

Wayne Economic Development Corporation
Board Meeting – May 31, 2023
MINUTES

A regular meeting of the Wayne Economic Development Corp (WEDC) was called to order by Chairman Scott Johnson, at 10:55 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 Chairman Scott Johnson, Vice-Chairman Phil Eygnor, Secretary Kaye Stone-Gansz, Treasurer Julie DiLella, Kenneth VanFleet, Pamela Heald, and Amanda McDonald. 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.

Mr. Johnson presented Minutes from the April 26, 2023 board meeting for approval with a motion to accept by Mr. Eygnor and a second by Ms. Stone-Gansz. Minutes were accepted.

Mr. Pincelli noted for clarification in the minutes the change of board membership to 7 members after the voluntary recusal of Ms. Brockmyre and Mr. DeBadts from the board effective immediately.

Mr. Johnson presented the Resolution Authorizing Participation with Wayne County Brownfield RFP for Qualified Environmental Protection (QEP) Services. Ms. Bronson explained the correlation of multiple grants among several agencies, including the county and the Land Bank, who have received from EPA funding for Brownfield assessment, clean-up and redevelopment. The assessment and the Revolving Loan Fund both require a QEP. Even though the funding recipients are separate, this resolution seeks to coordinate the QEP services so that the programs can work together for the most benefit. Ms. DiLella asked about the advertising of this opportunity. Mr. Pincelli said they listed it on Contract Reporter and in the local papers, Finger Lakes Times and Wayne Times and on the website. Mr. Eygnor made a motion to approve the resolution. Second by Ms. Heald. All were in favor.

Mr. Johnston introduced the Resolution to Adopt an Internal Control and Finance Policy. Ms. Heald made a motion to accept. Ms. Stone-Gansz offered a second. All were in favor.

Ms. Corteville presented the Loan Analysis map with locations of all entities with loans from the agency. There was also a list of all the grants that were presented in 2022, of which were the Pitch competitions winners and the Microburst recipients, 12 in total. Only a portion of the Microburst grants have been given to recipients for qualified expenses. 2022 increase in Pitch competition was due to second place award for adults and all the student awards. There is a 2-year follow up on FTEs for the Pitch and Microburst program recipients. So far 7 FTEs have been created for all recipients. 18 active loans, with 6 new loans, 5 matured loans and 1 write off. Loan analysis was consistent with similar % of use of funds last year. Loan recipients are also held to a FTE requirement which equaled a net positive outcome, primarily from Maxpro job creation. Ms. Corteville spoke very positive about the Maxpro visit she went on. Ms. Heald suggested that a board tour and press release about Maxpro might be good PR. Mr. Pinceilli said that maybe after the next round of construction is complete would be a good time to tour. Ms. Stone-Gansz asked about similar stats for Pitch competition winners. Winners report jobs and health of company for one year after award. Ms. Stone-Gansz would like to see more follow up. All loans paid up to date. K2 closed a week ago for PILOT and loan.

Ms. Corteville shared bank account balances and budget to actuals accounting. The worksheet shows the income that came in for shared insurance cost and upcoming rental income from BOCES. She showed the draft 990.

Ms. Bronson mentioned the results of the Confidential Survey will be shared at the next meeting. Ms. Camp mentioned the beginning of a contract with Resimply to supply us with an online service for available commercial real estate sites. The cost is \$5000 per year and a portal will reside on our website.

Mr. Pincelli mentioned the upcoming completion of the 20-yr BOCES Conference Center lease and is looking for suggestions on how the Board wants to continue. Today BOCES is paying almost \$90,000 per year and they are responsible for all maintenance, repairs and insurance. Ms. Heald commended the facility as a tremendous asset to the community, as well as the kitchen facility they have. ~~Ms. DiLella~~ Mr. Pincelli suggested a new lease from scratch. Mr. Pincelli is looking at market value for the square footage in order to evaluate a balanced and fair deal.

Hearing no other business, Mr. Johnson stated that next WEDC Board Meeting was set Wednesday, June 28, 2023 at 9:00 a.m. A motion to adjourn at was made by Mr. Eygnor with a second from Ms. Heald. Meeting adjourned at 11:34 a.m.

Respectfully submitted,



Deborah Hall, Assistant Secretary