

Wayne County Industrial Development Agency
Minutes - Regular Meeting
April 26, 2013

The regular meeting of the WCIDA was called to order at 10:30 a.m. on 4/26/2013 by Chairman David Spickerman. The meeting was held in the first floor conference room, 16 William Street, Lyons. Members present: Pamela Heald, Robert Havrilla, James Hoffman, Willard Milliman and David Spickerman. Also present: Keith Henry, Asst. Supt. for Admn., W-FL BOCES; Bob McNary, County Planning and Economic Dev. Director; and P. Churchill, D. Richards and M. Leisenring.

On motion of Ms. Heald, seconded by Mr. Havrilla, the minutes of 3/22/2013 were approved.

At 10:32 a.m. the regular meeting was adjourned to the special meeting of WEDC. The regular WCIDA meeting resumed at 11:00 a.m.

Resolution A - Authorization for Requests for Qualifications

Whereas, the WCIDA has several micro-enterprise loan funds that it manages; and

Whereas, the WCIDA is interested in ensuring that the underwriting is provided by an objective third party, separate from staff that provide management of the loan funds along with technical assistance to small business; be it hereby

Resolved that requests for qualifications to provide underwriting through contracted professional services be sent to no less than three potential providers; and be it further

Resolved that upon review of the providers by the governance committee, the executive director is hereby authorized to enter into a contract similar to the Business Retention and Expansion contracts for professional services with an hourly fee to be determined according to market and receipt of proposals.

Moved: Ms. Heald

Second: Mr. Milliman

Ayes: Ms. Heald and Messrs. Milliman, Spickerman, Hoffman and Havrilla

Nays: None

Resolution B - Authorization for Loan to Grant

Whereas, a goal of the Wayne County Economic Strategic Plan is to “improve the long term competitiveness of businesses in targeted industry clusters”; and

Whereas, Absolute Precision, an advanced manufacturer making metal products for the fluid control, energy, automotive, motion control and other industries, is part of a Wayne County targeted industry cluster; and

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Whereas, Absolute Precision desires to introduce and reinforce LEAN and efficiency programs in its manufacturing process in order to increase its competitiveness; and

Whereas, Absolute Precision has obtained an estimate from an outside contractor to provide the training to accomplish that program for a cost of \$4,950; therefore be it

Resolved, that WCIDA approves reimbursing Absolute Precision for the cost of this training by means of a loan to grant in the amount of \$4,950 subject to the creation of one new full time equivalent job within two years of the grant and compliance with all procurement requirements. Noted this is a pilot program for such requests.

Moved: Mr. Havrilla Second: Mr. Milliman
Ayes: Ms. Heald and Messrs. Milliman, Hoffman, Havrilla and Spickerman
Nays: None

The final 2012 audit was distributed. Mr. Richards briefly discussed the annual assessment of internal controls.

Mr. Richards, Mr. Milliman and Ms. Churchill discussed the IDA's current involvement with SCORE of Rochester. After discussion, it was the consensus of the board to support the transition from being a branch of SCORE to being an independent affiliate under the auspices of Wayne County Business Builders, through Wayne Economic Development Corp. In this way, local resources would be utilized more effectively in meeting the needs of new and existing clients.

Ms. Churchill gave updates of on-going projects. She and Mr. McNary discussed the potential impact of new IDA legislation. Mr. McNary discussed the progress of the planning for the upcoming Economic Development Day scheduled for June 20th, 2013.

At 12:20 p.m. the meeting went into executive session to discuss a personnel matter. The regular meeting resumed at 12:45 p.m. and there being no further business, was adjourned.

Respectfully submitted,

Marie Leisenring
Secretary

