
City of Syracuse
Industrial Development Agency
201 East Washington Street, 6th Floor
Syracuse, NY 13202
Tel (315) 473-3275

To: Finance Committee Members
City of Syracuse Industrial Development Agency

From: Judith DeLaney

Date: January, 8, 2020

Re: Finance Committee Agenda – January10, 2020

The City of Syracuse Industrial Development Agency will hold a **Finance Committee Meeting on Friday, January 10, 2019 at 8:00 a.m.** in in the Common Council Chambers, 304 City Hall, 233 East Washington St., Syracuse, N.Y. 13202. The Agenda is as follows:

I. Call Meeting to Order –

II. Roll Call –

III. Proof of Notice – 1

IV. Minutes – 2

Approval of the minutes from the December 10, 2019 Finance Committee Meeting.

V. New Business –

OpenCounter Enterprises Inc. – Judith DeLaney – 3

Review and recommendation authorizing a payment under an agreement (Year 2) with OpenCounter Enterprises to provide consulting services relative to the City's "Business Portal" in an amount not to exceed \$22,500.00 for six months.

Attachment:

1. Memo.

VI. Adjournment –

City of Syracuse
Industrial Development Agency
201 East Washington Street, 6th Floor
Syracuse, NY 13202 Tel (315) 473-3275

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PUBLIC MEETING NOTICE

THE SYRACUSE INDUSTRIAL DEVELOPMENT AGENCY

HAS SCHEDULED

A

FINANCE COMMITTEE MEETING

ON

FRIDAY JANUARY 10, 2020

AT

8:00 A.M

IN

City Hall
Common Council Chambers
304 City Hall
233 East Washington St
Syracuse, NY 13202

For More Information, Please Contact the Office of the Agency at (315) 473-3275

City of Syracuse Industrial Development Agency
201 East Washington Street, 6th Floor
Syracuse, NY 13202
Tel (315) 473-3275

Finance Committee Minutes
December 10, 2019

Committee Members Present: Michael Frame, Rickey Brown, Kenneth Kinsey

Staff Present: Judith DeLaney, Susan Katzoff, Esq., John Vavonese, Debra Ramsey-Burns

Others Present: Kathleen Murphy, Matt Paulus, Gail Cawley, Laura Cueva

I. Call the Meeting to Order.

Mr. Frame called the meeting to order at 8:00 a.m.

II. Roll Call

Mr. Frame acknowledged all Committee members were present.

III. Proof of Notice

Mr. Frame acknowledged notice of the meeting had been provided in a timely manner

IV. Approval of minutes from the November 4, 2019 Finance Committee Meeting

Mr. Frame asked for a motion approving the minutes from the November 4, 2019 Finance Committee meeting. Mr. Brown made the motion. Mr. Kinsey seconded the motion. **ALL COMMITTEE MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION APPROVING THE MINUTES FROM THE NOVEMBER 4, 2019 MEETING.**

V. New Business

Jasso Properties LLC

The Committee members reviewed an application for financial assistance from the company. Ms. DeLaney advised the members the Company was requesting benefits from the Agency in the form of mortgage (\$17,058) and sales tax exemptions (\$123,535) along with a 15 Year PILOT agreement valued at \$613,607.00. She said the Project qualified for the PILOT due to its location in the City's Neighborhood Revitalization Strategy Area (NRSA).

Laura Cueva, owner of the company was present and described the Project for the members. She noted she purchased the former Richmark building on East Genesee St last year and intends to complete a full rehab of the building to include design space, show room, and warehouse and receiving space for her company along with additional commercial space to be leased and six residential units to be constructed on the second floor. She noted some work had already been completed including the removal of a large amount of asbestos from the property.

Mr. Brown asked Ms. Cueva if she had secured a commercial tenant yet. Ms. Cueva said she has not but plans to start looking in January. Mr. Kinsey asked about using MWBE contractors on the Project. Ms. Cueva confirmed it was her full intention to do so as she herself is a registered MWBE contractor with both the State and the City.

There being no further questions, Mr. Frame asked for a motion for a recommendation to the Board of Directors approving financial assistance for the Project.

Mr. Brown made the motion. Mr. Kinsey seconded the motion. **ALL COMMITTEE MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO MAKE A RECOMMENDATION TO THE BOARD OF DIRECTORS TO APPROVE THE REQUEST FOR FINANCIAL ASSISTANCE.**

Smith Building LLC

The Committee also reviewed an application for financial assistance from the owner of the former Smith Restaurant Supply Building. Ms. DeLaney advised the members the Company proposed a mixed use residential commercial project to include 2500 sq. ft. of commercial space and 37 residential units with restricted income and rental qualifications. She said the Company is requesting a sales tax exemption benefit (\$440,000), a mortgage tax exemption benefit (39,577) and a 15 Year PILOT agreement values at \$684,911 over 15 years. She noted the Project qualified for the PILOT due to the low income affordability of the residential units, an identified need in the Central Business District.

Matt Paulus the Developer of the Project was present and advised the cost of the project was estimated to be \$6,500,000.00. In response to a question from Mr. Brown, Mr. Paulus noted this was the first time his firm had undertaken an affordable housing project and his goal was to rent the units to residents qualifying with less than 80% of the area median income.

After further discussion Mr. Frame asked for a motion on a recommendation to the Board of Directors. Mr. Brown made the motion. Mr. Kinsey seconded the motion. **ALL COMMITTEE MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO MAKE A RECOMMENDATION TO THE BOARD OF DIRECTORS TO APPROVE THE REQUEST FOR FINANCIAL ASSISTANCE.**

JMA Tech Properties LLC

Ms. DeLaney reviewed an application for financial assistance from the Company for a project to be located at 120-154 Cortland Avenue (former Coyne Textile Building) and associated parcels. She said the Project at a cost of \$15,815,000 will entail the gut renovation of the building to locate a new advanced

5G manufacturing and innovation center. She said the Company was requesting mortgage exemption (\$94,890) and sales tax exemption (\$880,000) benefits along with a 15 Year PILOT (\$2,897,092).

Gail Cawley representing the Company was present and said the firm was anxious to get started and would plan to close as soon as possible. She described the product to be manufactured as a 12x12 inch state of the art cellular antenna and said the Company would create a minimum of 100 jobs at project completion. She also noted the site was considered a brownfield and the Company was working with the NYSDEC to address those issues.

After further discussion Mr. Frame asked for a motion to make a recommendation to the Board of Directors on approval of the application.

Mr. Brown made the motion. Mr. Kinsey seconded the motion. **ALL COMMITTEE MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO MAKE A RECOMMENDATION TO THE BOARD OF DIRECTORS TO APPROVE THE REQUEST FOR FINANCIAL ASSISTANCE.**

VI. Adjournment

There being no further business to discuss, Mr. Frame asked for a motion to adjourn the meeting.

Mr. Kinsey made the motion. Mr. Brown seconded the motion. **ALL COMMITTEE MEMBERS PRESENT UNANIMOUSLY APPROVED TO ADJOURN THE MEETING AT 8:46A.M.**

Syracuse Local Development Corporation
333 West Washington St, Suite 130
Syracuse, NY 13202
Tel (315) 473-3275 Fax (315) 435-3669

EXECUTIVE SUMMARY

Agenda Item: 3

Title: OpenCounter Enterprises Inc.

Requested By: Judith Delaney

OBJECTIVE: Review and recommendation authorizing a payment under an agreement with Open Counter Enterprises to provide consulting services relative to the City's "Business Portal" in an amount not to exceed \$22,500.00 for six months.

DESCRIPTION:

Direct expenditure of fund: Yes No

Type of financial assistance requested

- PILOT
- Sales Tax Exemption
- Mortgage Recording Tax Exemption
- Tax Exempt Bonds
- Other

SUMMARY: As the Committee is aware In December of 2018 the Board of Directors approved a resolution authorizing the first year of a three year contract with Open Counter Enterprises in an amount not to exceed \$77,500.00 to provide consulting and software technology hosting services to create a comprehensive business portal for City businesses and entrepreneurs managed through the City's Central Permit Office. The Agency was billed for the first year services in the amount of \$67,500.00. It was anticipated the second and third year subscription services (\$45,000.00 annually) would thereafter be included in the City's Budget. Due to an oversight the item was omitted and the Agency has now been billed for the second year. The service has been operational since May of 2019 and proven to be a valuable tool for business users. City Permit staff continues to evaluate the service and will be on hand to discuss results. The Codes Department is now taking steps to add the cost of the service to the 2020-2021 budget effective July 1, 2020. Staff is requesting the Committee

ATTACHMENTS:

recommend approval of an additional \$22,500.00 to cover the cost of the service for the first six months of 2020 until the City Budget year begins in July 2020.

REVIEWED BY:

- Executive Director
- Audit Committee
- Governance Committee
- Finance Committee

Meeting: Finance Committee
1-10-20

Prepared By: J.A. DeLaney