



ECONOMIC DEVELOPMENT CORPORATION

Tuesday, January 12, 2020

Board Members Present	Board Members Excused
Robert Solenne, Chair	
Joseph Bridgeford, Vice Chair	
Supervisor Fred Lightfoote	
Erica Wright	
Karen Parkhurst	Guests
David Bunnell, Secretary	Brian Young, Deputy County Administrator
Supervisor Dan Marshall	Peter Fairweather, Fairweather Consulting
Walt Matyjas	Supervisor Peter Ingalsbe
Supervisor Fred Wille	
Kevin Hill, Treasurer	
Karen Springmeier	
Non-Board Members Present	
Mike Manikowski, Executive Director	
Suzanne Vary, Staff	
Michael Wojcik, CFO	Contract Staff
Jessica Kazmark, Staff	James Coniglio, Underberg & Kessler
Brigitte Larson, Staff	
Bob Mincer, Staff	

CALL TO ORDER: Robert Solenne called the meeting to order at 8:30 a.m. and performed a roll call. A quorum was present.

NEW BUSINESS:

Welcome Supervisor Ingalsbe:

Mike Manikowski introduced Supervisor Peter Ingalsbe. Supervisor Ingalsbe is replacing Supervisor Marshall as the Board of Supervisors representative on the EDC Board.

Economic Development Strategic Plan:

Mike Manikowski introduced Peter Fairweather of Fairweather Consulting to the Board, stating that Peter has prepared the Strategic Plan for many years.

Peter Fairweather began by stating that the pandemic has taken a toll on the economy but Ontario County has stayed strong. Peter attributed Ontario County’s success to three factors: location, leadership and economic diversity; all of which have not changed since the pandemic started last year. Ontario County is positioned as a superior quality location for high-value-added technology development, an approach that still holds. COVID-19 has produced a world that

requires new ways of thinking in order to protect and expand Ontario County's long-term economic strengths. Peter stated that this involves reconsidering & possible redefining almost all relationships in our economy, while also rebuilding and redefining business models throughout the economy. Peter also presented benchmarks of the County, including median earnings in the manufacturing fields, information and other industries. Peter also shared that Ontario County ranks number 2 out of 3142 Counties for industry diversity.

Peter went over the strengths, weaknesses, opportunities and threats (SWOT analysis) of Ontario County. Strengths included economic diversity, transportation access and culture of cooperation. Weaknesses included the electric grid. Opportunities listed were advanced manufacturing, remote workers and entrepreneurs. Threats included the ongoing pandemic and impact of regulatory changes.

Peter also presented strategy implementation which calls for a two-prong approach --- continue internal harvesting for targeted and cultivate opportunities in the new normal. Peter will continue his presentations to the County and then the formal plan will be adopted.

Karen Parkhurst made a motion to approve and accept the 2020 Strategic Plan. Erica Wright seconded the motion. Unanimously approved. Motion carried.

Tactical Construction:

Suzanne Vary reminded the Board of the Tactical Construction, a disabled veteran-owned company looking to relocate to a building in Fishers. The total project cost is \$1.8 million and the Company has requested EDC assistance in the amount of \$150,000 for building renovations.

Michael Wojcik presented the projections to the Board, indicating that the building was purchased to \$680,000 and that a private investor has contributed \$750,000 to the project. The Company currently has 35 FTEs and plan to add 14 over the next three years.

Rob Sollenne stated that the Finance Committee met and that a personal guarantee and life insurance were terms that were discussed. More information is needed and Staff will ask Jim if an email vote is allowable.

No action taken.

OLD BUSINESS:

OCEDC/GFL RPC Partnership:

Mike Manikowski began by sharing that a proposal was sent to Jay Gsell, Interim CEO at Genesee Finger Lakes Regional Planning Council.

Supervisor Fred Wille is a member of the Council's Executive Committee and shared that the last meeting agenda had the OCEDC request. Supervisor Wille indicated that there was an open discussion and that the request packet was referenced along with the process that was outlined. It was discussed that it would directly benefit the EDC but also benefit everyone in the economic region. A vote was not taken at the time but there was a lot of support. The Board will review at the next meeting.

ADMINISTRATION:

December 8, 2020 Minutes:

Rob Sollenne presented the December 8, 2020 minutes for approval.

Joe Bridgeford suggested that wording for the decision to decline a loan be changed. Joe also suggested clarifying the bullet about the rate of the loan to be read “at the greater of 75% of prime or 3% at time of closing”.

Joe Bridgeford made a motion to approve the December 8, 2020 minutes with the two above changes. Karen Springmeier seconded the motion. Motion carried.

Invoices for Payment:

Michael Wojcik reviewed and submitted the invoices for payment for approval, which included 2 invoices totaling \$200.

Supervisor Fred Lightfoote made a motion to approve the invoices for payment. Karen Springmeier seconded the motion. Motion unanimously carried.

Annual Report:

Mike Manikowski clarified to the Board that Dixon Schwabl will be preparing the 2020 Annual Report. The cost of the Annual Report is estimated at \$9,855.00 and would be split evenly with the OCIDA, bringing the cost for the EDC to \$4,927.50.

Supervisor Fred Lightfoote made a motion to approve payment of the 2020 Annual Report in the amount of \$4,927.50. Erica Wright seconded the motion. Unanimously approved. Motion carried.

Thank you Karen Springmeier:

The Board and Economic Development staff thanked Karen Springmeier for her service and dedication to the EDC Board. Lynn Fried is her replacement at Finger Lakes Workforce Investment Board.

ADJOURNMENT:

Karen Springmeier made a motion to adjourn at 9:48 a.m. Kevin Hill seconded the motion. Unanimously carried.

Respectfully submitted,

Brigitte Larson, Staff