



ECONOMIC DEVELOPMENT CORPORATION

Meeting Minutes
Tuesday, July 12, 2016

Board Members Present	Board Members Excused
Robert Solenne, Chair	Walt Matyjas
Joseph Bridgeford, Vice Chair	
David Bunnell, Secretary	
Supervisor Fred Lightfoote	
Karen Springmeier	
Supervisor Robert Green, Jr.	Guests
Karen Parkhurst	Brian Young, Deputy County Administrator
Carla Sieling	Brian Pitrie, SkyOp
Kevin Hill, Treasurer	Joe Dickson, e2e Materials (via telephone) 9:14 am
Supervisor Daniel Marshall	
Non-Board Members Present	
	Contract Staff
Suzanne Vary, Econ. Dev. Specialist	Jim Coniglio, Underberg & Kessler, Local Counsel
Michael Wojcik, CFO	
Melissa Doyle, Staff	
Diane Foster, Staff	

CALL TO ORDER: Chair Rob Solenne called the meeting to order at 8:31 am. A quorum was present.

NEW BUSINESS:

SkyOp Forgivable Loan for training: Suzanne Vary introduced Brian Pitrie of SkyOp. She explained his business deals with small Unmanned Aerial Systems (sUAS) otherwise commonly known as drones. She stated that SkyOp is looking for some assistance with training of sixteen new employees. She noted the total cost for SkyOp’s training plan is \$44,500; the OCEDC would match dollar for dollar what the company puts in.

Brian Pitrie explained that he is the co-founder and manager of operations of SkyOp LLC. He reviewed the background of his company. They are a sUAS comprehensive training company through community college partners. They provide training on flying, applying, buying and complying with regulations set by FAA. They design and deliver training curriculums and recently were certified as a FAA testing center. They also design custom training courses, giving examples of some of their clients and where they have branched out to. He reviewed the success of their 3 ½ year company and their plan for growth. Bob Green commented while attending a NYS Association of Counties (NYSAC) conference this year, the topic on sUAS was a hot topic and a well-attended forum.

Karen Parkhurst inquired if FLCC was in the future as one of their partners. Mr. Pitrie answered that they have tried to incorporate FLCC in the past but was unsuccessful. She inquired on what type of jobs will be created, where they will be working, what is the education level and salary of the prospective positions. Mr. Pitrie explained that a college degree is not needed and the training is a natural extension of STEM. He stated the salary range is from \$40,000-\$85,000/year. Following additional questions, it was answered that the introductory training takes 18 hours, and additional hours for more targeted training dependent on the type of position being filled. Their intent is to hire part time employees then transition to full time when their training is completed.

After Mr. Pitrie and exited the meeting, it was explained that if SkyOp did not meet the job growth requirements, the loan would need to be refunded. Rob Sollenne inquired about the financials; he would like to see a better way of measuring the risk with a newer company. Bob Green would like to see more of a link to FLCC. Karen Parkhurst would hesitate to do that because the jobs that are being created are being created here. Because it takes so long to add curriculums maybe there is a way to show progress toward encompassing a local college. Rob Sollenne recommended the Small Business Committee meet to review and come back with a recommendation. Joe Bridgeford requested clarity on what the investment is really going towards. He is qualified for the \$44K, but does not have a clear description of how he came to the numbers presented.

Carla Seiling stated she needed to abstain due to a business relationship she has with one of the gentleman on SkyOp's advisory board.

Karen Springmeier made a motion to refer SkyOp's request to the Small Business Committee to review financials, specific use of funds, explore a connection with the local community college, and the time frame for job creations, and then return with a recommendation at the next meeting. Karen Parkhurst seconded the motion. Motion carried with one abstention.

OLD BUSINESS:

e2e Materials: Joe Dickson (via phone) joined the meeting at 9:12 am. He reported that they received a purchase order for wall panels. They also received their first purchase order for their soy skin product. He stated that he is currently in Michigan to perform soy skin trials with a company. He reported that the soy skins looks like it may turn into a viable product line. He noted there is a lot of activity that is positive for e2e. The Board and shareholders are indicating to continue their funding. The purchase orders are profitable and are delivering a contribution to their burn rate. If they continue to bring in purchase orders that are profitable, they may be able to increase their principle payments. He also stated that they will have the Town of Geneva paid off in full by November and could take some of the funding they used to switch over to OCEDC. Joe Dickson answered a few additional questions by the board and departed the meeting at approximately 9:23 am.

Rob Sollenne noted that it was encouraging to hear the news of the purchase orders and that the acceleration of payments is possible. The Board recommended that the Finance Committee meet in early August to formulate a strategy/course of action in order to be prepared to tell e2e what the OCEDC is looking for in regards to payment.

ADMINISTRATION:

June 21, 2016 Minutes: Rob Solenne presented the June 21, 2016 minutes for approval. Kevin Hill made the motion to approve the June 21, 2016 minutes. Karen Springmeier seconded the motion. Motion carried.

Billing Report: Michael Wojcik reviewed the June Billing Report.

Invoices for payment: Michael Wojcik reviewed and submitted the invoices for payment for approval, which includes three invoices totaling \$1,344.00.

Dan Marshall made a motion to approve the invoices for payment. Bob Green seconded the motion. Motion unanimously carried.

MGTA Conference: Suzanne Vary explained that Mohawk Global Trade Advisors will be holding a “Transform Your Supply Chain Trade Fest” on September 14th, 2016. It will be held at the Ramada Geneva Lakefront. She is requesting approval to sponsor a table for FTZ289 at a cost of \$500. She explained that Deb Najarro would be attending the table.

Karen Parkhurst made a motion to approve the \$500 to sponsor a table for the FTZ289. Dan Marshall seconded the motion. Motion unanimously carried.

ADJOURNMENT:

Karen Parkhurst made the motion to adjourn the meeting at 9:37 am. Joe Bridgeford seconded the motion. Motion unanimously carried.

Respectfully submitted,

Diane Foster

Staff