

Wayne Economic Development Corporation
Board Meeting – January 26, 2022
MINUTES

The regular meeting of the Wayne Economic Development Corporation (WEDC) was called to order by new Chairman, Scott Johnson, at 9:21 a.m. at 9 Pearl Street, Lyons, Second Floor Conference Room. The meeting was held in person at 9 Pearl St. Lyons, NY and also via Zoom.

Meeting began with roll call. Members present in-person were Scott Johnson, Ken Miller – Vice Chairman, Kaye Stone-Gansz – Secretary. Members present via Zoom were and Julie DiLella – Treasurer, Pamela Heald and Robert DeBadts. Jeannie Brockmyre was absent. Also present were agency counsel John P. Morell, Esq. via Zoom; staff present in-person were Brian Pincelli, CEO; Kathleen Bronson, COO; Jamie Corteville, CFO; Ariel Cardiel, Economic Development Specialist, and Deb Hall, Records Management Officer/Assistant Secretary.

Minutes from the December 15, 2021 board meeting were presented for approval as a motion by Ms. Stone-Gansz with a second by Ms. Heald. Minutes were accepted with unanimous approval.

The board welcomed Mr. Johnson to his new position. The first order of business was to review the Board Officers and discuss membership on the combined Audit & Finance committee as well as the Governance committee. Each three person committee was missing a third participant. Ms. Bronson explained the meeting schedules and duties for each. Mr. Johnson volunteered to participate on the Audit & Finance Committee and Ms. Stone-Gansz volunteered to participate on the Governance Committee.

A Resolution to Approve the Annual Organization and Calendar of Meetings was presented. This Resolution reflected the new committee members previously determined as well as the policies of the corporation. A Motion to accept this Resolution was presented by Mr. Miller with a second from Ms. Stone-Gansz. All approved by voice vote. A copy of this Resolution will be executed by the Assistant Secretary, sealed with the corporation seal and entered into corporation official book.

A Resolution to Approve the Official Newspaper Designation as the Times of Wayne County was presented. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Mr. Miller. All approved by voice vote.

A Resolution to Accept and Authorize the 2021 Annual Investment Report and Annual Procurement Report to NYS Authorities Budget Office (ABO) PARIS report was presented. Ms. Corteville explained the reports and clarified that procurements over \$5,000 must be reported. Ms. Heald reported that the Audit & Finance Committee reviewed the reports and recommended acceptance by the board. Ms. Corteville added that two transactions were included which under that amount, but made to the same vendor for mowing lands at Silver Hill. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Ms. Heald. All approved by voice vote.

A Resolution Authorizing Bank Signatories on all WEDC accounts was presented. Four signatories were named, two staff and two board members. Mr. Miller, Mr. Pincelli and Ms. Bronson remained signors while Mr. Johnson will be added, thus replacing the previous chairman. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Mr. DeBadts. All approved by voice vote.

A Resolution Approving the Loan Loss for 2022 based on calculations for year end 2021 was presented. Ms. Corteville explained the adjustments based on risk of loss for each loan. Adjustments were made for a total loan loss calculation of \$70,017. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Mr. Miller. All approved by voice vote.

A Resolution Authorizing Credit Card use for the corporation by Ms. Corteville was presented with a correction to the credit limit amount. A Motion to accept this Resolution was presented by Ms. Stone-Gansz with a second from Ms. DiLella. All approved by voice vote.

Ms. Corteville presented the fiscal report indicating current bank balance as of 1/19/2022. She then presented a loan aging report, noting that some loans are set for a rate change per their specific agreement. The SOAR loans noted total five remaining loans.

Next were updates on projects sponsored by WEDC. Ms. Hall updated the board on a marketing video being produced to promote the popular Pitch competition. This video features footage from the 2021 competition event as well as from individual interviews with previous winners. The final touches will include voiceover messages from Mr. Pincelli and a call to action. Next, Ms. Bronson updated the board on an upcoming Business Panel discussion that will feature local women-owned business. Ms. DiLella will be one of the panelists to be held online in February. This event will be co-sponsored by the Wayne County Business Council and the Macedon Library.

Mr. Pincelli updated the board on the Microburst Loan/Grant program stating that some obstacles to apply have been noted, such as the inability to meet Low/Moderate Income requirements. Ms. Bronson also noted that businesses are more interested in the grant portion than the loan commitment. Mr. Pincelli commented that this interest flows into a marketing strategy that the agency is pursuing using a 2016 countywide marketing report along with updated suggestions from another firm, to create targeted messaging and measurements that focus on local pride and the many unique qualities of the county with a goal to improve perception both within and outside the county, that Wayne County is a great place to live, work, and play.

Mr. Pincelli reported ongoing efforts to secure revolving loan funds for brownfield cleanup projects that relates to the updated derelict property study. He noted another pending grant award for a business park study which is intended to inventory shovel ready sites. Ms. Cardiel is continuing the workforce development initiatives with Edge Factor and both Mr. Johnson and Ms. Stone-Gansz agreed that all local school districts should be participating on the platform. Ms. Heald and Ms. DiLella agreed. Mr. Pinceilli mentioned that WEDC will be supporting the Newark Pilots and will hold another event there this year. He relayed his efforts to convene a meeting with SOAR loan administrators. He mentioned, for future discussion, a change to maximum loan amounts granted. Ms. Corteville reminded officers of the Board that the annual audit is underway, and they may be contacted by the auditing firm during the process.

The next WEDC Board Meeting was set for February 23, 2022 at 9:00 a.m. A motion to adjourn at 10:17 a.m. was made by Ms. Stone-Gansz with a second from Mr. Miller.

Respectfully submitted,



Deborah Hall, Assistant Secretary