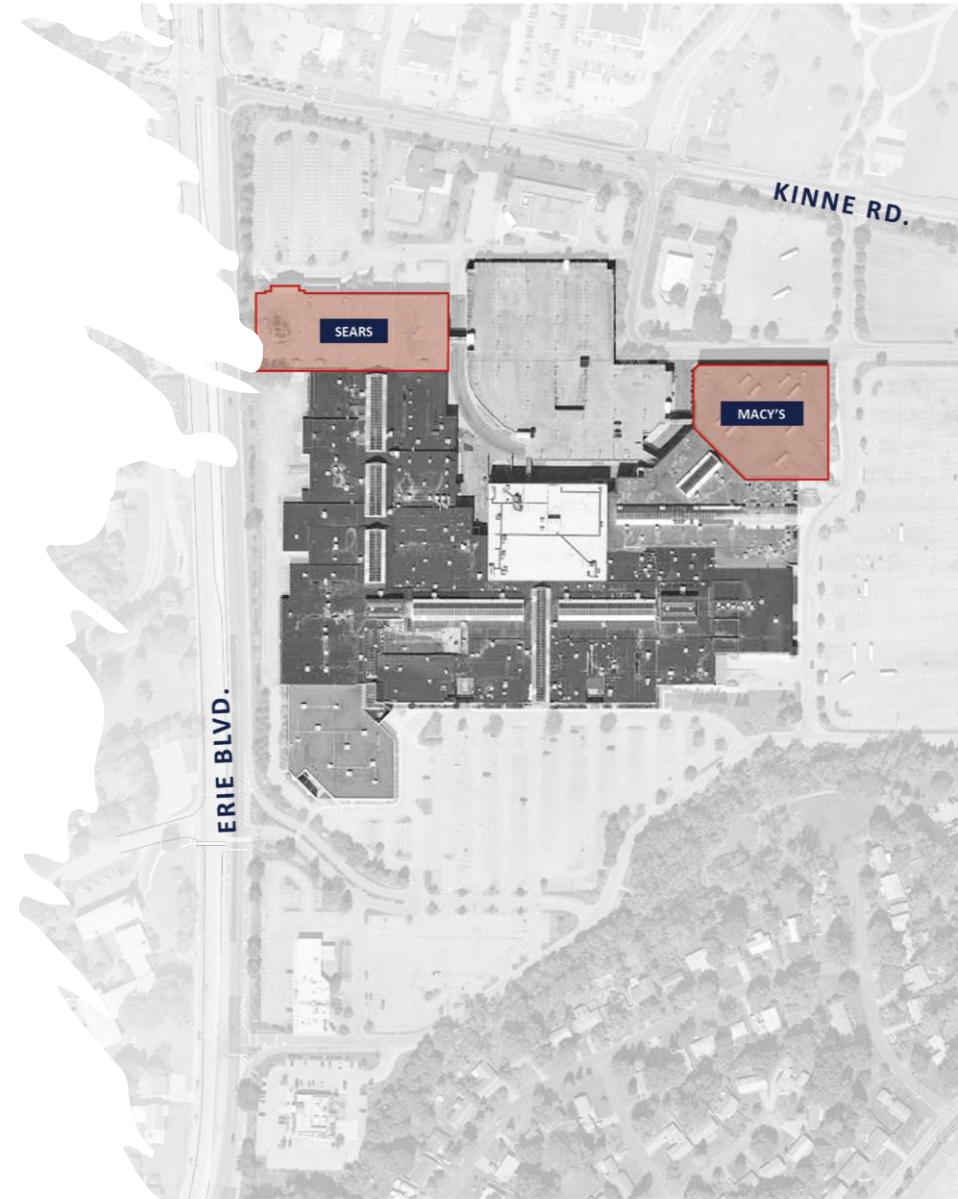
At project build-out, annual visitation to District East is estimated at 3.5 million. The elevated level of visitation is attributed to the multiple attractions and presence within an established tourism destination. Regional visitors traveling from outside of the Central New York region are estimated to account for 25.6 percent of total visitation to District East, or 886,350 annual visitors.

Regional Economic Impact.

- District East has projected annual sales of over **\$150m**, not including medical or office uses, **resulting in over \$12m in new revenue** for the County/State each year in sales tax revenue.
- The Project is expected to draw 3.5m annual visitors with **25.6% of visitors coming from OUTSIDE the CNY region!**
- Those out-of-town visitors are **projected to spend \$435m annually throughout their trip to the CNY region!**
- During construction, District East will support approx. **950 construction jobs!**
- When complete, **the site will support 1,450 new jobs** across office, medical, retail, grocery and other uses!

The Road To District East.

- OHB has prepared a ten-stage development plan to complete the project, though expect to have multiple “stages” being built at the same time.
- The initial stage, which will begin shortly after the consolidation of ownership, will be the demolition of ~80% of the existing mall and the building of the site’s infrastructure including new roads, sidewalks, green spaces, electric/water/sewer, and more.
- Thereafter, each stage is programmed bringing residential, retail and office to the site in a progressive, thoughtful and safe approach.
- It is OHB’s expectation that the entirety of District East will be built in 5-7 years.

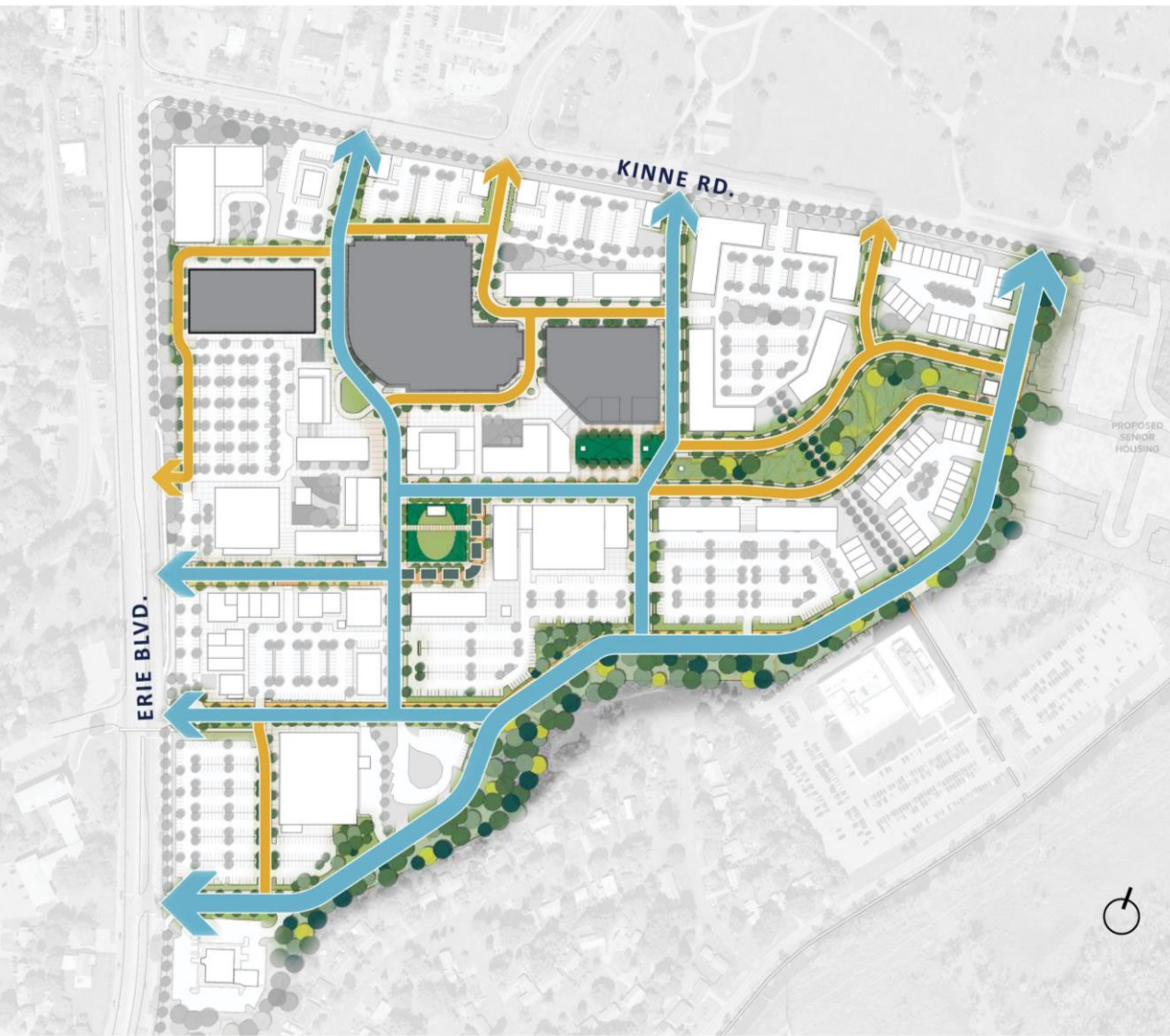


*Suite 300,
702

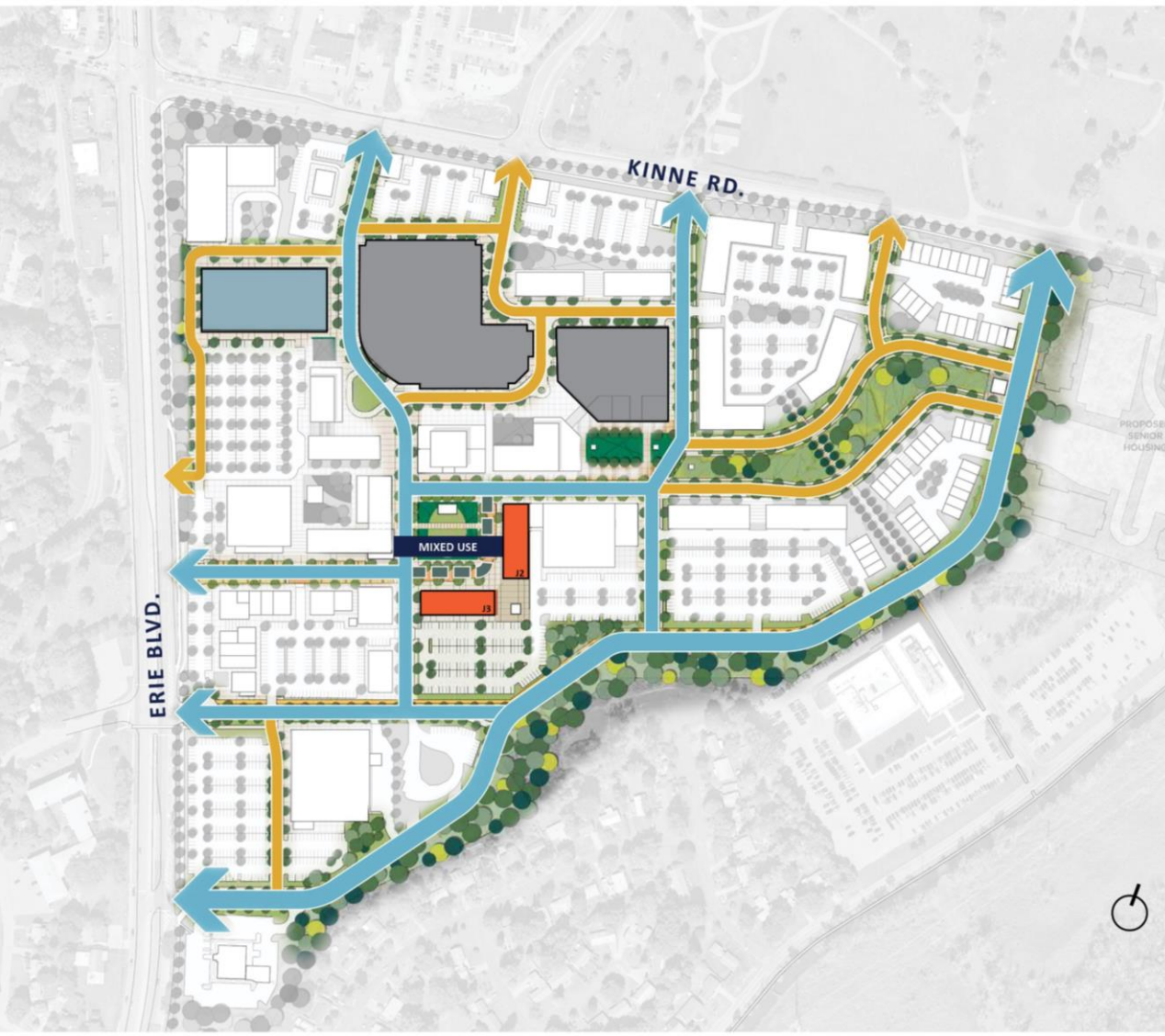
DISTRICT EAST

7039 Manlius Center Rd, East Syracuse, NY

CAL



Stage 0 – Demo, Infrastructure, and Parks



Stage 01 – Residential, Retail, Medical



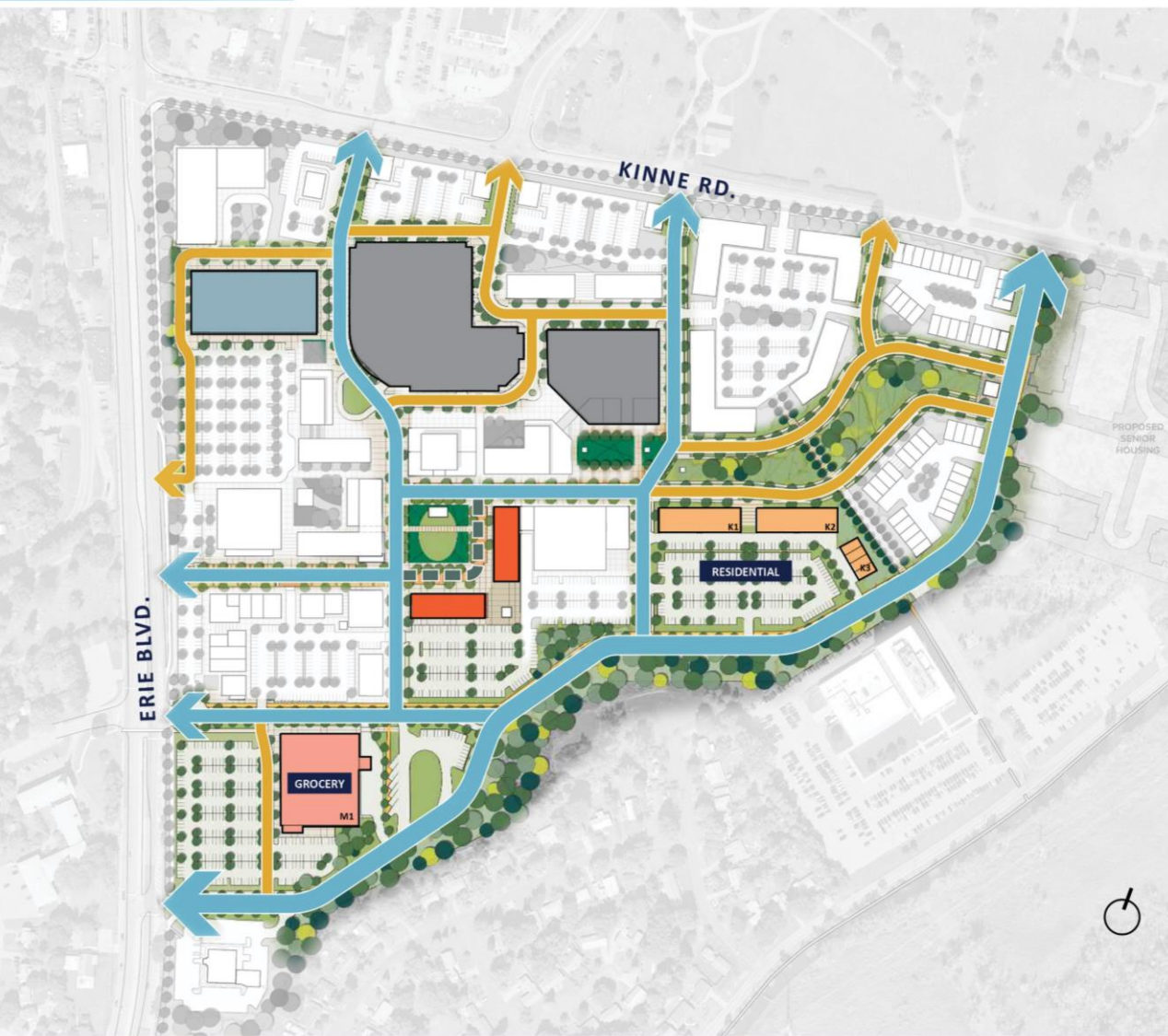
101 N. Clinton St., Suite 300
Syracuse, New York 13202
T. 315.422.0201
F. 315.422.0778
www.dalpro.com

DISTRICT EAST

7039 Manlius Center Rd, East Syracuse, NY

CALLISON|RTKL

DISCLAIMER:
Sample build out depiction. Actual construction act
and timing thereof will vary based on market condi
financing, town approvals and other factors outside
control of the developer.



Stage 02 – Residential and Grocer



Stage 03 – Residential and Retail

101 N. Clinton St., Suite 300
Syracuse, New York 13202
T. 315-423-0901
F. 315-423-0776
www.delpco.com

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DISCLAIMER:

Sample build out depiction. Actual construction and timing thereof will vary based on market conditions, financing, town approvals and other factors outside control of the developer.



Stage 04 – Residential and Retail

101 N. Clinton St., Suite 300
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F: 315-422-0776
www.dalpos.com

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DISCLAIMER:

Sample build out depiction. Actual construction and timing thereof will vary based on market conditions, financing, town approvals and other factors outside of the control of the developer.



Stage 05 – Residential, Retail, Parking Deck and Institutional



Stage 06 – Residential, Retail, Theater, Entertainment

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Syracuse, New York 13202
T. 315-422-0501
F. 315-422-0776
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DISTRICT EAST

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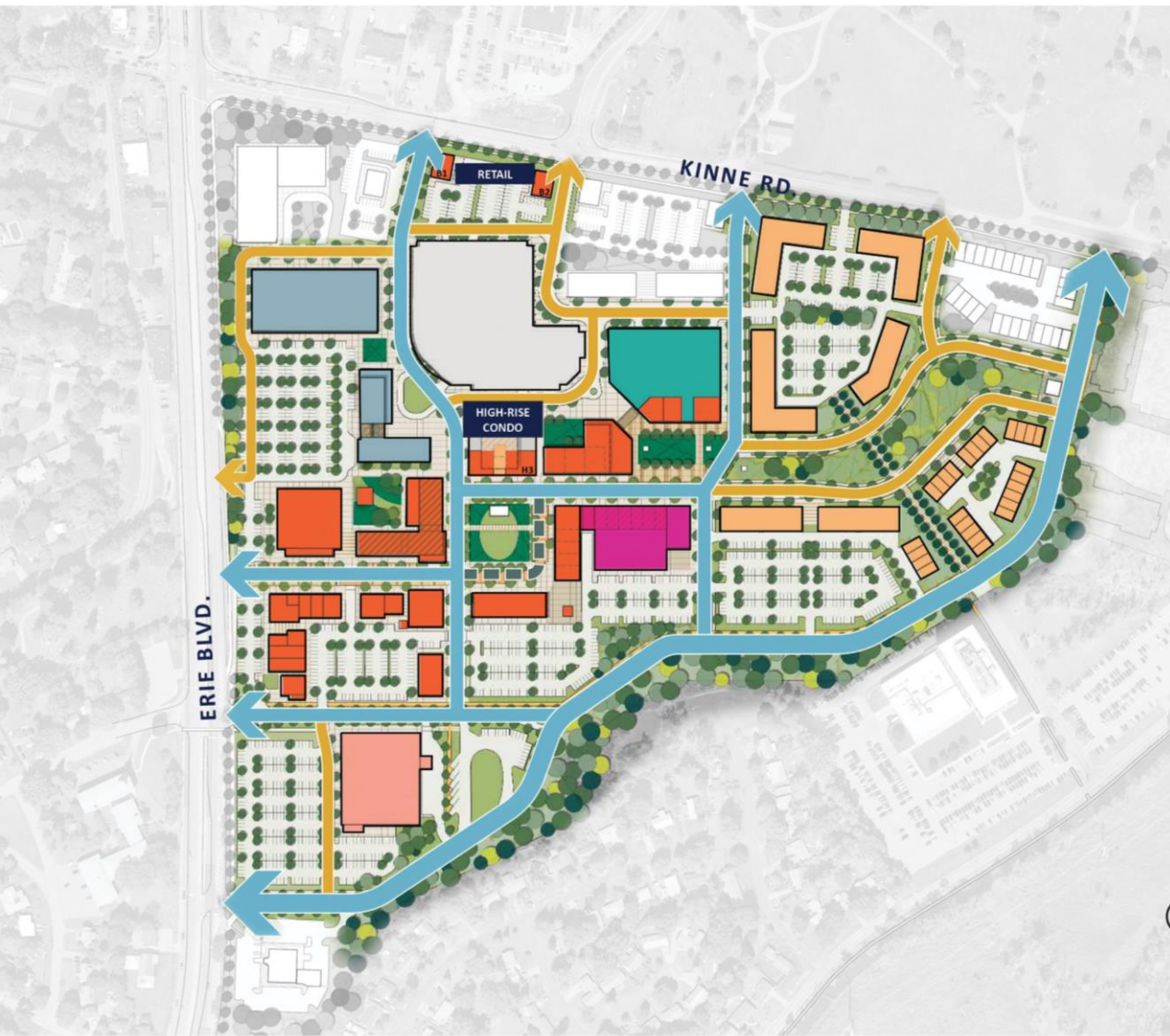
CALLISON|TKL

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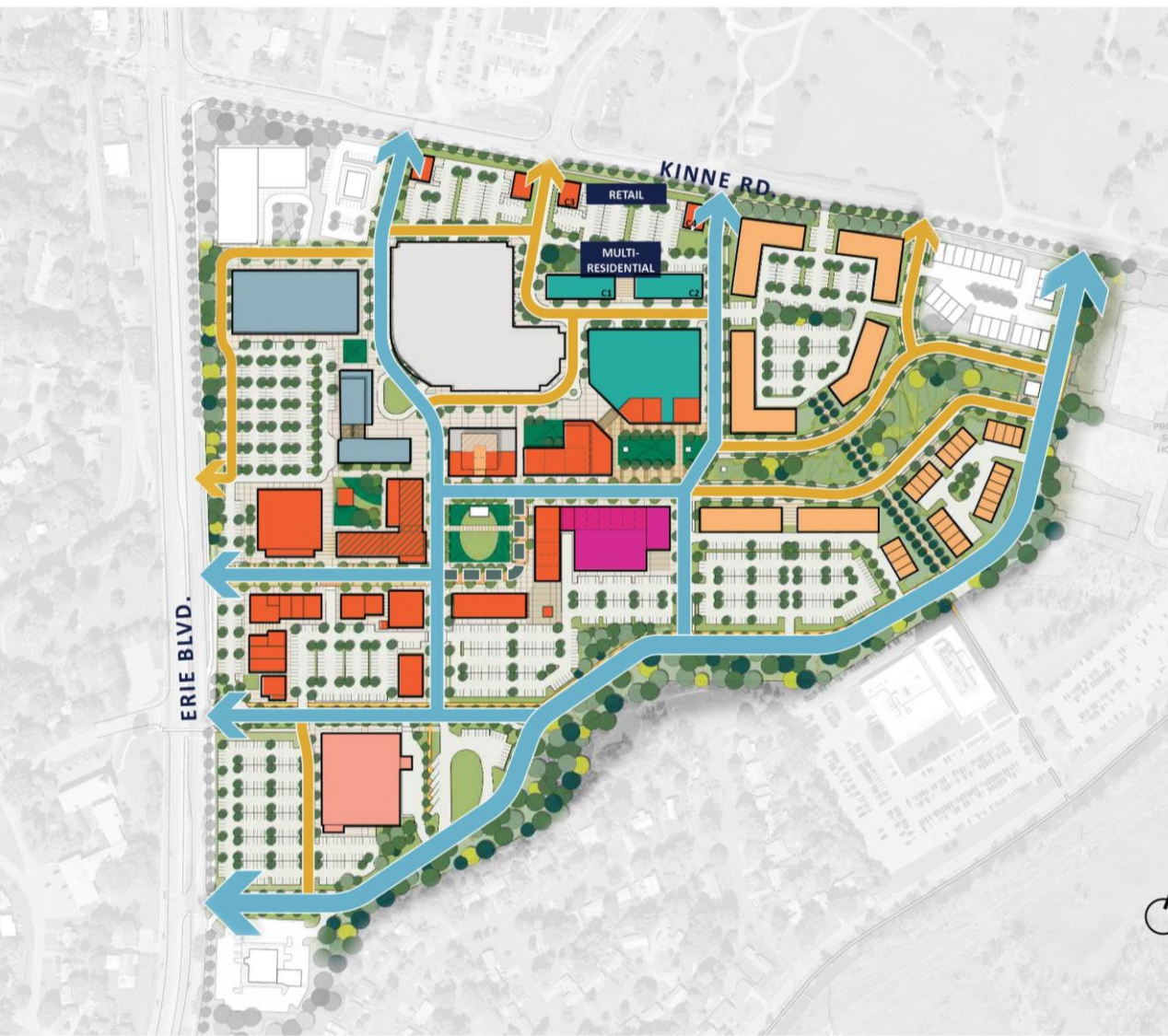
Sample build out depiction. Actual construction and timing thereof will vary based on market financing, town approvals and other factors o control of the developer.



Stage 07 – Residential, Medical Office, And Retail



Stage 08 –
Residential,
High-Rise
Condo Tower (8
stories), And
Retail



Stage 09 – Residential, Institutional, And Retail

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Syracuse, New York 13202
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F. 315-422-0776
www.dalpos.com

DISTRICT EAST

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CALLISON|RTKL

DISCLAIMER:

Sample build out depiction. Actual construction and timing thereof will vary based on market financing, town approvals and other factors o control of the developer.



Stage 10 – Residential And Retail

101 N. Clinton St., Suite 300
Syracuse, New York 13202
T. 315-422-0001
F. 315-422-0074
www.dalpos.com

DISTRICT EAST

7039 Manlius Center Rd, East Syracuse, NY

CALLISON|RTKL

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Sample build out depiction. Actual construction i
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DISTRICT EAST



CONNECTIONS ARE RISING

The Redevelopment of Shoppingtown Mall