



ECONOMIC DEVELOPMENT CORPORATION

Tuesday, June 12, 2018

Board Members Present	Board Members Excused
David Bunnell, Secretary	Walt Matyjas
Kevin Hill, Treasurer	Supervisor Fred Lightfoote
Karen Springmeier	Jodi Earle
Karen Parkhurst	
Supervisor Daniel Marshall	
Supervisor Robert Green, Jr.	
Robert Solenne, Chair	
Joseph Bridgeford, Vice Chair	Guests
	Brian Young, Deputy County Administrator
	Kathy Bailey, Workforce Development
Non-Board Members Present	Mike Sykes, Workforce Development
Mike Manikowski, Executive Director	
Suzanne Vary, Econ. Dev. Specialist	
Michael Wojcik, CFO	Contract Staff
Jessica Kazmark, Staff	Ed Russell, III, Underberg & Kessler, Local Counsel
Brigitte Larson, Staff	

CALL TO ORDER: Robert Solenne called the meeting to order at 8:31 am. A quorum was present. Introductions were made of everyone in attendance.

Kevin Hill entered the meeting at 8:32 am.

NEW BUSINESS:

LaBarge Media Loan:

Michael and Sue presented a brief summary about the Company. LaBarge Media is an advertising firm that is planning to expand into Animation and Digital services. They are asking for a loan in the amount of \$175,000. Michael reviewed the Company's projections. He stated that 100% of their debt is a short-term sweep account line of credit with a limit of \$275,000 and they below that limit. The Company also has averaged 12% annual sales growth over the past decade and seems to be continuing this year by the looks of the mid May sales figures. Michael stated that the building is equally owed by the two brothers who activity participate in the businesses operations and has a \$106,500 mortgage on it, held through Canandaigua National Bank. Michael feels the market value of the building is more than the \$200,000 assessed value. *Supervisor Green made a motion to approve the loan for \$175,000 for 7 years (84 months) with an interest rate at ¾ of the Prime Rate as published in the Wall Street Journal at the time of*

closing, second security position behind Canandaigua National Bank on business assets, a second position mortgage behind Canandaigua National Bank on their building for \$175,000, and other customary collateral and reporting terms as outlined in the loan write-up documents. Supervisor Dan Marshall seconded the motion. Motion was carried. Kevin Hill abstained due to a conflict of interest.

F.F. Thompson Health deferred payment loan:

Sue explained that F.F. Thompson Hospital is transitioning to the same system used by University of Rochester Medical Center (URMC) for electronic medical records, using a program called EPIC. This is to remedy the incompatibility throughout the URMC system. They have asked for a deferred payment loan in the amount of \$22,390, to provide training to a specific group of employees; 90 clerical workers, with use of HUD funds that are with the County. Use of these funds will need approval from the Board of Supervisors. *Daniel Marshall made a motion to approve the deferred payment loan, of \$22,390, for 3 years (36 months). Karen Parkhurst seconded the motion. Unanimously approved.*

Amcore Power Solutions, LLC loan:

Sue explained that this is \$250,000 loan request for a startup company moving from out of state to Fishers, NY. One (1) job would be retained and five (5) jobs would be created in the next three years. Sue also stated that the Finance Committee recommended a five year term, as well as a \$25,000 penalty, should the Company relocate out of Ontario County prior to loan repayment. Michael reviewed both Company and internally prepared projections for the Company, noting that there is good collateral behind this request. *Supervisor Bob Green made a motion to approve the loan for \$250,000 for 5 years (60 months) with a \$25,000 penalty if the Company relocates out of Ontario County during the term of the loan and all other customary collateral and reporting terms as outlined in the loan write-up documents. Karen Springmeier seconded the motion. Motion was carried. Kevin Hill abstained due to conflict of interest.*

OLD BUSINESS:

Workforce Development:

Kathy Bailey reviewed that the original \$30,000 allocated for OTD and incumbent funds have been used. There are a total of 11 contracts; 8 are on the job training contracts and 3 are incumbent training contracts. An additional \$30,000 is being requested to help fill the gap for the rest of the year. *Karen Parkhurst made a motion to fund the additional \$30,000 from the funds received Ontario County Local Development Corporation for workforce development. Supervisor Dan Marshall seconded the motion. Unanimously approved.*

Finger Lakes Works with Their Hands:

Sue explained that in past we've sponsored 4 buses; \$300 each, totaling \$1200. It was discussed that this is a wonderful event with a large turnout each year. *Supervisor Bob Green motioned to approve the sponsorship of 4 buses at \$300 each, totaling \$1200. Joe Bridgeford seconded the motion. Motion was carried. Karen Springmeier abstained.*

Swiftlift, Inc's request to amend collateral:

Michael explained that a loan with Swiftlift, Inc. was closed in March of 2015. The purpose of the funds was to purchase a building. Tom Edwards will be merging two of his companies, Swiftlift, Inc. and CSI Material Handling, Inc., with Toyota Material Handling Northeast, a wholly owned subsidiary of Toyota Motor Company. Tom Edwards has requested that Swiftlift,

Inc. be removed from the UCC that lists Swiftlift, Inc. as an additional debtor to the Phillips Victor, LLC debt. Michael further explained that the real estate holding company, Phillips Victor, LLC, is wholly owned by Tom Edwards and that the newly created merged company will not guaranty the personal debt of Tom Edward's asset. Michael also said the building will still be used to in the newly merged Company. *Kevin Hill made a motion to approve the release Swiftlift, Inc. as additional debtor on the UCC filed with Phillips Victor, LLC as primary debtor. David Bunnell seconded the motion. Unanimously approved.*

Executive Session:

At 9:19 am Supervisor Bob Green motioned that the EDC Board enter into Executive Session to discuss the financial history of a corporation, seconded by Karen Springmeier. Unanimously approved.

At 9:22 am Kevin Hill motioned to come out of Executive Session, seconded by Supervisor Dan Marshall. Unanimously approved.

Supervisor Bob Green made a motion to approve the commitment letter extension of Agro Research International to August 15, 2018. Supervisor Dan Marshall seconded the motion. Unanimously approved.

ADMINISTRATION:

May 8, 2018 Minutes: Rob Sollenne presented the May 8, 2018 Minutes for approval. *Karen Parkhurst made a motion to approve the May 8, 2018 minutes. Karen Springmeier seconded the motion with 2 small changes; inserting "made a motion to" Cherbundi's request to allow and subordinate to additional debt, and the correction of a misspelt board member name. Motion unanimously carried.*

Invoices for payment: Michael Wojcik reviewed and submitted the invoices for payment for approval, which included 2 invoices totaling \$7,206.00. *Supervisor Dan Marshall made a motion to approve the invoices for payment. Karen Springmeier seconded the motion. Motion unanimously carried.*

May 31, 2018 Financial Statements: Michael Wojcik reviewed the ONEDC's financial statements as of May 31, 2018. *Joe Bridgeford made a motion to accept the May31, 2018 financial statements as presented, seconded by Kevin Hill. Motion unanimously carried.*

ADJOURNMENT:

Supervisor Bob Green made the motion to adjourn the meeting at 9:30 am. Kevin Hill seconded the motion. Motion unanimously carried.

Respectfully submitted,

Brigitte Larson, Staff