

Anthony J. Picente Jr.  
County Executive

Shawna Papale  
Executive Director/Secretary/Treasurer

Timothy Fitzgerald  
Assistant Secretary



*Oneida County Local Development Corporation*

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Stephen R. Zogby  
Chairman

David C. Grow  
Vice Chairman

Franca Armstrong

James J. Genovese, II

Aricca R. Lewis

Kristen H. Martin

Tim R. Reed

To: Oneida County Local Development Corporation Board of Directors  
From: Tim Fitzgerald  
Date: June 12, 2026  
RE: OCLDC Meeting Agenda

The Oneida County Local Development Corporation shall meet **(immediately AFTER the OCIDA meeting), Friday, June 19, 2026, at 584 Phoenix Drive, Rome, NY 13441.**

Members of the public may listen to the Agency meeting via Microsoft Teams, by following the link: [OCIDA Meeting | Meeting-Join | Microsoft Teams](#), or attend in person. The Minutes of the Corporation meeting will be transcribed and posted on the OCLDC website.

1. Executive Session
2. Approve minutes – May 15, 2026
3. Financial Review
4. Consider a request from Rome Health to utilize healthcare workforce training funding, as we previously offered to MVHS and UFHS.

#### Old Business

Next meeting date: **Friday, July 17, 2026, at 8:00 AM at 584 Phoenix Drive, Rome, NY.**

Minutes of the Meeting of the  
Oneida County Local Development Corporation

May 15, 2026

584 Phoenix Drive, Rome, NY /Teams Meeting

**Members Present:** Steve Zogby, David Grow, James Genovese, Tim Reed, Franca Armstrong, and Kristen Martin.

**Members Present Virtually:** Aricca Lewis

**EDGE Staff Present:** Shawna Papale, Marc Barraco, Tim Fitzgerald, and Julie Daskiewich.

**EDGE Staff Virtual:** Mark Kaucher

**Others Present:** Laura Ruberto, Bond Schoeneck & King, Mike Stoots, Ben Lunduski, Bartell Machinery.

**Others Present Virtually:** Linda Romano, Bond Schoeneck & King; Jenna Peppenelli, Levitt & Gordon; Heather Lamendola, and Kevin McAuliffe.

S. Zogby started the meeting at 8:47 am.

**Minutes – March 27, 2026**

S. Zogby presented the draft of the March meeting minutes for review. **J. Genovese moved to approve the March 27, 2026, meeting minutes. F. Armstrong seconded the motion, which carried 7-0.**

**Financial Review**

The financials haven't had much to report to the board. The board has no questions or concerns; if any arise, the board was asked to wait till next month's meeting for R. Hadden. **The Agency received and accepted the financials as presented, subject to audit.**

**Videoconferencing Policy**

S. Zogby presented the videoconferencing policy. **T. Reed made a motion to approve the videoconferencing policy as presented. K. Martin seconded the motion. The motion carried 7-0.**

**Governance Policies resolutions**

S. Zogby presented that the LDC adopted a resolution on December 12, 2025, on governance policies in the same form as those adopted by OCIDA, with such changes necessary to conform the policies to LDC governance. **J. Genovese made a motion to approve the governance policies. K. Martin seconded the motion. The motion carried 7-0.**

**Adjournment**

With no further business, S. Zogby asked for a motion to adjourn. **At 8:48 AM, D. Grow moved, and J. Genovese seconded a motion to adjourn. Motion carried, 7-0.**

Respectfully Submitted,  
Julie Daskiewich

**Oneida County Local Development Corporation**  
**Notes for Financial Statements Ending:**  
**April 30, 2026**

**Balance Sheet:**

1. Cash increased \$26,455 over the last 12 months.
2. Marcy Nano Wetlands restriction are funds deposited in escrow with the LDC by EDGE: these funds are to be held in escrow by the LDC to secure the performance by EDGE of certain of its obligations under a Section 404 permit issued by the U.S. Army Corp of Engineers on July 28, 2014; the LDC has recorded a liability of equal amount.
3. The CD held with Key Bank was closed. All accounts were made current by March 31<sup>st</sup>.
4. There is \$75,000 due back from FCCOG for the reimbursable sponsorship paid in 2025, as well as a prefunded ACH transfer recorded that will reverse on May 1<sup>st</sup> to pay vendors.
5. The balance in accrued expenses is five months of the 2026 audit fee.
6. Overall OCLDC Net Assets have decreased 20% over the last 12 months.

**Budget Comparison Report (Income Statement)**

1. The Hamilton Bond closed in February, netting a revenue for bond fees of \$62,850.
2. OCLDC approved supporting the EDGE-ATREG service agreement and \$12,500 was drawn down in April.
3. Year-to-date net loss: \$(10,926).

Oneida County Local Development Corp  
Balance Sheet  
May 31, 2026 and 2025

	Current Year	Prior Year
<b>Assets</b>		
<b>Current Assets</b>		
Cash and Cash Equivalents	232,916	206,461 <sup>1</sup>
Restricted Cash - Marcy Nano Wetlands Escrow	320,371	313,136 <sup>2</sup>
Investments	0	274,829 <sup>3</sup>
Prepaid Expense	1,176	4,167
Due From Other	75,000	0 <sup>4</sup>
Total Current Assets	629,463	798,594
<b>Fixed Assets</b>		
Computer Equipment - Net	2,843	7,716
Intangible Assets - Net	3,270	2,453
Fixed Assets	6,113	10,169
<b>Other Assets</b>		
Organization Expenses	17,567	17,567
Amortization Organization Costs	(13,981)	(13,103)
Total Other Assets	3,586	4,465
Total Assets	639,162	813,227
<b>Liabilities &amp; Net Assets</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Accounts payable	0	3,858
Accrued Expenses	2,396	2,748 <sup>5</sup>
Total Current Liabilities	2,396	6,606
<b>Long Term Liabilities</b>		
Marcy Nano Wetlands Escrow	320,371	313,136 <sup>2</sup>
Total Long Term Liabilities	320,371	313,136
Total Liabilities	322,767	319,742
<b>Net Assets</b>		
OCLDC Net Assets - Board Restricted	0	100,000
OCLDC Net Assets	316,395	393,485 <sup>6</sup>
Total Net Assets	316,395	493,485
Total Liabilities & Net Assets	639,162	813,227

Oneida County Local Development Corp  
 Budget Comparison Report  
 Current Period: 5/1/2026 - 5/31/2026  
 Budget Period: 1/1/2026 - 12/31/2026

	Current Period Actual	Current Period Budget	Year-to-Date Actual	Year-to-Date Budget	Yearly Budget	Remaining Budget
Revenue						
Bond Fees	0	0	62,850 <sup>1</sup>	0	0	(62,850)
Interest Income Banks	68	667	2,266	3,333	8,000	5,734
Revenue	<u>68</u>	<u>667</u>	<u>65,116</u>	<u>3,333</u>	<u>8,000</u>	<u>(57,116)</u>
Expenses						
Bank Service Charges	0	0	100	0	0	(100)
Dues and Subscriptions	0	583	0	2,917	7,000	7,000
Contract Services Special E-D	0	1,042	12,500 <sup>2</sup>	5,208	12,500	0
Contracted Services Auditing	479	479	2,396	2,396	5,750	3,354
Consulting Legal Expenses	0	1,150	3,510	5,750	13,800	10,290
Contract Services Marketing	89	92	443	458	1,100	658
Contracted Services- Other	79	532	1,721	2,658	6,378	4,657
Insurance	42	92	211	458	1,100	889
Service Fees -EDGE	10,417	10,417	52,083	52,083	125,000	72,917
Amortization Expense	209	209	1,047	1,047	2,513	1,466
Depreciation Expense	406	406	2,031	2,031	4,874	2,843
Expenses	<u>11,721</u>	<u>15,001</u>	<u>76,041</u>	<u>75,006</u>	<u>180,015</u>	<u>103,974</u>
Excess or (Deficiency) of Revenue Over Expenses	<u>(11,652)</u>	<u>(14,335)</u>	<u>(10,926) <sup>3</sup></u>	<u>(71,673)</u>	<u>(172,015)</u>	<u>(161,089)</u>

Oneida County Local Development Corp  
Statement of Cash Flows  
For the Period Ending May 31, 2026

<b>Cash Flows From ( Used by) Operating Activities</b>	
Increase (Decrease) in Net Assets	\$ (177,090)
<b>Adjustments for Noncash Transactions</b>	
Depreciation and Amortization	878
(Increase) Decrease in Assets	
Accounts Receivable	(75,000)
Prepaid Expenses	2,991
Investments	274,829
Increase (Decrease) in Liabilities	
Accounts Payable and Accrued Liabilities	<u>(4,210)</u>
<b>Net Cash Flows From Operating Activities</b>	22,399
<b>Cash Flows From (Used By) Investing Activities</b>	
Capital Expenditures	<u>4,056</u>
<b>Net Cash From (Used by) Investing Activities</b>	4,056
<b>Cash Flows From (Used By) Financing Activities</b>	
Repayments of Long Term Debt	0
Proceeds from Long Term Debt	<u>0</u>
<b>Net Cash Flows (Used by) Financing Activities</b>	0
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	26,455
<b>Cash and Cash Equivalents, Beginning of Period</b>	206,461
<b>Cash and Cash Equivalents, End of Period</b>	<u><u>\$ 232,916</u></u>

## **Proposal Request: Workforce Development Support for Medical Imaging Stabilization**

Request Amount: \$150,000

Applicant: Rome Health

Submitted to: Oneida County Local Development Corp

May 26, 2026

### **Executive Summary**

Rome Health respectfully requests \$150,000 in Workforce Development support from the Oneida County Industrial Development Agency to stabilize and strengthen the workforce supporting the hospital's Medical Imaging Department through targeted retention and sign-on bonuses for imaging technologists across multiple modalities.

Medical imaging services are foundational to modern healthcare delivery and are essential for emergency, inpatient, outpatient, surgical, and preventive care. Rome Health serves as a regional resource for advanced diagnostic imaging services, providing ultrasound, low-dose CT scans, bone densitometry, nuclear medicine, MRI, mammography, fluoroscopic studies, and image-guided biopsies at its main campus. The hospital is also expanding access to imaging services through the opening of Rome Health Convenient Care at Turning Stone, where ultrasound, mammography, and walk-in x-ray services will be available to improve access and convenience for residents and visitors throughout the region.

Demand for imaging services continues to rise due to population aging, expanded screening recommendations, and regional economic growth. At the same time, healthcare providers across New York State are facing unprecedented competition for credentialed imaging technologists. These workforce shortages threaten timely access to essential diagnostic services and place increasing operational and financial pressure on community hospitals.

To maintain continuity of services, Rome Health has relied on high-cost temporary agency staffing to fill vacancies within its imaging department. While necessary to preserve patient access to care, contract labor costs are not financially sustainable for a community-based healthcare organization already operating in an increasingly difficult reimbursement environment. Agency expenses totaled \$1.4 million in 2025 and is projected to climb to \$2.7 million in 2026.

Investment in workforce stabilization through recruitment and retention incentives will help Rome Health reduce dependence on temporary staffing, strengthen continuity of care, and preserve access to critical imaging services throughout the region.

As one of the region's largest employers and anchor institutions, Rome Health generates an estimated \$223 million annual economic impact through employment, purchasing, and related economic activity. Stabilizing the medical imaging workforce protects access to healthcare services while supporting the broader economic vitality of Oneida County and the Mohawk Valley.

## Community Need and Economic Impact

Access to timely diagnostic imaging is essential to nearly every aspect of healthcare delivery. Imaging services support early cancer detection, emergency diagnosis, surgical planning, chronic disease management, and preventive care. Delays in imaging services can lead to delayed diagnoses, delayed treatment, and poorer health outcomes.

As a regional imaging resource, Rome Health maintains rigorous quality standards through accreditation by the American College of Radiology, ensuring patients throughout the Mohawk Valley have access to nationally recognized diagnostic imaging services close to home. The hospital is the only provider in the region offering MRI-guided breast biopsies, an advanced diagnostic capability critical for the diagnosis of breast cancer. Rome Health also provides comprehensive imaging services that support emergency care, inpatient treatment, outpatient diagnostics, surgical services, and preventive screenings for residents throughout the Mohawk Valley.

The opening of Rome Health Convenient Care at Turning Stone represents a significant expansion of community access to healthcare services. Imaging services at the new location will include ultrasound, mammography, and walk-in x-ray services, improving convenience and expanding access to preventive and diagnostic testing.

Competition for imaging professionals has intensified significantly in recent years. Hospitals and healthcare organizations across the state are competing for a limited pool of technologists. Workforce shortages have been accelerated by retirements, increased healthcare utilization, and growing demand for outpatient imaging services.

Like many community hospitals, Rome Health has faced increasing challenges recruiting and retaining imaging professionals in this highly competitive labor market. To maintain uninterrupted patient access to essential diagnostic services, the hospital has utilized high-cost agency staffing to fill workforce gaps across several imaging modalities. Although necessary to sustain operations, reliance on temporary staffing places substantial financial pressure on an organization already navigating the fiscal challenges affecting hospitals nationwide.

Workforce stabilization through retention and recruitment incentives represents a more sustainable and cost-effective long-term solution that will help reduce turnover, improve continuity, and lessen dependence on temporary agency personnel.

A strong healthcare infrastructure is also an important economic asset. Businesses evaluating opportunities for expansion or relocation consistently consider access to healthcare services as a key factor in workforce attraction and retention. Reliable access to advanced diagnostic imaging strengthens the overall quality of life in the region and supports economic competitiveness for employers, workers, and families.

## Project Description

Rome Health seeks Workforce Development support to implement targeted recruitment and retention incentives for medical imaging technologists across the organization. The department has 42 current full time professionals targeted for retention bonuses and 9 vacancies targeted for sign-on bonuses.

Funding will specifically support:

### Retention Bonuses

Retention incentives for current imaging technologists and imaging RNs in high-demand modalities to improve workforce stability, reduce turnover, and preserve institutional expertise.

### Sign-On Bonuses

Recruitment incentives to attract qualified technologists to fill critical vacancies and support expansion of imaging services, including the launch of imaging services at Rome Health Convenient Care at Turning Stone.

### Total Budget: \$510,000 paid over 2 years

- \$420,000 for Retention: 42 Full Time x \$10,000 each
- \$90,000 for Sign-On Bonuses: 9 Full Time x \$10,000 each

### Funding Sources:

- \$150,000 investment from Oneida County Local Development Corp
- Up to \$2.7 million reduction in agency expenses

These workforce stabilization investments will help Rome Health:

- Reduce dependence on costly temporary agency staffing (\$2.7 million projected for 2026)
- Maintain continuity of essential imaging services.
- Reduce vacancy-related delays and service disruptions.
- Support expanded community access to imaging services.
- Strengthen workforce morale and long-term retention.
- Improve operational and financial sustainability by transitioning from premium contract labor to permanent employees.
- Preserve access to advanced diagnostic capabilities within the region.

## Workforce Development Outcomes

This project directly supports workforce development and regional economic stability by:

- Strengthening recruitment and retention of highly skilled imaging technologists.
- Supporting expansion of imaging services throughout the community.
- Preserving advanced imaging capabilities, including MRI-guided breast biopsies and specialized diagnostic services.

- Improving timely access to preventive screenings and diagnostic care.
- Supporting continuity and quality of patient care through a stable workforce.
- Reducing reliance on temporary staffing models that increase healthcare costs.
- Enhancing the healthcare infrastructure necessary to attract and retain employers and workers in the Mohawk Valley.

### **Alignment with Regional Economic Development Priorities**

Investment in healthcare workforce stabilization directly supports the economic strength and competitiveness of Oneida County and the Mohawk Valley. Access to high-quality healthcare services is a foundational component of community infrastructure, workforce productivity, and quality of life.

By supporting Rome Health's medical imaging workforce, the Oneida County Industrial Development Agency will help preserve critical healthcare capacity while advancing broader regional workforce and economic development goals. Stable access to diagnostic imaging services supports residents, employers, and future economic growth throughout the region.

### **Conclusion**

A \$150,000 investment from the Oneida County Industrial Development Agency will help Rome Health stabilize and strengthen its medical imaging workforce during a period of unprecedented competition for healthcare professionals. These funds will directly support recruitment and retention efforts that are essential to maintaining timely access to high-quality diagnostic services for residents throughout the region while reducing reliance on costly temporary staffing solutions.

Rome Health appreciates the agency's leadership in advancing workforce and economic development across Oneida County and respectfully requests consideration of this proposal.

Sincerely,



AnneMarie Czyz, Ed.D., RN  
President/Chief Executive Officer