

Orleans County Local Development Corporation

121 North Main Street
Albion, NY 14411

Office: (585) 589-7060
Fax: (585) 589-5258

Agenda Thursday February 09, 2023 at 8:00 AM Updated: 03/27/23

- **Call OCLDC Board meeting to order-Chair**
 - **Roll Call** – Calling of Board members, announcement as to whether a quorum is present
 - **Approval of Previous Board Meeting Minutes**
 - *February 09, 2022 (Electronic)-Motion*
 - **Financials**
 - *Review and consider the acceptance of the monthly financials - Motion*
 - **Legal-None**
 - **Executive Session – If Required – Motion (Including invitees)**
 - *Close-Executive Session – Motion*
 - *Action on any matters from executive session – Motion*
 - **Loans/Grants**
 - Loans Aging Report- Diane
 - **Operations**
 - Operation Report - Diane
 - **Projects**
 - **Old Business**
 - **New Business**
 - Annual Meeting – By Laws (Separate Handout)
 - **Section 1. Election of officers (Page) – Motion**
 - *Chairman*
 - *Vice Chairman*
 - *Treasurer*
 - *Secretary*
 - *CEO/CFO*
 - **Committee Appointments (Page)-Motion**
- **Motion to adjourn**



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THE ORLEANS COUNTY LOCAL
DEVELOPMENT CORPORATION
121 N MAIN ST # 2
ALBION, NY 14411-1237

Page: 1 of 2
Statement Date: 02/27/23
Primary Account: XXXXXX0339
Enclosures: 1

TotalValue Business

Account: XXXXXX0339

THE ORLEANS COUNTY LOCAL
DEVELOPMENT CORPORATION

Summary of Account

TotalValue Business		Number of Enclosures	1
Account Number	XXXXXX0339	Statement Dates	1/31/23 thru 2/27/23
Beginning Balance	0.00	Days in the Statement Period	28
1 Deposits/Credits	35,000.00	Average Ledger	1,250.00
1 Checks/Debits	35,000.00	Average Collected	1,250.00
Service Charge	0.00		
Interest Credited	0.00		
Ending Balance	0.00		

Transactions

<u>Date</u>	<u>Description</u>	<u>Credits</u>	<u>Debits</u>	<u>Running Balance</u>
01/31	BEGINNING BALANCE			0.00
02/23	Misc Credit			35,000.00
02/24	Check # 1080	35,000.00		0.00
02/27	ENDING BALANCE		35,000.00	0.00

Checks

<u>Date</u>	<u>Check No</u>	<u>Amount</u>	<u>Date</u>	<u>Check No</u>	<u>Amount</u>	<u>Date</u>	<u>Check No</u>	<u>Amount</u>
02/24	1080	35,000.00						

* Indicates missing check number

3/10 *[Signature]*
[Signature]

14411123702



KeyBank
 P.O. Box 93885
 Cleveland, OH 44101-5885

Business Banking Statement
February 28, 2023
 page 1 of 3

329681266741

3 13 T 908 00000 R EM AO
 ORLEANS COUNTY LOCAL DEVELOPMENT
 CORPORATION
 HUD UNRESTRICTED ACCOUNT
 121 NORTH MAIN STREET
 FLOOR 2
 ALBION NY 14411-1237

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KeyBank Business Interest Checking 329681266741
 ORLEANS COUNTY LOCAL DEVELOPMENT
 CORPORATION
 HUD UNRESTRICTED ACCOUNT

Beginning balance 1-31-23	\$14,682.61
3 Additions	+36,775.44
4 Subtractions	-2,673.17
Interest paid	+0.29
Net fees and charges	-15.00
Ending balance 2-28-23	\$48,770.17

Additions

Deposits	Date	Serial #	Source	
	2-8		Deposit Branch 0290 New York	\$35,000.00
	2-14		Deposit Branch 0290 New York	666.67
	2-14		Deposit Branch 0290 New York	1,108.77
Total additions				\$36,775.44

CSBG Grant

NOT per your check

Subtractions

Paper Checks

* check missing from sequence

Check	Date	Amount	Check	Date	Amount	Check	Date	Amount
316	2-3	\$1,267.50	317	2-3	654.00	318	2-15	85.00
Paper Checks Paid								\$2,006.50

Withdrawals	Date	Serial #	Location	
	2-17		Chargeback	\$666.67
Total subtractions				\$2,673.17

Revised on 2/1/23
Blair

Orleans County Local Development Corporation
Balance Sheet Prev Year Comparison
 As of February 28, 2023

	Feb 28, 23	Feb 28, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Cash Account				
Checking Key Bank-HUD Unrest	49,451.55	8,605.19	40,846.36	474.7%
Total Cash Account	49,451.55	8,605.19	40,846.36	474.7%
Five Star -Check-Non Intert 339	1.00	1.00	0.00	0.0%
HSBC Savings Acct High Interest	85,054.92	79,537.52	5,517.40	6.9%
Total Checking/Savings	134,507.47	88,143.71	46,363.76	52.6%
Accounts Receivable				
Accounts Receivable	-717.08	-1,222.08	505.00	41.3%
Total Accounts Receivable	-717.08	-1,222.08	505.00	41.3%
Other Current Assets				
Undeposited Funds	717.08	1,755.46	-1,038.38	-59.2%
Total Other Current Assets	717.08	1,755.46	-1,038.38	-59.2%
Total Current Assets	134,507.47	88,677.09	45,830.38	51.7%
Other Assets				
Due from HUD	14,638.00	0.00	14,638.00	100.0%
Loan Rec. - ST				
Less Current Portion of L/R	-26,805.25	-27,370.17	564.92	2.1%
Loan Rec. - ST - Other	26,805.25	27,370.17	-564.92	-2.1%
Total Loan Rec. - ST	0.00	0.00	0.00	0.0%
Revolving Fund Rec-GOSC				
DC Hauling	9,333.48	14,583.45	-5,249.97	-36.0%
FastFitness for Women Inc. 2013	2,266.88	3,967.16	-1,700.28	-42.9%
Gallo's Hauling	8,666.51	16,666.55	-8,000.04	-48.0%
Laura Loxley Vintage Insp Goods	4,500.00	6,750.00	-2,250.00	-33.3%
Rachel & Rob's Wildwood Camp 08	20,218.72	26,284.24	-6,065.52	-23.1%
Shirt Factory Cafe	6,772.06	9,311.50	-2,539.44	-27.3%
Total Revolving Fund Rec-GOSC	51,757.65	77,562.90	-25,805.25	-33.3%
Total Other Assets	66,395.65	77,562.90	-11,167.25	-14.4%
TOTAL ASSETS	200,903.12	166,239.99	34,663.13	20.9%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
Due to High Int Acct	14,638.00	0.00	14,638.00	100.0%
Grant Payable	23,976.22	23,976.22	0.00	0.0%
Total Other Current Liabilities	38,614.22	23,976.22	14,638.00	61.1%
Total Current Liabilities	38,614.22	23,976.22	14,638.00	61.1%
Total Liabilities	38,614.22	23,976.22	14,638.00	61.1%
Equity				
Retained Earnings	131,959.62	160,245.02	-28,285.40	-17.7%
Net Income	30,329.28	-17,981.25	48,310.53	268.7%
Total Equity	162,288.90	142,263.77	20,025.13	14.1%
TOTAL LIABILITIES & EQUITY	200,903.12	166,239.99	34,663.13	20.9%

Orleans County Local Development Corporation Profit & Loss Budget Performance February 2023

	Feb 23	Budget	Jan - Feb 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Grants					
CDBG/GOSC	35,000.00		55,000.00		
Total Grants	35,000.00		55,000.00		
Interest Income					
Interest Income-Bank	0.00		11.46		
Total Interest Income	0.00		11.46		
Miscellaneous Income	8.06		8.06		
Total Income	35,008.06		55,019.52		
Expense					
Bank Service Charges	0.00		15.00		
Grant Expense	0.00		20,036.14		
Professional Fees					
Accounting	85.00		170.00		
Consulting	0.00		2,289.60		
Legal Fees	654.00		1,921.50		
Total Professional Fees	739.00		4,381.10		
Program Expense	0.00		33.00		
Supplies					
Marketing	0.00		225.00		
Total Supplies	0.00		225.00		
Total Expense	739.00		24,690.24		
Net Ordinary Income	34,269.06		30,329.28		
Net Income	34,269.06		30,329.28		

8:01 AM

Orleans County Local Development Corporation
Transaction Detail by Account
February 2023

03/01/23

Accrual Basis

Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
Cash Account									
Checking Key Bank-HUD Unrest									
Check	02/01/2023	317	HurwitzFine, P.C.	Inv# 204...			Legal Fees	-654.00	-654.00
Check	02/08/2023	318	Roush C.P.A. PC	Accounti...			Accounting	-85.00	-739.00
Deposit	02/14/2023			Deposit			-SPLIT-	1,108.77	369.77
Deposit	02/14/2023			Deposit			Due to Hig...	35,000.00	35,369.77
Payment	02/14/2023	0216	Gallo's Hauling				Accounts R...	666.67	36,036.44
Total Checking Key Bank-HUD Unrest								36,036.44	36,036.44
Total Cash Account								36,036.44	36,036.44
Five Star -Check-Non Intert 339									
Deposit	02/24/2023			Deposit			CDBG/GO...	35,000.00	35,000.00
Check	02/24/2023		Orleans County...	To Transf...			Due to Hig...	-35,000.00	0.00
Total Five Star -Check-Non Intert 339								0.00	0.00
HSBC Savings Acct High Interest									
Check	02/08/2023		Orleans County...	Grant 857...			Due from H...	-35,000.00	-35,000.00
Deposit	02/14/2023			Deposit			Miscellane...	8.06	-34,991.94
Deposit	02/24/2023			Deposit			Due from H...	35,000.00	8.06
Total HSBC Savings Acct High Interest								8.06	8.06
Accounts Receivable									
Invoice	02/01/2023	3693	Fastfitness for ...		HUD		-SPLIT-	141.69	141.69
Invoice	02/01/2023	3705	Gallo's Hauling		HUD		-SPLIT-	666.67	808.36
Invoice	02/01/2023	3729	Rachel & Rob's...		HUD		-SPLIT-	505.46	1,313.82
Invoice	02/01/2023	3741	Shirt Factory C...		HUD		-SPLIT-	211.62	1,525.44
Payment	02/06/2023	279...	Shirt Factory C...				Undeposite...	-211.62	1,313.82
Payment	02/07/2023	1005	Laura Loxley Vi...				Undeposite...	-250.00	1,063.82
Payment	02/09/2023	145	Fastfitness for ...				Undeposite...	-141.69	922.13
Payment	02/14/2023	0216	Gallo's Hauling				Checking K...	-666.67	255.46
Payment	02/17/2023	7983	Rachel & Rob's...				Undeposite...	-505.46	-250.00
Payment	02/27/2023	279...	Shirt Factory C...				Undeposite...	-211.62	-461.62
Total Accounts Receivable								-461.62	-461.62
Undeposited Funds									
Payment	02/06/2023	279...	Shirt Factory C...			X	Accounts R...	211.62	211.62
Payment	02/07/2023	1005	Laura Loxley Vi...			X	Accounts R...	250.00	461.62
Payment	02/09/2023	145	Fastfitness for ...			X	Accounts R...	141.69	603.31
Deposit	02/14/2023	7962	Rachel & Rob's...	Deposit		X	Checking K...	-505.46	97.85
Deposit	02/14/2023	279...	Shirt Factory C...	Deposit		X	Checking K...	-211.62	-113.77
Deposit	02/14/2023	1005	Laura Loxley Vi...	Deposit		X	Checking K...	-250.00	-363.77
Deposit	02/14/2023	145	Fastfitness for ...	Deposit		X	Checking K...	-141.69	-505.46
Payment	02/17/2023	7983	Rachel & Rob's...				Accounts R...	505.46	0.00
Payment	02/27/2023	279...	Shirt Factory C...				Accounts R...	211.62	211.62
Total Undeposited Funds								211.62	211.62
Due from HUD									
Check	02/08/2023		Orleans County...	Grant 857...	LDC		HSBC Savi...	35,000.00	35,000.00
Deposit	02/24/2023	1080	Orleans County...	To Transf...	LDC		HSBC Savi...	-35,000.00	0.00
Total Due from HUD								0.00	0.00
Revolving Fund Rec-GOSC									
FastFitness for Women Inc. 2013									
Invoice	02/01/2023	3693	Fastfitness for ...	Principle P...	HUD		Accounts R...	-141.69	-141.69
Total FastFitness for Women Inc. 2013								-141.69	-141.69
Gallo's Hauling									
Invoice	02/01/2023	3705	Gallo's Hauling	Principle P...	HUD		Accounts R...	-666.67	-666.67
Total Gallo's Hauling								-666.67	-666.67
Rachel & Rob's Wildwood Camp 08									
Invoice	02/01/2023	3729	Rachel & Rob's...	Principle P...	HUD		Accounts R...	-505.46	-505.46
Total Rachel & Rob's Wildwood Camp 08								-505.46	-505.46

8:01 AM

03/01/23

Accrual Basis

**Orleans County Local Development Corporation
Transaction Detail by Account
February 2023**

Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
Shirt Factory Cafe									
Invoice	02/01/2023	3741	Shirt Factory C...	Principle P...	HUD		Accounts R...	-211.62	-211.62
Total Shirt Factory Cafe								-211.62	-211.62
Total Revolving Fund Rec-GOSC								-1,525.44	-1,525.44
Due to High Int Acct									
Deposit	02/14/2023	120...	Orleans County...	Grant 857...	HUD		Checking K...	-35,000.00	-35,000.00
Check	02/24/2023		Orleans County...	To Transf...	LDC		Five Star -...	35,000.00	0.00
Total Due to High Int Acct								0.00	0.00
Grants									
CDBG/GOSC									
Deposit	02/24/2023		Orleans County...	Grant 857...	LDC		Five Star -...	-35,000.00	-35,000.00
Total CDBG/GOSC								-35,000.00	-35,000.00
Total Grants								-35,000.00	-35,000.00
Miscellaneous Income									
Deposit	02/14/2023		MISC VENDOR	Grant 857...	LDC		HSBC Savi...	-8.06	-8.06
Total Miscellaneous Income								-8.06	-8.06
RLF Income-HUD									
Unrestricted									
Invoice	02/01/2023	3693	Fastfitness for ...	RLF Loan ...	HUD		Accounts R...	0.00	0.00
Invoice	02/01/2023	3705	Gallo's Hauling	RLF Loan ...	HUD		Accounts R...	0.00	0.00
Invoice	02/01/2023	3729	Rachel & Rob's...	RLF Loan ...	HUD		Accounts R...	0.00	0.00
Invoice	02/01/2023	3741	Shirt Factory C...	RLF Loan ...	HUD		Accounts R...	0.00	0.00
Total Unrestricted								0.00	0.00
Total RLF Income-HUD								0.00	0.00
Professional Fees									
Accounting									
Check	02/08/2023	318	Roush C.P.A. PC	Accountin...	HUD		Checking K...	85.00	85.00
Total Accounting								85.00	85.00
Legal Fees									
Check	02/01/2023	317	HurwitzFine, P.C.	Inv# 204...	HUD		Checking K...	654.00	654.00
Total Legal Fees								654.00	654.00
Total Professional Fees								739.00	739.00
TOTAL								0.00	0.00

Aging Report

Local Development Corporation

Funds: All
City: All

Include loans from 35 to 55

Status: All

County: All
Loan Officer: All

Cutoff Date: 03/11/2023
Run Date: 03/11/2023
Run Time: 2:53:50 pm
Page 1 of 1

-----Analysis of Payments Due-----

	Loan Amt	Disbursed	Current Balance	Regular Payment	1 Payment	2 Payments	3 Payments	Over 3	Total Due	Lt Days
35	75,000.00	75,000.00	19,713.26	505.46	0.00	0.00	0.00	0.00	0.00	0
49	45,000.00	45,000.00	2,266.88	141.69	141.69	0.00	0.00	0.00	141.69	10
50	30,000.00	30,000.00	6,560.44	285.25	0.00	0.00	0.00	0.00	6,560.44	0
53	40,000.00	40,000.00	8,666.51	666.67	666.67	0.00	0.00	0.00	666.67	10
54	35,000.00	35,000.00	9,333.48	583.33	583.33	583.33	583.33	583.33	2,333.32	100
55	15,000.00	15,000.00	4,250.00	250.00	250.00	250.00	0.00	0.00	500.00	38
Totals	240,000.00	240,000.00	50,790.57	2,432.40	1,641.69	833.33	583.33	583.33	10,202.12	

*** Total Delinquent Dollars

Percent Delinquent Dollars

***Total of loan balances which are in arrears

24,516.87	13,583.48	9,333.48	9,333.48	31,077.31
48.27%	26.74%	18.38%	18.38%	61.19%

LDC Board Notes

March 30, 2023

- Spring MAP Class 2023
- Diane reported the Spring MAP class starts on April 4th and ends on June 13. Ten people are interested in the next class. To date 567 participants have gone through the program.
- 2022 Microenterprise Grant Update

Diane reported she is working with Iced & Glazed and Raven Moon Revival for the next draw.

Raven Moon Revival for \$25,000

Iced & Glazed LLC for \$10,000

- Revolving Loan Fund:
- Loans Status: Printed reports from 03/10/23 are available for review.
 - Total funds in RLF Account as of 02/28/23
 - \$48,770.17---HUD unrestricted fund
 - \$85,064.90--Unrestricted Money Market Account.

**Request for OCR Micro Grant Approval
Orleans County Local Development Corporation
Microenterprise Assistance Program**

Applicant: Carolyn M. Ricker d/b/a Bindings Bookstore, a New York State sole proprietorship established in 2010

Tax ID#: 27-3172821

Address: 28 West Bank Road
Albion, NY 14411

Telephone: Business: 585-283-4498

Management/
Ownership: Carolyn M. Ricker, President & 100% Owner
Jason Ricker (spouse) assists as needed

Trade Name: Bindings Bookstore

Business: Retail – sale of new & used books and other related items

SIC#: 5942 (Book Stores)

Grant Request

Amount: \$10,000

Term: 6 Months then release

Interest Rate: 0% - Grant Request

Repayment: None – Grant Request

Collateral: Second lien behind Orleans County's first lien covering all assets of the business for a six (6) month period and then release of the second lien

Personal Guarantee: Carolyn M. Ricker

History and Background of the Grant Recipient

Carolyn Ricker owns and operates Bindings Bookstore which she formed and started in September 2010. She is assisted when needed by her husband, Jason Ricker, who continues to work full-time for Siemens in Rochester as a service coordinator.

Ms. Ricker has applied for a \$10,000 grant with the proceeds to be used for equipment and inventory as follows:

- Point of sales system designed specifically for bookstores, including software upgrades to operate the new system (\$8,060 total for hardware and software); and

MARCH//APRIL 2023 *Rochester* Home

Oh Happy Day

FEATURING

STACY K FLORAL

Touching the lives of those in our community in a positive and lasting way through the art of floral design, exemplary customer service and a unique shopping experience. - PAGE 6 -

green living

HOST A CLOTHING SWAP, RESTORE ANTIQUE FURNITURE OR CREATE A POLLINATOR GARDEN!

TIPS BY MAGGIE ELIZABETH, RAVEN MOON REVIVAL & CHRISTINA SAN FILIPO

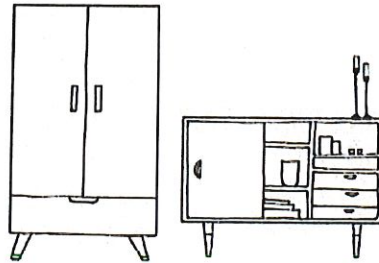
ROCHESTER *faces* pg. 23

Bella's Bumbas
GIVING CHILDREN MOBILITY YEAR-ROUND

Bring Spring Indoors
WITH LINDSAY FROM ARATARI AT HOME

UPGRADE YOUR KITCHEN WITH NHANCE!
BACK COVER

GREEN LIVING



How did you start restoring furniture?

My husband and I both always had an appreciation for old things and love incorporating them into our home. Our first home was a farmhouse that needed a lot of work. My first project was making a kitchen island out of an old dresser, and after that I knew this was something I wanted to do for others. I wanted to show my community how we can take discarded furniture and make it beautiful, affordable, and better quality than box store furniture. I started my business, Raven Moon Revival, in March of 2020, and since then we've sold over 300 pieces of secondhand refinished furniture.

furniture restoration with Raven Moon Revival

@RAVENMOONREVIVAL

What are some of your favorite projects?

Over the summer I found an antique dresser while thrifting that I knew was special when I saw the drawers had Pin & Cove joints (also known as Knapp joints after its creator Charles Knapp). This type of joint was a huge advancement in furniture and was used from 1870 until about 1900. I was so excited to work on something that was not only functional but a part of history.



Another was when I recently found a desk in almost perfect condition at the thrift store for \$35. It had been there for a while, but I saw the potential! After cleaning, repairing scratches, and sanding it down, I painted it a beautiful muted, mustard color and added new hardware. I also refinished the legs and sealed the entire desk so it could survive everyday wear and tear. It sold almost immediately after I posted it on social media!





What are your favorite types of pieces to restore?

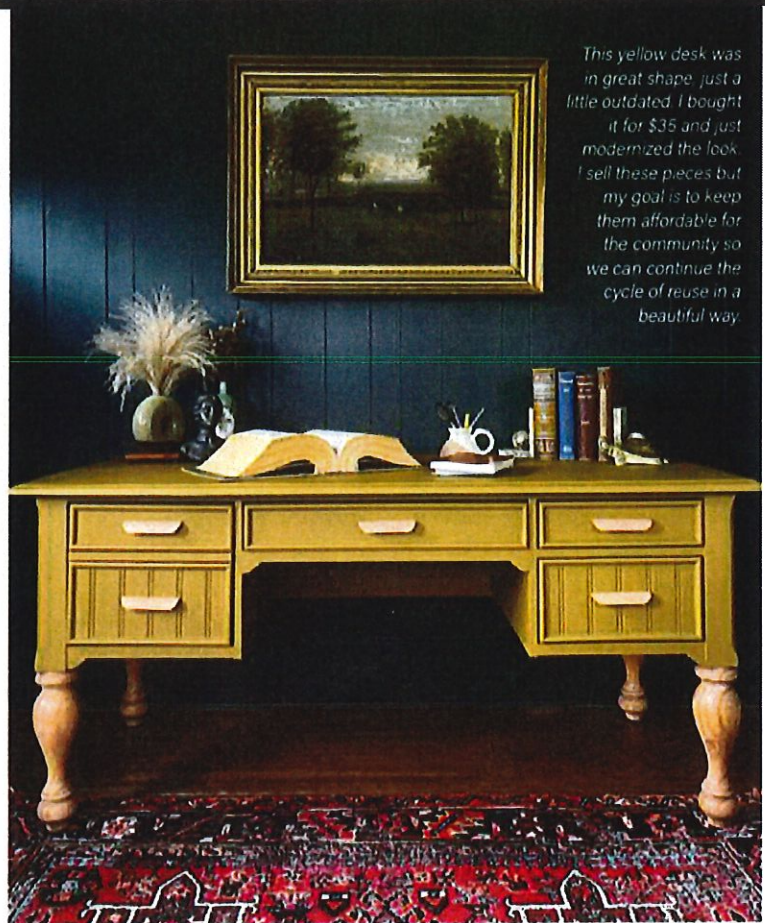
Pieces I have found on the side of the road are my favorite because they are my most drastic makeovers. It could be a dresser, desk, buffet, end tables – as long as it's solid wood!

What do you look for in thrift store furniture finds?

I look for functionality first and ask, is this something I think would be useful in someone's home? Then I look at the material it's made of and the quality of construction. I want to make sure if this is going to go into the home it's going to last for many years. I typically don't buy anything but solid wood. Most vintage and antique furniture was built to last, so I try to keep that in mind when looking at the quality of its construction.

How does restoring furniture help with sustainability?

Americans produce over 12.2 million tons of furniture waste and about 80% of it goes straight to the landfill while only 0.3% gets recycled. A big contributor to this is "fast furniture" or box store furniture; it just does not last for everyday consumers, and they end up throwing it away. If someone can modernize an older piece's look and make needed repairs, it will outlive any piece of fast furniture ten times over. Creating a circular economy by buying secondhand instead of buying fast furniture could vastly improve our furniture waste. Even if I find a piece of furniture that is too far gone, I salvage as much as I can from it. I take the hardware, parts, feet, and even cut up the wood. Not only does this cut costs of future repairs, but I continue the cycle of reuse.



This yellow desk was in great shape, just a little outdated. I bought it for \$35 and just modernized the look. I sell these pieces but my goal is to keep them affordable for the community so we can continue the cycle of reuse in a beautiful way.

What tips do you have for someone who wants to try this?

It's okay if you don't have experience with furniture repair. I started with only a paint brush, sandpaper, and cleaning supplies. As your hobby grows you can build your toolbox.

Just start. Don't worry about messing up; you can always start over.

Don't skip the prep work! You can't build a house without starting with the foundation first, and the same goes for furniture. If you want your furniture's finish to stand the test of time, you need to make sure you thoroughly clean and prep the furniture.

Create what you love and don't let others' opinions stop your creative flow. Some of my best and most loved pieces have been when I've stuck with my creative vision.

How can someone learn more about refinishing furniture?

I share a lot about refinishing furniture with my followers on social media. I also learned a lot from my dad, the internet, and old furniture repair books I thrifted.

Where to find Raven Moon Revival:

The Estate Marketplace in Spencerport, NY
Modern Mercantile in Medina, NY

GREEN LIVING

"THE GREATEST THREAT TO OUR PLANET IS THE BELIEF THAT SOMEONE ELSE WILL SAVE IT. LET'S START FRESH!"
 - ROBERT SWAN, AUTHOR



3

go greener this spring

local influencers share their approaches to sustainability

BY TRISH PINO

With the season quickly turning and trees blooming, we can't wait to get outside and enjoy all that our region has to offer! With so much natural beauty in Upstate New York such as ample parks, budding flowers, vast waterways, and more, it's no surprise that we want to preserve the beauty and sustainability of the region. Three local influencers have found creative outlets to live a little greener - and have some fun while doing it!

Albion business owners take advantage of MAP and other strategies to boost business



SCOTT DESMITS/DAILY NEWS
Dan Conrad used a \$20,000 grant from Orleans Economic Development Agency to expand his business, Toyz n Kandy.

By SCOTT DESMITS
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ALBION - Dan Conrad planned on closing his store in October. He had enough. Business was struggling, he knew the closing of the canal bridge would further hurt business and he just didn't have enough capital to continue.

Conrad owns Toyz n Kandy on East Bank Street, a store he opened in September 2021 from its former location at the Arnold Gregory complex.

Conrad didn't close, however. Instead, he expanded, adding a Slushy machine, a wildly-colored build-your-own Pucker Powder machine and a new cooler, among other things.

"And I got a permit to make my own candy," Conrad said. "I plan on making hard candy and suckers and I have my grandmother's chocolate recipes."

Business has doubled over last year, Conrad said.

The savior? A \$20,000 grant from Orleans Economic Development Agency. Conrad was one of numerous merchants in the county to take advantage of the program.

Business owners must complete a 10-week Microenterprise Assistance Program training course to be eligible for the grant, which ranges from \$10,000 to \$35,000.

Words cannot explain how much this has helped my business.

TIFFANY MONROE
owner of 365 Fitness, talking about Orleans County's 10-week Microenterprise Assistance Program

Tiffany Monroe, owner of 365 Fitness, also on East Bank, has taken MAP classes in 2019, 2020 and 2021.

"It was a lifesaver," she said. She will celebrate her fifth anniversary in March and with the grants has expanded the fitness center, with new equipment.

She was one of many business owners featured on the MAP Facebook page, showing off the new treadmill machines the grant helped purchase.

"Words cannot explain how much this has helped my business," she wrote on the page. "The class was educational and very beneficial. I recommend it to all businesses especially ones that have just started up." More than 600 people have participated in MAP since 1999.

The program has boosted downtown Albion, which has seen an influx of new businesses, including a coffee shop, outlet store and the

re-opening of 39 Problems restaurant and bar.

Tara Thom has stuck with Albion for more than five years, despite the ups-and-downs.

She opened Town and Country Quilt Shop at 10 East Bank St. in October 2017.

Thom did not participate in MAP and instead has focuses on a strong core of local customers and an even larger base of customers from outside Albion.

"We saw a big increase during the pandemic of people wanting to quilt," she said. "We're trying to continue to expand on that."

She carries more than 1,000 bolts of fabric in the store, offers long-arm quilting services, classes that begin in April and from March 9 to 12 she is taking 30 to 40 people to the annual Quilt Away in Geneseo.

Downtown also has a few events planned in further hopes of boosting businesses. The annual Sip n Stroll is slated for April 1 and the 35th annual Strawberry Festival is June 9 and 10.

In the meantime, the Orleans MAP program is accepting new members for its next courses. The free program accepts existing small business owners or future small business owners 18 years of age or older with five or fewer employees. Contact Diane Blanchard at dblanchard@orleansdevelopment.org or call (585) 589-7060 for more information.

2022-OCLDC Summary Results of Confidential Evaluation of Board Performance

Criteria	Agree #	Somewhat Agree #	Somewhat Disagree #	Disagree #
Board members have a shared understanding of the mission and purpose of the Authority.	6			
The policies, practices and decisions of the Board are always consistent with this mission.	6			
Board members comprehend their role and fiduciary responsibilities and hold themselves and each other to these principles.	6			
The Board has adopted policies, by-laws, and practices for the effective governance, management and operations of the Authority and reviews these annually.	6			
The Board sets clear and measurable performance goals for the Authority that contribute to accomplishing its mission.	6			
The decisions made by Board members are arrived at through independent judgment and deliberation, free of political influence or self-interest.	6			
Individual Board members communicate effectively with executive staff so as to be well informed on the status of all important issues.	6			
Board members are knowledgeable about the Authority's programs, financial statements, reporting requirements, and other transactions.	6			
The Board meets to review and approve all documents and reports prior to public release and is confident that the information being presented is accurate and complete.	6			
The Board knows the statutory obligations of the Authority and if the Authority is in compliance with state law.	6			
Board and committee meetings facilitate open, deliberate and thorough discussion, and the active participation of members.	6			
Board members have sufficient opportunity to research, discuss, question and prepare before decisions are made and votes taken.	6			
Individual Board members feel empowered to delay votes, defer agenda items, or table actions if they feel additional information or discussion is required.	6			
The Board exercises appropriate oversight of the CEO and other executive staff, including setting performance expectations and reviewing performance annually.	6			
The Board has identified the areas of most risk to the Authority and works with management to implement risk mitigation strategies before problems occur.	6			
Board members demonstrate leadership and vision and work respectfully with each other.	6			

Date Completed: March 28 2023

2023 OCLDC Board

Updated 03/28/23

<u>Member/Office</u>	<u>Slot Filled/Address</u>	<u>Telephone/Email/Appointment/Term</u>
Kathy Blackburn Secretary	901 West Center Street Medina, NY 14103 Business Representative – Western	585-734-5801 kblackburn@orleanschamber.com Appointed by: OCLDC Term: As Appointed
Skip Draper	210 William Street Medina, NY 14103 At Large	585-798-7055 skipdraper@verizon.net Appointed: by OCLDC Term: As Appointed
William Eick	10471 Freeman Road Medina NY 14103 Orleans County Legislature	585-735-7363 Bill.Eick@orleansny.com Appointed by: Legislature Term: As Appointed
John Misiti Chairman	10894 Ryan Road, Medina, NY 14103 Member COIDA Board	585-798-3327 JMisiti@rochester.rr.com Appointed: by COIDA Term: As Appointed
Fred Miller	5 Linwood Avenue, Albion NY 14411 At Large	585-589-5573 Fred.Miller@orleansny.com Appointed by: OCLDC Term: As Appointed
Laura Olinger Treasurer	13936 Route 31 Albion, NY 14411 Business Representative – Central	585-589-9610 laura@bentleybrosinc.com Appointed by: OCLDC Term: As Appointed
Jeff Martin Vice Chairman	23 Public Square, Holley, NY 14470 Business Representative – Eastern	585-391-6300 jmartin@heathmartin.com Appointed by: OCLDC Term: As Appointed
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<u>Staff</u>		
Diane Blanchard Manager	121 North Main Street, Albion NY 14411	585-589-7060 dblanchard@orleansdevelopment.org Appointed by: OCLDC Term: As Appointed
Michael Dobell CEO/CFO; Procurement Officer	121 North Main Street, Albion NY 14411	585-589-7060 jwhipple@orleansdevelopment.org Appointed by: OCLDC Term: As Appointed
Kevin Zanner OCLDC Counsel	1300 Liberty Building, Buffalo NY 14202	716-849-8900 kjz@hurwitzfine.com Appointed by: OCLDC Term: As Appointed

Orleans County Local Development Corporation

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2023 Committee Structure

Adopted: 03/28/23

Finance/Loan Committee

Laura Olinger
Kathy Blackburn
Skip Draper
Jeff Martin

Audit Committee

Skip Draper
Laura Olinger
Jeff Martin
John Misiti
William Eick
Fred Miller
Kathy Blackburn

Governance Committee

Skip Draper
Laura Olinger
Jeff Martin
John Misiti
William Eick
Fred Miller
Kathy Blackburn