

**Wayne Economic Development Corporation**  
**Board Meeting – September 28, 2022**  
**MINUTES**

A regular meeting of the Wayne Economic Development Corporation (WEDC) was called to order by Chairman Scott Johnson, at 9:30 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, Treasurer Julie DiLella, and Secretary Kaye Stone-Ganz, Pamela Heald, and Robert DeBadts. Member absent was Jeannie Brockmyre. John Morrell, agency counsel, was also absent. Also present in person were staff members Brian Pincelli, CEO; Jamie Corteville, CFO; Ariel Camp, Economic Development Specialist, and Deb Hall, Assistant Secretary. Guests present were Brenda and Elizabeth Rivera.

Minutes from the August 24, 2022 board meeting were presented for approval as a motion by Ms. Heald with a second by Mr. Eygnor. Minutes were accepted with unanimous approval.

While waiting for guests to enter the room, Mr. Johnson asked Ms. Corteville to report on the financial health of the agency by showing the bank balances and the loan aging report. She reported that one loan recipients was over 45 days to pay but the Average Days to Pay for all loans was 33 days. Ms. Corteville has reached out to the loan recipient paying higher than 45 days and they have worked together to create a process to decrease the average days to pay on their loan.

Ms. Camp introduced the loan applicant, Ms. Brenda Rivera and her daughter, Elizabeth, who was interpreting for Ms. Rivera who speaks Spanish. Ms. Rivera is applying for a Microburst grant of \$20,000 to supplement her 10% personal equity match to open a retail Mexican restaurant in Macedon, NY. Ms. Rivera shared her personal history of working in a large restaurant kitchen and cooking for family and friends, selling her food. She will located across from ABX, a large 3-shift manufacturing plant on Rt. 31 in Macedon. She will be using the grant funds to purchase kitchen equipment such as oven and dishwasher, as well as plates and miscellaneous items. Ms. Stone-Ganz suggested looking into a wholesale restaurant supply house in Seneca Falls. Ms. Rivera clarified that she will not be selling alcohol. Ms. Camp clarified that the restaurant is operating on a three-year lease and that the standard UCC lien will apply to all equipment with a special notification to the landlord that equipment will be the property of the leaseholder. The Rivera's left the meeting and the Board deliberated on the application stating that her location was promising and that she was prepared for the venture. Mr. Johnson presented the resolution authorizing the Grant. Ms. Heald made a motion to approve, with a second from Ms. Stone-Ganz. All members approved. Mr. Pincelli reported that this was the fifth Microburst grant out of an anticipated ten. Ms. Camp stated more would be reviewed next month.

Mr. Pincelli updated the board on various projects such as the Kickstart Pitch competition that had received four complete applications for the Adult competition. These have been sent to the first round judges. Marketing is ongoing for this program as well as Microburst which has seen a great amount of interest from DBA and LLC filers in the Clerk's office. Mr. Pincelli also noted that all of the Microburst applicants thus far have been women.

Ms. Camp reported on the upcoming Real Estate Breakfast on October 21 in Walworth at Ginegaw Park for those with commercial real estate interests. She also mentioned the 8<sup>th</sup> grade career carnival taking place on October 6 at the Palmyra Fair Grounds.

Mr. Pincelli introduced an opportunity for the WEDC to participate in the SBA 504 financing program that would allow for federal loan guarantees. In order for the WEDC agency to take on this responsibility, there would need to be a minimum of 9-member board. His interest in pursuing this option is that the current lender is not visible in the county and the other option would be to give financing deals to Monroe County IDA who is SBA 504-certified. The staff will be talking with Oswego County lender who is SBA 504-certified to get feedback on the onerous process.

Ms. DiLella asked if anyone had heard of HUD program, Section 3 business. Mr. Pincelli said he would research.

Mr. Pincelli updated the board on Brownfield Assessment grant that is being submitted for round two. He also reminded them of the county-led CDBG Farmworker Housing grant for \$1 million that is underway. He updated the board on the Butler Prison rehabilitation initiatives, stating that the agency could offer to play a more direct role, although nothing concrete has come back from the state. He mention his involvement in Workforce Development with County staff located at D.S.S. He stated he was focusing on career programs that address gaps in the trades and non-college careers.

Mr. Johnson thanked the board for their role as volunteers on the board.

No other business was brought before the Board. The next WEDC Board Meeting was set for October 26, 2022 at 9:00 a.m. with an Audit and Finance Meeting on October 25, 2022 at 9:00 a.m. A motion to adjourn at was made by Ms. Stone-Gansz with a second from Mr. DeBadts. Meeting adjourned at 10:28 a.m.

Respectfully submitted,



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Deborah Hall, Assistant Secretary