



ECONOMIC DEVELOPMENT CORPORATION

Tuesday, June 9, 2020

Board Members Present	Board Members Excused
Robert Solenne, Chair	
Joseph Bridgeford, Vice Chair	
Supervisor Fred Lightfoote	
Kevin Hill, Treasurer	
Erica Wright	<b>Guests</b>
Walt Matyjas	Brian Young, Deputy County Administrator
Supervisor Dan Marshall	Jim Granados, CyFlare
Karen Parkhurst	Harry Sicherman, Harrison Studio
Karen Springmeier	Bill Scott, Finger Lakes Extrusion
David Bunnell, Secretary	Phil Scott, Finger Lakes Extrusion
Supervisor Fred Wille	
<b>Non-Board Members Present</b>	
Mike Manikowski, Executive Director	
Suzanne Vary, Staff	
Michael Wojcik, CFO	<b>Contract Staff</b>
Jessica Kazmark, Staff	James Coniglio, Underberg & Kessler
Brigitte Larson, Staff	
Bob Mincer, Staff	

**CALL TO ORDER:** Robert Solenne called the meeting to order at 8:33 a.m. A quorum was present.

**NEW BUSINESS:**

**Cy Flare:**

Suzanne Vary introduced Joe Morin, founder and CEO, and Jim Granados, Operations Manager of Cy Flare. Cy Flare is a cyber security company currently located in Fishers that works with over one hundred clients, and was voted and was recently voted #1 Victor, NY Tech Company. Joe gave the Board a brief history of the Company and stated that there are currently 20 FTEs but plans to have 30 to 40 by year end.

Jim spoke about different trainings and certifications that are necessary to new and current employees. It was also stated that the Company is working with the Workforce Development Institute and Finger Lakes Works for funding. Cy Flare is asking for OCEDC assistance in the amount of \$6,000.

*Supervisor Dan Marshall made a motion to refer the Cy Flare request to the Finance Committee. Karen Parkhurst seconded the motion. Unanimously approved. Motion carried.*

**Finger Lakes Extrusion:**

Erica Wright introduced Bill and Phil Scott of Finger Lakes Extrusion. Erica presented a slideshow to the Board detailing the request for training. Erica indicated that one of the products FL Extrusion sells is a re-enforced tube but is currently bought out of Canada, then resold. The Company would like to manufacture the tube themselves and would require employee training on new equipment. It was discussed that the cost of training will be around \$45,000.

*Kevin Hill made a motion to refer the Finger Lakes Extrusion request to the Finance Committee. Supervisor Fred Lightfoote seconded the motion. Erica Wright recused herself. Motion carried.*

**EDA CARES Act:**

Mike Manikowski explained to the Board that Harry Sichertman is looking into different options. There may be some opportunities to compete from grant funding. Staff will update the Board as necessary.

**OLD BUSINESS:**

**CDBG Projects Update:**

Mike Manikowski presented the CDBG report from Harry Sichertman. There were no questions.

**NextGen Condition Request:**

Suzanne Vary explained that due to an application to WBE, NextGen would like a condition removed from the OCEDC loan terms. They would like to keep Morse Lumber separate as to not associate NextGen white applying for WBE status. It was clarified that this will not change the security position of the OCEDC.

*Walt Matyjas made a motion to remove the condition. Karen Parkhurst seconded the motion. Unanimously approved. Motion carried.*

**ADMINISTRATION:**

**May 12, 2020 Minutes:**

Rob Sollenne presented the May 12 2020 minutes for approval as presented.

*Karen Springmeier made a motion to approve the May 12, 2020 minutes as presented.*

*Supervisor Dan Marshall seconded the motion. Motion carried.*

**990 and Char500:**

Michael Wojcik presented the 990 and Char500 to the Board and indicated that any changes are due July 15<sup>th</sup>.

**OED Response to COVID-19:**

Mike Manikowski explained that the office website is updated multiple times a day with new and current information with guidance for reopening phases. He also stated that B2B has stayed strong within the County.

**Report on Principal Deferments:**

Suzanne Vary presented the current report on principal deferments, indicating that eleven out of nineteen Companies have asked for a deferment. Staff will update the Board as necessary.

**Invoices for Payment:**

Michael Wojcik reviewed and submitted the invoices for payment for approval, which included 1 invoice totaling \$5,939.50.

*Supervisor Fred Lightfoote made a motion to approve the invoices for payment. Kevin Hill seconded the motion. Motion unanimously carried.*

It was stated that the next meeting is scheduled for July 14<sup>th</sup>. Staff will schedule a Finance Committee prior.

**ADJOURNMENT:**

*Supervisor Fred Lightfoote made the motion to adjourn the meeting at 9:33 a.m. Kevin Hill seconded the motion. Motion unanimously carried.*

Respectfully submitted,

*Brigitte Larson*, Staff