

County of Oswego Industrial Development Agency



DePaul Properties



Tailwater Lodge



The Rooftop at Litro



Tully's



AllSource Fire Supply



SG Ontario Sun PV



Annual Report
FY 8/1/20-7/31/21

Enabling Legislation

In accordance with New York State General Municipal Law article 18-A, the County of Oswego Industrial Development Agency was formed on April 25, 1973. Section 911-b constitutes the enabling legislation for the County of Oswego Industrial Development Agency.

Section 911-b: County of Oswego Industrial Development Agency

For the benefit of the County of Oswego and the inhabitants thereof, an industrial development agency, to be known as the COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY, is hereby established for the accomplishment of any or all of the purposes specified in title one of article eighteen-A of the General Municipal Law. It shall constitute a body corporate and politic, and be perpetual in duration. It shall have the powers and duties now or hereafter conferred by title one of article eighteen-A of the General Municipal Law upon industrial development agencies and provided that the exercise of the powers by such agency with respect to the acquisition of real property whether by purchase, condemnation or otherwise, shall be limited to the corporate limits of the county of Oswego, and such agency shall take into consideration the local zoning and planning regulations as well as the regional and local comprehensive land use plans. It shall be organized in a manner prescribed by and be subject to the provisions of title one of article eighteen-A of the General Municipal Law. Its members shall be appointed by the governing body of the county of Oswego. The agency, its members and officers and its operations and activities shall in all respects be governed by the provisions of title one of article eighteen-A of the General Municipal Law.

Board of Directors

Gary T. Toth
Chair

Nicholas M. Canale
Vice Chair

H. Leonard Schick
Secretary/Treasurer

Thomas Kells

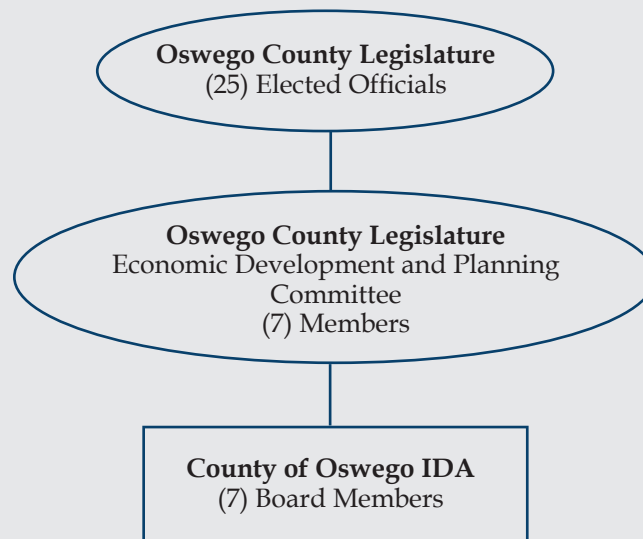
Morris Sorbello

Tim Stahl

Barry Trimble

L. Michael Treadwell, CEcD*
Chief Executive Officer

Kevin LaMontagne*
Chief Financial Officer



* Contracted administrative agreement with Operation Oswego County, Inc. for professional services.

Mission Statement

The County of Oswego Industrial Development Agency’s mission is to establish and implement sound economic development strategies in order to enhance the economic vitality of Oswego County’s businesses, industries, communities, and citizens, leading to an overall better quality of life. Key to the Agency’s mission is the creation and retention of job opportunities, diversification and strengthening of Oswego County’s economic base, and developing the local economy in a planned, organized, and environmentally compatible manner.

Goals

- To create new employment opportunities through the attraction of or the creation of new businesses;
- To create new employment opportunities through the expansion of existing businesses;
- To retain existing employment opportunities;
- To enhance and encourage capital investment by new and expanding businesses;
- To increase the County's tax base;
- To help stabilize and diversify the County's local economy;
- To help facilitate the development of essential services or businesses generally lacking in the County;
- To recognize the importance of the overall multiplier economic impacts of projects;
- To target financial assistance to key industrial clusters critical to the County's economy, including manufacturing, healthcare, education, tourism, energy, and agribusiness;
- To support the nuclear industry in Upstate New York through the Upstate Energy Jobs Coalition;
- To leverage the greatest level of private and non-IDA financial assistance as possible;
- To coordinate efforts to help improve the competitive position of businesses and spur initiatives that help to improve the overall business climate;
- To work cooperatively with local governments, economic development partners, and school districts to further economic development progress;
- To advance Oswego County's economy through regional cooperation and collaboration;
- To enhance media and educational outreach initiatives;
- To cooperate with the Oswego County Legislature to support the goals and objectives of the Economic Advancement Plan.
- To improve the quality of life in Oswego County.

Objectives

- The issuance of Private Activity Bonds (tax-exempt or taxable bonds) to finance eligible manufacturing and commercial projects. The issuance of Civic Facility Revenue Bonds (tax-exempt or taxable bonds) to finance eligible not-for-profit 501(c)(3) organizations' projects (subject to authorizing NYS legislation).
- To help support and work cooperatively with the Oswego County Civic Facilities Corporation to help finance eligible not-for-profit 501(c)(3) organizations' projects with Civic Facility Revenue Bonds.
- The issuance of tax-exempt bonds for pollution control facilities.
- The issuance of tax-exempt bonds for other projects that are eligible for financing in compliance with Federal and NYS legislation.

Objectives, cont.

- Providing to eligible and qualified businesses exemptions from real property taxes, sales and use taxes, and mortgage recording taxes consistent with the County of Oswego IDA's Uniform Tax Exemption Policy and in compliance with NYS legislation.
- Providing financial assistance to micro-enterprise businesses utilizing the County of Oswego IDA's Micro-Enterprise Economic Development Fund.
- Partnering with IDAs and EDOs in CNY to support the CNY REDC's efforts to secure CFA funding and utilize URI funding.
- Providing financial assistance to eligible and qualified businesses utilizing the County of Oswego IDA's PILOT Economic Development Fund and HUD Economic Development Fund.
- Utilizing the County of Oswego IDA's General Economic Development Fund and PILOT Economic Development Fund to enhance economic development initiatives and strategies.
- Providing financial assistance to eligible and qualified businesses utilizing the USDA Intermediary Relending Program (IRP).
- Serving as a conduit, as appropriate, to apply for and secure Federal and State government grants and/or loans for economic development projects.
- Working in collaboration with banks to support interim financing for eligible and qualified businesses that will be receiving permanent financing through the SBA 504 loan program in cooperation with Operation Oswego County, Inc.
- Assisting in acquiring, constructing, and renovating necessary and appropriate real estate, working in cooperation with Operation Oswego County, Inc., to enhance and further economic development, including industrial park properties, incubator facilities, speculative buildings, and sites, etc.
- Collecting and distributing PILOT payments to taxing authorities in accordance with the General Municipal Law of the State of New York.
- Complying with the State Environmental Quality Review Act (SEQRA) on all projects assisted by the County of Oswego IDA.
- Working in partnership with government, education, labor, business and economic development agencies to maximize development potential and sustainability of the economy in Oswego County.
- To be in compliance with all reporting and policy requirements specified by the NYS GML, NYS Office of the State Comptroller, NYS ABO and the NYS PAL.

Meetings Held

8/25/20	1/20/21
9/30/20	2/24/21
10/27/20	3/16/21
11/19/20	3/26/21
12/18/20	4/22/21
	5/20/21
	6/24/21
	7/29/21

Public Hearings Held

9/21/20	OYA Pulaksi, LLC
9/21/20	Strategic Domains, LLC
10/22/20	SG Ontario Sun PV, LLC
10/22/20	1313 CR 41, LLC
10/22/20	1388 CR 41, LLC
3/18/21	Tully’s Good Times Family, Inc.
4/8/21	Camelot Lodge, LLC (YMCA)
4/15/21	SSC Oswego II, LLC
4/15/21	Altmar Genesee, LLC
5/12/21	The Rooftop at Litatro
6/14/21	Liland Trade and Radiator Service, Inc.
6/14/21	Champlain Valley Specialty of NY, Inc.

Compliance & Reporting/Other Activities

- The ESDC Notification of Initial Allocation for the issuance of Private Activity Bonds for 2021 was \$4,294,937.
- IDA annual employment survey completed.
- Member of the Council of Development Finance Agencies.
- Returned \$955 to HUD as required for earned interest in 2020.
- Annual Financial Report and Audit Report filed with the NYS Office of the State Comptroller, County of Oswego and ESDC for FY ended 7/31/20.
- Maintained IDA website to comply with the Public Authorities Accountability Act (PAAA) (www.oswegocountyida.org).
- Continued an administrative agreement for professional services with Operation Oswego County, Inc. through 2022.
- Conducted “live streaming” of public hearings and board meetings subject to Open Meeting regulations. Modifications to the Open Meeting regulations, due to COVID-19, allowed the use of alternative methods.
- UTEP deviation notifications were filed with the taxing authorities for the following 10 projects:
 - OYA Pulaski, LLC - Town of Richland
 - Strategic Domains, LLC - City of Oswego
 - 1313 County Route 41, LLC - Town of Richland
 - 1388 County Route 41, LLC - Town of Richland
 - SG Ontario Sun PV, LLC - Town of Sandy Creek
 - Tully’s Good Times Family, Inc. - City of Oswego

Compliance & Reporting/Other Activities, cont.

- SSC Oswego II, LLC - City of Oswego
- Altmar Genesee, LLC - Town of Albion
- Camelot Lodge, LLC (YMCA) - City of Oswego
- Liland Trade and Radiator Service, Inc. - Town of Volney

- 49 Appointments of Project Operator or Agent (ST-60) filed with the NYS Department of Taxation and Finance for the following 17 projects:
 - 22 Crossroads, LLC - City of Oswego
 - 43 North Marina, LLC - Town of West Monroe
 - Allen Chase Enterprises - Town of Scriba
 - R.M. Burritt Motors - City of Oswego
 - Camelot Lodge, LLC (YMCA) - City of Oswego
 - Geo Hotel Co. (Water Park) - City of Oswego
 - Harbor View Square, LLC - City of Oswego
 - Litatro Building, LLC - City of Oswego
 - The Maples Assisted Living Facility, LLC - City of Fulton
 - Nine Mile Point Nuclear Station, LLC - Town of Scriba
 - Northland Filter International, LLC - City of Oswego
 - Sunoco Retail, LLC - Town of Volney
 - Page Material Management, LLC - Town of Scriba
 - Champlain Valley Specialty of NY, Inc. - Town of Oswego
 - Salmon River Solar, LLC - Village of Sandy Creek
 - Universal Properties of NY, LLC - Town of Mexico
 - East Lake Commons, LLC - City of Oswego

- Filed RP-412-a applications to all taxing authorities in accordance with Real Property Tax Law and General Municipal Law, Section 874, for the following 4 new projects:
 - SSC Scriba, LLC - Town of Scriba
 - SSC Oswego, LLC - Town of Oswego
 - DePaul Properties - City of Oswego
 - SG Ontario Sun PV, LLC - Town of Sandy Creek

- Filed RP-412-a applications to all taxing authorities in accordance with Real Property Tax Law and General Municipal Law, Section 874, for the following 3 amended projects:
 - Patterson Warehousing - City of Fulton
 - FX Caprara BJA - Town of Richland
 - 43 North Marina - Town of West Monroe

- Officers were: Gary T. Toth (chair), Nicholas M. Canale (vice chair), and H. Leonard Schick (secretary/treasurer).

- L. Michael Treadwell served as CEO and Kevin LaMontagne served as CFO. Performance evaluations were performed.

- Reviewed monthly loan and lease delinquent reports.

Compliance & Reporting/Other Activities, cont.

- Continued to follow NYSEDC Best Practice Recommendations.
- Six current IDA Directors, Counsel and the CEO have completed PAAA Training sponsored by the NYSEDC, NYS ABO, or other State approved training.
- In compliance with the Public Authorities Law, filed Budget Reports for FY ending 7/31/20, 7/31/21 and 7/31/22 with the NYS ABO and County.
- Reviewed and reaffirmed the following Agency's policies:
 - Annual Assessment Policy
 - Code of Ethics
 - Conflict of Interest
 - Cyber Security Citizens' Notification Policy
 - Delinquent Loan Policy
 - Disposition of Property Guidelines
 - FOIL Policy
 - Investment Policy
 - Loan Program - Interest Rate Policy
 - Minority and Women-Owned Business Enterprise Policy
 - Mission Statement and Performance Measures
 - Project Approval Policy
 - Procurement Policy
 - Recapture Policy
 - Sexual Harassment Policy
 - Solar Project PILOT Deviation Policy
 - Tax-Exempt Bond Post-Issuance Compliance Policy
 - Uniform Tax-Exempt Policy
 - Use of Discretionary Funds Policy
 - Whistleblower Policy and Procedures
- Complied with the filing of the Annual Certification of Code of Ethics and Annual Financial Disclosure Statement to the County of Oswego Board of Ethics.
- Goals of the Agency were not amended.
- CEO continued to be authorized to be the primary Authorizer Designation for PARIS.
- Continued the Disposition of Property Guidelines, no changes made, CEO continued to serve as the Contracting Officer as filed with the NYS OSC.
- Annual Report for FY ended 7/31/20 was approved and posted on the Agency's website.
- The Investment Policy was in compliance with the collateral requirements for FY ended 7/31/20.
- Conflict of Interest Policy Annual Affirmation Statements were completed.

Compliance & Reporting/Other Activities, cont.

- Grossman St. Amour CPAs, PLLC conducted the audit for FY ended 7/31/20.
- PARIS reporting for FY ended 7/31/20 was successfully completed.
- The Agency's approval to participate in the USDA Business & Industry Guarantee Programs as a "Non-Traditional Lender" was continued to be evaluated for projects.
- At the request of the Agency, the Oswego County Legislature has created a development corporation under 1411 of the NYS Not-for-Profit Law for the sole purpose of issuing Civic Facility Bonds for eligible 501 (c)(3) organizations. The Oswego County Civic Facilities Corporation was not active during the FY.
- Annual Board of Directors Confidential Evaluation of Board Performance was completed in accordance to the NYS ABO Policy Guidance for 2020.
- The Agency continued to operate the USDA Intermediary Relending Program for working capital and equipment.
- In compliance with Section 2824-a and Section 2800 of the PAL, the Agency's Mission Statement and Performance Measurements that were submitted to the NYS ABO remained unchanged.
- Continued the designation of the Secretary of State as an Agent for Service of a Notice of Claim pursuant to GML.
- Pursuant to Section 103 and Sections 142 and 144 of the Internal Revenue Code, a Tax-Exempt Bond Post-Issuance Compliance Policy was unchanged.
- The Upstate Energy Jobs Coalition was focused on supporting ongoing efforts to support the ZECs and constraints in the delivery system.
- COIDA's Authority Performance Measures Report for FY Ended 7/31/20 was finalized and filed with the State.
- Continued to support the City of Fulton's winning application for the Central NY Downtown Revitalization Initiative \$10 million competition in Round 4 of the DRI in conjunction with OOC.
- An application to the Northern Border Regional Commission by the County and Town of Volney was approved for \$500,000 and approval by the COIDA to commit \$250,000 for the Oswego County Airport and Airport Industrial Park sewer extension project in cooperation with the County, City of Fulton and Town of Volney remained in place. Construction is nearing completion.
- Acknowledgment of Fiduciary Duty are on file for all COIDA Directors.
- With the adoption of County Resolution 098, the 10% share to support and recapitalize the Agency's PILOT EDF was suspended and all 2020 County PILOTs collected were returned to the County.

Compliance & Reporting/Other Activities, cont.

- The COIDA is developing a 30,000 sf Manufacturing Start-up Facility on a 3-acre site in the City of Fulton at the former Nestle site. The Agency has retained C&S Companies to develop plans for the project. The Agency was awarded an \$850,000 CFA grant from ESDC in Round 9 (2019). The Agency was awarded \$860,000 in the Fulton DRI funding. The Agency has acquired the site from the City of Fulton. Site Plan Review approval has been achieved from the City.
- The COIDA supported the development of a COVID-19 Emergency Relief Program working in cooperation with OOC which administered the \$500,000 loan program to assist small businesses by providing loans up to \$10,000 for 6 months, no interest with an option to extend for 2 additional years at 3%. There were 43 businesses that participated in this program. OOC returned \$159,644 from loan payments to the Agency.
- COIDA has acquired property adjacent to the OCIP in the Town of Schroepfel that will add 185 acres to the successful industrial park.
- COIDA authorized \$35, 975 from the PILOT EDF to be used for REDI Local Matching Funds by Operation Oswego County.
- \$25,100 from the PILOT EDF was returned to the County in compliance with the Agency's Audit for excess funds over the \$2.5 million cap in uncommitted funds as of July 31, 2020.
- The PILOT Agreement for Attis Ethanol Fulton, LLC was terminated due to a default.
- The COIDA, in partnership with the County, retained C&S Companies to provide engineering services associated with applications for State and Federal funding for the WWTP and Conveyance Project key to the expansion of the OCIP in the Town of Schroepfel, for a contract amount of \$17,500.

Definitions for Types of Financial Assistance

- **MEP EDF**-- Micro Enterprise Program Economic Development Fund
- **PILOT EDF**-- Payment in Lieu of Taxes Economic Development Fund
- **General EDF**-- General Economic Development Fund
- **IRP EDF**-- Intermediary Relending Program Economic Development Fund
- **S/L**-- Straight Lease Transaction
- **HUD EDF**-- Housing and Urban Development Economic Development Fund
- **CFRB**-- Civic Facility Revenue Bonds
- **PAB**-- Private Activity Bonds
- **TB**-- Taxable Bonds

Project Assistance

Project	Location	Type	Projected Jobs		Financial Assistance		Total Project Cost \$	Status
			New	Ret.	Type	Amount \$		
Mother Earth Baby	Oswego City	Service	3	—	HUD EDF	35,000	91,410	Funded
Hannah's Creations	Granby	Service	2	—	MEP EDF	20,000	57,000	Approved
Liland Trade and Radiator Service	Volney	Mfg./Dist.	50	—	S/L	4,703,320	12,538,747	Approved
The Rooftop at Litatro	Oswego City	Service	14	—	PILOT EDF	150,000	422,500	Funded
Camelot Lodge (YMCA)	Oswego City	Mixed-use	15	—	PILOT EDF	200,000	2,045,000	Approved
					S/L	360,910		Approved
Tailwater Lodge	Albion	Service/Tourism	10	53	S/L	884,360	3,200,000	Approved
SSC Oswego II	Oswego City	Energy	—	—	S/L	263,280	3,526,000	Approved
Tully's Good Times Family, Inc.	Oswego City	Service	25	—	S/L	323,212	1,600,000	Approved
The Looking Glass Salon	Schroepfel	Service	6	5	MEP EDF	25,000	40,037	Funded
Wunderland	Scriba	Service	1	—	MEP EDF	16,000	21,800	Funded
Granger Landscape	Williamstown	Service	2	4	MEP EDF	25,000	121,920	Funded
					PILOT EDF	55,000		Funded
SG Ontario Sun PV	Sandy Creek	Energy	—	—	S/L	85,000	2,438,315	Leased
Omni Navitas 1388 County Route 41	Richland	Energy	—	—	S/L	229,000	6,762,000	Approved
Omni Navitas 1313 County Route 41	Richland	Energy	—	—	S/L	238,000	6,970,000	Approved
Pond Pit	Sandy Creek	Service	4	—	IRP EDF	99,500	199,000	Funded
Strategic Domains	Oswego City	Mixed-use	13	—	S/L	174,330	950,000	Approved
OYA Pulaski	Richland	Energy	—	—	S/L	594,044	8,320,000	Approved
AllSource Fire Supply	Hastings	Mfg.	2	—	MEP EDF	25,000	174,869	Funded
SSC Scriba	Scriba	Energy	—	—	S/L	160,000	4,030,000	Leased
SSC Oswego	Oswego	Energy	—	—	S/L	68,880	1,722,500	Leased
DePaul Properties	Oswego City	Housing	5	—	S/L	—	19,545,000	Leased
Total			152	62		8,734,836	74,776,098	

Financing Programs

Loans/Leases Paid in Full

Project	Location	Type	Original Fin. Date	Fin. Type	Amount \$
Fulton Tool	Fulton City	Mfg.	8/13	IRP EDF	83,660
Kleis Equipment	Constantia	Service	2/11	PILOT EDF	75,000
Laser Transit	Sandy Creek	Trans.	12/13	PILOT EDF	83,500
Murphy's Automotive	Oswego	Service	3/14	PILOT EDF	40,000
New Moon Telescopes	West Monroe	Mfg.	7/13	MEP EDF	25,000
Sashes & Lace	Richland	Service	3/11	PILOT EDF	50,000
Springside	Volney	HealthCare	12/00	Gen. EDF	97,500
Stevener Holdings	Hastings	Tourism	7/06	PILOT EDF	123,730
Tame the Wild Pro Dog	Albion	Service	7/11	MEP EDF	25,000

Bad Debt Loans/Leases

None to report.

Distribution of PILOT Payments - FY Ended 7/31/21*

	<u>Amount</u>	<u>%</u>
School Districts	\$25,555,379	66.8
City/Town/Village	\$ 2,224,000	5.8
County	<u>\$10,467,167</u>	<u>27.4</u>
<u>Total:</u>	\$38,246,546	100.0

*Inclusive of all PILOTs (RP-412-a). PILOT payments represented 77.8% of normal tax constituting a net exemption of 22.2%

Statement of Revenues and Expenditures and Changes in Net Position - FY Ended 7/31/21

Revenues	
Charges for services	\$ 327,090
Interest income	121,202
Payments in lieu of taxes	—
Rental income	15,478
Refund of prior year expense	11,250
Federal Funds – loan repayments	171,736
Other revenues	156,918
Total revenues	803,674
Expenditures	
Administration	350,000
Professional fees	123,018
Grants and development	2,300
Loan issuance/Bad debt/Loss on sale of asset	103,250
Other expenses	39,008
Total expenditures	617,576
Change in net position	186,098
Net position – beginning of year	17,722,153
Net position – end of year	\$ 17,908,251

Note: Audit Report is available at www.oswegocountyida.org.

Statement of Net Position - FY Ended 7/31/21

Assets

Cash	\$ 10,655,151
Loans/lease receivable	7,406,228
Accounts Receivable	—
Project Assets, net	1,926,302
Total Assets	\$ 19,987,681

Liabilities

Accounts Payable	\$ 22,121
Loan Payable	635,123
Mortgage Payable	—
Deferred inflows of resources	1,422,186
Total Liabilities	\$ 2,079,430

Net Position

Net Investment in Capital Assets	\$ 1,926,302
Restricted Cash	7,523,614
Restricted Loans Receivable	5,132,063
Unrestricted	3,326,272
Total Net Position	\$ 17,908,251

Note: Audit Report is available at www.oswegocountyida.org.

Schedule of Bonds/Notes - FY Ended 7/31/21

Details are provided in the Audit Report which is available at www.oswegocountyida.org.

Internal Control Structure and Procedure - FY Ended 7/31/21

Details are provided in the Audit Report which is available at www.oswegocountyida.org.

Compensation Schedule - FY Ended 7/31/21

Not applicable; IDA had no employees.

Real Property Owned - FY Ended 7/31/21

Property	Address	Tax Map ID	Size (Acres)
Lake Ontario Industrial Park	249A Mitchell St., Oswego	110.68-01-01.01	49.4
Peck Road Site	Peck Road, Richland T.	071.00-02-28.01	14.25
Columbia Mills	St. Rt. 48, Minetto T.	183.02-02-04.02	89.4
Huhtamaki Site	411-419 First St., Fulton	253.24-01-02	1.66
Former Miller	Owens Road, Volney T.	254.00-05-04.05	73.0
Former Miller WWTP	Owens Road, Volney T.	254.00-05-04.09	142.74
OCIP Expansion Site A	112 Harris Dr., Schroepfel	289.00-02-04	170
OCIP Expansion Site B	Off St. Rt. 481, Schroepfel	289.00-01-22.12	12.19
OCIP Expansion Site C	Off Harris Dr., Schroepfel	289.00-01-24.2	7.7
Nestle Manufacturing Site	S. Seventh St., Fulton	253.26-02-01.08	3

Real Property Disposed of During FY Ended 7/31/21

One property was sold during the fiscal year that was located at 11 Northstar Blvd. in the Town of Oswego. The Tax Map ID# was 163.00-01-20.05. The property was 8.34 acres and had no improvements on it. The property was sold on 10/30/2020 to Dustin Barbera of Premium Construction Services for \$6,500.00 for the purpose of building a headquarters for his expanding construction business. According to the Oswego County Real Property Tax Service, the "Full Market Value" of the property was \$5,100. The IDA had originally acquired the property through foreclosure as it was collateral for a bad debt on 12/28/2018 from Matt Magrisi. The property is currently in the process of being developed by Premium Construction Services, after significant cleanup and clearing of the property, for his commercial project.

Code of Ethics

See Code of Ethics Policy listed on website at www.oswegocountyida.org.

Approval and Certification for FY Ended 7/31/21

The Annual Report of the County of Oswego IDA was approved by the Board of the Agency on October 26, 2021.

The information contained in the Annual Report for the County of Oswego IDA for FY ended 7/31/21 represents an accurate, complete and fair presentation of the Agency's activities and financial position. In compliance with the PAAA, this report will be provided to the Chair of the Oswego County Legislature, to the NYS Authority Budget Office, and be posted on the Agency's website www.oswegocountyida.org.

Certified by:  10/26/21
Gary T. Toth, Chair

 10/26/21
H. Leonard Schick, Secretary/Treasurer

 10/26/21
L. Michael Treadwell, CEO

This institution is an equal opportunity provider, and employer. To file a complaint of discrimination, write:
USDA, Director, Office of Civil Rights, 1400 Independence Avenue, S.W.
Washington, D.C. 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD).