

BATAVIA DEVELOPMENT CORPORATION (BDC)

BDC Meeting 5/23/2018 – 7:30 AM

1. Attendees
 - a. W.Bedford, L.Aratari, M.Worth, R.Cohen, S.Pies, P.Casey, N.Varland, M.Valle, P.Cipollone
2. 4/25 - Minutes approved
 - a. Motioned by PCasey 2nd by SPies - 9-0
3. Governance
 - a. Hiring
 - i. M.Valle and P.Cipollone have posted the position for Economic Development Director as of the 1st week of May. 4 resumes have been received to date. We will wait until the end of the month and then reach out to the application for interviews. Plans are to hire by the end of June.
 - b. Welcomed New Members
 - i. R.Cohen, N.Varland – Chris Fix absent
 - ii. Motion to accept new members P.Casey 2nd by M.Valle 7 – 0
 - iii. As the Board can have no less than 9 and no more than 12 we have room for additional members. M.Valle indicated the Marty Macdonald from the City Church may be interested.
ACTION: P.Cipollone will reach out and schedule a coffee talk to see if Marty is interested.
 - c. Board Resignations
 - i. Kevin DeMars – has resigned sitting his work is keeping him on the road so much that he cannot apply himself to the BDC – resignation accepted
 - ii. Jay Sackett – is moving his primary office to Williamsville and is no longer eligible to be on the board per our by-lws – resignation accepted.
 - d. New Officer
 - i. With J.Sackett leaving and being the Board Secretary the Board voted on a new Secretary. Motion made by Wesley Bedford to appoint Lori Aratari as Secretary was approved by Nate Varland, 2nd by Peter Casey..motion approved 9 - 0
 - e. Reviewed City's engagement with the BDC
 - i. 1 year engagement
 - f. A request for a 5yr support agreement to be presented to Council at 5/29 meeting. M.Worth indicated that the Council may be limited legally to a full 5yr commitment as they are not allowed to pass on such a commitment to the next elected council. We will ask for at least a vote of support from the current Council for the 5 yr period.
 - g. ABO training for all board members is required
 - i. L.Aratari , R.Cohen, N.Varland and C.Fix need to schedule a training sessions on-line
 1. <https://www.abo.ny.gov/training/onlinetraining.html>
 2. Next Session 6/8 or 7/11
4. Audit
 - a. Freed Maxick has started an audit of the BDC policies and financials – a review of the audit is planned for June.
 - b. Currently the current 2 yr agreement Freed Maxick expires next year. Laura Landers suggested that we align our agreement to coincide with the City's 4 yr agreement. It was agreed that this was a good idea to maximize the saving in rate.
ACTION: P.Cipollone to check with legal and Freed Maxick as to how the current agreement can be changed/extended to align with the City (i.e. do we need to submit a new RFP now).
5. Marketing
 - a. Current members C.Fix, S.Boyce, S.Pies, R.Tabelski
 - b. Present members were asked if there was interest in joining this committee

- c. It was suggested that this group meet to plan a strategy to market the loan fund and potential DRI support
- 6. Small Business
 - a. Jayesh Patel – withdrew his request for assistance on the old gas station on the corner of Porter and Main. S.Pies reached out to Mr. Patel to inquire of his interest in applying for a loan. He indicated he was denied by Bank of America due to his business Plan. A couple days later he reached out to Steve to let him know he has had a change of plans and not interested in owning a business.
 - b. FreshLAB
 - i. The Wild Rican opened 5/20 – we should stop in and see how they are doing
 - ii. EDEN has ben in business for over a month and has received good reviews.
 - iii. A discussion was held that we need to check in on these business to see how they are doing periodically. Barb Shine (past board member) has agreed to work with them and bring in aide from GCC and BOCES as needed.
 - c. W.Bedford summarized an effort by 43 North (part of the Buffalo Billion) and Facebook to make \$1 Million available to local business on a competitive basis. Grants available are from \$100K to \$50K.
- 7. Loan Portfolio
 - a. Callahan Towing – has stopped making payments. They were already working on a reconfigured loan payment plan. .Cipollone has left message to see what if anything can be done.
ACTION: P.Cipollone to reach again.
 - b. Hearth & Soul – Last payment bounced – P.Cipollone spoke with Jen and she would look into why.
ACTION: P.Cipollone to follow up with Jen for status.
 - c. Carter's – no payment has been received in 6-7 month.
ACTION: S.Pies to get contact info for Bill Basken (who co – signed the loan)
ACTION: P.Cipollone to call and see if there is an arraignment that can be made to repay the loan before contacting Lacy Katzen to start legal action.
 - d. M.Worth reviewed the City's task disposition the Small Cities fund as required by the Federal Government. The City needs to allocat those fund to a project or effort otherwise will be required to use those funds to cover future grant funding.
- 8. Real Estate
 - a. Harvester – VIP Structures is working with the Mancuso Group on that redevelopment effort. There are some portions that are historical so they are determining the best opportunities for design. BDC has had initial meetings on potential future funding.
 - b. Creek Park – The town is now in possession of the old Graham property and is working with the State to get the needed funding to complete the section of the Ellicott Trail that runs along the side of the property. The BDC plans on working with the town and the properties that the City and County now own to create a development in that area. The hockey committee continues to meet in hopes of development for additional ice rink and field house.
 - c.
 - d. Ellicott Station – efforts to close funding are ongoing with hopes to be compted by end of May.
- 9. New Business
 - a. Batavia Iron and Metal has been getting a lot of clean-up work going on at the location. This is a Super Fund site that is being cleaned up and will eventually be a green field opportunity.

Next Meeting – Wednesday, June 27, 2018 at 7:30am City Hall

A motion to adjourn was made by Mary Valle, 2nd Peter Casey..motion approved.