



**To:** SEDCO Board of Directors  
**From:** Eric Ennis  
**Date:** May 23, 2022  
**Re:** SEDCO Board of Directors Meeting Agenda – May 24, 2022

---

The Syracuse Economic Development Corporation **Board of Directors Meeting on Tuesday, May 24, 2022 at 4:00 PM held via Webex:** <https://syrgov.webex.com/syrgov/j.php?MTID=mbb6633cff024161502aa89d08f1fd55e>

**I. Call Meeting to Order**

**II. Roll Call – 1**

Welcome Vaughn Davis, *Business Loan Manager*

**III. Proof of Notice - 2**

**IV. Minutes – 3**

Approval of minutes from the April 26, 2022 Board meeting.

**V. New Business –**

**ARPA Lending Programs Community Impact Fund Requests – 4**

Review and discussion of the loan financing requests submitted as part of the American Rescue Plan Act (ARPA) Community Impact Fund for consideration.

Project Requests under Consideration:

1. Salina 1<sup>st</sup>, LLC
  - Attachment: *Memo to Board of Directors*
2. La Roasteria, Inc.
  - Attachment: *Memo to Board of Directors*
3. Women’s Economic Institute
  - Attachment: *Memo to Board of Directors*
4. African & Caribbean Market
  - Attachment: *Memo to Board of Directors*
5. Acropolis Center, LLC
  - Attachment: *Memo to Board of Directors*

**ARPA Lending Programs Micro-enterprise & Small Business Assistance Fund Requests – 5**

Review and discussion of funding requests received for the ARPA lending programs.

Attachment:

1. *Applicant summary of funding requests*

**VI. Adjourn**



PLEASE POST

PLEASE POST

PLEASE POST

**PUBLIC MEETING NOTICE**

**THE SYRACUSE ECONOMIC DEVELOPMENT CORPORATION**

**HAS SCHEDULED**

**A**

**BOARD OF DIRECTORS MEETING**

**ON**

**TUESDAY, May 24, 2022**

**AT 4:00 PM.**

**VIA WEBEX**

**Meeting Link:**

**<https://syrgov.webex.com/syrgov/j.php?MTID=mbb6633cff024161502aa89d08f1fd55e>**

**VIA Phone**

**+1-408-418-9388**

**Access Code: 2332 305 7131**

**For more information, please contact Eric Ennis at [EEnnis@syrgov.net](mailto:EEnnis@syrgov.net)**

**Minutes**  
Syracuse Economic Development Corporation  
Board of Directors Meeting  
Tuesday, April 26, 2022  
4:00 – 5:00 PM

---

Meeting was held via Webex  
Syracuse NY 13202

---

**Board Members Present:** Jennifer Tifft, Richard Driscoll, Patrick Lannon, Steve Gross, Nick Petragani, Sheena Solomon, Michael Greene, Andrew Fish, and Karolina Marcinkowski.

**Board Members Excused:** Mark Barbee, Ashanti Dickerson.

**Staff Present:** Eric Ennis, Fred Marty, Esq., Jacky Duong, Cole King, Brianca Hill, Mike Lisson, Kyle Norton.

---

**I. Call Meeting to Order**

Ms. Driscoll called the meeting to order at 4:09 PM.

**II. Roll Call**

Mr. Driscoll acknowledged that all Board Members were present except for Mark Barbee and Ashanti Dickerson, who were excused.

**III. Proof of Notice**

Ms. Tifft made note acknowledging proof of notice was out in a timely manner.

**IV. Minutes**

Ms. Tifft asked for a motion approving the minutes from the April 26, 2022 Board meeting.

Mr. Gross made the motion. Ms. Solomon seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED THE MEETING MINUTES FROM APRIL 26, 2021.**

**V. New Business**

**2021 Organizational Audited Financial Statements**

Mr. Ennis introduced Michael Lisson and Lyle Norton, who conducted the 2021 financial audit of SEDCO on behalf of Grossman St. Amour, CPA's.

Mr. Lisson and Mr. Norton provided an overview of the 2021 audit, including a summary of loan activities, as well as the change in net position for the organization, which was positive due to an

increase in available cash and interest income collected through loans made by the corporation. He made note of activities that occurred in 2021, including the Landmark Theatre Loan using ARPA funds, as well as grant investments made through the Covid-19 Small Business Grant fund, which was funded using City of Syracuse Community Development Block Grant (CDBG) dollars.

Mr. Norton also noted that a single compliance audit will be required for the 2021 financials due to federal funds provided to the corporation that exceeded \$750,000. This additional audit will be completed later this calendar year and the results will be shared with the SEDCO Board.

Ms. Lannon made the motion. Mr. Greene seconded the motion. **ALL BOARD MEMBERS PRESENT UNANIMOUSLY APPROVED THE 2021 AUDITED FINANCIAL STATEMENTS.**

#### **American Rescue Plan Act (ARPA) Lending Progress Report**

Mr. Ennis provided an overview of the data that has been received and compiled as part of an electronic survey that has been created and shared with each of the SEDCO ARPA lending awardees and recipients. In total, 62 businesses have been approved for assistance comprised of the Micro-enterprise Assistance Fund as well as the Small Business Assistance Fund. In total, these approvals total approximately \$657,000 in ARPA funds.

Mr. Gross asked if there was capability to analyze the percentage portion of the overall ARPA funds that are made to minority and women small borrowers.

Mr. Ennis confirmed this analysis can and would be completed, and also noted further updates and information would be provided to the board as SEDCO borrowers continue to complete the survey and data becomes more comprehensive.

#### **Organizational Updates**

Mr. Ennis shared that the City of Syracuse Department of Neighborhood & Business Development has hired for the position of Business Loan Manager, which will spend the majority of their time working to support SEDCO. The individual, Vaughn Davis, will begin working later in April and will be introduced at our next board meeting.

Mr. Ennis also noted that he would be working with SEDCO staff and the board to create a more consistent meeting schedule and would be sending out calendar invitations in advance to reflect based on available times that work best for board member availability.

#### **VI. Adjourn**

Ms. Tiff asked for a motion to adjourn the monthly board meeting. Ms. Solomon made the motion. Mr. Gross seconded the motion. **ALL BOARD MEMBERS PRESENT APPROVED TO ADJOURN THE MEETING.**

The meeting adjourned at 4:58 PM.



May 23, 2022

Memorandum To: SEDCO Board of Directors  
From: Eric Ennis  
Re: Salina 1<sup>st</sup>, LLC  
SEDCO Loan Request – \$200,000.00

---

**Background:**

Salina 1<sup>st</sup> is a new construction mixed-use development has been in the planning stages for several years since the project was first announced in 2018. Located at 1081 South Salina Street, the project is within Syracuse’s Southside neighborhood, in the midst of several other ongoing developments, including the recently completed JMA Wireless 5G campus, as well as the STEAM School at the former Central Tech High School. The area, known as the “Southwest Gateway”, is an area that is undergoing significant investment after decades of lack of economic opportunity. The Salina 1<sup>st</sup> project involves several locally based minority-owned businesses that will anchor the project and generate new job creation and business incubation to the South Salina Street corridor.

**Proposed Project:**

The Salina 1st Project is a mixed use project of light industrial, retail, office and residential. The light industrial space will be owner occupied and will create at least 13 new jobs; a commercial kitchen will be installed for general community use and the retail anchor tenant. Retail will be occupied by a local business that will hire 5 new employees and office space is anticipated to house Brackens Financial Services Network with anticipated growth of employment opportunities.

The applicant will own, develop and operate a mixed-use new construction project of approximately 53,000 square feet of space under roof, 70+ parking spaces and a solar photovoltaic power generation facility. The project will consist of approximately 5,500 square feet of retail space, 5,500 square feet of office/incubator space, 16,500 square feet of residential space (16 two-bedroom units and 8 one bedroom units) and 23,400 square feet of light industrial space. The project is being built in an Opportunity Zone as well as a Brownfield Opportunity Area (BOA). The project site is comprised of 2 acres of vacant land purchased from the Syracuse Industrial Development Agency (SIDA) in 2019.

The applicant is seeking assistance from SEDCO to assist with site work and pre-development expenses that will allow work to commence this summer, with initial work anticipated to commence on June 1, 2022. The timing of this request for financing consideration from SEDCO will assist the project team with the ability to begin site work and begin payments for crews that will be on hand completing early stages of the site work. The project has a variety of sources committed to the project, including construction financing from PathFinder Bank, as well as a variety of grants from the New York State Regional Economic Development Council (REDC) National Grid, as well as brownfield tax credits.

**Loan Request:**

The funds received from SEDCO will be used for a combination of uses including site work construction involving the excavation and new water and sewer infrastructure connections to South Salina Street, as well as maintenance and landscaping expenses. Site work and demolition funding will be employed for removal of stumps on site that must be removed in order to undertake the excavation in order to properly clear the land for new construction. A portion of the SEDCO funds would also be used for attorney's fees.

## **SOURCES & USES:**

### Project Budget:

a. Land/Property Acquisition	\$ 75,000
b. Site Work	\$ 1,853,600
c. Building construction & renovation	\$ 6,763,001
d. Soft costs	\$ 168,800
e. Engineering / Architect Fees	\$ 831,267
f. Legal & Permitting Fees	\$ 351,160
g. Management / Developer Fee	\$ 320,000
h. <u>Other costs (insurance, financing costs)</u>	<u>\$ 1,140,751</u>
<b>TOTAL INVESTMENT</b>	<b>\$11,334,779</b>

### Project Sources:

a. Owner Equity	\$ 925,000
b. Permanent Loan	\$ 5,559,733
c. Brownfield Tax Credits	\$ 1,900,000
d. National Grid + NYSEDA Grants	\$ 1,250,000
e. Empire State Development REDC Grant	\$ 1,300,000
f. CNY RPDB Loan	\$ 200,000
g. <u>SEDCO Loan Financing</u>	<u>\$ 200,000</u>
<b>TOTAL INVESTMENT</b>	<b>\$11,334,779</b>

## **Impact of Covid-19:**

The principals behind the Salina 1<sup>st</sup> project were in serious discussions with a million dollar investor when COVID hit. The investor stepped back to reevaluate and was concerned with their portfolio given the market crash. This has been a hindrance to approaching and securing investment funds while focus has been on health and economic situation and thus delayed the project commencement. This delay caused by the pandemic has also restricted our ability to provide occupancy dates to potential tenants. The SEDCO funding will help Salina 1st to get the construction started and the forward movement needed to secure funding and give us the opportunity to provide occupancy dates with tenants.

## **Borrower:**

There are three principals behind the applicant entity Salina 1<sup>st</sup>, LLC – each of whom are directly involved in the development project. Gail Montplaisir, Emmanuel Henderson, and Eli Smith.

Gail Montplaisir is the President of Salina 1<sup>st</sup> LLC, and an experienced real estate developer has since been involved in the acquisition, development and equity financing of real property in excess of \$200 Million including the acquisition, management, renovation and sales of over 2,000 residential and commercial, apartment and condominium units. She is the owner of Taurus Development, and has been involved in projects in Chicago, Miami, Virginia, Maryland and Washington, DC.

Emanuel Henderson is the CEO of JHP Industrial Supply Co. this family owned business based in Syracuse specializing in plumbing material and supply inventory. The business is already located within the Southside neighborhood at 321 Taylor Street and has grown to be one of the largest and most comprehensive MWBE businesses in Central New York.

Eli Smith is owner and CEO of E. Smith Contractors, a construction company as well as So Gone Trash Removal – both are MWBE firms based in Syracuse. In 2016, Eli attended the Goldman Sachs 10,000 Small Business Program at Babson College in Massachusetts – where he was first introduced to Gail Montplaisir. He successfully completed the entrepreneurship program and has continued to be involved in advocacy for his and other small businesses as well as using the principles and connections forged during the program to expand his business and his ambitions.

**Collateral:**

SEDCO would seek to hold a subordinate mortgage lien on the property for the amount of the loan. A personal guarantee from each of the principals (G. Montplaisir, E. Henderson, and E. Smith) would also be secured as the owners of the borrowing entity.

**Recommendation:**

The project team met with the ARPA review committee, which is recommending that the Board of Directors approve this requested loan amount as presented. The project has experience considerable delays, challenges with securing investors, and has addressed cost overruns all caused by the Covid-19 pandemic, but the project is now in a position to move forward.

Based on the maximum terms available as part of the Community Impact Fund, SEDCO would structure the interest rate at 2.0% for this loan, with a term of a fifteen (15) years (180 months). Following discussion with the ARPA review committee, the first 18 months would be an interest-only period in order for the project to fully get underway prior to principal and interest payments being collected.



May 23, 2022

Memorandum To: SEDCO Board of Directors
From: Eric Ennis
Re: La Roasteria, Inc.
SEDCO ARPA Community Impact Fund Loan Request - \$200,000.00

Background:

La Roasteria Inc. (dba Café Kubal) is a locally based coffee that first launched in 2004 and has grown to open numerous locations throughout Central New York. The owner, Matt Godard, has worked with SEDCO previously in the wake of the Covid-19 pandemic. The business has worked to retain several cafes during Covid-19, and also took measures to close locations that we no longer financially viable over the past two years. The business is currently looking at ways to modify its business model, which includes additional amenities for later evening hours with bar service in order to complement shows and entertainment venues on Salina Street such as the Landmark Theatre and RedHouse.

Proposed Project:

The applicant is seeking for financial assistance to complete renovations and improvements to two locations (one existing and one new café) both located in Syracuse. The first, expansion of the 401 South Salina Street in the Dey’s Building in Downtown Syracuse, will make sure of the building lobby space for additional café/bar operations. Additionally, Café Kubal will open a new location at 2216 East Colvin Street in the Outer Comstock Neighborhood. Work on these locations is currently underway and SEDCO financing is being sought to help with the cost of the improvements, including finishes for the new location and expanded cafes, including furniture, fixtures and equipment (FFE). The applicant is working with an architect to complete the designs for each café project, and will be using a series of subcontractors to complete various elements of the scope of work.

Loan Request:

La Roasteria, Inc. is requesting \$200,000 in financing from the Community Impact Fund to provide the necessary capital for the expansion of its existing café located at 401 South Salina Street, as well as for buildout and finishes related to a new café opening at 2216 East Colvin Street. The proposed sources and uses below is the combined cost for both café spaces.

Sources & Uses:

Project Budget:

Table with 2 columns: Item, Amount. Rows include Demolition / Site Work (\$4,000), Building Renovation (\$25,000), Café Equipment (\$125,000), Furniture & Fixtures (\$13,500), Architectural Fees (\$2,500), Permitting Fees (\$5,000), Legal Fees (\$25,000), and a total of \$200,000.

Project Funding:

Table with 2 columns: Item, Amount. Row includes SEDCO ARPA Financing (\$200,000) and a total of \$200,000.

**Borrower:**

Matthew Godard is the founder of Café Kubal, which has grown to 6 locations through Central New York since starting in 2004. Matt is the sole owner of La Roasteria, Inc. and the business has displayed consistent growth in sales each year since launching the business. The business showed financial losses in 2020 and 2021, but has received considerable support through programs such as the Payment Protection Program (PPP) as well as assistance from the SEDCO Covid-19 Emergency Loan Fund. As shown in the interim financials, the size of the loss diminished in 2021 as the business continues to exit the pandemic. The business has remained active and engaged throughout the time since the SEDCO loan financing was issued in April 2020 in order to support the longevity of the business.

**Impact of Covid-19:**

Since 2020, the business made the decision to close locations in the Hotel Syracuse and on University Hill. Other locations such as Salina Street and James Street in Eastwood have remained open through most of the pandemic to retain those jobs. This loan request presented to SEDCO is part of new strategic investments Café Kubal is making that are intended to grow the business and rebuild its workforce.

**Recommendation:**

The applicant met with the ARPA review committee, which is recommending approval of the loan as presented, with an interest rate of 2.0% for this loan, with a term of 15 years (180 months) which falls within the term of the lease agreement the café has for the lease space. The loan would be collateralized through a personal guarantee from the borrower.

The project will facilitate the renovation of a longtime coffee shop anchor in Downtown Syracuse that has remained open throughout the Covid-19 pandemic, while empowering the business to pursue new opportunities with the existing Salina Street location, and open a new location on Syracuse's Eastside.



May 23, 2022

Memorandum To: SEDCO Board of Directors  
From: Eric Ennis  
Re: Women's Economic Institute  
SEDco ARPA Community Impact Fund Loan Request – \$200,000.00

---

**Background:**

In January 2021, the Women's Economic Institute (WEI) was approved by the Greater Syracuse Land Bank for the purchase and development of two sites located on the 1500 Block of South Avenue, in the South Avenue business corridor. The project team is proposing the new construction of several mixed-use buildings that would include affordable senior housing and commercial space, including a small business incubator that will be operated by the applicant, a not-for-profit organization that is dedicated to supporting minority women entrepreneurs and growing small businesses. Known as the "Southside Renaissance Project", the project is being developed by Charlene Tarver, Executive Director of the Women's Economic Institute, and Raymond Nix, a developer based in the Washington DC Area. Local design firm 'In Architects' is also involved as part of the project team and has been developing site plans, floor plans, as well as project renderings.

**Proposed Project:**

The *Southside Renaissance Project (SRP)* will jointly develop two adjacent parcels of land— 0.5 acres and 0.6 acres (total site area 48,601SF)— on South Avenue, with mixed-use residential and commercial storefronts earmarked for minority-owned businesses and 56 units of senior rental housing at 600SF-1000SF per unit. The build out will additionally include residential and retail parking, a community courtyard, and a roof top viewing/event deck and garden space. The specific sites identified for development are:

***Site 1 – 1532-1554 South Ave and Eastman Avenue (4 Existing Buildings; all 4 be demolished)***

Proposed: 4 story building, lower-level commercial space (6,970SF) and residential lobby, upper-level apartments, upper viewing community garden (75% 1 bedroom units and 25% 2 bedroom units—600 to 1000 SF)

***Site 2 – 1525-1539 South Avenue and Colvin Street (Vacant Lot)***

Proposed: 3 story building, lower-level commercial space (5,070SF) and residential lobby, upper-level apartments (65% 1 bedroom units and 35% 2 bedroom units—600 to 1000 SF)

The individual 1st floor commercial spaces (totaling 12,040SF combined) will house incubator/accelerator, restaurant and retail space, and service-based businesses. The project will also include a visual arts center along with art installations for placemaking and community building/gathering. In total, the project will include 6-8 structures and 3-4 stories between the two adjacent parcels.

**Loan Request:**

The funds received from SEDCO will be used for a combination of uses including expenses related to architectural design and pre-development expenses including environmental reports, in order to allow the project to advance to next steps with proper documents and plans for submitting a Low Income Housing Tax Credit (LIHTC) application. A series of other funding sources, locally and national, have been identified by the applicant, and the plans and information developed with the use of SEDCO funds will support ongoing efforts to apply for and secure available resources for project support.

**SOURCES & USES:**

Project Budget:

a. Land/Property Acquisition	\$ 165,200
b. Site Work	\$ 850,000
c. Building construction & renovation	\$10,059,241
d. Equipment	\$ 56,000
e. Furniture & Fixtures	\$ 56,000
f. Engineering / Architect Fees	\$ 879,021
g. Legal Fees	\$ 125,000
h. Permitting Fees	\$ 365,516
i. Management / Developer Fee	\$ 1,983,330
j. <u>Other costs (insurance, operating expenses etc.)</u>	<u>\$ 1,005,663</u>
<b>TOTAL INVESTMENT</b>	<b>\$15,624,941</b>

Project Sources:

a. Permanent Loan	\$ 3,397,222
b. Tax Credit Equity	\$ 5,669,938
c. National Grid Grant Program	\$ 250,000
d. Empire State Development REDC Grant Request	\$ 1,500,000
e. Charitable Grants	\$ 1,407,781
f. <u>SEDCO Loan Financing</u>	<u>\$ 200,000</u>
<b>TOTAL INVESTMENT</b>	<b>\$15,624,941</b>

**Impact of Covid-19:**

The project was in the early planning stages at the time when the Covid-19 pandemic first reached Central New York. Since that time, WEI has relocated and established a new office and programming space to serve as a small business incubator on Syracuse's Near Westside. The project team has continued working to accelerate development of the Southside Renaissance Project, with the building now under contract with the Land Bank.

**Borrower:**

The Women's Economic Institute has been operational since 2017, and is currently based on the Near Westside. The organization is strategically focused in building generational wealth in urban cities through equal pay policy for women and girls of color, business growth, job creation, and community revitalization. The WEI serves women entrepreneurs and young adults in highly marginalized communities through targeted economic development and affordable housing strategies; in turn enhancing small business growth, revenue generation, college attainment, workforce stabilization, and overall quality of life. The WEI also provides clients effective entrepreneurial training, skills-based workforce programming, and access to information, networks, capital, and nontraditional careers. Charlene Tarver and Raymond Nix will serve as co-developers behind the project and new construction of the South Ave properties.

**Collateral:**

SEDCO would seek to hold security interest in the pre-development materials that are being drafted and developed as part of the planning process currently underway, and which SEDCO funds are being asked to assist with. This includes but is not limited to: architectural designs and permitted drawings, environmental assessment reports, and engineering studies. By securing collateral with this information, SEDCO will have the ability to retain the documentation that is critical in order for the development project to advance and proceed.

**Recommendation:**

The applicant met with the ARPA Review Committee, which has recommended approval of this loan request amount as presented, with contingencies in place that will empower SEDCO staff to assist and use any approved loan financing to advance the development project. The project is still in the early stages of planning, and is currently still developing project documentation and plans necessary in order to secure critical funding sources including tax credits and available economic development program funds. The SEDCO request would provide seed capital necessary in order for the project to achieve next steps. SEDCO staff would work with the Greater Syracuse Land Bank, and other appropriate partners to closely monitor the use of funds, and ensure the project is continuing to achieving project milestones on any eligible expenses prior to disbursement.

The project will also create infill development opportunities on the South Avenue corridor, a primary business corridor included as part of the City of Syracuse's Resurgent Neighborhoods Initiative. The Land Bank owned sites on the 1500 Block of South Avenue were identified as development opportunities as part of the City's South Avenue market opportunity study that was intended to support new economic development efforts along the corridor.

Based on the maximum terms available as part of the Community Impact Fund, SEDCO would structure the interest rate at 2.0% for this loan, with a term of a fifteen (15) years (180 months). The first 12 months would be an interest-only period in order for the project to fully get underway prior to principal and interest payments being collected.



May 23, 2022

Memorandum To: SEDCO Board of Directors  
From: Eric Ennis  
Re: African & Caribbean Central Market  
SEDCO ARPA Community Impact Fund Loan Request – \$170,000.00

---

**Background:**

African & Caribbean Central Market is longtime retail market and food store that has been an anchor on the North Salina business corridor. The business was founded by Roselinda Abbey, who immigrated to Syracuse from Ghana and is now based in the Syracuse area. The applicant purchased a new commercial building located at 706 North Salina Street in order to relocate the market business and accommodate new growth by having a larger space. The building was purchased in 2020, in the midst of the Covid-19 pandemic.

**Proposed Project:**

Since the acquisition, the applicant has been working on renovations to the ground floor space in order to combine two separate retail spaces into one central storefront on the ground floor. The applicant has been working to complete these renovations, already completing Phase I with assistance from an architect (Daniel Manning) as well as assistance from a general contractor (Rich & Gardner). Phase I of the renovations is now complete, and the project is now seeking the financing necessary to move into the second phase. The applicant has been working closely with CenterState CEO and Northside UP to receive technical assistance in order to facilitate the renovation and relocation.

The request for assistance related to the project is known as Phase II, and will include the installation of doors and windows, all finishes for the retail storefront, as well as the repair and testing of an elevator required to access the upper floors of the building. The financing being sought through SEDCO will ensure the store can complete its relocation and allow to open later this summer.

**Loan Request:**

The applicant is requesting \$170,000 in order to complete the Phase II renovation, and allow the business to complete the buildout and relocation of the African and Caribbean Market in order to establish a new, larger retail location on the North Salina business corridor.

**SOURCES & USES:**

Project Budget:

a. Property acquisition	\$ 260,000
b. Architectural & Design Fees	\$ 6,600
c. Site work / demolition	\$ 83,500
d. Building construction & renovation (Phase I)	\$ 36,463
e. Building construction & renovation (Phase II)	\$ 149,000
f. Asbestos abatement	\$ 8,937
g. Elevator repair and testing	\$ 10,000
<b>TOTAL INVESTMENT</b>	<b>\$ 554,500</b>

Project Sources:

a. Owner Equity	\$ 69,500
b. Loan Financing   NDC Grow American Fund	\$ 315,000
c. <u>SEDCO Loan Financing</u>	<u>\$ 170,000</u>
<b>TOTAL INVESTMENT</b>	<b>\$ 554,500</b>

**Impact of Covid-19:**

The applicant was in the midst of completing the acquisition and purchase of the building when the Covid-19 pandemic reached Central New York. The business has moved ahead with the renovation and work with the architects and contractors to proceed despite cost overruns and increases in labor and construction materials. The retail market and food store has remained open throughout the pandemic, and has provided an essential service with grocery and food amenities supporting Northside households, especially for the immigrant and the New American population.

**Borrower:**

Roselinda Abbey is the sole owner of African & Caribbean Central Market LLC. She also owns another mixed use building on the same block as this project located at 740 North Salina Street. This was the original location of the store before she outgrew her space.

**Collateral:**

SEDCO would seek to hold a subordinate mortgage lien on the 706 North Salina Street property for the amount of the loan. A personal guarantee from Roselinda Abbey would also be secured as the owners of the borrowing entity.

**Recommendation:**

The applicant met with the ARPA review committee, which is recommending that loan request be approved by the SEDCO Board as presented. Based on the maximum terms available as part of the Community Impact Fund, SEDCO would structure the interest rate at 2.0% for this loan, with a term of a fifteen (15) years (180 months). The first 6 months would be an interest-only period in order for the project to fully get underway prior to principal and interest payments being collected.

The project has moved forward with the completion of initial repairs in the midst of Covid-19, and is poised for completion of Phase II with sufficient financing support. The project will activate a storefront in the middle of the North Salina Street corridor, and result in a larger and improved retail market that is an anchor to the Northside community.



May 23, 2022

Memorandum To: SEDCO Board of Directors  
From: Eric Ennis  
Re: Acropolis Center, LLC  
SEDCO ARPA Community Impact Fund Loan Request – \$100,000.00

---

**Background:**

Acropolis Center, LLC is a real estate development company established in 2018 and is the entity that owns 333-359 S. Salina Street. The building, known as “Acropolis Center” is located in the heart of downtown on Salina Street. The property was purchased by Ryan Benz and Steve Case, who have initiated a full redevelopment in order to modernize the building and address vacancy since the relocation of several longtime tenants, such as the Alexander and Catalano Law Firm.

**Proposed Project:**

The Acropolis Center, LLC project will focus specifically on the exterior enhancements as part of an ongoing redevelopment of this mixed use building in order to welcome new retail and office tenants to downtown. The project will consist of recladding and redesigning of the original awning located on the building facade in front of the property. This design has existed since the conversion of the building from a retail department store into an office building in the 1980’s. The applicant is seeking to give the awning a more modern look and to help in their efforts in soliciting tenants to rent their space.

The building will soon welcome a bookstore, as well as two additional commercial tenants in order to activate the remaining available storefronts. The applicant is also updating the finishes in the lobby by replacing the tiles, carpet, interior finishes, and light fixtures to give the building a fresher look on the inside.

**Loan Request:**

The applicant is seeking financing from SEDCO that will be used to support ongoing exterior renovations to the building façade, as well as interior improvements as the facility prepares to welcome new retail and storefront tenants into the building. The exterior enhancements such as new marquee and awnings will directly improve the streetscape and visual appearance of the building and the 300 Block of South Salina Street.

**SOURCES & USES:**

Project Budget:

a. Building Construction & Renovation (SEDCO)	\$ 100,000.00
b. <u>Engineering/ Architect Fees</u>	<u>\$ 20,000.00</u>
<b>TOTAL INVESTMENT</b>	<b>\$ 120,000.00</b>

Project Sources:

a. SEDCO Community Impact financing	\$ 100,000.00
b. <u>Owner Equity</u>	<u>\$ 20,000.00</u>
<b>TOTAL INVESTMENT</b>	<b>\$ 120,000.00</b>

**Impact of Covid-19:**

Over the past two years, the applicant and the property in question have faced significant challenges due to the impact of Covid-19. The pandemic resulted in the loss three tenants that are in the retail industry (Rainbow Kids, Cricket and StreeTgame). These stores witnessed a decline in sales during Covid lockdowns, but were also directly impacted and closed down following looting that occurred in Downtown Syracuse in June 2020.

**Borrower:**

There are two principals behind the applicant entity Acropolis, LLC: Ryan Benz and Steve Case – each of whom are 50% owners of the applicant entity and are directly involved in the development project. Both individuals are involved in real estate development throughout Syracuse. Mr. Case is involved in numerous real estate development projects, and is the owner of Acropolis Realty and Development. Mr. Benz works as part of the Acropolis Development Team, and is also the owner and entrepreneur of Oh My Darling Restaurant.

**Collateral:**

SEDCO would seek to hold a subordinate mortgage lien on the 333-359 S. Salina Street property for the amount of the loan. A personal guarantee from Ryan Benz and Steve Case would also be secured as the owners of the borrowing entity.

**Recommendation:**

The applicant met with the ARPA review committee, which is recommending that the Loan Committee approve this loan amount as presented. The project is located in the heart of Downtown Syracuse and South Salina Street. The project is complementary to other investments made by SEDCO in recent years, including the Landmark Theatre marquee and Dey's Plaza, both of which are immediately adjacent to this project site. The project will also result in several new retail tenants and activate storefronts that are vital to the health of Salina Street following the impact of Covid-19 and the loss of multiple small businesses within Downtown Syracuse.

Based on the maximum terms available as part of the Community Impact Fund, SEDCO would structure the interest rate at 2.0% for this loan. The ARPA committee recommended using a term that was shorter than the maximum 15 year term through the Community Impact Fund.

**SEDCO ARPA Lending Programs | Micro-Enterprise Assistance Fund Requests | 5.24.22**

<b>Applicant</b>	<b>Industry Classification</b>	<b>Neighborhood</b>	<b>Fund Category</b>	<b>Qualified Census Tract?</b>	<b>Requested Amount</b>	<b>Recommendation</b>
<b>A Place For That Organizing</b>	Professional Services	Eastwood	Micro-Enterprise Assistance Fund	No	\$ 3,870.00	\$ 3,870.00
<b>Baby B.A.C.K. Inc.</b>	Medical Services	Brighton	Micro-Enterprise Assistance Fund	Yes	\$ 5,000.00	\$ 5,000.00
<b>727 Entertainment LLC</b>	Entertainment & Hospitality	Court Woodlawn	Micro-Enterprise Assistance Fund	Yes	\$ 5,000.00	\$ 5,000.00
<b>TOTAL SEDCO FUNDING AMOUNTS:</b>					<b>\$ 13,870.00</b>	<b>\$ 13,870.00</b>

## SEDCO ARPA Lending Programs | Small Business Assistance Fund Requests | 5.24.22

Applicant	Industry Classification	Neighborhood	Fund Category	Qualified Census Tract?	Requested Amount	Recommendation	Forgivable Portion?
<b>All In One Hair Studio</b>	Personal Services	Northside	Small Business Assistance Fund	Yes	\$ 15,800.00	\$ 15,800.00	Yes
<b>Dr. Janitor &amp; Landscaping</b>	Personal Services	Southside	Small Business Assistance Fund	Yes	\$ 25,000.00	\$ 25,000.00	Yes
<b>Kingz Locksmith Services</b>	Professional Services	Lincoln Hill	Small Business Assistance Fund	Yes	\$ 11,300.00	\$ 5,000.00	Yes
<b>Westside Family Pharmacy</b>	Medical Services	Near Westside	Small Business Assistance Fund	Yes	\$ 25,000.00	\$ 25,000.00	Yes
<b>Phyllip Martin Real Estate &amp; Property Management</b>	Real Estate	Southside	Small Business Assistance Fund	Yes	\$ 25,000.00	\$ 25,000.00	Yes
<b>TOTAL SEDCO FUNDING AMOUNTS:</b>					<b>\$ 102,100.00</b>	<b>\$ 95,800.00</b>	