

Wayne Economic Development Corporation
Board Meeting – April 27, 2022
MINUTES

The regular meeting of the Wayne Economic Development Corporation (WEDC) was called to order by Chairman Scott Johnson, at 9:41 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.

Members present were Chairman Scott Johnson, and joining via Zoom were Kaye Stone-Gansz – Secretary, Julie DiLella – Treasurer, Robert DeBadts and Jeannie Brockmyre, Members absent were Pamela Heald, and Ken Miller. Also present were staff members Katie Bronson, COO; Jamie Corteville, CFO; Ariel Cardiel, Economic Development Specialist, and Deb Hall, Assistant Secretary. No other guests or members of the public attended.

Minutes from the March 23, 2022 board meeting were presented for approval as a motion by Ms. Stone-Gansz with a second by Ms. Brockmyre. Minutes were accepted with unanimous approval.

Minutes from the April 14, 2022 special meeting were presented for approval as a motion by Mr. DeBadts with a second by Ms. DiLella. Minutes were accepted.

Ms. Corteville presented the Loan and Grant Analysis that she created to show the geographic locations of businesses who currently have an EDC loan or grant. Ms. Stone-Gansz appreciated the analysis and reiterated her desire for the agency to focus on different areas of the county where more help may be needed. Ms. Corteville also explained the job creation analysis done in compliance with each of the 22 active loan agreements and gave a breakdown of each business's adherence to their job creation agreement. She noted that the SOAR loan administration will be transferred to the Village of Clyde this year and she will no longer be reporting on those loans. FTE jobs created through loan assistance through FY 2021 was 400 which was 217 additional jobs over the amount committed. MaxPro Company was a standout in creating 253 more jobs than committed.

Ms. Corteville then reported on fiscal matters with the Loan Aging report which now also includes each loan's average days to pay through the life of the loan as well as current year days to pay. She will be keeping track of late payers in order to get ahead of any potential problems. The bank balances were reviewed as of current date along with calculations showing new balances after four pending loans close in the coming weeks.

Ms. Cardiel updated the Board on the upcoming loan clients including Kidtopia in Ontario, Runaway Blue Brewery in Newark and Nathali's Farm Market in Red Creek, who will separately utilize GAIN, Revolving Loan Fund, Micro Loan and MicroBurst funds. There are more applications in the pipeline.

Ms. Hall updated the Board on the Student Pitch competition. She showed the Board the County website where all the information regarding this program is linked and explained the current status of the promotion. School districts were contacted with information and asked if they would consider hosting the pitch event at the end of the year. Some positive response was received. Ms. Stone-Gansz was adamant that getting the schools involved is a critical step.

Ms. Bronson mentioned a recent change in the State's Open Meeting Law that goes into effect after June 8th. This change will require a few extra steps to be taken by the public body, such as a public hearing, to allow for continued attendance by board members via videoconferencing at public

meetings but only under predetermined extraordinary circumstances. Many board members were interested in pursuing this as an option in the future.

No other business was brought before the Board. The next WEDC Board Meeting was set for May 25, 2022 at 9:00 a.m. A motion to adjourn at was made by Ms. Brockmyre with a second from Ms. Stone-Gansz at 10:04 a.m.

Respectfully submitted,



Deborah Hall, Assistant Secretary