



ECONOMIC DEVELOPMENT CORPORATION

Tuesday, August 8, 2023

Board Members Present	Board Members Excused
Robert Solenne, Chair	Carla Sieling
Erica Wright, Vice Chair	Supervisor Fred Wille
Karen Parkhurst	
Kevin Hill, Treasurer	Guests
David Linger	Cathy Young, Center of Excellence for Food & Ag
Supervisor Peter Ingalsbe	Michael Manikowski, Tech Farm
Lynn Freid	Kathy Rayburn, Victor LDC
Supervisor Fred Lightfoote	Harry Sicherman, The Harrison Studio
Walt Matyjas	Amy Hendrix, Geneva City Manager
	Danielle DiDuro, Center of Excellence for Food & Ag
	David West, City of Geneva Economic Developer
Non-Board Members Present	Ed Maguire, Center of Excellence for Food & Ag
Ryan Davis, Executive Director	
Suzanne Vary, Staff	
Brigitte Larson, Secretary	Contract Staff
Bob Mincer, Staff	Veronica Devries, Underberg & Kessler (via Zoom)
Jessica Kazmark, Staff	
Michael Wojcik, CFO	

CALL TO ORDER: Chair Rob Solenne called the meeting to order at 8:41 a.m. A quorum was not present.

NEW BUSINESS:

Center of Excellence:

Ryan Davis introduced Cathy Young, Executive Director of Cornell Center of Excellence. Cathy gave the Board a brief background summary on the Center of Excellence and the Tech Farm. Cornell AgriTech serves a constantly developing agricultural sector for New York state, valued at over \$36.7 billion a year. Cornell AgriTech has become an important hub for food and agriculture research and continues to grow.

Cathy explained that their renowned scientists conduct ground-breaking research in laboratories and 900 acres of fields, orchards and vineyards. Through the work of the faculty, staff and students the food and plant research continues to develop.

The Board and Guests will be welcome to tour the facility and premises after the EDC meeting adjourns.

Request for Funding:

Michael Manikowski and Harry Sicherman presented a funding request to the Board, in the amount of \$25,000 in the form of a deferred payment note. Instead of using the funds for workforce development or training, the funds would be used to contribute to the development of a strategic plan. The Tech Farm would contribute as well as the City of Geneva.

Mike explained that the Tech Farm started as a research facility in Geneva and has grown to house food, beverage and ag tech innovation, acceleration and incubation. The Tech Farm was completed in 2005 and currently houses 12 tenants, employing a total of 30 FTEs. It was also noted that the Tech Farm is one of twenty Certified Business Incubators in New York state.

Supervisor Fred Lightfoote made a motion to refer the request to the Finance Committee. Kevin Hill seconded the motion. Unanimously approved. Motion carried.

Victor LDC:

Ryan introduced Kathy Rayburn. Kathy is the Executive Director of the Victor LDC, as well as the Director of Economic Development for Victor.

Kathy spoke to the Board about the building improvement plan in Victor and explained that they have received three New York Main Street Grants. Kathy and her team are hopeful to receive a fourth, to be announced in December. The grant is administered as a reimbursement program, resulting in some businesses unable to participate due to lack of funds. The Victor LDC would like to approach the EDC about funding for those businesses to bridge the gap for this program. Criteria for qualification will be developed and presented to Staff before officially asking the Board.

Authority to invest:

Michael Wojcik explained that the EDC has some cash that he would like to put in short term Certificates of Deposit. Michael clarified that the only institutions used would be Lyons National Bank and Canandaigua National Bank. Michael would also like to add language to the Policies and Procedures to reflect his authority from the Board to renew the CDs if necessary. It was also determined that a phone call should go out to the Chair or Vice-Chair regarding a renewal.

Karen Parkhurst made a motion to authorize the amendment of the EDC Policies and Procedures to reflect the CFO's authority to renew Certificates of Deposit should it be necessary.

Interest Rate:

Lynn Freid explained that the structure would be kept the same, as the current program works, but would also like to develop a program for employers.

ADMINISTRATION:

June 13, 2023 Meeting Minutes:

Rob Sollenne presented the June 13, 2023 Meeting Minutes for approval.

Karen Parkhurst made a motion to approve the June 13, 2023 Meeting Minutes as presented.

Erica Wright seconded the motion. Unanimously approved. Motion carried.

Invoices for Payment:

Rob Sollenne reviewed and submitted the July and August invoices for payment for approval, which included 8 invoices totaling \$16,619.70.

Supervisor Fred Lightfoote made a motion to authorize and approve the above-mentioned invoices for payment. Erica Wright seconded the motion. Unanimously approved. Motion carried.

OLD BUSINESS:

Open Discussion:

Walt Matyjas asked about the Ontario County Chamber of Commerce situation. Rob Sollenne and Ryan Davis met with Acting Chamber Director Michael Mills last week and informed the Board that the \$40,000 has not been used.

Supervisor Fred Lightfoote made a motion to authorize Ryan Davis to request payment in full on behalf of the OCEDC. Walt Matyjas seconded the motion. Unanimously approved. Motion carried.

Ryan informed the Board that there will be public sessions held on September 11th and 12th regarding the housing study. The findings and recommendations will be presented to the appropriate Committees, then the full Board of Supervisors for adoption.

ADJOURNMENT:

Karen Parkhurst made a motion to adjourn the EDC meeting at 10:06, seconded by Supervisor Peter Ingalsbe. Unanimously approved. Motion carried.

Respectfully submitted,

Brigitte Larson, Staff