

Wayne Economic Development Corporation
Board Meeting – October 25, 2023
MINUTES

A regular meeting of the Wayne Economic Development Corporation (WEDC) was called to order by Chairman Scott Johnson at 9:10 a.m. at 9 Pearl Street, Lyons, Second Floor Conference Room. Other Board members present were Vice-Chairman Phil Eynor, Treasurer Julie DiLella, Kenneth VanFleet, Amanda McDonald, and Pamela Heald. Board member absent was Secretary Kaye Stone-Gansz. Staff members in attendance were Brian Pincelli, CEO; Katie Bronson, COO; Jamie Corteville, CFO; Ariel Camp, Economic Development Specialist; and Cadie Meehan, Assistant Secretary. Guests in attendance were Joel and Larissa Dougherty (in person) of Red Creek Land Holdings, LLC, along with their accountant, Michael Lesch (via Zoom).

Mr. Johnson asked for a motion to approve the minutes from the September 27th, 2023 Board Meeting. Mr. Eynor made the motion with a second from Ms. Heald. All approved.

Ms. Camp introduced the Resolution Authorizing Loan to Red Creek Land Holdings, LLC, along with applicants Joel and Larissa Dougherty and their accountant, Michael Lesch. Mr. and Mrs. Dougherty, as well as co-owners Joel and Jenny Dougherty (not in attendance), are seeking financial support in the amount of \$500,000.00 to purchase Sodus Cold Storage Co, Inc. and its assets. The Dougherty's have extensive experience in the cold storage business and are looking to expand their operation. There is a high demand for cold storage, and is continuing to increase, so the Dougherty's and Mr. Lesch are confident this investment will be beneficial to all parties involved. Mr. Dougherty stated the current owners of Sodus Cold Storage have spent a significant amount of money on facility upgrades and a new refrigeration system, which will aid in providing a smooth and efficient operation. It was also mentioned that despite being assessed at \$9 million, the agreed upon purchase price comes in well below at \$3 million. Mr. Dougherty informed the Board that they will retain the current employees of Sodus Cold Storage and intend to create 2-3 more fulltime positions. Eventually, they also plan to build another facility on the property with 100,000 square feet to further develop their business. To conclude the discussion, Mr. Lesch informed the Board that they will not expect to see much cash flow in the first 45-60 days, which is why approval of the Revolving Loan Fund is critical to the initial operation process. He has no doubt, however, that once they begin to receive revenue, this division will greatly profit the Dougherty's business as a whole. At 9:34 a.m., Mr. and Mrs. Dougherty, along with Mr. Lesch, exited the meeting. Ms. DiLella made a motion to accept the Resolution as presented with a second from Mr. Eynor. All approved with one abstention.

Mr. Johnson introduced the Resolution Authorizing Loan to 4320 Canandaigua Rd LLC (K2 Brewing, Inc.). The following recommendations were discussed and agreed upon by the Board to either remain on or be added to the Resolution:

- Personal guarantee from Lori Kennedy;
- Personal guarantee from Richard Kennedy;
- Lien on 1221 Empire Blvd, Rochester, New York 14609;
- Lien on 1225 Empire Blvd, Rochester, New York 14609.

Previously recommended was a Lien on 18 Cobblestone Crossing, Penfield, NY 14526; however, the Board agreed to remove it from the Resolution. It was also mentioned that K2 Brewing offered to complete a Phase I for 1225 Empire Blvd as a possible contingency for closing the loan; however, the Board agreed that because this property is secondary collateral and out of abundance of caution due to the nature of the loan, it is not required.

Mr. VanFleet made a motion to accept the Resolution as amended with a second from Mr. Eygnor. All approved.

Mr. Johnson introduced the Resolution Adopting Proposed PAAA/PARIS Budgets and Authorizing Submission to the ABO. Ms. DiLella made a motion to accept the Resolution as presented with a second from Ms. Heald. All approved.

Mr. Johnson introduced the Resolution Authorizing Contract for Audit Services. Ms. DiLella made a motion to accept the Resolution as proposed with a second from Ms. Heald. All approved.

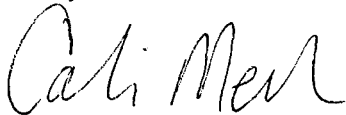
Mr. Johnson introduced the Resolution to Approve Credit Card Limit. A shared limit of \$10,000.00 was initially proposed; however, the Board agreed a shared limit in the amount of \$20,000.00 would be most sufficient. It was noted that this new limit does adhere to the Procurement Policy. Ms. Heald made a motion to accept the amended Resolution with a second from Mr. Eygnor. All approved.

Ms. Corteville presented the Loan Aging Report and Budget vs. Actuals to the Board. At this time, all loan accounts are current with nothing outstanding. It was noted that we are expecting a small amount of income generation through end of the fiscal year, while we continue to see anticipated expenses through October and November (e.g., Pitch Grant Awards, Microburst Grant Awards, and legal services).

Ms. Bronson and Ms. Camp gave brief updates on the Pitch competition, noting that 4 adult and 6 student applications will move forward to the final event. Ms. Camp also mentioned the next Finger Lakes Regional Economic Development Council meeting will take place in Wayne County, specifically at the Wayne Finger Lakes BOCES Conference Center on November 14th.

Hearing no other business, Mr. Johnson stated that the next WEDC Board Meeting is scheduled for November 15th, 2023 at 9:00 a.m. Preceding that is a Governance Committee Meeting at 8:00 a.m. Mr. VanFleet offered a motion to adjourn and was seconded by Ms. Heald. All approved. Meeting adjourned at 10:27 a.m.

Sincerely,



Cadie Meehan, Assistant Secretary