

Wayne Economic Development Corporation
Board Meeting – December 15, 2021
MINUTES

The regular meeting of the Wayne Economic Development Corporation (WEDC) was called to order by Dave Spickerman, Chairman at 9:36 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.

Meeting began with roll call. Members present in-person were Dave Spickerman, Ken Miller – Vice Chairman, Jeannie Brockmyre, and Julie DiLella – Treasurer. Members present via Zoom were Pamela Heald and Robert DeBadts. Kaye Stone-Gansz – Secretary was absent. Also present were John P. Morell, Esq. via Zoom; in-person were Brian Pincelli, CEO; Kathleen Bronson, COO; Jamie Corteville, CFO; Ariel Cardiel, Economic Development Specialist, and Deb Hall, Records Management Officer/Assistant Secretary.

Minutes from the November 17, 2021 board meeting were presented for approval as a motion by Ms. Heald with a second by Ms. Brockmyre. Minutes were accepted with unanimous approval.

The first item on the agenda was a resolution authorizing Ms. Corteville to interface with the banks where the agency holds accounts on behalf of the agency. Motion to accept the Resolution came from Ms. Heald with a second from Mr. DeBadts. Votes were recorded as Ayes: 6; Nays: 0. No abstentions. Resolution was accepted and filed in its entirety.

The next item was a resolution authorizing Ms. Corteville obtain a credit card to conduct agency business and cover agency expenses. Motion to accept the Resolution came from Ms. Brockmyre with a second from Ms. DiLella. Votes were recorded as Ayes: 6; Nays: 0. No abstentions. Resolution was accepted and filed in its entirety.

Ms. Corteville then introduced the preliminary 2022 Operating Budget. Noted items included the MicroBurst allocation from 2021 which has not been spent down. The one time input of 2021 Bullis Fund monies not being budgeted for 2022. Legal fees up due to local litigation costs, and a reallocation of funds for the Pitch competition. Accounting fees are up due to staff changes.

A Resolution to approve the WEDC operating budget was presented upon a motion by Ms. Heald and second from Ms. Brockmyre. Votes were recorded as Ayes: 6; Nays: 0. No abstentions. Resolution was accepted and filed in its entirety.

The Fiscal Report with bank balances and loan aging report was presented by Ms. Corteville, the returning Fiscal Officer. She pointed out the few SOAR loans that were written off by the SOAR board which were unsecured loans with no liens. Ms. Brockmyre asked what was being done to collect again other past long past due loans that have not responded to demand letters. Mr. Pincelli indicated the agency could write off the bad debt but maintain the UCC lien against the business in hopes to collect at a later date. Mr. Miller offered that collection agencies charge fees but can reinforce the consequences of delinquency. Mr. Pincelli offered that the other loans are paying regularly and some that have paid off their loans early. He is preparing to market and promote programs throughout the region in order to get that money back into the local business community.

Ms. Hall presented the Board with an overview of the recent Pitch competition events stating that video interviews are continuing with the most recent winner, Jennifer Evans, and the successful 2021 winner, Jamie Sonnevile, who has continue to see success in growing her business. This footage of the competition along with interviews of all the winners will be compiled to create a marketing video to be used next year as encouragement for more people to join the competition.

Ms. Bronson noted that another applicant, the Welch brothers, although not chosen as finalists, also used the experience to promote their business plan at a regional competition where they did get recognized and funded.

Mr. Pincelli announced that the department of Economic Development and Planning successfully won NYS CFA funding for three projects submitted. One is for a study of existing business and industrial parks, one is for a countywide housing study, and one is for countywide GIS development which is a powerful tool not only for planners, but for economic development and real property data collection and analysis.

Mr. Pincelli presented Mr. Spickerman with a token of appreciation from the Board for his many years of service to the WEDC and IDA boards. He will be retiring in 2022, and this was his last meeting.

The next WEDC Board Meeting was set for January 26, 2022 at 9:00 a.m.

A motion to adjourn at 10:11 a.m. was made by Mr. Miller with a second from Ms. Brockmyre. Motion approved.

Respectfully submitted,



Deborah Hall, Assistant Secretary