

Cayuga County Development Corporation Meeting
Remote Meeting
Wednesday February 19, 2021, 9:00 a.m.

Chairman John Latanyshyn called the Cayuga County Development Corporation (CCDC) meeting to order at 9:00 a.m.

The meeting was held remotely per revised Open Meeting Law.

ROLL CALL:

Present: John Latanyshyn, Grant Kyle, Eric Ridley, Bud Shattuck
Others Present: Stephen Lynch, Executive Director, Suzanne Gauthier, Acting Secretary/Treasurer,
Cayuga County Department of Planning and Economic Development.
Tracy Verrier, Executive Director, Danielle Szabo, Economic Development Specialist
Meg Goloub, Business Development Specialist
Cayuga Economic Development Agency
Martin Pelchat and Yves Legault
Auburn Vacuum Forming Company, Inc.
Eduard Zaydman, New Age Renewable Energy, LLC

MINUTES TO APPROVE: January 27, 2021

Grant Kyle motioned to approve the minutes of January 27, 2021, seconded by Eric Ridley. The motion passed with the following roll call vote:

John Latanyshyn	Yes	
Eric Ridley		Yes
Grant Kyle		Yes
Bud Shattuck		Yes

NEW BUSINESS:

a) Pending Request for Loan Financing: Auburn Vacuum Forming, Inc.(AVF)

REVISED Loan Application Packet, Underwriting, Recommendations CEDA Staff

Tracy Verrier updated the board on the revised loan requests. AVF will no longer be purchasing the building at this time and are requesting funds for equipment and a portion for working capital. A lease agreement with the new owners is being negotiated at this time. The board discussed the estimated collateral value of the equipment and the security position of the equipment. Owner Martin Pelchat will be providing a Personal Guarantee as an element of the loan. AVF will be retaining their current 14 employees and are looking to be create 17 new positions over the next three years. The board further discussed the terms (rates and length of loan).

The equipment funds will be forwarded directly to the manufacturer and the balance of working capital will be provided to the company at closing.

Martin Pelchat and Yves Legault joined the meeting to answer any questions. Mr. Pelchat explained AVF is working with the new owner for a new lease agreement, with an initial term two –year lease to build out the project. Upon completion of the project additional options will be available for a five year term. Mr. Pelchat further described the ramp up for the new contracts.

Eric Ridley motioned to approve Auburn Vacuum Forming’s CCDC loan request in the amount of \$93,300 at 4% for a term of four years. The motion passed with the following roll call vote:

John Latanyshyn	Yes	
Eric Ridley		Yes
Grant Kyle		Yes
Bud Shattuck		Yes

A term letter will be forwarded to the owners, when returned signed CCDC attorney will draw up the loan documents and schedule the loan closing.

b)Request for Loan Financing: New Age Renewable Energy, LLC.(NARE)

Tracy Verrier further explained the new product development and components of the NARE loan request. NARE will be changing their product line and will moving into a branded drinkable alcohol product along with a wholesale product. NARE is working with a beverage marketing firm to move into this new product line. NARE is requesting \$85,000 for boiler equipment. The board discussed the background of the company and elements/terms of the loan and the outline of the

employees and their duties. Currently five skilled laborers employees, plus the principals and projected to add six more employees. The board further reviewed the financials of the company and value of the collateral. Eduard Zaydman joined the meeting to answer and described the company's supply chain sources of why concentrate for the new products. Mr. Zaydman further described the manufacturing processes of the new products.

Grant Kyle motioned to approve New Age Renewables Energy, LLC's CCDC loan request in the amount of \$85,000 at 4% for a term of four years. The motion passed with the following roll call vote:

John Latanyshyn	Yes
Eric Ridley	Yes
Grant Kyle	Yes
Bud Shattuck	Yes

A term letter will be forwarded to the principals, when returned signed CCDC attorney will draw up the loan documents and schedule the loan closing.

c) Approval of Bonadio Audit Invoices

Grant Kyle motioned by to approve the initial partial payment of \$3,000 and subsequent final invoices for work performed on the annual audit, 2nd by Bud Shattuck. The motion passed with the following roll call vote:

John Latanyshyn	Yes
Eric Ridley	Yes
Grant Kyle	Yes
Bud Shattuck	Yes

OLD BUSINESS:

a) Bank Resolutions to be revised

The board approved at the January 2021 meeting to revise the Banking Resolutions to add Bud Shattuck as a signatory. The resolutions have been presented to the board and are updated as follows:

Resolution No. 2/2021-01

RESOLUTION OF THE CAYUGA COUNTY DEVELOPMENT CORPORATION AUTHORIZING SIGNATORIES AND REPRESENTATIVES OF BANKING ACCOUNTS AT FIVE STAR BANK AS AN AUTHORIZED DEPOSITARY OF CAYUGA COUNTY DEVELOPMENT CORPORATION

Resolution No. 2/2021-02

RESOLUTION OF THE CAYUGA COUNTY DEVELOPMENT CORPORATION AUTHORIZING SIGNATORIES AND REPRESENTATIVES OF BANKING ACCOUNTS AT KEY BANK AS AN AUTHORIZED DEPOSITARY OF CAYUGA COUNTY DEVELOPMENT CORPORATION

Resolution No. 2/2020-03

RESOLUTION OF THE CAYUGA COUNTY DEVELOPMENT CORPORATION AUTHORIZING SIGNATORIES AND REPRESENTATIVES OF BANKING ACCOUNTS AT TOMPKINS TRUST BANK AS AN AUTHORIZED DEPOSITARY OF CAYUGA COUNTY DEVELOPMENT CORPORATION

Eric Ridley motioned by to approve the three banking resolutions add Bud Shattuck as signatory on the banking accounts, 2nd by Bud Shattuck. The motion passed with the following roll call vote:

John Latanyshyn	Yes
Eric Ridley	Yes
Grant Kyle	Yes
Bud Shattuck	Yes

NEXT CCDC BOARD MEETING

The next board meeting will be scheduled the first or second week of March to review the annual audit.

ADJOURNMENT

Eric Ridley motioned to adjourn the meeting at 10:40 a.m., 2nd by Grant Kyle. All members present voted in favor, passed.

Respectfully submitted,
Suzanne Gauthier, Acting Secretary/Treasurer