

Wayne Economic Development Corporation
Board Meeting – April 26, 2023
MINUTES

A regular meeting of the Wayne Economic Development Corp (WEDC) was called to order by Chairman Scott Johnson, at 9:05 a.m. at 9 Pearl Street, Lyons, Second Floor Conference Room. The meeting was held in person for board members. Members present in-person were Vice-Chairman Phil Eygnor, Secretary Kaye Stone-Gansz, Treasurer Julie DiLella, Kenneth VanFleet, and Amanda McDonald. Jeannie Brockmyre, Pamela Heald, and Robert DeBadts were absent. Also present in person were staff members Brian Pincelli, CEO; Katie Bronson, COO; Jamie Corteville, CFO; Ariel Camp, Economic Development Specialist, and Deb Hall, Assistant Secretary. Counsel John Morrell was present via Zoom. Guest was David Figueroa from Sodus Bins and Slats.

Mr. Johnson presented Minutes from the March 22, 2023 board meeting for approval with a motion to accept by Mr. Eygnor and a second by Ms. Stone-Gansz. Minutes were accepted.

Mr. Johnson presented the Resolution Authorizing Microburst Grant to Sodus Bins and Slats. Ms. Camp briefly explained the project and business overview. Ms. Camp stated that the Loan Review Committee had meet on Monday to discuss the application. She then introduced Mr. Figueroa to discuss details. He stated he has been working for 3 years with a mentoring program, Steady Work, helping young men learn life, social and work skills. He explained that his colleague, Eric Harper, was the genesis of the idea. The business focuses on apple bins but teaches the workers how to measure and pay attention to needs. This sets a precedent for quality product. They are leasing a building in Sodus. Seed money came from another business of Mr. Figueroa's. They are looking to hire low-income, Steady Work trainees. They are looking to hire individuals to fulfill the FTE requirement of the Microburst program. He feels the location and the farmers' needs can be met through this business. Mr. Johnson was familiar with the program and the business production. Mr. Figueroa stated that Steady Work trainees will not use the equipment, only trained employees. Plastic bins are not cost effective. Wood bins are the preferred product. Ms. Stone-Gansz asked if he had taken into account the different sizes of bin platforms and possibly the custom sizes of the bins. Ms. Stone-Gansz asked about the marketing plan. Mr. Figueroa said they intend to host a series of brunches to showcase their product. Ms. DiLella asked about wood supply and will it be from Wayne County. Mr. Figueroa says that he has two vendors and they are placing orders with them, plus some other providers. A Cant is a 4x6 or 4x8 raw wood that can be sourced local for use in making the slats. Ms. Camp stated that the Loan Review Committee recommended approval of the application. Funds will be used for payroll and equipment. A motion was made to approve the Resolution from Ms. Stone-Gansz, with a second from Mr. Eygnor. All approved.

Ms. Camp stated that Microburst grantees must document employment and then turn in quarterly reports. Ms. Corteville will be reaching out with reporting documents.

Ms. Corteville reviewed the financial accounts and the current year-to-date budget vs. actuals. WEDC is currently under budget in loan applications and loan closing fees. Ms. Corteville explained the revenue funds coming into the budget for the Microburst applicants from the County are then going out to applicants once they have provided the appropriate documentation. The board would like to see the year-to-date budget vs. actuals report monthly. She also reviewed the loan aging report, and stated that she is still monitoring the one late payer with 3 loans. Average days payable is now under 30 days. She stated that next month there will be a more complete loan and grant analysis report for fiscal year 2022.

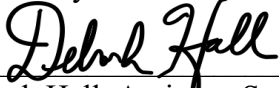
Mr. Eygnor made a motion to temporarily adjourn this meeting in order to accommodate guests in attendance who were there for the following meeting. Ms. McDonald seconded. All approved. Meeting adjourned at 9:40 a.m.

Meeting reconvened at 10:28 a.m. Ms. Stone-Gansz made a motion to enter into Executive Session to discuss financial and credit information for one loan applicant. Mr. VanFleet seconded the motion. All were in favor. After discussion, Mr. VanFleet made a motion to end Executive Session, Mr. Eygnor second. All approved.

Ms. Camp mentioned that Small Business Week is the first week of May. She also said that information for the Student Pitch competition is now available online and promotions have begun this month. This year information is also being sent directly to the Business teachers at the schools.

Hearing no other business, Mr. Johnson stated that next WEDC Board Meeting was set Wednesday, May 31, 2023 at 9:00 a.m. A motion to adjourn at was made by Mr. Eygnor with a second from Mr. VanFleet. Meeting adjourned at 10:40 a.m.

Respectfully submitted,



Deborah Hall, Assistant Secretary