



ECONOMIC DEVELOPMENT CORPORATION

Tuesday, May 14, 2019

Board Members Present	Board Members Excused
Robert Sollenne, Chair	Kevin Hill, Treasurer
Karen Parkhurst	Karen Springmeier
Erica Wright	Supervisor Fred Lightfoote
Joseph Bridgeford, Vice Chair	
Supervisor Dan Marshall	
Walt Matyjas	Guests
Supervisor Fred Wille	Brian Young, Deputy County Administrator
David Bunnell, Secretary	Dan Rao, Assured Edge Solutions
	John Johnson, Geneva Tech Farm
	Harry Sicherman, The Harrison Studio
Non-Board Members Present	
Mike Manikowski, Executive Director	
Suzanne Vary, Staff	Contract Staff
Michael Wojcik, CFO	Jim Coniglio, Underberg & Kessler
Jessica Kazmark, Staff	
Brigitte Larson, Staff	
Bob Mincer, Staff	

CALL TO ORDER: Robert Sollenne called the meeting to order at 8:30 am. A quorum was present.

NEW BUSINESS:

Assured Edge Solutions:

Mike Manikowski introduced John Johnson, Director of the Tech Farm in Geneva, and Dan Rao, CEO of Assured Edge Solutions, a company that has been located in the Tech Farm since 2017. Dan Rao explained his business to the Board, calling it a “Sustainable Agri-Business” that he started in 2012 and was located Webster.

Dave Bunnell and Walt Matyjas entered the meeting at 8:33 am.

AES uses fresh and “sort-outs” from farms and factories to make fruit and vegetable powders. The Company’s brand, “Healthier Way”, was formed in 2015 and now partners with Wegmans. The current facility is 3000 ft², but Dan would like to move to a new facility as the Company continues to grow. Dan explained that equipment needs to be purchased to accommodate a larger workload; for example, the Company’s dryer can currently process 500 pounds of wet material into powder, but due to contracts AES needs be able to process 2000 pounds, resulting in about 200 pounds of powder. Dan spoke to the Board about the different equipment that

would be purchased, totaling \$246,387, and also stated that M&T has extended the Company's line of credit by \$125,000. The Company is asking for OCEDC assistance in the amount of \$100,000.

Supervisor Dan Marshall made a motion to refer the AES request to the Finance Committee. Joe Bridgeford seconded the motion. Unanimously approved. Motion carried

John Johnson and Dan Rao exited the meeting at 8:57 am.

Pactiv:

Mike Manikowski explained to the Board that the OCEDC has been working with Pactiv in Canandaigua for decades, but there have been many changes. The Company is now owned by a company based out of New Zealand with locations through the US. Mike said that there used to be a close working relationship but it is now difficult to get in to Pactiv to speak with anyone. A site selector firm contacted the office through Greater Rochester Enterprise. Pactiv would like to add additional capacity, new equipment and some jobs in one of two locations, Canandaigua or one out of state. The consultant indicated that a competitive package needs to be put together. Harry Sicherman was contacted about a CDBG grant, with a possibility of an even loan and grant split, which would result in part of the funds coming back to the OCEDC. Mike stated that there was a resolution presented at the Board of Supervisors meeting last week to establish a public hearing. Mike also explained that the grant would come from the federal government to the State, the State to the County, the County to the OCEDC, and then the OCEDC to Pactiv. Sue Vary mentioned that there is quite a lead time for the equipment to be ordered, about 6 months, so there is a timing issue. Harry Sicherman also explained that the OCR submission deadline is June 7th. It was discussed that there could be 15 new jobs for the new equipment, but the number may increase to about 30. There was discussion of whether or not there needs to be a range set for grant vs. loan.

Karen Parkhurst made a motion to authorize Staff to negotiate a competitive package for Pactiv, as necessary. Supervisor Dan Marshall seconded the motion. Unanimously approved. Motion carried.

OLD BUSINESS:

Real Eats America Update:

Mike Manikowski and Harry Sicherman informed the Board that Real Eats America has produced 10 new jobs, totaling 30 FTEs since January of 2019. Each job equivalent to a draw of \$15,000 from the OCR CDBG grant, as previously discussed. Harry also stated that records and data have been received as backup for each FTE. It was discussed that there may be a major equity sale this fall.

FTZ 289 Annual Report:

Bob Mincer informed the Board that the FTZ 289 Annual Report for 2018 was filed late due to the government shutdown. Bob gave the Board a brief summary of the FTZ Annual Report and stated that he is making contacts as necessary.

ADMINISTRATION:

March 12, 2019 Minutes:

Rob Sollenne presented the March 12, 2019 minutes for approval as presented.

Joe Bridgeford made a motion to approve the March 12, 2019 minutes as presented. Karen Parkhurst seconded the motion. Motion unanimously carried.

NYS Char and Form 990:

Michael Wojcik presented the NYS Char and Form 990 to the Board and stated that both will be filed electronically by the end of the month.

Dave Bunnell made a motion to accept the NYS Char and Form 990. Karen Parkhurst seconded the motion. Unanimously approved. Motion carried.

Invoices for payment:

Michael Wojcik reviewed and submitted the invoices for payment for approval, which included 8 invoices totaling \$23,658.28.

Supervisor Dan Marshall made a motion to approve the invoices for payment. Supervisor Fred Wille seconded the motion. Unanimously approved. Motion carried.

Budget amendment:

Mike Manikowski explained that in order to start the package for Pactiv, there will need to be a small budget amendment to bring Harry Sicherman on as the consultant for the transaction.

Michael Wojcik stated that the budget for consulting services would go from \$3000 to \$8000.

Walt Matyjas made a motion to approve the budget amendment to increase to \$8000. Joe Bridgeford seconded the motion. Unanimously approved. Motion carried.

April Financial Statements:

Michael Wojcik presented the April Financial Statements to the Board.

Supervisor Dan Marshall made a motion to approve the April Financials, seconded by Joe Bridgeford. Unanimously approved. Motion carried.

ADJOURNMENT:

Walt Matyjas made the motion to adjourn the meeting at 9:43 a.m. Supervisor Fred Wille seconded the motion. Motion unanimously carried.

Respectfully submitted,

Brigitte Larson, Staff