

**Wayne Economic Development Corporation
Loan Review Committee
September 23, 2022 at 9:30 am
In person and Zoom Videoconference**

Meeting Minutes

The meeting started at 9:35 a.m. with committee member Amanda McDonald, LNB present in person with CJ Britt, LNB; and Corey Kayhart, Farm Credit East present via Zoom. Absent Committee member was Kevin Groff. Additional attendees included Brian Pincelli, CEO; Katie Bronson, COO; Ariel Camp, Economic Development Specialist; and Deb Hall, Clerk. Applicants in attendance Brenda and Elizabeth Rivera from Eli Mexican Restaurant in Macedon, NY.

Ms. Camp started the meeting by summarizing the project and introducing the applicant, Brenda Rivera, who only speaks Spanish, and her daughter, Elizabeth who will be interpreting the conversation. Ms. Rivera told the committee her story of coming to America from El Salvador with her husband children. She worked at restaurants and a dairy farm and prepared food for people. She learned the restaurant business from working at Champion's in Victor. She has been her for 15 years, and had saved \$60,000 to start her own restaurant. She has a building in Macedon and is awaiting a final health department inspection.

The location is across from ABX, a 3-shift manufacturing plant. She thinks this will bring good business since there was a restaurant there before her. She bought the equipment that came with the lease but it is very old. She has a 3-year lease which she has paid some in advance. She is asking for the grant to use toward kitchen equipment, plates and other miscellaneous items.

Mr. Britt asked how much she has spent so far. She said \$22,000 for 6 months rent and preparations. She will hire one LMI employee and will use friends and family for first two weeks to help her get started. She will be open 6:00 a.m. to 7:00 p.m. and no Sundays. She will market online and will make deliveries. She has an accountant and is deciding whether to form LLC or S-Corp. She will be serving more than Mexican to include Salvadorian and Puerto Rican flavors. Ms. McDonald asked where she gets ingredients. She said Wegmans and Walmart. Ms. McDonald suggested she become familiar with food distributors.

She has seating for about 50 inside and will offer outdoor seating in nice weather. Ms. Camp stated that her revenue projections were based on typical restaurant average receipts and stated she would be able to cover costs using this average. She is hoping to open in three weeks.

After hearing this testimony, the Rivera's left the meeting. Mr. Pincelli stated that their working capital is cash saved up. Mr. Kayhart was apprehensive of restaurants using average spend projections. Ms. McDonald stated that the cost of food has gone up and retail price increases can't always keep up with costs. Members were concerned with number of hours and morning in particular but noticed that the work ethic is there. They anticipated more take out than in-house dining which would raise packaging costs. The committee discussed the lease provision that a tax escalator is included and that the fee may increase over time.

Some recommendations were: 1. To find a SCORE mentor who speaks Spanish; and 2. To add language to agreement that Ms. Rivera will retain ownership of all movable trade fixtures delivered and installed as a result of the grant. Hearing no other business, the meeting ended at 10:25 a.m.