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

To: Board of Directors
City of Syracuse Industrial Development Agency

From: Judith DeLaney

Date: February 12, 2021

Re: Board of Directors Meeting Agenda – February 16, 2021

The City of Syracuse Industrial Development Agency will hold a Board of Directors Meeting on **Tuesday, February 21, 2021 at 8:00 a.m.** Members of the public may participate at: <https://syrgov.webex.com/syrgov/j.php?MTID=m7bd08d58c137b581130e570f962cc2a4> **Meeting Access Code: 179 618 0615 Password: 6hmYqYKbY63 Via Phone (408) 418-9388 Access Code: 179 618 0615**

I. Call Meeting to Order –

II. Roll Call –

III. Proof of Notice – 1

IV. Minutes – 2

Approval of the Minutes from the November 13, 2020 Special Board of Directors meeting and the January 19, 2021 Board of Directors meeting.

V. New Business –

Ranalli ALA, LLC – Sue Katzoff – 3

Approval of a resolution authorizing an increase in the amount of both the mortgage and sales tax exemptions approved for the Project and further authorizing the Agency's participation in permanent mortgage financing for same.

Attachments:

1. *Correspondence.*
2. *Resolution.*

Syracuse Build Initiative – Judy DeLaney –5

Review of the quarterly report on project outcomes and approval of a request to extend the term of the current Cooperation Agreement with the Agency from April 30, 2021 to December 31, 2021.

Attachments:

1. *Center State CEO Report (1-15-21)*
2. *Correspondence.*
3. *Resolution. (Under separate cover.)*

VI. Executive Session -

VII. Adjournment –

City of Syracuse
Industrial Development Agency
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Syracuse, NY 13202 Tel (315) 473-3275

PLEASE POST

PLEASE POST

PLEASE POST

PUBLIC MEETING NOTICE

THE SYRACUSE INDUSTRIAL DEVELOPMENT AGENCY

HAS SCHEDULED

A

BOARD OF DIRECTORS MEETING

ON TUESDAY, February 16 ,2021

At 8:00 a.m.

VIA WEBEX

MEETING LINK:

<https://syrgov.webex.com/syrgov/j.php?MTID=m7bd08d58c137b581130e570f962cc2a4>

MEETING ACCESS CODE: 179 618 0615

PASSWORD: 6hmYqYKbY63

VIA PHONE

(408) 418-9388

ACCESS CODE: 179 618 0615

For More Information, Please Contact Judith DeLaney, Executive Director

jdolaney@syr.gov.net

City of Syracuse Industrial Development Agency

201 East Washington Street,
6th Floor Syracuse, NY 13202
Tel (315) 473-3275

Minutes

Special Board of Directors Meeting
Friday, November 13, 2020

Due to the declaration of a public health emergency and the social distancing requirements imposed at the Federal, State and local level, this meeting was held in accordance with Executive Order 202.1 by video/telephone conference that was made available to the public.

Board Members Present: Kathleen Murphy, Steven Thompson, Kenneth Kinsey, Rickey T. Brown and Dirk Sonneborn, all via tele/videoconference (in accordance with the Governor's Executive Order 202.1).

Staff Present: Judith DeLaney, Susan Katzoff, Esq., John Vavonese, Lori McRobbie, all via tele/videoconference (in accordance with the Governor's Executive Order 202.1).

Others Present: Robert Sweet, via tele/videoconference (in accordance with the Governor's Executive Order 202.1).

I. Call Meeting to Order

Ms. Murphy called the meeting to order at 8:03 a.m.

II. Roll Call

Ms. Murphy acknowledged that in addition to herself, Board members Steven Thompson, Kenneth Kinsey, Rickey T. Brown and Dirk Sonneborn were present.

III. Proof of Notice

Ms. Murphy acknowledged that notice of the meeting had been duly and properly provided.

IV. New Business

Smith Building, LLC

Ms. DeLaney reported that the Board is being requested to approve an amendment to the PILOT schedule for the Smith Building LLC. The PILOT schedule approved in December 2019 was miscalculated. The spreadsheets provided to the Board show the error which was caused by an incorrect starting value of the property. Ms. DeLaney said she realized and corrected the error in February 2020, but due to the pandemic the corrected schedule did not make it back to the Board for approval.

There being no discussion, Ms. Murphy asked for a motion to approve the amended schedule as presented. Mr. Kinsey made the motion. Mr. Brown seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A CORRECTED PAYMENT IN LIEU OF TAX SCHEDULE AND DELIVERY OF CERTAIN DOCUMENTS BY THE AGENCY IN CONNECTION WITH A PILOT AGREEMENT.**

Adjournment

There being no further business to discuss Ms. Murphy asked for a motion to adjourn the meeting. Mr. Kinsey made a motion. Mr. Brown seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO ADJOURN THE MEETING AT 8:07 AM.**

City of Syracuse Industrial Development Agency

201 East Washington Street,
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Minutes

Board of Directors Meeting

Tuesday, January 19, 2021

Due to the declaration of a public health emergency and the social distancing requirements imposed at the Federal, State and local level, this meeting was held in accordance with Executive Order 202.1 by video/telephone conference that was made available to the public.

Board Members Present: Kathleen Murphy, Steven Thompson, Kenneth Kinsey, Rickey T. Brown and Dirk Sonneborn, all via tele/videoconference (in accordance with the Governor's Executive Order 202.1).

Staff Present: Judith DeLaney, Susan Katzoff, Esq., John Vavonese, Lori McRobbie, all via tele/videoconference (in accordance with the Governor's Executive Order 202.1).

Others Present: Lauryn LaBorde, Jennifer Tiff, Rick Moriarty, all via tele/videoconference (in accordance with the Governor's Executive Order 202.1).

I. Call Meeting to Order

Ms. Murphy called the meeting to order at 8:01 a.m.

II. Roll Call

Ms. Murphy acknowledged that in addition to herself, Board members Steven Thompson, Kenneth Kinsey, Rickey T. Brown and Dirk Sonneborn were present.

III. Proof of Notice

Ms. Murphy acknowledged that notice of the meeting had been duly and properly provided.

IV. Minutes

Ms. Murphy asked for a motion approving the minutes from the December 16, 2020 Board of Directors meeting. Mr. Brown made the motion. Mr. Kinsey seconded the motion. **THE**

MOTION TO APPROVE THE MINUTES FROM THE DECEMBER 16, 2020 BOARD OF DIRECTORS MEETING WAS UNANIMOUSLY APPROVED.

V. New Business

Butternut Crossing LLC

Ms. Katzoff advised that her prior firm represented the Agency and her current firm, Bousquet Holstein, represented the company at the time of the 2017 closing. The request from the company is regarding loan documents and not the lease transactional documents, but out of an abundance of caution she is asking the Agency for waiver of the potential conflict of interest contingent upon getting a waiver from the company similar to those used by the Agency in the past.

Ms. Murphy asked for questions or comments. Hearing none, she asked for a motion to approve the waiver. Mr. Sonneborn made the motion. Mr. Brown seconded the motion. All board members present unanimously approved the conflict of interest waiver.

Ms. Katzoff reported that the resolution in the agenda is a request to have the Agency participate in the modification of the Regulatory Agreement that governs this project. It is not an Agency document. The Regulatory Agreement pertains to the project's low-income housing tax credits. The Regulatory Agreement has a term of 50 years but the parties have agreed to reduce it to 30 years. Therefore, a modification of the Regulatory Agreement and corresponding mortgage is required to amend the term. Because the Agency participated in these documents originally at closing, they need to participate in the amendments.

Mr. Sonneborn ask if the modifications increased the Agency's risks at all. Ms. Katzoff said it has no impact to the Agency.

There being no discussion Ms. Murphy asked for a motion to approve the Agency's participation in the amendments to the Regulatory Agreement and the mortgage. Mr. Sonneborn made the motion. Mr. Brown seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A RESOLUTION APPROVING THE AGENCY'S PARTICIPATION IN THE MODIFICATION OF CERTAIN FINANCING DOCUMENTS WITH REGARDS TO A PROJECT AND AUTHORIZING THE EXECUTION AND DELIVERY OF CERTAIN DOCUMENTS IN CONNECTION THEREWITH.**

Pavone Associates/Butternut Plaza LLC

Ms. Katzoff advised that this matter involves property located at 500-24 Butternut Street in the City of Syracuse. Back in 1997 the Agency held a mortgage for what appears to be one of the tenants. The owner is selling the property and the Agency's mortgage appears on title as outstanding. We have confirmed with Mr. Vavonese that this obligation no longer appears as an outstanding receivable on Agency's books, meaning that according to the Agency's records, as well as the Company's records, the mortgage was satisfied some time ago, but a satisfaction was never executed. The owner is looking to clear the title and is asking the Agency to execute a

satisfaction and necessary discharge documents to clear title. Mr. Vavonese confirmed there is no loan receivable on the Agency's ledger.

There being no further discussion, Ms. Murphy asked for a motion to approve the request. Mr. Sonneborn made the motion. Mr. Brown seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A RESOLUTION APPROVING THE AGENCY'S PARTICIPATION IN THE DISCHARGE AND TERMINATION OF CERTAIN MORTGAGE DOCUMENTS AND AUTHORIZING THE EXECUTION AND DELIVERY OF DOCUMENTS IN CONNECTION THEREWITH.**

VI. Miscellaneous

Ms. Katzoff reported that the Joint Schools Construction Board posted their Preliminary Official Statement and closing is anticipated the first week of February, 2021.

VII. Adjournment

There being no further business to discuss Ms. Murphy asked for a motion to adjourn the meeting. Mr. Kinsey made a motion. Mr. Thompson seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO ADJOURN THE MEETING AT 8:11 AM.**

City of Syracuse
Industrial Development Agency
201 East Washington Street
Syracuse, NY 13202
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EXECUTIVE SUMMARY

Agenda Item: 3

Title: Ranalli ALA, LLC

Requested By: Judith DeLaney

OBJECTIVE: Approval of a resolution authorizing an increase in the amount of both the mortgage and sales tax exemptions approved for the Project and further authorizing the Agency's participation in permanent mortgage financing for same.

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: In February of 2020 the Directors approved an expanded application for financial assistance for a Project to be located at 738 Erie Blvd. West, encompassing six vacant tax parcels formerly the site of Roth Steel. The Company proposed the construction of a 100,000 sq. ft. warehouse and distribution center to address the expansion needs of United Auto Supply at a cost of \$9,890,000.00. Benefits approved included exemptions from mortgage tax (\$59,175), sales tax (\$472,000) and a Priority Industry PILOT (15 Year) value \$2,028,144.00. The Project is now will underway. The Agency has recently received correspondence from the Company requesting both an increase in the amount of the mortgage tax exemption by \$14,775.00 and an increase in the sales tax exemption by \$85,224 to accommodate increases in the Project budget by \$1,065,300.00 as outlined. Staff recommends approval of the request.

ATTACHMENTS:

1. Correspondence.
2. Cost Benefit Analysis (Rev.)
3. Resolution.

REVIEWED BY:

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

Meeting: February 16, 2021

Prepared By: J.A. DeLaney

Project Summary

1. Project: Ranalli ALA, LLC **2. Project Number:** 0

3. Location: Syracuse **4. School District:** SCSD

5. Tax Parcel(s): 105.-09-13, 14,25,07,08 **6. Type of Project:** Commercial

7. Total Project Cost:	\$ 10,955,300
Land	\$ 265,000
Site Work	\$ 1,350,000
Building	\$ 6,800,000
Furniture & Fixtures	\$ 1,000,000
Equipment	\$ 955,300
Equipment Subject to NYS Production Exemption	\$ -
Engineering/Architecture Fees	\$ 225,000
Financial Charges	\$ 60,000
Legal Fees	\$ 50,000
Other	\$ -

8. Total Jobs	41
8A. Job Retention	0
8B: Job Creation (Next 5 Years)	41

Cost Benefit Analysis:	Ranalli ALA, LLC
	Fiscal Impact (\$)
Abatement Cost:	\$2,660,051
Sales Tax	\$557,224
Mortgage Tax	\$73,950
Property Tax Relief (PILOT)15yr	\$2,028,877
New Investment:	\$32,411,274
PILOT Payments 15yrs	\$826,116.08
Project Wages (10 yrs)	\$14,349,717
Construction Wages	\$6,529,500
Employee Benefits (10 years)	\$88
Project Capital Investment	\$10,595,300
New Sales Tax Generated	\$0
Agency Fees	\$110,553
Benefit:Cost Ratio	12.18 :1

COSTELLO

COONEY & FEARON, PLLC

Experience Innovation

211 W. Jefferson St., Syracuse, NY 13202

Tel: 315.422.1152 | Fax: 315.422.1139

www.ccf-law.com

Wendy S. Lougnot, Partner

wougnot@ccf-law.com

January 29, 2021

VIA ELECTRONIC MAIL

Judith DeLaney, Executive Director
City Hall Commons, 6th Floor
201 East Washington Street
Syracuse, New York 13202

**Re: Ranalli ALA, LLC – Modification of Benefits and Participation in Mortgage
738 Erie Boulevard West, Syracuse**

Dear Judy:

In February 2020 Ranalli ALA, LLC received approval of its application for various benefits for its project located at 738 Erie Boulevard West. Ranalli ALA has commenced construction of the project and it is well on its way to completion. The purpose of this correspondence is to request SIDA to grant modification of the approved project to allow increased sales and use tax exemption benefits and mortgage recording tax exemption benefits.

Ranalli ALA is currently at the point where it needs to purchase the various Furniture and Fixtures and Equipment. These items include steel racks and various forklifts and other equipment. Since preparation of the original project cost estimate, the cost of steel has risen drastically from \$.40 per pound to over \$1 per pound (due largely to the pandemic). This has resulted in substantial increases in the cost of the steel racks, forklifts and other equipment. As a result, the cost of the Furniture and Fixtures and Equipment will be substantially over budget, causing Ranalli ALA to make the instant request for an increase to the benefits granted to them. Enclosed herewith you will find a spreadsheet which sets forth the original application figures along with our proposed new budget and benefits figures.

In addition, Ranalli ALA is at the point of financing this project. The project has been financed to this point by the LLC and it has been determined that the permanent financing should now be put into place. The amount of the financing has increased due largely to the increased costs as described above. Therefore, the amount of the financing has increased and an increase in the mortgage recording tax benefits is hereby requested. In addition, we hereby request SIDA to participate in the mortgage with M&T Bank. The permanent financing will be in the amount of \$9,860,000.00.

ALBANY OFFICE

220 Columbia Turnpike | Rensselaer, NY 12144

CAZENOVIA OFFICE

5 Mill Street | Cazenovia, NY 13035

Judith DeLaney, Executive Director

January 29, 2021

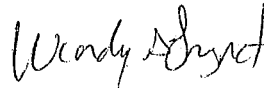
Page 2

We hereby request that this project be placed on SIDA's next agenda. I understand that the next scheduled meeting is February 16, 2020. Ranalli ALA is ready to close on its financing and desires to complete its purchase of the Furniture and Fixtures and Equipment as soon as possible. As such, if SIDA is willing and able to schedule a special meeting prior to February 16, it would be greatly appreciated.

Thank you for SIDA's consideration of this project. If you have any questions or require anything further, please do not hesitate to contact me.

Very truly yours,

COSTELLO, COONEY & FEARON, PLLC



Wendy S. Lougnot

WSL/
Encl.

Ranalli ALA, LLC
SIDA Project Modifications

		<u>Original</u>		<u>Revision</u>
Land Acquisition	\$	265,000	\$	265,000
Site Work/Demo	\$	1,350,000	\$	1,350,000
Building Construction & Renovation	\$	6,800,000	\$	6,800,000
Furniture & Fixtures	\$	625,000	\$	1,000,000
Equipment	\$	265,000	\$	955,300
Engineering/Architects Fees	\$	225,000	\$	225,000
Financial Charges	\$	60,000	\$	60,000
Legal Fees	\$	50,000	\$	50,000
Management/Developer Fee	\$	250,000	\$	250,000
Total Project Cost	\$	9,890,000	\$	10,955,300
Mortgage Amount	\$	7,890,000	\$	9,860,000
Mortgage Recording Tax Exemption	\$	59,175	\$	73,950
Total taxable purchases	\$	5,900,000	\$	6,965,300
Sales and Use Tax Exemption	\$	472,000	\$	557,224
Total Exemption	\$	531,175	\$	631,174
Difference			\$	99,999

APPROVING RESOLUTION

As a result of the public health emergency created by COVID-19, the Federal, State and local bans on meetings or gatherings, and pursuant to Governor Cuomo’s Executive Order 202.1 issued on March 12, 2020, as amended from time to time, the City of Syracuse Industrial Development Agency (the "**Agency**") held a meeting on the 16th day of February, 2021, at 8:00 a.m., local time, electronically which was made available via Webex at: <https://syrgov.webex.com/syrgov/j.php?MTID=m7bd08d58c137b581130e570f962cc2a4>; (or by accessing the link on the Agency's website) and using meeting number 179 618 0615 and password 6hmYqYKbY63; or via telephone at (408) 418-9388 with access code: 179 618 0615, in conjunction with the matter set forth below.

The meeting was called to order by _____ and upon the roll being duly called, the following members were:

PRESENT VIA TELE/VIDEOCONFERENCE (in accordance with the Governor's Executive Order 202.1):

THE FOLLOWING PERSONS WERE ALSO PRESENT VIA TELE/VIDEOCONFERENCE (in accordance with the Governor's Executive Order 202.1):

The following resolution was offered by _____ and seconded by _____:

RESOLUTION APPROVING AN INCREASE IN THE AMOUNT OF FINANCIAL ASSISTANCE AWARDED TO THE PROJECT; AND AUTHORIZING THE EXECUTION OF CERTAIN DOCUMENTS IN CONNECTION THEREWITH

WHEREAS, the City of Syracuse Industrial Development Agency (the "**Agency**") is authorized and empowered by Title 1 of Article 18-A of the General Municipal Law of the State of New York (the "**State**"), as amended, together with Chapter 641 of the Laws of 1979 of the State of New York, as amended from time to time (collectively, the "**Act**") to promote, develop, encourage and assist in the acquiring, constructing, improving, maintaining, equipping and furnishing of industrial, manufacturing, warehousing, commercial, research and recreation facilities, including industrial pollution control facilities, railroad facilities and certain horse racing facilities, for the purpose of promoting, attracting, encouraging and developing recreation and economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State, and to improve their recreation opportunities, prosperity and standard of living; and

WHEREAS, to accomplish its stated purposes, the Agency is authorized and empowered

under the Act to acquire, lease and sell real property and grant financial assistance in connection with one or more “projects” (as defined in the Act); and

WHEREAS, by application dated June, 2019, as amended by application dated December 12, 2019, (collectively, the “**Application**”), Ranalli ALA, LLC, or an entity to be formed (the “**Company**”), requested the Agency undertake a project (the “**Project**”) consisting of: (A)(i) the acquisition of an interest in approximately five and one half (5.5) acres of land, consisting of six (6) separate parcels located at: 738-66 Erie Boulevard West (Tax Map No. 105.-09-13.0); 770 Erie Boulevard West (Tax Map No. 105.-09-14.0); 115 Van Rensselaer Street (Tax Map No. 105.-09-25); 221-23 Richmond Avenue (Tax Map No. 105.09-07.0); 225-231 Richmond Avenue (Tax Map No. 105.-09-06); and 161-213 Richmond Avenue (Tax Map No. 105.-09-08.0), each in the City of Syracuse, New York, which parcels are currently being resubdivided into one parcel (collectively, the “**Land**”); (ii) the construction on the Land of an approximately 99,800 sq.ft. building and loading dock and approximately 93 parking spaces and approximately 20 spaces for truck docking/loading, to be used as a warehouse and distribution center (the “**Facility**”); (iii) the acquisition and installation in and on the Land and Facility of furniture, fixtures and equipment (the “**Equipment**” and together with the Land and the Facility, the “**Project Facility**”); (B) the granting of certain financial assistance in the form of exemptions from real estate taxes, State and local sales and use tax and mortgage recording tax (in accordance with Section 874 of the General Municipal Law) (collectively the “**Original Financial Assistance**”); (C) the appointment of the Company or its designee as an agent of the Agency in connection with the acquisition, construction, equipping and completion of the Project Facility; and (D) the lease of the Land and Facility by the Agency pursuant to a lease agreement and the acquisition of an interest in the Equipment pursuant to a bill of sale from the Company to the Agency; and the sublease of the Project Facility back to the Company pursuant to a sublease agreement; and

WHEREAS, the Agency conducted a public hearing with respect to the Project and the proposed Financial Assistance on February 18, 2020 pursuant to Section 859-a of the Act, notice of which was published on February 6, 2020, in the Post-Standard, a newspaper of general circulation in the City of Syracuse, New York and given to the chief executive officers of the affected tax jurisdictions by letters dated February 5, 2020; and

WHEREAS, by resolution adopted February 18, 2020 (the “**SEQRA Resolution**”), the Agency determined that the Project constitutes an “Unlisted Action” as defined under SEQRA and will not have a significant adverse effect on the environment and issued a negative declaration; and

WHEREAS, by resolutions dated July 16, 2019 and February 18, 2020 (collectively, the “**Prior Resolutions**”), the Agency authorized the undertaking of the Project and the granting of the Original Financial Assistance; and

WHEREAS, on April 23, 2020, the Company and Agency executed and delivered certain documents to effectuate the undertaking of the Project, and the conference of the approved Original Financial Assistance (the “**Transactional Documents**”); and

WHEREAS, by letter dated January 29, 2021, the Company advised that it was

positioned to proceed with the permanent financing for the Project and is working with its lender to finalize same (the "**Financing**"). In addition, the Company requested an increase in the amount of State and local sale and use tax exemption benefits and mortgage recording tax exemption benefits from that previously approved as part of the Original Financial Assistance. The Company advised that since the preparation of the original Project cost estimate, the cost of steel has risen drastically from \$.40 per pound to over \$1.00 per pound (due largely to the pandemic). This has resulted in substantial increases in the cost of the steel racks, forklifts and other equipment essential to the Project. As a result, the Project costs have increased by over a million dollars (\$1,000,000), and as such, the Company is requesting an increase of \$85,224 in the amount of State and local sales and use tax exemption (the "**Additional Sales Tax Exemption Benefit**") previously awarded from \$472,000 to \$557,224; and an increase of \$14,775 in the amount of mortgage recording tax exemption (the "**Additional MRTE Benefit**" and together with the Additional Sales Tax Exemption Benefits, collectively, the "**Additional Financial Assistance**") previously authorized from approximately \$57,175 to \$73,950; and

WHEREAS, a public hearing was held on the Project including the Original Financial Assistance. The requested Additional Financial Assistance does not exceed \$100,000 and therefore does not require a new public hearing.

NOW, THEREFORE, be it resolved by the members of the City of Syracuse Industrial Development Agency as follows:

(1) It is the policy of the State to promote the economic welfare, recreation opportunities and prosperity of its inhabitants and to actively promote, attract, encourage and develop recreation and economically sound commerce and industry for the purpose of preventing unemployment and economic deterioration. It is among the purposes of the Agency to promote, develop, encourage and assist in the acquiring, constructing, improving, maintaining, equipping and furnishing of certain facilities, including commercial facilities, and thereby advance the job opportunities, health, general prosperity and economic welfare of the people of the State and to improve their recreation opportunities, prosperity and standard of living.

(2) Based upon the representations made by the Company to the Agency, the Agency hereby makes the following findings and determinations:

- (a) The Additional Financial Assistance does not amount to a significant change in the Project from what was originally approved by the Agency, and therefore no further review under SEQRA is required.
- (b) Subject to the terms of this Resolution, and provided there is no event of default existing under the current Transactional Documents, the Agency authorizes the award of the Additional Financial Assistance as set forth herein and confirms its authority to participate in the Financing as set forth in its Prior Resolutions..
- (c) The Chair, Vice Chair and/or the Executive Director of the Agency, acting individually, are each hereby authorized and directed, for and in the name and on behalf of the Agency, to execute and deliver any and all documents and to do and

cause to be done any such other acts and things, as they determine, on advice of counsel to the Agency, may be necessary or desirable to consummate the transactions contemplated by this Resolution, including any required Financing documents and documents to evidence and confer the Additional Financial Assistance.

(3) No covenant, stipulation, obligation or agreement contained in this resolution or any document referred to herein shall be deemed to be the covenant, stipulation, obligation or agreement of any member, officer, agent or employee of the Agency in his or her individual capacity. Neither the members nor officers of the Agency, nor any person executing any documents referred to above on behalf of the Agency, shall be liable thereon or be subject to any personal liability or accountability by reason of the execution or delivery thereof.

(4) As conditions precedent to the award of Additional Financial Assistance and the participation in the Financing, the Company shall: (i) pay all fees associated with the Project, the Financing and the Additional Financial Assistance and all related amendments, including but not limited to any Agency fee, administrative fees and legal fees; (ii) provide proof of required insurance; and (iii) confirm there is no event of default under the existing Transactional Documents.

(5) The Secretary of the Agency is hereby authorized and directed to distribute copies of this Resolution to the Company and to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this Resolution.

(6) A copy of this Resolution, together with the attachments hereto, shall be placed on file in the office of the Agency where the same shall be available for public inspection during business hours.

The question of the adoption of the foregoing resolution was duly put to vote on a roll call, which resulted as follows:

AYE

NAY

The foregoing Resolution was thereupon declared duly adopted.

STATE OF NEW YORK)
) SS.:
COUNTY OF ONONDAGA)

I, the undersigned Secretary of the City of Syracuse Industrial Development Agency, **DO HEREBY CERTIFY** that I have compared the annexed extract of the minutes of the meeting of the City of Syracuse Industrial Development Agency (the “*Agency*”) held on February 16, 2021, with the original thereof on file in my office, and that the same (including all exhibits) is a true and correct copy of the proceedings of the Agency and of the whole of such original insofar as the same relates to the subject matters referred to therein.

I FURTHER CERTIFY that: (i) all members of the Agency had due notice of such meeting; (ii) pursuant to Section 104 of the Public Officers Law (Open Meetings Law), as temporarily amended by Executive Order 202.1 issued on March 12, 2020, as amended from time to time (“*EO 202.1*”), such meeting was open to the general public and public notice of the time and how to participate in such meeting was duly given in accordance with such Section 104 and EO 202.1; (iii) the meeting was in all respects duly held; and (iv) there was a quorum present throughout.

I FURTHER CERTIFY that, as of the date hereof, the attached resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have set my hand and affixed the seal of the Agency this _____.

City of Syracuse Industrial Development Agency

Rickey T. Brown, Secretary

(S E A L)

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

EXECUTIVE SUMMARY

Agenda Item: 4

Title: Syracuse Build Initiative

Requested By: Judv Delaney

OBJECTIVE: Review of the quarterly report on project outcomes and approval of a request to extend the term of the current Cooperation Agreement with the Agency from April 30, 2021 to December 31, 2021.

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: In July 2020 the Board of Directors approved a request to amend the terms of an agreement between the Agency and the Company (Center State CEO) relative to the Syracuse Build program. The Board of Directors allocated \$100,000.00 in funding for the project of which less than \$1200.00 has been expended to this point. As part of the agreement the Board members requested a quarterly report be made on progress of the Project. Attached for review is the January 2021 report. Additionally, the Company is requesting an extension on the term of the agreement to December 31st, 2021 now slated to end April 30, 2021. Representatives of the Company will be on hand to discuss both the report and extension request.

ATTACHMENTS:

1. Quarterly Report.
2. Correspondence.

REVIEWED BY:

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

Meeting: February 16, 2021

Prepared By: J. A. Delaney

**CenterState CEO SIDA Grant Report
January 15, 2021 (second quarterly report)**

Contact:

Aimee Durfee, Director of Workforce Innovation

CenterState CEO/Work Train

adurfee@centerstateceo.com

[\(315\) 480-7690](tel:(315)480-7690)

Narrative Report

Since the last report to SIDA, CenterState CEO/Work Train has made significant progress toward meeting the overall goals of the grant. As you know, this grant is leveraging funding from multiple public/private sources and organizations to develop and launch the Mayor's Syracuse Build initiative. Syracuse Build is a coordinated effort to align construction training programs, union apprenticeship programs, construction employers and the public workforce system toward the goal of increasing the number of Syracuse women and people of color working on publicly contracted construction jobs, including Interstate 81. Syracuse Build is a complex, multi-pronged and long-term initiative involving numerous entities and strategies; SIDA is a key partner and this grant is an essential part of the initiative, supporting outreach, training, placement and participant stipends. Progress in each area is described below.

The outreach plan for Syracuse Build has evolved over the course of the grant, and involves community focus groups; development of a website and materials; and engagement of community partners. We will be conducting community focus groups to better understand perceptions of the construction industry among low-income people of color and women, to design outreach and program delivery. We are currently meeting with the Syracuse Mayor's Office and leading one of the 81 Big Table Action Teams to design and stand up the Syracuse Build website. The website process will enable the initiative to develop messaging and provide a central place for information about construction training programs and apprenticeship programs. Finally, with SIDA funding we have been able to sign a contract with the Community Center Collaborative to conduct community outreach about construction careers. These organizations are ready to work with us to identify individuals in the community who are interested in construction careers.

COVID has presented a major challenge to this project -- specifically, its impact on new hires in construction. As we reported last quarter, SIDA funding was used to implement the first Build Ready cohort after programs shut down due to COVID. The Community Centers are also using SIDA funding to support program graduates to find employment. During this reporting period, graduates from the cohort continue to work with the Community Centers to secure employment, and placement results are below.

Going forward, we are cautious to launch a significant outreach and training effort to individuals about working in construction if there are limited job opportunities at the end of the process. At CenterState CEO, we have been closely tracking construction demand in order to calibrate timing of program delivery. We are learning that construction is happening in the region, but companies are still dealing with COVID-related project cancellations, which means they are utilizing existing workers

and not necessarily hiring individuals new to the construction field (who would be graduating from training programs). In mid-November, our data analysis revealed that of 19 construction job postings within 10 miles of Syracuse City Center, **zero were entry-level roles**. We anticipate that hiring will pick up in the future, so during this time we are building the infrastructure to support the initiative.

Despite the downturn in openings with construction companies, union apprenticeship programs continue to seek applicants. We have surveyed seven local apprenticeship programs to better understand their entry requirements. Many apprenticeship programs have specific times during the year when applications are accepted (which means jobseekers may have to wait several months before they can apply). Most apprenticeship programs require a high school diploma; a drivers' license; reliable transportation; and the ability to pass a drug test, as well as math/english skills at 8th - 10th grade level. In order to adequately prepare jobseekers for these union apprenticeship opportunities, CenterState CEO and the Central and Northern NY Building and Construction Trades Council are working closely with NABTU (North America's Building Trades Unions) to plan and implement an Apprenticeship Readiness Program (ARP), or pre-apprenticeship program. The ARP model has been used in communities all over the country, and is an effective program to prepare individuals to successfully enter union apprenticeship, using the Multi Craft Core Curriculum (MC3). Our team is meeting weekly with local union training directors to plan and launch the first cohort of our Syracuse ARP, called Pathways to Apprenticeship. The program will be taught by union trainers, and we have organized a special NABTU training for them January 20 and 21, so they can be certified to teach the MC3 curriculum. A portion of the SIDA grant is intended to support individuals in the Pathways to Apprenticeship program with stipends. We will be utilizing these funds when the first cohort gets underway, scheduled for May 2021.

SIDA funding is also allocated for programs at SUNY EOC. As we better understand the labor market and requirements for union apprenticeship, we are working with SUNY EOC to expand programming options. The Build Ready program model works well when there are abundant construction job opportunities; however, in the current environment, we may want to pivot to focus on the basic math/english skills and High School Equivalency pieces, and potentially develop a more customized path for individuals needing to brush up on these skills in order to succeed in applying for construction jobs and apprenticeships.

A key element to the Syracuse Build initiative that will enable all these pieces to begin to work together is the hiring of a Syracuse Build Director and Manager. The Syracuse Build staff will be housed at CNY Works and report to the Syracuse Build Steering Committee, which is led by the Deputy Mayor. After some funding challenges over the past few months, we have been able to successfully preserve the leadership role at the Director level and retain a Manager role as well. CNY Works has posted the Director job announcement and receiving applications. When the Syracuse Build Director is in place, the process of connecting jobseekers, training, job openings and apprenticeships will be accelerated, and the pieces of SIDA funding dedicated to this project will begin to be utilized at a faster rate.

We take very seriously our responsibility to use SIDA funding in a way that will effectively result in Syracuse residents securing construction employment. As described above and in our previous report, the ongoing COVID pandemic environment has affected not only the ability of in-person

training programs to function, but it has also affected the demand for new construction workers. As a result, we have had to pivot our strategy and will likely need additional time to achieve the intended results of this grant.

Grant Outcomes Data (from beginning of grant period to date)

Enrolled in training	6
Completed training	6
Currently in active job search	3*
Secured employment	2
Entered apprenticeship or further training	0
Retention rate	n/a
Advancement rate	n/a

NOTES:

*1 graduate is awaiting clearance to work due to medical issues; 2 graduates have applied to Syracuse Housing Authority and are awaiting response.

Race/Ethnicity	
Black/African American	2
Black/African American & White	2
Hispanic White	1
Hispanic Native Hawaiian/Pacific Islander	1

Gender	
Female	2
Male	4

Zipcode	
13210	1
13208	1

13224	2
13207	1
13202	1



**CENTERSTATE
CORPORATION FOR ECONOMIC OPPORTUNITY**

February 12, 2021

Judy DeLaney
City of Syracuse Industrial Development Agency
201 East Washington Street
Syracuse, New York 13202

Re: Request for Extension

Dear Judy,

As detailed in our January report, CenterState CEO/Work Train has accomplished a number of elements of the Syracuse Build project:

- Build Ready training cohort completed at SUNY EOC. This was one of the first in-person programs at SUNY EOC to start up after the beginning of the pandemic, which required extensive safety adaptations and a smaller cohort, due to social distancing. The program achieved a 100% graduation rate and 83% have either secured employment or are in active job search.
- Pathways to Apprenticeship is in active preparation mode, and will launch its first cohort in May 2021. Labor union instructors have been trained on the Multi-Craft Core Curriculum (MC3); a training site has been identified; coordinator job description developed; additional funding secured; and participant eligibility criteria has been developed in alignment with requirements of union apprenticeship programs.
- SUNY EOC has agreed to provide test prep for construction apprenticeship entry exams, as well as math and English tutoring, ESL, GED and digital literacy for students in construction training programs.
- Community Center Collaborative contract has been executed; these organizations are ready to begin recruiting community members into training programs. The Syracuse Build/81 website planning has begun as part of the Mayor's 81 Big Table process.
- We are launching the Syracuse Build Industry Partnership and will be convening construction training providers and employers in the next month.

Effective, high-quality workforce development programs are driven by demands of the labor market. Work Train's programs require a tight alignment between industry partners and training providers to calibrate the number of trained graduated with available jobs. We are closely tracking demand among construction firms and they have reduced their hiring of entry-level construction workers due to COVID. However, union apprenticeship programs have continued to accept new recruits, so we have pivoted our strategy to focus more on these opportunities, which takes additional time to develop and execute.

We are committed to ensuring that construction training participants are prepared for a successful career in the construction industry, and that when they exit training there are real opportunities available for them. As a result, we respectfully request an extension of time until December 31, 2021. Thank you again for your support of Syracuse Build, your flexibility and your consideration of this request.

Sincerely,

Aimee Durfee
Director of Workforce Innovation
CenterState CEO/Work Train