

**City of Syracuse Industrial Development Agency**  
201 East Washington Street, 6<sup>th</sup> Floor  
Syracuse, NY 13202  
(315) 473-3275

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Finance Committee Minutes  
Thursday, July 16, 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.**

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**Committee Members Present:** Kathleen Murphy, Rickey T. Brown, Kenneth Kinsey

**Staff Present:** Judith DeLaney, Susan Katzoff, Esq., John Vavonese

**Others Present:** Dirk Sonneborn, Sarah Stevens, Shanelle Reid, Samuel Jackson, Richard Engel, Esq., Aimee Durfee, Jessica Barbuto

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**I. Call Meeting to Order**

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

**II. Roll Call**

Ms. Murphy acknowledged all Committee members present.

**III. Proof of Notice**

Ms. Murphy noted that notice of the meeting had been timely and properly provided.

**IV. Minutes**

Ms. Murphy asked for a motion approving the minutes from the March 10, 2020 Finance Committee meeting. Mr. Brown made the motion. Mr. Kinsey seconded the motion. **ALL COMMITTEE MEMBERS PRESENT UNANIMOUSLY APPROVED THE MINUTES FROM THE MARCH 10, 2020 FINANCE COMMITTEE MEETING.**

## V. New Business

### Access Global Enterprise Inc./T&S Reid Real Estate Holdings LLC

Ms. DeLaney said this is a blighted property in the Salina Street Corridor. The Company proposes to renovate the Sean Casey Building (14,000 sq ft). The cost of the project is estimated at \$4,000,000 and approximately 50 jobs would be created. The Company is requesting exemptions from mortgage recording tax in the amount of approximately \$22,674, sales and use taxes in the amount of approximately \$137,812 and a 15-year PILOT resulting in savings of approximately \$412,360.

Mr. Brown asked for update on project status. Ms. Reid reported that they are awaiting to hear from Pathfinder today. The Company has completed abatement 2520 South Salina Street, awaiting a pre-possession abatement survey on 2504 South Salina Street. Zoning approval was received this week. Required variances were received.

Ms. Stevens reported that variances were obtained first then pre-possession agreement with landlord so engineers/contractors could get in to determine what was needed for site plan approval.

Ms. Reid said the Company anticipates a Spring opening and that a pre-demo survey is calendared for July 22, 2020.

Ms. Murphy asked them to confirm that zoning was complete on both parcels and the Company confirmed same.

Mr. Sonneborn asked Ms. Reid if the company anticipated any other obstacles. Ms. Reid said no.

There being no further discussion, Ms. Murphy asked for a motion for a recommendation to the Board of Directors to approve the 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.**

## **Syracuse Build Initiative**

Ms. DeLaney stated that in October 2019 the Board of Directors previously approved funding a program with Syracuse Build in 2020 in the amount of \$100,000.00. COVID-19 has impacted the program such that it did not start as anticipated. The Cooperation Agreement has not yet been signed.

Aimee Durfee, Director of Workforce Innovation advised that COVID forced them to halt the program. To adapt, they worked with SUNY EOC to do the construction training remotely. She said they will monitor the demand for jobs in construction so they can ensure training focuses in appropriate areas.

Mr. Kinsey asked how training will be done. Ms. Durfee advised that the program is part hands on – part classroom work. Students build an actual structure and learn how to look for a job. They continue to learn at apprenticeships. Training is between 4-6 weeks. She said this is unpaid training but hoping to integrate with CNY Works to get stipends to pay students.

Mr. Brown stated he has concerns regarding outcomes based on past inability to measure outcomes. When he looks at outcomes – what certificates are obtained? 50 years to develop but only 2 certified black/brown people.

Ms. Durfee stated that 36 people would enroll. 80% would get jobs.

Ms. Murphy said SIDA's investment was to get the program off the ground and will require timely updates/outcomes.

Mr. Brown stated he wants to see master licenses through apprenticeship programs.

Ms. Durfee stated she is working with 10-12 trades to get students to pass tests to get into apprenticeships and money will also be used to recruit people into the program.

Ms. Barbuto added that economic inclusion team is very data driven and has increased their capacity and will be able to track outcomes.

Mr. Brown wants outcomes to be more specific. Focus should be getting people of color master licenses through apprenticeships. He said if the unions won't let people off the bench after graduation from program then you can't achieve the desired outcome.

Ms. Durfee explained, at request of Mr. Sonneborn, the relationship between Syracuse Build and Work Train and confirmed there is private participation. Mr. Sonneborn asked for assurance that the outcomes are being tracked and can be easily reported to SIDA for tracking purposes. Ms. Durfee said yes.

The stipends that form a portion of this request are to fund people participating in the program.

Mr. Brown said he wants each person tracked through full apprenticeships because he believes that people of color don't get the same opportunity for training hours from unions and therefore don't get licensed. Ms. Durfee said this is the goal they are working towards.

Mr. Brown asked why CenterState CEO is partnering with apprenticeships who refuse or are unable to track and report. Ms. Durfee said data is an important factor. She said the apprenticeship programs are interested and engaged and they are having these conversations.

Ms. Murphy directed Ms. Durfee to speak with master plumber Jones at his program to learn about his experience. Mr. Brown will provide information regarding master plumber to Ms. Barbuto. They are to report back to Board on Tuesday at Board meeting.

Ms. Sonneborn's final comment on private participation. He said if you don't ask they won't volunteer but if asked many will agree. He wants them to ask.

Ms. Murphy tabled the discussion to Tuesday, July 21, 2020.

### **COVID -19 Disaster Emergency Grant/Loan Program**

Ms. Katzoff and Ms. DeLaney outlined legislation for the Committee members. Ms. DeLaney said SEDCO had a large number of applicants and feels there is a need to reach out to the public. \$175,000 to start.

Ms. Sonneborn believes nfp will seek grants not loans. He noted that the cost of administering loans can be high and questioned whether the agency could contract that out to a third party. He also questioned the anticipated turnaround time and actual need.

Mr. Kinsey supports the program but wants to see small businesses get some money (mix of both for profit and not-for-profit businesses).

Mr. Brown says there is needs and requires immediate access.

Ms. Murphy asked for a motion to recommend the grant/loan program to the Board of Directors. Mr. Kinsey made the motion. Mr. Brown seconded the motion. **ALL COMMITTEE MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO MAKE A RECOMMENDATION TO THE BOARD OF DIRECTORS WITH REGARDS TO THE GRANT/LOAN PROGRAM.**

## **VI. Adjournment**

There being no further business to discuss Ms. Murphy asked for a motion to adjourn the meeting. At 9:24 a.m. Mr. Brown made a motion to adjourn. Mr. Kinsey seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED A MOTION TO ADJOURN THE MEETING AT 9:24 AM.**