ONONDAGA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY
335 MONTGOMERY STREET, FLOOR 2M, SYRACUSE, NY 13202
315.435.3770 • ECONOMICDEVELOPMENT@ONGOV.NET • ONGOVED.COM

Regular Meeting Agenda
November 20, 2026

Call to Order the Regular Meeting of the Agency

A. Approval of Regular Meeting Minutes: October 8, 2026
B. Treasurer's Report
C. Payment of Bills
D. Conflict of Interest

Action Items:

1. **Town of Dewitt Real Property Purchase and Development Proposal Award**

   Agency Action Requested:
   a. A resolution of the Board authorizing the Executive Director to award the request for proposal and negotiate and execute a Preferred Developer Agreement for the redevelopment of the Shoppingtown Mall Site.

   Representative: Billy Barlow, Executive Director

2. **Executive Session**

3. **Request for Qualifications**
   The Agency is proposing to issue a request for qualifications for the development of certain real property in Onondaga County.

   Agency Action Requested:
   a. A resolution of the Board authorizing the issuance of a request for qualifications for the development of certain real property in Onondaga County.

   Representative: Billy Barlow, Executive Director

Adjourn

ONONDAGA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

Regular Meeting Minutes
October 8, 2026

A Regular meeting of the Onondaga County Industrial Development Agency was held on Thursday, October 8, 2026, at 335 Montgomery Street, Floor 2M, Syracuse, New York.

Randy Wolken called the meeting to order at 8:35 AM with the following in attendance:

PRESENT:
Randy Wolken
Michael Greene
Alan Marzullo
Mark Muthumbi
Sally Santangelo
Deka Eysaman
Christina Hollenback (via Zoom)

ALSO PRESENT:
Billy Barlow, Executive Director
Nate Stevens, Treasurer
Alexis Rodriguez, Secretary
Robert Schoeneck, Assistant Treasurer
Evan Carter, Assistant Secretary
Jeffrey Davis, Esq., Agency Counsel
Thomas Clifford, Esq., Agency Counsel
Giuseppe Zavaglia, Milton Corner, LLC

Approval of Meeting Minutes: September 10, 2026

Motion was made by Mark Muthumbi and seconded by Michael Greene to approve the Regular meeting minutes of September 10, 2026. Motion was carried.

Treasurer's Report:

Nate Stevens gave a brief overview of the Treasurer's Report for the month of September 2026.

Motion was made by Alan Marzullo and seconded by Mark Muthumbi to approve the Treasurer's Report for the month of September 2026. Motion was carried.

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Payment of Bills:

Motion was made by Sally Santangelo and seconded by Alan Marzullo to approve the Payment of Bills. Motion was carried.

Action Items:

1. **Milton Corner, LLC (Project #3101-26-05A) Second Meeting**
   The applicant is proposing to construct an approximately 40,200 sq. ft. mixed-use residential building consisting of 33 apartment units and commercial space in the Village of Solvay. 10 units will be designated as workforce housing units.

   Jeff Davis said the following regarding SEQR for the project:

   The Village of Solvay completed a SEQR review on this project. He has spoken to the Village's attorney regarding their environmental review and has received a copy of the resolution and the EAF provided by the Applicant that has been reviewed. He stated that the Agency is in agreement with the SEQR determination by the Village, and the resolution in front of the Board is affirming the work done by the Village and the Agency signing onto their SEQR review.

   Randy Wolken read the Agency action requested, "A resolution of the Board to authorize adoption of SEQRA determination." Motion was made by Michael Greene, seconded by Alan Marzullo. Motion was carried.

   Alexis Rodriguez noted that a public hearing was held in September at the Village of Solvay. No comments were made at the hearing.

   Randy Wolken read the Agency action requested, "A resolution of the Board authorizing the financial assistance the Agency will provide. Agency benefits requested include exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes, and mortgage recording taxes." Motion was made by Sally Santangelo, seconded by Michael Greene. Motion was carried.

2. **Cameron Hinsdale, LLC (Project #3101-25-05A) Project Amendment**
   Cameron Hinsdale, LLC is requesting an amendment to the original Project Application approved on January 8, 2026. The Applicant is requesting an increase in its sales and use tax exemption amount from $2,400,000 to $2,572,399 and an increase in its mortgage recording tax exemption amount from $375,000 to $439,772.

   A. Rodriguez noted that a public hearing was held last month due to the requested increase of benefits being above the $100,000 threshold. Three comments were made in opposition to the proposed financial assistance. There were also general comments made regarding the

traffic and influx of people coming into the area. All comments were made by Camillus residents.

Randy Wolken read the Agency action requested, "A resolution of the Board authorizing an amendment of an increase in the amount of financial assistance for Cameron Hinsdale, LLC." Motion was made by Mark Muthumbi, seconded by Alan Marzullo. Motion was carried.

3. **2027 Agency Budget**

N. Stevens noted that the budget was previously reviewed and discussed in the Finance Committee meeting.

Randy Wolken read the Agency action requested, "Approval of the 2027 Agency Budget." Motion was made by Mark Muthumbi, seconded by Alan Marzullo. Motion was carried.

Motion to adjourn was made by Sally Santangelo and seconded by Michael Green at 8:41 AM.

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Alexis Rodriguez, Secretary

ONONDAGA COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

October 31, 2026

Revenue / Expense / Income	Current Period	Current YTD
Operating/Non-Op Revenue	85,620	12,398,585
Administrative Expense	122,440	800,898
Operating/Program Expense	141,107	1,373,055
Net Ordinary Income	(177,926)	10,224,633

Current Assets	Current YTD
Total Cash	23,111,214
Escrow Accounts	102,735
Passthrough's Payable	-
Net Cash	23,008,479

Budget Projection with Current and Past Acitivity

Statement of Activity, Monthly and YTD vs Budget

As of October 31, 2026

	10/1/2026 to 10/31/2026	1/1/2026 to 10/31/2026	2026 Budget	2025 Actuals	2027 Budget
Operating Revenue					
Agency and other Fees	$ 2,500	$ 11,394,520	$ 2,800,000	$ 4,308,966	$ 2,554,933
Rent Income	$ 13,435	$ 109,744	$ 15,000	$ 14,692	$ 168,000
Grants and Donations	$ -	$ 49,004	$ 15,000	$ 24,898	$ 425,000
Other Income	$ -	$ -	$ 50,000	$ 56,758	$ 20,000
Total Operating Revenue:	$ 15,935	$ 11,553,268	$ 2,880,000	$ 4,405,314	$ 3,167,933
Non Operating Revenue					
Interest revenue	$ 69,685	$ 845,317	$ 250,000	$ 436,678	$ 400,000
Pass-Through Revenue					
Pass-through Revenue - PILOT	$ -	$ 11,492,287	$ 9,500,000	$ 10,774,381	$ 10,000,000
Pass-through Revenue - WPCP	$ -	$ 351,780	$ 3,700,000	$ 3,742,460	$ 1,000,000
Total Pass-through Revenue:	$ -	$ 11,844,067	$ 13,200,000	$ 14,516,841	$ 11,000,000
Total Revenue	$ 85,620	$ 24,242,652	$ 16,330,000	$ 19,358,833	$ 14,567,933
Operating Expenses					
General & Administrative	$ 639	$ 72,533	$ 1,300,000	$ 70,634	$ 80,000
Administrative Expense - Onondaga County	$ 122,440	$ 800,898	$ 950,000	$ 846,518	$ 1,142,933
Development Costs					
White Pine Commerce Park	$ -	$ 214,397	$ 450,000	$ 788,316	$ 100,000
White Pine Science & Tech Park	$ 107,816	$ 485,380		$ 1,377,771	$ 1,000,000
Shoppingtown (3649 Erie Blvd E)	$ 27,911	$ 427,620			$ 1,000,000
Roth Steel (800 Hiawatha Blvd)	$ 482	$ 76,503		$ 34,192	$ 100,000
3901 Brewerton Road	$ -	$ 7,500			
Depreciation Expense			$ 30,000		
Professional Fees	$ 3,674	$ 85,653	$ 350,000	$ 120,135	$ 130,000
Other Expenses					
Meeting Expenses	$ 585	$ 3,468	$ 50,000	$ 11,952	$ 15,000
Operating Expenses:	$ 263,547	$ 2,173,953	$ 3,130,000	$ 3,249,518	$ 3,567,933
Pass-through Expense - PILOT	$ 36,441	$ 11,720,821	$ 9,500,000	$ 10,774,381	$ 10,000,000
Pass-through Expense - WPCP	$ -	$ 13,354,539	$ 3,700,000	$ 3,742,460	$ 1,000,000
Total Pass-through Expense:	$ 36,441	$ 25,075,360	$ 13,200,000	$ 14,516,841	$ 11,000,000
Total Operating Expenses:	$ 263,547	$ 2,173,953	$ 3,130,000	$ 3,249,518	$ 3,567,933
Total Expenses:	$ 299,988	$ 27,249,312	$ 16,330,000	$ 17,766,359	$ 14,567,933
Non-Operating Expenses					
Interest Expense	$ -	$ (3,095,059)		$ (1,277,624)	
Revenue less Operating Expenses	$ (177,926)	$ 10,224,633	$ -	$ 1,592,474	$ -

Statement of Financial Position
As of October 31, 2026

Assets	
Current Assets	
Unrestricted Cash	7,721,834
Restricted Cash	15,389,380
Total Cash	23,111,214
Accounts Receivable	
Other Passthroughs Payable	-
PILOTs Due	734,450
Agency Fees Due	-
Total for Current Assets	23,845,663
Fixed Assets	
3649 Erie Blvd East	16,117,318
800 Hiawatha	604,840
White Pine Science & Technology Park	2,140,557
White Pine Commerce Park	3,082,773
8901 Brewerton Road	150,000
Total for Fixed Assets	22,095,489
Total for Assets	45,941,152
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable - Onondaga County	800,898
Pass through's Payable	
WPCP Pass Thru Payable	21,908
PILOT'S Payable	
Escrow's Held	102,735
Long Term Liabilities	
Due to Onondaga County	31,656,805
Total for Liabilities	32,582,345
Equity	
Total for Equity	13,483,395
Total for Liabilities and Equity	46,065,740

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PAYMENT OF BILLS - SCHEDULE #523
November 20, 2026

GENERAL EXPENSES

1.	SELECTIVE*	$	20,704.50
	Insurance Payment #7 - 3649 Erie Blvd		
2.	SELECTIVE**	$	20,704.50
	Insurance Payment #8 - 3649 Erie Blvd		
3.	BROWN & BROWN INSURANCE**	$	10,285.15
	Vacant Land Policy #3AB056081		
4.	ADVANCE MEDIA	$	241.60
	Public Hearing Notice - Cameron Hinsdale		
5.	BARCLAY DAMON LLP	$	14,258.50
	WPSTP - Inv #5412378		
6.	BARCLAY DAMON LLP	$	11,465.00
	OCIDA - Shoppingtown - Inv #5412380		
7.	BARCLAY DAMON LLP	$	4,423.39
	Retained Corporate & Public Finance Matters - Inv #5412379		
8.	BARCLAY DAMON LLP	$	450.59
	Neighbors for a Better Micron - Inv #5408904		
9.	BARCLAY DAMON LLP	$	135.00
	Roth Steel - Inv #5412377		
10.	BARTON & LOGUIDICE	$	117,497.98
	WPSTP - Inv #166708		
11.	BARTON & LOGUIDICE	$	22,303.58
	Meltzer - Inv #166770		
12.	DOWNTOWN COMMITTEE OF SYRACUSE	$	2,500.00
	2027 Memebership		
13.	ABC CREATIVE	$	5,450.00
	Inv #9192 - Agency Services (May - October)		
13.	ABC CREATIVE	$	4,700.00
	Inv #9190 - Task Order #2026-002		

14.	ABC CREATIVE Inv #9190 - Task Order #2026-003	$	8,900.00
15.	ABC CREATIVE Inv #9190 - Task Order #2026-004	$	3,500.00
16.	ANSUN GRAPHICS Shoppingtown Press Event - Inv #30250	$	170.00
17.	SITE SELECTORS GUILD, INC. Spring 2027 Conference	$	5,000.00
18.	DRYDEN MUTUAL INSURANCE CO. Additional Policy Endorsement	$	18.42
19.	INTEGRA REALTY SERVICES Appraisal - 800 Hiawtha Blvd	$	2,500.00
20.	EVAN CARTER SEMICON West - Conference Expenses	$	198.09
21.	ROBERT SCHOENECK SEMICON West - Conference Expense	$	70.00
22.	JACKSON BREED Mileage Reimbursement	$	41.76
23.	LEN RAUCH NAFTZ - Conference Expenses	$	461.38
24.	NAFTZ Annual Membership, Inv#8038	$	1,250.00
25.	DUSTY'S OUTDOOR SERVICES Shoppingtown Maintenance	$	1,700.00
	TOTAL	**$**	**258,929.44**

*Ratification of check dated 10/9/2026
**Ratification of checks dated 11/3/2026

ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PAYMENT OF BILLS - SCHEDULE #523
November 20, 2026

PILOT Payments

1.	ONONDAGA COUNTY*	$ 11,467.56
	COR Inner Harbor - Master & Sub Proj #1 - 3rd Qtr PILOT Payment	
2.	CITY OF SYRACUSE*	$ 9,358.93
	COR Inner Harbor - Master & Sub Proj #1 - 3rd Qtr PILOT Payment	
3.	SYRACUSE CITY SCHOOL DISTRICT*	$ 15,614.63
	COR Inner Harbor - Master & Sub Proj #1 - 3rd Qtr PILOT Payment	
	Total:	$ 36,441.12

*Ratification of checks dated 10/9/2026