



Onondaga County Legislature

DAVID H. KNAPP

County Legislator – 12th District
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PLANNING & ECONOMIC DEVELOPMENT COMMITTEE AGENDA

Livestream Available: <https://www.youtube.com/@onondagacountylegislature5742>

**9:30 a.m.
July 16, 2025**

**401 Montgomery St., Room 407 Court House
Syracuse, New York 13202**

- A. Approval of the minutes of the previous meeting.
- B. Presentation of Resolutions and Local Laws:

1. ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY (OCIDA):

- a. Confirming Appointment to the Onondaga County Industrial Development Agency (Leslie English) (*Sponsored by Mr. Burtis*)

2. PLANNING:

- a. Authorizing Execution of an Intermunicipal Agreement for County Management of the Greater Baldwinsville Local Waterfront Revitalization Program

- C. Adjournment

August 5, 2025

Motion Made By Mr. Burtis

RESOLUTION NO. _____

CONFIRMING APPOINTMENT TO THE ONONDAGA COUNTY INDUSTRIAL DEVELOPMENT
AGENCY

WHEREAS, pursuant to Section 895 of the General Municipal Law, this Legislature is authorized to appoint the members of the Onondaga County Industrial Development Agency; and

WHEREAS, it is the desire of this Legislature to confirm the appointment of the following individual as a member of the Onondaga County Industrial Development Agency; now, therefore be it

RESOLVED, that the following individual be confirmed as a member of the Onondaga County Industrial Development Agency for the term specified:

APPOINTMENT:

Leslie English
217 Wilshire Road
Syracuse, New York 13209

TERM EXPIRES:

June 1, 2027

and, be it further

RESOLVED, that the Clerk of the Onondaga County Legislature shall cause a certificate of such appointment to be filed with the Secretary of State.



1a.

Onondaga County Legislature

Timothy T. Burtis

Chairman

401 Montgomery Street · Court House · Room 407 · Syracuse, New York 13202

Phone (315) 435-2070 · Fax (315) 435-8434

July 3, 2025

TO: Dave Knapp, Planning & Economic Development Chair

FROM: Tim Burtis, Chairman

RE: Appointment to the Onondaga County Industrial Development Agency

Submitted for your consideration is the appointment of Leslie English to the Onondaga County Industrial Development Agency. Ms. English will be replacing Janice Herzog.

This appointment requires confirmation by the full Legislature at its August 5, 2025 meeting.

APPOINTMENT:

Leslie English
217 Wilshire Road
Syracuse, New York 13209

TERM EXPIRES:

June 1, 2027



Ms. Leslie English

"Always strive towards perfection. It's normal to come up short, that is to be expected. The good news is you will always land on a higher level than which you began."

Leslie English began her career with Dale Carnegie® Training in 2000 as a worldwide award-winning Training Consultant from a long-standing career in Physical Therapy (patient care and administration). Transitioning into leadership within the Syracuse Dale Carnegie franchise in 2008, Leslie began her role as President and Managing Partner. Leslie purchased the Franchise in 2013 becoming sole owner and operator of L.J. English & Associates, Inc. dba Dale Carnegie of CNY. After a successful sale of the franchise in 2022, Leslie joined a long-term customer, United Radio, as their General Manager of the Communications Division in June of 2022.

"Development of Business Acumen, Technical expertise and People are the 3 most important pillars of any organization. In my experience, when those 3 pillars overlap, a "sweet spot" is created for the organization that delivers "a great place to work" and "want to do business with" experience." -Leslie English

As a Franchise owner, Leslie and her team provided solutions to over 2500 businesses and individuals throughout 25 counties in CNY. Local clients include: SRC, Cryomech, Indium, Mohawk Global, United Radio, BSK Law, SU Whitman School of Management, Meier Supply, etc. As an Executive Coach to CEO's, EVP's, Partners, College Athletic Coaches and media professionals, Leslie's approach is straightforward, insightful, and supportive. Insightfulness coupled with time-proved tools and techniques allowed her client base to achieve impactful change with strategy, presentation and sales skills, leadership and most importantly relationships. Further, her approach is to ensure the occurrence of timely change which elevates her clients to their highest level of performance, promotion, and effectiveness.

At United Radio, Leslie continues to lead and oversee an amazing team in areas of Operations, Customer Service, Marketing, Sales, and Strategy of two-way communication, security and surveillance products and services. In just six months, Leslie was able to move the division into a profitable status, in 12 months she and her team were able achieve the highest profitability the Division has achieved in 15 years.

Achievements/Responsibilities

Owned and operated a successful Franchise

- Doubled revenues and profitability in 2 years with consistent double-digit growth yearly until sale of Franchise
- Personally taught more than 500 time-phased and workshop classes to more than 3000 participants
- Franchise received Dale Carnegie growth award yearly over 10 years
- Developed 4 award winning Training Consultants with individual revenues surpassing \$500,000 each.

- Developed and delivered customized training curriculums to businesses with revenues ranging from \$100k to \$80 million.
- Executive Coach to CEO, Presidents, EVP, VP's and owners
- 90% employee retention rate
- Received facilitator scores of 98% or greater for exceeding participant expectations
- Keynote presenter for local and global businesses and charities
- Client retention 10+ years = 75%

General Manager

- Coach, hire and screen all new team members
- Analyze and identify financial opportunities
- Manage sales team to insure client and fiscal success
- Train sales team and sales manager on skills relevant to client and Division success
- Identify key areas of process improvements to include six sigma, 5S, lean
- Implement process improvement initiatives
- Manager training
- Employee technical and non-technical development
- Create and communicate vision and strategic plan to Division
- Executive Leadership Team member
- Identified and successfully onboarded new product and services

Skill Sets:

- | | |
|---|----------------------------------|
| ➤ Curriculum design and delivery | ➤ Team Building |
| ➤ Developing trainers and facilitators | ➤ Motivation |
| ➤ Leadership | ➤ Vision |
| ➤ Communication skills (verbal & listening) | ➤ Strategy |
| ➤ Human Relations | ➤ Managing teams |
| ➤ Stress Management | ➤ Intra-department projects |
| ➤ Executive Coaching | ➤ Virtual Communication |
| ➤ Presentation and Public speaking | ➤ Virtual Training |
| ➤ Process Improvement | ➤ Selling ideas |
| ➤ Problem Solving | ➤ Improving employee performance |

Areas of focus:

- | | |
|--------------------------------------|-----------------------------------|
| ➤ Succession development | ➤ Presentations |
| ➤ Manager and supervisor development | ➤ Staff meetings |
| ➤ Customer service training | ➤ Communication and people skills |
| ➤ Sales Training (all levels) | ➤ Conflict Resolution |
| ➤ Process Improvement | ➤ Problem-solving |

- Performance and critical conversations
- Multi-level training phases and curriculums
- Virtual delivery
- Media preparedness
- Culture sustainment and change
- Change management
- Levels 1-5 metric measurement
- Executive development
- Succession planning & execution.
- Define organizational goals and align departments effectively.
- Liaison between employees and C-level executives
- Communication
- Create and manage in-house "training university."

Philanthropy

- Proud sponsor of non-profit organizations that assist local youth in need such as:
 - Vera House,
 - Elmcrest Children's Center
 - Erin's Angels
 - Catholic Charities
- Clearpath For Veterans Canine Foster Parent for Service Dogs in Training

Achievements

- | | |
|--|------------------------------|
| • Women Who Mean Business Award | Red Cross |
| • Small Business of the Year | Utica Chamber of Commerce |
| • Small Business of the Year | Syracuse Chamber of Commerce |
| • Gold Rookie Sales Award | Dale Carnegie Corporate |
| • \$500k + Top Sales Award | Dale Carnegie Corporate |
| • \$750k + Sales Manager Awards yearly | Dale Carnegie Corporate |
| • Successful Business Woman Award | Syracuse Business Journal |

Board Positions

- Leadership Greater Syracuse
- Girl Scouts of America
- Holy Family School Advisory Committee
- Dale Carnegie Executive Coaching Certification Founder and Chair
- CenterState CEO Training and Education Committee Chair

Leslie English
Englishleslie44@gmail.com
 315-440-0292

August 5, 2025

Motion Made By Mr. Knapp

RESOLUTION NO. _____

AUTHORIZING EXECUTION OF AN INTERMUNICIPAL AGREEMENT FOR COUNTY
MANAGEMENT OF THE GREATER BALDWINSVILLE LOCAL WATERFRONT
REVITALIZATION PROGRAM

WHEREAS, the County of Onondaga, by and through its Department of Planning, seeks to provide in-kind services amounting to \$36,940.00, or more at the County's discretion, for project management of the Greater Baldwinsville Local Waterfront Revitalization Program ("LWRP"); and

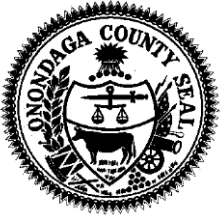
WHEREAS, the Town of Lysander applied for and received a \$120,000.00 planning grant from the New York State Department of State ("DOS") to prepare the LWRP for the Town of Lysander, Town of Van Buren, and the Village of Baldwinsville; and

WHEREAS, the DOS grant contract includes a provision which reflects \$36,940.00 of local in-kind match funds, consisting of administrative and planning services, to be provided by the Onondaga County Department of Planning; and

WHEREAS, the Department of Planning will provide project management for the administration of the grant by acting as liaison between the DOS, the municipalities, and the consultant, as well as facilitating coordination on completion of task items set forth in the funding award from the DOS; and

WHEREAS, the term of this agreement begins upon execution by all parties and will continue through completion of the program, unless otherwise terminated by either party upon forty-five (45) days' written notice; now, therefore be it

RESOLVED, that the County Executive is authorized to enter into agreements and execute such other documents as may be reasonably necessary to implement the intent of this resolution.



**DEPARTMENT
ONONDAGA COUNTY DEPARTMENT OF PLANNING
PROGRAM AND FINANCIAL INFORMATION SHEET**

PURPOSE:

The purpose of this resolution is to authorize the Onondaga County Department of Planning to enter into an inter-municipal agreement with the Town of Lysander related to a grant project from New York State.

OBJECTIVE/ WORK PLAN:

With assistance from the Department of Planning, the Town of Lysander applied for and received a \$120,000 grant from the NYS Department of State to prepare a Local Waterfront Revitalization Plan (LWRP) for the Seneca River waterfront. The Village of Baldwinsville and Town of Van Buren are also participants in the multi-municipal plan, with Lysander as the formal grantee.

To help satisfy the local match requirements for the grant, the Onondaga County Department of Planning will provide in-kind services for management and administration of the grant project and act as liaison with the Department of State on behalf of the three municipalities. There is no other cost to Onondaga County.

FUNDING SOURCE:

N/A

BUDGET:

N/A

(County Exec or Planning letterhead)

To: Supervisor Kevin Rode
From: TBD (Co Exec or Dir of Planning?)
Re: MOU - Greater Baldwinsville Local Waterfront Revitalization Program
Date: May 12, 2025

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding is written to authorize the Onondaga County Department of Planning to commit in-kind services amounting to \$36,940, or more at the discretion of Onondaga County, for project management of the Greater Baldwinsville Local Waterfront Revitalization Program (LWRP) on behalf of the Town of Lysander, the Town of Van Buren, and the Village of Baldwinsville.

The Town of Lysander, as lead applicant, applied for and received a \$120,000 planning grant from the New York State Department of State – Division of Coastal Resources (DOS) for the preparation of the Greater Baldwinsville Local Waterfront Revitalization Plan (C1001652) for the Town of Lysander and the Village of Baldwinsville. In a Letter of Agreement dated March 31, 2025, and with verbal agreement by the New York State Department of State, the Town of Lysander, the Town of Van Buren, and the Village of Baldwinsville agreed to expand the LWRP to include the Town of Van Buren.

The original and subsequently amended grant contract between the New York State Department of State and the Town of Lysander reflects \$36,940 in local in-kind match funds for administrative and planning services to be conducted by the Onondaga County Department of Planning.

The Onondaga County Department of Planning will provide project management for the administration of the grant on behalf of the Town of Lysander, the Town of Van Buren, and the Village of Baldwinsville, act as liaison between the New York State Department of State, municipalities, and the consultant, and facilitate coordination on completion of task items set forth in the 2023 Local Waterfront Revitalization Plan Funding Award from the New York State Department of State.

The term of this agreement is effective upon signature of the agreement by all parties and continuing through completion of the program, unless terminated by either party upon forty-five (45) days written notice.

 J. Ryan McMahon, II
 County Executive

 Date

 Kevin Rode
 Supervisor, Town of Lysander

 Date