

OPERATION OSWEGO COUNTY, INC.  
BOARD OF DIRECTORS MEETING  
Lake Ontario Event and Conference Center  
26 East First Street, Oswego, New York  
December 5, 2016

PRESENT:

BATEMAN  
BEHLING  
CULLINAN  
EGAN  
GRECO

GRIMSHAW  
HIMES  
HOLST  
LOBDELL  
MERVINE

MURPHY  
PHELPS  
SHARKEY  
SOLAZZO  
TOTH  
TURNER

Ex-Officio: Church and Reehil

Staff: Treadwell, Dano, Wheelock, LiVoti, Woolson, Perwitz

Also Present: Kevin C. Caraccioli, Esq.

President Bateman called the meeting to order at 3:03 p.m. at 26 East First Street in Oswego. President Bateman welcomed everyone. President Bateman 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. Turner, seconded by Mr. Grimshaw, the Consent Agenda Items were approved, as follows: September 12, 2016 Minutes of Board of Directors; November 9, 2016 Minutes of Executive Committee; September 26 and October 28, 2016 Minutes of Marketing and Development Committee; Operation Oswego County Foundation Financial Reports for July through October 2016; and Operation Oswego County Financial Reports for July through October 2016.**

Real Estate Development Committee

Mr. Wheelock gave an overview of the Committee meeting held on November 30, 2016.

2016 Annual Fund Drive

President Bateman reminded the board to consider making a donation. Ms. LiVoti reported that the Fund Drive was at 96% of the goal of \$45,000. She noted that this includes large one-time donations. 61% of the board has made donations. She reiterated the request for 100% board participation, which gives credibility when seeking outside donations.

2017 Action Plan

Mr. Treadwell reviewed the 2017 Action Plan approved by the Executive Committee. He noted the promotion of Austin Wheelock to Deputy Director and Property Manager. An additional board meeting was added to the 2017 schedule in order to accommodate SBA and ABO regulations. The marketing plan was approved by Committee. **On a motion by Mr. Phelps, seconded by Mr. Lobdell, a resolution was approved to adopt the 2017 Action Plan.**

EJ USA, Inc.

Mr. Treadwell reported that EJ USA, Inc. is Project Forge, a 5 generation business from Michigan with an existing plant in Cicero. They plan to build new in the Oswego County Industrial Park on a 15-acre site. A purchase offer has been received. Project is a \$9 million manufacturing and distribution center

for the northeast and employ 90-100. The Executive Committee approved variances to the Park Covenants. A late Spring groundbreaking is planned.

#### SBA 504 Loans/SBA Grow Loan Program

Mr. Dano reported that the name of the 504 Loan Program has been changed to the Grow Loan Program. The SBA has approved the Off Broadway Dance Center project, awaiting interim loan closing. The Branch Development/Holiday Inn Express project is scheduled to close this week. This will be the largest in OOC history. Happy Hearts Childcare is awaiting a closing date. Finger Lakes Stairs application is pending, company is downsizing their expansion. Mr. Dano noted there were several additional projects pending.

#### Investment Policy Compliance

Mr. Treadwell reported that the Auditors recommended we look at the collateral position of our accounts. The FDIC Limit is \$250,000. Per the Executive Committee recommendations, funds were moved around in existing accounts to comply with the limits. The accounts will be monitored monthly.

#### Oswego County Industrial Park

Mr. Treadwell reported that during the site search, one site identified by EJ was discovered to be in an archaeologically sensitive area. Following concern about the marketability of the 18.5 acre site, a Phase 1A Archaeological Survey RFP was sent out and a professional firm was selected to retain. **On a motion by Mr. Greco, seconded by Mr. Behling, it was approved to enter into a contract for Professional Services with Curtin Archaeological Consulting, Inc. to conduct a Phase 1A Archaeological Survey in the amount of \$2,182.**

#### 2016 Regional Economic Development Council Awards

Mr. Treadwell reported that Round 6 awards will be announced by the Governor this week in Albany. He briefly summarized the Oswego County projects for this round. OOC has one project funding CFA request for an addition to the Spec Building in the LOIP.

#### County of Oswego IDA

Mr. Treadwell announced new officers elected to the IDA Board, Gary Toth was elected Chair and Nick Canale Vice Chair, with Len Schick re-elected as Secretary/Treasurer. The board congratulated Gary. Mr. Toth noted that Carolyn Rush will be recognized for the years of service and will be hard to follow.

#### COIDA Price Chopper Incubator Project

Mr. Caraccioli reported that a meeting with the Port was held regarding the purchase of the Price Chopper Building. The IDA authorized and ordered an Appraisal to assist with negotiating a price. A Purchase offer was submitted and the Port Board meets later today. If accepted, the IDA could close on the property in early 2017. Both public agencies would benefit from the sale. The incubator is an anchor for the Oswego Downtown Revitalization Initiative.

#### Fitzpatrick/UEJ Coalition

Mr. Toth noted that things keep progressing. The PSC voted to approve the sale. Weekly conference calls continue, with a transitioning into transmission lines. Working with IBEW to site transmission lines, plan is being developed with both over and underground lines. The immediate need is for 1,000 MW downstate with 3,000 MW for the future. Mr. Toth thanked OOC and IDA for being a part of the

UEJ Coalition. Other states are looking at the Coalition as taking the lead and gaining Federal National recognition.

Economic Development Projects

Mr. Treadwell gave an update on the following projects: Miller WWTP Properties, Lakeside Commons, Harbor View Square, Champlain Valley Specialty, Oswego Lodging, LLC, Advanced Manufacturing Institute and Hudson's Dairy.

ADJOURNMENT

**On a motion by Ms. Grimshaw, seconded by Mr. Behling, the meeting was adjourned at 4:10 p.m.**

Respectfully submitted,

Eric Behling  
Secretary