



**Central New York Regional Planning & Development Board**  
126 N. Salina St., 100 Clinton Sq., Suite 200, Syracuse, N.Y. 13202 • Tel. (315) 422-8276 • Fax 422-9051  
Paul Vickery, Chairman David V. Bottar, Executive Director

June 6, 2008

## **BOARD MEETING**

June 18, 2008  
Noon – 1:30 p.m.

Gaylord Brothers, Inc.  
7282 William Barry Boulevard  
Syracuse, New York 13212

*Chairwoman Kathleen Rapp, Presiding*

### **AGENDA**

- |    |  |               |
|----|--|---------------|
| 1. | Call to Order  | Kathleen Rapp |
| 2. | Approval of Day's Agenda and Minutes from the April 16, 2008 Meeting   | Kathleen Rapp |
| 3. | Central New York Comprehensive Economic Development Strategy   | David Bottar  |
| -  | Empire State Development Corporation, Linda Dickerson Hartsock, Central New Regional Director                |               |
| -  | Development of Hancock Airpark, Lori Dietz, Assistant to the President, Metropolitan Development Association |               |
| 4. | Executive Director's Report  | David Bottar  |
| 5. | Old / New Business   | Kathleen Rapp |
| 6. | Adjournment  | Kathleen Rapp |



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## MINUTES

### CNY RPDB BOARD MEETING

**June 18, 2008**

#### ATTENDANCE

**Board Members:** Shawn Doyle, Elizabeth Moran, Clarence Rycraft, William Southern, Barry Leeman, Dan Schuster, Ann Petrus, Linda Hartsock, Stephen Zabriskie, Paul Vickery, James Murphy, Daniel Dineen, David Elleman, Mary A. Messinger, Morris Sorbello, Walt Tennant, Don Spaulding, and Kathleen Rapp.

**Guests:** Guy Marhewka- Gaylord Brothers, Lori Dietz-MDA, Carolyn May-Onondaga County IDA, Chris Flower-Assembly woman Christensen's Office, Kipp Hicks- Madison County IDA, Tony Kolinski-ESD, Jonathan Daniels-Port of Oswego, Jim D'Agostino-SMTC, Christine Slocum-Assemblyman Stirpe's Office.

**Staff:** David Bottar, Bruce Keplinger, Karen Novak, and Theresa Stephen.

#### BUSINESS MEETING

##### **1. CALL TO ORDER:**

Chair Kathleen Rapp called the meeting to order at 12:10 in conference room of Gaylord Brothers at Hancock Airpark in North Syracuse.

##### **2. APPROVAL OF THE AGENDA AND MINUTES OF THE APRIL 16, 2008 MEETING.**

Ms. Rapp asked if members had any changes to the agenda and minutes from the April 16, 2008 meeting. A motion was introduced and seconded to approve the agenda and minutes as presented; the motion was approved unanimously.

### **3. PROGRAM PRESENTATIONS:**

Ms. Rapp introduced Guy Marhewka, President of Gaylord Brothers, who provided an overview of the Gaylord Company and their experience at the Hancock Air Park.

Mr. Marhewka noted that Gaylord moved to the business park in 2005 and currently employs 135 full-time staff. The company sells supplies and furnishings to libraries, including shelving, furnishings and desks. Mr. Marhewka indicated that brothers Willis and Henry Gaylord, who worked at a bank when they developed a gum paper tape for repairing currency, started the company in 1897.

Mr. Marhewka said the business still sells by mail order, both catalogue and e-commerce, as well as inbound and outbound telephone sales. Gaylord's typical sales order is between \$300-\$400 and they process 110,000 orders annually.

Mr. Marhewka stated that product development and design, advertisement, and customer service are located in the building at Hancock Air Park. The company management and employees are pleased with their new office building at Hancock Airpark and plan to continue their company's growth in Syracuse at this location.

Following Mr. Marhewka's welcome, David Bottar introduced Linda Hartssock, the Central New York Regional Director for Empire State Development.

Ms. Hartssock indicated that Empire State Development is NYS's lead economic development organization. Ms. Hartssock noted the resignation of ESD Upstate Chairman Daniel C. Gunderson and the Governor's recent appointment of Robert G. Wilmers, Chairman and CEO of M&T Bank, as the Chairman of ESD.

Ms. Hartssock provided a power point presentation that summarized the "New ESD", the organization's organizational structure and traditional product line, along with new finance programs being provided by the State. In summarizing some of these new program initiatives, Ms. Hartssock highlighted work currently being done by the agency's International Division. She also noted the status of the State's Power for Jobs program and efforts that are underway in funding a new low cost energy support program for major companies in NYS. Comments were also provided regarding a new upstate emphasis to the State's tourism program.

During the presentation, Ms. Hartssock provided information regarding some of the economic development funding that CNY has received this past year including \$63 million of Restore New York grants. Ms. Hartssock noted that a second round of Restore funding will be announced shortly and that communities should be working with her office regarding a third round of funding which will be announced soon.

Regarding new State initiatives, Ms. Hartssock provided information regarding the State's \$120 Million Upstate Regional Blueprint Fund. Ms. Hartssock noted this initiative consist of five major components including:

1. Angel networks – create pipeline for deals- help small companies' start.
2. Emerging Technology- provide access to capital for emerging companies.
3. Downtown Real Estate Investment Fund- gap financing for downtown business districts.

4. Tourism Destination –developing or expanding destination attractions, leverage tourism with economic and community development.
5. Infrastructure-planning, engineering, design and installation of infrastructure for projects that are identified as part of a CEDS. The EDC has worked closely with the CNY RPDB on developing this funding area.

Other components of Upstate Revitalization Fund include:

- Investment Opportunity Fund through the Governor’s Office and DOB.
- Senate and Assembly Specialty projects.
- Upstate Agricultural Economic Development Fund.
- Luther Forest Infrastructure.
- Arts and Cultural Projects.
- Upstate Housing Investments.
- Rebuilding State Parks.
- Upstate Infrastructure
- Universal Broadband
- High Technology Initiatives.

At the conclusion of her remarks, Ms. Hartsock encouraged board members and community representatives from across CNY to contact her office or the CNY RPDB to discuss funding which is available from ESD.

David Bottar introduced Lori Dietz from the Metropolitan Development Association. Ms. Dietz provided a power point presentation on “The History, Status and Future of the Hancock Air Park”.

Lori Dietz noted that work on this project began in 1984 when the U.S. Air Force closed Hancock Air Base and the property was transferred by the federal government to Onondaga County for \$1. Following this action, the county entered into an agreement with the MDA and the newly formed Hancock Field Development Corporation to redevelop and manage the property as a commercial and industrial park.

Ms. Dietz said the challenge the HFDC faced was to redevelop a 200 acre property, which was burdened with over 60 derelict and vacant buildings along with 25,000 linear feet of above ground steam pipe, into a first class business park. The HFDC, with assistance from its partners, has successfully accomplished this task by undertaking and completing the following:

- Master Plan for redevelopment
- Renovated military buildings for lease to small business
- Funded the Hancock Airpark operations from rental income.
- Transferred ownership of utilities.
- Acquired grants and economic and zoning designations to assist in attracting business.
- Built new infrastructure.
- Cleared site and removed steam pipe system.
- Returned 47 acres to tax roles.

New businesses located in the park include Air Innovations, Albany Molecular Research, Oliva Development, Gaylord Brothers, ICM Corporation, Jadak Technologies, Kinney Drugs, Hoffman Distribution, and G.A. Braun.

Ms. Dietz noted the next phase in the parks redevelopments includes another major infrastructure project which is being funded in part by a \$1.5 million grant that was secured by the CNY RPDB. Work on this project is scheduled to begin in September 2008. In concluding her remarks, Ms. Dietz noted some of the keys to the successful redevelopment of this former military base included:

- The presence of shovel ready sites
- Economic development zone status
- Available and accessible infrastructure funding
- Partnerships
- Flexibility.

At the conclusion of her remarks, members and guest were encouraged to view the Braun building currently under construction before leaving the park.

#### **4. EXECUTIVE DIRECTOR'S REPORT:**

Mr. Bottar announced RPDB staff changes: Kristi LaManche resigned and was replaced by Jeanie Gleisner, a second hire is imminent for the Energy Program, and a new hire for community development program is being considered.

Mr. Bottar noted at the Executive Committee held on May 20, 2008 members focused on a proposal to complete major revisions to the organization's by-laws.

Mr. Bottar said the July 16th Executive Committee meeting will focus on the audit review and the August 20th Board meeting, which will be held in Madison County.

#### **5. OLD AND NEW BUSINESS**

In light of the discussion at the Executive Committee meeting on May 20<sup>th</sup>, Ms.Rapp presented the written proposal to amend the by-laws that was considered by the Executive Committee and following a brief discussion announced the formation of a By-Laws Committee to consider this proposal and appointed Larry Baker, Jim Murphy, Bill Southern, Paul Vickery (chair), and Steve Zabriskie to serve on this committee.

#### **6. ADJOURNMENT**

There being no further business, a motion was introduced, seconded, and passed unanimously to adjourn the meeting at 1:30 p.m.

Respectfully Submitted,

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David V. Bottar, Executive Director