



ECONOMIC DEVELOPMENT CORPORATION

FINANCE COMMITTEE

Meeting Minutes

**Friday, September 7, 2018 – 8:00 a.m.
20 Ontario St., Canandaigua, NY 14424
Office of Economic Development’s Conference Room**

Board Members Present	Staff/Others Present
Karen Parkhurst, Chair	Michael Wojcik, CFO
Rob Sollenne, Vice Chair	Mike Manikowski, Executive Director
Walt Matyjas	Sue Vary, Economic Development Specialist
Board Members Excused	Brigitte Larson, Staff

Call to Order: Chairperson Parkhurst called the meeting to order at 8:03 am. A quorum was present.

GENERAL BUSINESS:

Approval of August 3, 2018 Minutes: *Walt Matyjas made a motion to approve the minutes of the August 3, 2018 meeting, seconded by Rob Sollene. Unanimously approved.*

Star Cider, LLC Loan Request:

Executive Session:

At 8:04 am Walt Matyjas motioned that the OCEDC Finance Committee enter into Executive Session to discuss the financial history of a corporation, seconded by Rob Sollene. Unanimously approved.

At 8:33 am Walt Matyjas motioned to come out of Executive Session, seconded by Rob Sollene. Unanimously approved.

Rob Sollenne moved to recommend to the Board to approve the Star Cider, LLC loan request in the amount of \$70,000 from GAIN funding and \$150,000 from RLF contingent on:

- *Second position security interests on all business assets subordinate to LNB,*
- *Second position mortgage on the business property subordinate to LNB,*
- *10 year term at 1% annual interest on GAIN Funds and 0.75% of the prime rate on RLF funds,*
- *Personal guarantees of all three principals; Nathan J. Stahl, Adam J. Stahl, and Cortni K. Stahl,*
- *Life insurance on all principals with \$100,000 on Cortni K. Stahl, and the remaining balance between Nathan J. Stahl and Adam J. Stahl.*

This was seconded by Walt Matyjas. Unanimously approved.

Real Eats America, Inc. Loan Request:

Real Eats originally had asked the OCEDC for a \$400,000 loan. Since their presentation at the last OCEDC meeting, the request has changed to a \$200,000 loan from the City of Geneva. The Company would also like to apply for a \$750,000 CDBG grant from Homes & Community Renewal (HCR) through the County, which the County would then give to the OCEDC. The OCEDC would then loan the funds to Real Eats and as the Company repays the loan, the funds would be de-federalized and become OCEDC funds. To receive the maximum request of \$750,000, a requirement may be that 51% of the new jobs would need to be from low income. In order to move forward with the HCR grant application, a resolution to apply would need to go through the two committees and then be presented to the Board of Supervisors. Karen Parkhurst commented that Dan Wise and Keith Lydon of Real Eats are extremely professional and that the Company is well organized. Karen also stated that she had recently ordered from the Company and was quite impressed from a consumer standpoint. Mike Manikowski stated this information will be presented to the Board and with the Board's approval, get a resolution together to start the process with the County for the grant application.

Walt Matyjas made a motion to pursue the funding plan as presented without the approval of a loan. Rob Sollene seconded the motion. Unanimously approved.

Adjournment: *Walt Matyjas moved to adjourn at 9:22 am, seconded by Rob Sollene. Unanimously approved.*

Respectfully submitted,

Brigitte Larson