



COIDA Board Meeting Agenda

Friday July 08, 2022 8:00 AM

Updated 07/03/22

This meeting will be held electronically via Zoom instead of a public meeting. Members of the public may view/listen to the meeting live by accessing Zoom at:

<https://us02web.zoom.us/j/86570656252?pwd=NzNOdmFLTmRxN3dPK0RvSVV2OUVFZz09> or by following the link at <https://www.orleansdevelopment.org/publicdocs-ida>

- **Call COIDA 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**
 - *June 10, 2022 (Electronic) – Motion*
- **Financial** – Michael Dobell
 - *COIDA/ORLF Accept Monthly Financials (Finance Package) – Motion*
- **Report of Committees/Departments/Sites**
 - Business Development – Gabrielle Barone
 - Project Update – Staff
 - Facilities/Sites
 - MAP and LDC Report - Michael
 - Legal – Kevin Zanner
 - Marketing – Michael
- **Executive Session – If Required – Motion (Including invitees)**
 - *Action on any matters from executive session – Motion*
- **Unfinished Business**
 -
- **New Business**
 - *Discuss Board member vacancy*
- **Adjournment**

8:23 AM

06/29/22

Cash Basis

Orleans Economic Development Agency
Balance Sheet Prev Year Comparison w/o PILOT
As of June 30, 2022

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
200 · Cash Accounts				
200.005 · Village of Medina Project Acct	358.11	633.06	-274.95	-43.4%
200.001 · OEDA Agency Checking	17,352.90	76,886.67	-59,533.77	-77.4%
Total 200 · Cash Accounts	17,711.01	77,519.73	-59,808.72	-77.2%
Cash Restricted				
Agency 3rd Party PILOT Account	465,946.54	931,532.51	-465,585.97	-50.0%
Total Cash Restricted	465,946.54	931,532.51	-465,585.97	-50.0%
Total Checking/Savings	483,657.55	1,009,052.24	-525,394.69	-52.1%
Accounts Receivable				
385 · Interest & Penalties-A/R	3,097.82	3,097.82	0.00	0.0%
380 · Accounts Receivable	-54,441.68	-54,441.68	0.00	0.0%
Total Accounts Receivable	-51,343.86	-51,343.86	0.00	0.0%
Other Current Assets				
Interfund Activity	359.35	359.35	0.00	0.0%
205 · Due From OLRC	72,466.80	72,466.80	0.00	0.0%
480 · Prepaid expenses				
480.001 · Express Mail Corporate Account	81.45	109.52	-28.07	-25.6%
Total 480 · Prepaid expenses	81.45	109.52	-28.07	-25.6%
Total Other Current Assets	72,907.60	72,935.67	-28.07	0.0%
Total Current Assets	505,221.29	1,030,644.05	-525,422.76	-51.0%
Fixed Assets				
101 · Land				
101.002 · Medina Business Park				
MBP Sewer System				
County Interagency Installmnt	11,034.85	12,565.50	-1,530.65	-12.2%
MBP Sewer System - Other	155,785.07	177,394.00	-21,608.93	-12.2%
Total MBP Sewer System	166,819.92	189,959.50	-23,139.58	-12.2%
101.002 · Medina Business Park - Other	87,549.65	99,693.65	-12,144.00	-12.2%
Total 101.002 · Medina Business Park	254,369.57	289,653.15	-35,283.58	-12.2%
101.003 · Holley Business Park	319,622.09	319,622.09	0.00	0.0%
101.004 · Land - Other	83,964.50	83,964.50	0.00	0.0%
Total 101 · Land	657,956.16	693,239.74	-35,283.58	-5.1%
104 · Machinery & equip	22,331.05	22,331.05	0.00	0.0%
114 · Accum deprec- Mach & equip	-22,331.05	-22,331.05	0.00	0.0%
Total Fixed Assets	657,956.16	693,239.74	-35,283.58	-5.1%
Other Assets				
Payment transfer to OLRC/OEDA/	3,772.50	33,772.50	-30,000.00	-88.8%
399 · Deferred Outflow of Resources	135,803.00	120,995.00	14,808.00	12.2%
Total Other Assets	139,575.50	154,767.50	-15,192.00	-9.8%
TOTAL ASSETS	1,302,752.95	1,878,651.29	-575,898.34	-30.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
600 · Accounts payable	-21,199.63	-21,199.63	0.00	0.0%
Total Accounts Payable	-21,199.63	-21,199.63	0.00	0.0%

8:23 AM

06/29/22

Cash Basis

Orleans Economic Development Agency
Balance Sheet Prev Year Comparison w/o PILOT
As of June 30, 2022

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
Other Current Liabilities				
Due to LDC	0.00	25,000.00	-25,000.00	-100.0%
Note Payable - Current	0.00	813.00	-813.00	-100.0%
Loan Payable - Current	33,333.34	66,666.67	-33,333.33	-50.0%
Deferred Inflow of Resources	75,785.00	3,170.00	72,615.00	2,290.7%
604 · Cash Held on Behalf of Others	520,998.03	986,584.00	-465,585.97	-47.2%
Due to OLRC	166,704.39	165,888.67	815.72	0.5%
601 · Accrued Liabilities	9,637.12	7,342.12	2,295.00	31.3%
602 · Payroll Deductions				
602.100 · Company Liabilities				
602.104 · NYS Unemp. Ins. - Company	0.00	-598.52	598.52	100.0%
Total 602.100 · Company Liabilities	0.00	-598.52	598.52	100.0%
602.200 · Employee Deductions				
602.205 · NYS & Local Retirement	-11,328.03	-9,673.96	-1,654.07	-17.1%
602.206 · Cafeteria Plan	2,398.84	2,139.14	259.70	12.1%
Total 602.200 · Employee Deductions	-8,929.19	-7,534.82	-1,394.37	-18.5%
602 · Payroll Deductions - Other	685.59	1,900.18	-1,214.59	-63.9%
Total 602 · Payroll Deductions	-8,243.60	-6,233.16	-2,010.44	-32.3%
Total Other Current Liabilities	798,214.28	1,249,231.30	-451,017.02	-36.1%
Total Current Liabilities	777,014.65	1,228,031.67	-451,017.02	-36.7%
Long Term Liabilities				
680 · Pension Liability	245.00	75,393.00	-75,148.00	-99.7%
Loan Payable - LT				
Cardone Trust Note Payable	-0.18	812.83	-813.01	-100.0%
Cardone Trust - Contra	0.00	-813.00	813.00	100.0%
Total Loan Payable - LT	-0.18	-0.17	-0.01	-5.9%
Total Long Term Liabilities	244.82	75,392.83	-75,148.01	-99.7%
Total Liabilities	777,259.47	1,303,424.50	-526,165.03	-40.4%
Equity				
908 · Transfer from OLRC	547,500.00	500,000.00	47,500.00	9.5%
909.001 · Retained Earnings	122,680.09	304,780.39	-182,100.30	-59.8%
Net Income	-88,563.93	-173,430.92	84,866.99	48.9%
Total Equity	581,616.16	631,349.47	-49,733.31	-7.9%
TOTAL LIABILITIES & EQUITY	1,358,875.63	1,934,773.97	-575,898.34	-29.8%

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Current Assets				
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200.001 · OEDA Agency Checking	17,352.90	76,886.67	-59,533.77	-77.4%
200.003 · OEDA PILOT Checking	0.00	28,173.88	-28,173.88	-100.0%
Total 200 · Cash Accounts	17,711.01	105,693.61	-87,982.60	-83.2%
Cash Restricted				
Agency 3rd Party PILOT Account	465,946.54	931,532.51	-465,585.97	-50.0%
Total Cash Restricted	465,946.54	931,532.51	-465,585.97	-50.0%
Total Checking/Savings	483,657.55	1,037,226.12	-553,568.57	-53.4%
Accounts Receivable				
385 · Interest & Penalties-A/R	3,097.82	3,097.82	0.00	0.0%
380 · Accounts Receivable	-54,441.68	-54,441.68	0.00	0.0%
381 · PILOT Receivable	69,062.42	237,953.99	-168,891.57	-71.0%
Total Accounts Receivable	17,718.56	186,610.13	-168,891.57	-90.5%
Other Current Assets				
Interfund Activity	359.35	359.35	0.00	0.0%
205 · Due From OLRC	72,466.80	72,466.80	0.00	0.0%
480 · Prepaid expenses				
480.001 · Express Mail Corporate Account	81.45	109.52	-28.07	-25.6%
Total 480 · Prepaid expenses	81.45	109.52	-28.07	-25.6%
Total Other Current Assets	72,907.60	72,935.67	-28.07	0.0%
Total Current Assets	574,283.71	1,296,771.92	-722,488.21	-55.7%
Fixed Assets				
101 · Land				
101.002 · Medina Business Park				
 MBP Sewer System				
County Interagency Installmnt	11,034.85	12,565.50	-1,530.65	-12.2%
MBP Sewer System - Other	155,785.07	177,394.00	-21,608.93	-12.2%
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101.004 · Land - Other	83,964.50	83,964.50	0.00	0.0%
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Total Fixed Assets	657,956.16	693,239.74	-35,283.58	-5.1%
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Payment transfer to OLRC/OEDA/	3,772.50	33,772.50	-30,000.00	-88.8%
399 · Deferred Outflow of Resources	135,803.00	120,995.00	14,808.00	12.2%
Total Other Assets	139,575.50	154,767.50	-15,192.00	-9.8%
TOTAL ASSETS	1,371,815.37	2,144,779.16	-772,963.79	-36.0%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
600 · Accounts payable	-21,199.63	-21,199.63	0.00	0.0%
Total Accounts Payable	-21,199.63	-21,199.63	0.00	0.0%

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Loan Payable - Current	33,333.34	66,666.67	-33,333.33	-50.0%
Deferred Inflow of Resources	75,785.00	3,170.00	72,615.00	2,290.7%
604 · Cash Held on Behalf of Others	520,998.03	986,584.00	-465,585.97	-47.2%
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602 · Payroll Deductions				
602.100 · Company Liabilities				
602.104 · NYS Unemp. Ins. - Company	0.00	-598.52	598.52	100.0%
Total 602.100 · Company Liabilities	0.00	-598.52	598.52	100.0%
602.200 · Employee Deductions				
602.205 · NYS & Local Retirement	-11,328.03	-9,673.96	-1,654.07	-17.1%
602.206 · Cafeteria Plan	2,398.84	2,139.14	259.70	12.1%
Total 602.200 · Employee Deductions	-8,929.19	-7,534.82	-1,394.37	-18.5%
602 · Payroll Deductions - Other	685.59	1,900.18	-1,214.59	-63.9%
Total 602 · Payroll Deductions	-8,243.60	-6,233.16	-2,010.44	-32.3%
631 · Due to Other Governments				
631.001 · PILOTs payable	12,939.74	210,005.19	-197,065.45	-93.8%
Total 631 · Due to Other Governments	12,939.74	210,005.19	-197,065.45	-93.8%
Total Other Current Liabilities	811,154.02	1,459,236.49	-648,082.47	-44.4%
Total Current Liabilities	789,954.39	1,438,036.86	-648,082.47	-45.1%
Long Term Liabilities				
680 · Pension Liability	245.00	75,393.00	-75,148.00	-99.7%
Loan Payable - LT				
Cardone Trust Note Payable	-0.18	812.83	-813.01	-100.0%
Cardone Trust - Contra	0.00	-813.00	813.00	100.0%
Total Loan Payable - LT	-0.18	-0.17	-0.01	-5.9%
Total Long Term Liabilities	244.82	75,392.83	-75,148.01	-99.7%
Total Liabilities	790,199.21	1,513,429.69	-723,230.48	-47.8%
Equity				
908 · Transfer from OLRC	547,500.00	500,000.00	47,500.00	9.5%
909.001 · Retained Earnings	122,680.09	304,780.39	-182,100.30	-59.8%
Net Income	-88,563.93	-173,430.92	84,866.99	48.9%
Total Equity	581,616.16	631,349.47	-49,733.31	-7.9%
TOTAL LIABILITIES & EQUITY	1,371,815.37	2,144,779.16	-772,963.79	-36.0%

8:24 AM
 06/29/22
 Cash Basis

Orleans Economic Development Agency
Profit & Loss Budget Performance
 June 2022

	<u>Jun 22</u>	<u>Budget</u>	<u>Jan - Jun 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
980 · Revenues	4,515.60	500.00	143,361.62	3,000.00	6,000.00
Total Income	<u>4,515.60</u>	<u>500.00</u>	<u>143,361.62</u>	<u>3,000.00</u>	<u>6,000.00</u>
Gross Profit	4,515.60	500.00	143,361.62	3,000.00	6,000.00
Expense					
522 · Expenses	30,463.68		234,025.55		
Total Expense	<u>30,463.68</u>		<u>234,025.55</u>		
Net Ordinary Income	-25,948.08	500.00	-90,663.93	3,000.00	6,000.00
Other Income/Expense					
Other Income					
Office Space Rental	600.00		2,100.00		
Total Other Income	<u>600.00</u>		<u>2,100.00</u>		
Net Other Income	600.00		2,100.00		
Net Income	<u><u>-25,348.08</u></u>	<u><u>500.00</u></u>	<u><u>-88,563.93</u></u>	<u><u>3,000.00</u></u>	<u><u>6,000.00</u></u>

Orleans Economic Development Agency Profit & Loss Budget Performance June 2022

	Jun 22	Budget	Jan - Jun 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
980 · Revenues					
2116 · Fees (specify)					
2116.07 Administrative Fee	0.00		8.14		
2116.01 · Application Fees	0.00	500.00	0.00	3,000.00	6,000.00
2116.03 · Economic Development Fees	0.00		37,681.00		
2116.04 · Consulting	4,515.60		4,856.96		
Total 2116 · Fees (specify)	4,515.60	500.00	42,546.10	3,000.00	6,000.00
2706 · Grants from Local Governments					
2706.02 · Grants from Local Govts - Other	0.00		100,000.00		
Total 2706 · Grants from Local Governments	0.00		100,000.00		
2770 · Other Unclassified Revenue					
2770.1 · Misc. Reimbursements	0.00		815.50		
2770.2 · Misc. Income	0.00		0.02		
Total 2770 · Other Unclassified Revenue	0.00		815.52		
Total 980 · Revenues	4,515.60	500.00	143,361.62	3,000.00	6,000.00
Total Income	4,515.60	500.00	143,361.62	3,000.00	6,000.00
Gross Profit	4,515.60	500.00	143,361.62	3,000.00	6,000.00
Expense					
522 · Expenses					
6460 · Administration					
6460.1 · Salaries & related expenses	20,839.35		136,883.27		
6460.11 · Salaries & wages	1,277.98		8,227.97		
6460.13 · Social Security Expense	0.00		151.60		
6460.14 · Fed Unemp Tax Exp	298.88		1,924.27		
6460.15 · Medicare Exp.	0.00		730.43		
6460.17 · NYS Unemploy. Ins.	0.00		2,229.06		
6460.18 · Disability Cnty Self-Ins					
Total 6460.1 · Salaries & related expenses	22,416.21		150,146.60		
6460.4 · Contractual Expenses					
~4.100 · Other personnel expenses					
~4.101 · Legal fees	1,524.40		15,700.42		
~4.102 · Accounting fees	85.00		585.00		
~4.103 · Consultant Services	-810.73		11,189.27		
~4.105 · Payroll Services	0.00		1,274.47		
~4.107 · Professional fees - other	10.00		4,425.00		
Total ~4.100 · Other personnel expenses	808.67		33,174.16		

Orleans Economic Development Agency Profit & Loss Budget Performance June 2022

	Jun 22	Budget	Jan - Jun 22	YTD Budget	Annual Budget
~4.200 · Non-personnel expenses					
~4.201 · Supplies	57.63		1,548.86		
~4.202 · Telephone & telecommunications	1,118.53		4,316.69		
~4.203 · Postage, shipping, delivery	71.45		498.77		
~4.204 · Equip rental & maintenance	93.00		2,040.65		
~4.205 · Printing & copying	0.00		59.40		
~4.206 · Books, subscriptions, reference	126.41		188.37		
~4.207 · Advertising expenses	0.00		262.34		
~4.208 · Marketing	0.00		50.70		
Total ~4.200 · Non-personnel expenses	1,467.02		8,965.78		
~4.300 · Occupancy expenses					
~4.301 · Rent, parking, other occupancy	2,153.00		12,876.00		
Total ~4.300 · Occupancy expenses	2,153.00		12,876.00		
~4.700 · Travel & training					
~4.701 · Travel	239.20		688.83		
~4.704 · Meals	108.68		892.30		
Total ~4.700 · Travel & training	347.88		1,581.13		
~4.800 · Misc expenses					
~4.802 · Insurance - non-employee	0.00		0.00		
~4.803 · Membership dues - organization	125.00		125.00		
~4.805 · Outside computer services	40.00		40.00		
~4.800 · Misc expenses - Other	0.00		716.73		
Total ~4.800 · Misc expenses	165.00		881.73		
Total 6460.4 · Contractual Expenses	4,941.57		57,478.80		
6460.8 · Employee Benefits					
6460.81 · Health Insurance	3,105.90		26,400.15		
Total 6460.8 · Employee Benefits	3,105.90		26,400.15		
Total 6460 · Administration	30,463.68		234,025.55		
Total 522 · Expenses	30,463.68		234,025.55		
Total Expense	30,463.68		234,025.55		
Net Ordinary Income	-25,948.08	500.00	-90,663.93	3,000.00	6,000.00

Orleans Economic Development Agency
 Profit & Loss Budget Performance
 June 2022

	Jun 22	Budget	Jan - Jun 22	YTD Budget	Annual Budget
Other Income/Expense					
Other Income					
Office Space Rental	600.00		2,100.00		
Total Other Income	600.00		2,100.00		
Net Other Income	600.00		2,100.00		
Net Income	-25,348.08	500.00	-88,563.93	3,000.00	6,000.00

8:25 AM

06/29/22

Accrual Basis

Orleans Economic Development Agency
Transaction Detail by Account
 June 2022

Type	Date	Num	Name	Memo	Amount	Balance
200 · Cash Accounts						
200.001 · OEDA Agency Checking						
Check	06/02/2022	2633	Spectrum Enterprise	Inv# 142502701052122 Internet U...	-139.98	-139.98
Check	06/02/2022	2634	Key Bank	Credit Card Usage for D Blanchard	-236.49	-376.47
Check	06/02/2022	2635	Key Bank	Credit Card Usage fo G Barone	-9.99	-386.46
Deposit	06/02/2022			Deposit	300.00	-86.46
Check	06/08/2022	2636	Orleans Co. Treasurer	EDA Medical Insurance Billing for J...	-3,105.90	-3,192.36
Check	06/08/2022	2637	C & H PC Inc.	Inv# 17358 Remote Support	-40.00	-3,232.36
Check	06/08/2022	2638	Roush C.P.A. PC	Accounting Services for May 2022	-85.00	-3,317.36
Check	06/08/2022	2639	AT&T (800#)	AT&T 800 #'s Inv 2175069075	-0.33	-3,317.69
Check	06/08/2022	2640	U.S. Bank Equipment Fin...	Inv# 473554434 RICOH Copier Re...	-93.00	-3,410.69
Check	06/08/2022	2641	Health Economics Group...	Management Fee for June 2022 Ac...	-10.00	-3,420.69
Check	06/08/2022	2642	Michael R Dobell	Reimbursement for Cell Phone	-85.13	-3,505.82
Check	06/08/2022	2643	NTT Cloud Communicati...	Inv# USINV2205201002 Conferenc...	-246.58	-3,752.40
Paych...	06/10/2022		Diane L Blanchard		-1,985.01	-5,737.41
Paych...	06/10/2022		Michael R Dobell		-2,191.15	-7,928.56
Paych...	06/10/2022		Gabrielle L Barone		-2,670.39	-10,598.95
Liabilit...	06/10/2022		Paychex	16-1356958, 161356958 6	-3,901.20	-14,500.15
Check	06/15/2022	2644	Indoff Incorporated	Inv# 3572108 Office Supplies	-18.00	-14,518.15
Check	06/15/2022	2645	USPS/Express Mail	Postage	-47.95	-14,566.10
Check	06/22/2022	2646	Verizon Wireless	Inv# 9908238162 Cell Phone Usa...	-128.91	-14,695.01
Deposit	06/22/2022			Deposit	810.73	-13,884.28
Deposit	06/22/2022			Deposit	2,989.20	-10,895.08
Paych...	06/24/2022		Diane L Blanchard		-2,086.15	-12,981.23
Paych...	06/24/2022		Michael R Dobell		-2,191.14	-15,172.37
Paych...	06/24/2022		Gabrielle L Barone		-2,670.39	-17,842.76
Liabilit...	06/24/2022		Paychex	16-1356958, 161356958 6	-3,969.41	-21,812.17
Deposit	06/27/2022			Deposit	1,526.40	-20,285.77
Check	06/28/2022	2655	Gabrielle L Barone	Reimbursement for Travel 1/10-6/2...	-239.20	-20,524.97
Check	06/29/2022	2647	Village of Albion (v)	Rent for the Month of July 2022	-2,153.00	-22,677.97
Check	06/29/2022	2648	Orleans County Chamber...	Inv# 02028 2022-23 Chamber Me...	-125.00	-22,802.97
Check	06/29/2022	2649	Keppler Culligan Water T...	Bottled Water Inv# 0279321	-26.98	-22,829.95
Check	06/29/2022	2650	HurwitzFine PC	Inv# 2032457 Legal Fees through 5...	-1,524.40	-24,354.35
Check	06/29/2022	2651	Key Bank	Credit Card Usage for D Blanchard	-262.46	-24,616.81
Check	06/29/2022	2652	Key Bank	Credit Card Usage for G Barone	-89.99	-24,706.80
Check	06/29/2022	2653	Key Bank	Credit Card Usage for M Dobell	-26.43	-24,733.23
Check	06/29/2022	2654	Spectrum Enterprise	Internet for Computers	-139.98	-24,873.21
Deposit	06/29/2022			Deposit	300.00	-24,573.21
Total 200.001 · OEDA Agency Checking					-24,573.21	-24,573.21
Total 200 · Cash Accounts					-24,573.21	-24,573.21
TOTAL					-24,573.21	-24,573.21

**Orleans Economic Development Agency
A/R Aging Summary
As of June 29, 2022**

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
A.J Piedimonte-Magc Inc.PILOT	0.00	0.00	0.00	0.00	0.00	0.00
BOMET Property LLC PILOT	4,418.95	0.00	0.00	0.00	0.00	4,418.95
Customer	0.00	0.00	0.00	0.00	0.00	0.00
Falls Railroad PILOT	0.00	0.00	0.00	0.00	0.00	0.00
Holley Cold Storage PILOT	0.00	0.00	0.00	0.00	0.00	0.00
Medina Hospitality	0.00	0.00	0.00	0.00	0.00	0.00
Misc. OEDA Customers	0.00	0.00	0.00	0.00	67,500.00	67,500.00
Orleans County Treasurer	0.00	0.00	0.00	0.00	573.84	573.84
Pride Pak Inc PILOT	8,520.79	0.00	0.00	0.00	0.00	8,520.79
Quorum Group LLC. PILOT	0.00	0.00	0.00	0.00	0.00	0.00
Quorum/Takeform PILOT	0.00	0.00	0.00	0.00	0.00	0.00
Town of Albion	0.00	0.00	0.00	500.00	0.00	500.00
Village of Holley (c)	0.00	0.00	0.00	0.00	0.00	0.00
Waddington North America Inc./PPP	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	12,939.74	0.00	0.00	500.00	68,073.84	81,513.58

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06/29/22

Accrual Basis

Orleans Revolving Loan Fund
Balance Sheet Prev Year Comparison
As of June 30, 2022

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
200 · Orleans Revolving Loan Fund	25,089.40	8,101.05	16,988.35	209.7%
Total Checking/Savings	25,089.40	8,101.05	16,988.35	209.7%
Accounts Receivable				
392 · Loan payments receivable	-1,919.69	0.00	-1,919.69	-100.0%
Total Accounts Receivable	-1,919.69	0.00	-1,919.69	-100.0%
Other Current Assets				
Loan Principal (current yr)				
Medina Hospitality LLC	16,657.39	15,985.39	672.00	4.2%
Total Loan Principal (current yr)	16,657.39	15,985.39	672.00	4.2%
Total Other Current Assets	16,657.39	15,985.39	672.00	4.2%
Total Current Assets	39,827.10	24,086.44	15,740.66	65.4%
Other Assets				
Funds Transf to OEDA/OLRC/ORLF	8,951.82	8,951.82	0.00	0.0%
ORLF Loan Principal -noncurrent				
Medina Hospitality LLC	137,317.24	154,307.18	-16,989.94	-11.0%
Total ORLF Loan Principal -noncurrent	137,317.24	154,307.18	-16,989.94	-11.0%
Total Other Assets	146,269.06	163,259.00	-16,989.94	-10.4%
TOTAL ASSETS	186,096.16	187,345.44	-1,249.28	-0.7%
LIABILITIES & EQUITY				
Liabilities				
Long Term Liabilities				
ORLF Deferred Revenue				
Allowance - Medina Hospitality	61,500.00	61,500.00	0.00	0.0%
Medina Hospitality LLC	-61,500.00	-61,500.00	0.00	0.0%
Total ORLF Deferred Revenue	0.00	0.00	0.00	0.0%
Total Long Term Liabilities	0.00	0.00	0.00	0.0%
Total Liabilities	0.00	0.00	0.00	0.0%
Equity				
3000 · Opening Bal Equity	1,060,322.72	1,060,322.72	0.00	0.0%
3900 · Retained Earnings	-870,564.89	-872,409.32	1,844.43	0.2%
Net Income	-3,661.67	-567.96	-3,093.71	-544.7%
Total Equity	186,096.16	187,345.44	-1,249.28	-0.7%
TOTAL LIABILITIES & EQUITY	186,096.16	187,345.44	-1,249.28	-0.7%

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06/29/22

Orleans Revolving Loan Fund
A/R Aging Summary
As of June 30, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Medina Hospitality LLC	0.00	-1,919.69	0.00	0.00	0.00	-1,919.69
TOTAL	<u>0.00</u>	<u>-1,919.69</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>-1,919.69</u>

OEDA Current Project List

		Updated:		6-Jul-22			
<u>Industrial/Commercial Projects</u>		<u>Location</u>	<u>Description</u>	<u>Type of Project</u>	<u>Status</u>	<u>Update/ Next step</u>	<u>Last Update</u>
	Vellocci	Medina	New product line	Increase capacity	Moving	Starting first draw/ Working on Loan documents	27-May-22
	Hotel Project	Orleans	New Build	New Building	Moving	Landscaping next phase	6-Apr-22
	Heritage Wind	Barre	Wind Farm Project	New Build	Moving	Project delayed/ Public Hearing July 15	28-Feb-22
	Zambistro Project	Medina	TBD	Redevelopment	Moving	Loan documents signed/ working expenses for final draw	29-Jun-22
	Falls Road-Culvert/Bridge Replacement	Orleans	Northern Boarders Grant	Repair/Replace	Moving	waiting on DOT approval for construction	1-Mar-22
	Bornet-MBP-N	Medina	Remanufacturer	New Build	Moving	Working on Project logistics for shipping	1-May-22
	Marlachi	Albion	TBD	New Build	No Action	Plans went to county planning board	1-May-22
	Hemlock Ridge Solar	Barre/Shelby	Solar	New Build	No Action	Public Hearing in June	27-Jun-22
<u>Developments Projects</u>		<u>Location</u>	<u>Description</u>	<u>Type of Project</u>	<u>Status</u>	<u>Update</u>	
	Bates Road Redevelopment	Ridgeway	Brownfield	Development	No Action		
	MBP-Strategic Plan Project	Medina	Planning	Development	On Hold	On hold for COIDA match	6-Nov-20
	Medina/Shelby Pedestrian Bridge	Medina	Planning	Development	On Hold	Seeking additional funding	9-Sep-20
	Big Guys Camping	Murray	Planning	Development	Planning	Project closed/ Construction still underway	1-Jul-22
	NBR-Medina Team Track, Holley Spur	Medina/Holley	Planning	Development	Planning	EA complete	28-Feb-22
							1-Mar-22
<u>RFP Responded</u>		<u>Partner</u>	<u>Description</u>	<u>Type of Project</u>	<u>Status</u>	<u>Update</u>	
	Project Pioneer	IBN	Renewable gas	Ag	RFP	Submitted	6-Jul-22
	Project Locksmith	GRE	Manufacturing	Food and Beverage	RFP	Company looking for an existing building	24-Jun-22
	Project Phoenix	INBN	Manufacturing		RFP	Looking at existing space only of 100K +	20-Jun-22
	Project Seville	INBN	Manufacturing	EV	RFP	Submitted	14-Jun-22
<u>Administration</u>		<u>Description</u>	<u>Update</u>				
<u>ORLF-GAIN Loan Fund</u>		<u>Description</u>	<u>Update</u>				
<u>Orleans Land Restoration</u>		<u>Location</u>	<u>Description</u>	<u>Update</u>			
<u>Orleans County LDC</u>		<u>Description</u>	<u>Update</u>				
	Micro Training	Training program			On Going	Separate Update	
	Micro OCR Grant/Loan	See Report in handout			On Going	Separate Update	

OEDA Board Notes

July 8, 2022

- Master Budget:
- Fall MAP Class 2022
- Diane reported 10 parties are interested in the next Fall class. A date has not been set yet. The next grant application for \$300,000 was submitted on 6/27/22
- Revolving Loan Fund:
- Loans Status: Printed reports from 06/10/22 are available for review.
 - Total funds in RLF Account as of 05/31/22
 - \$9,318.13---HUD unrestricted fund
 - \$84,923.30---Unrestricted Money Market Account.



Photos by Ginny Kropf: Spring graduates of the Microenterprise Assistance Program celebrated with dinner June 14 at Gallo's Bar and Grill in Hamlin. Michelle Gallo is a former graduate of MAP and has returned several times to share how the class helped her and her husband Rick in their new endeavors. Seated, from left, are Chacora Abrams, Jessica Skehan, Dorothy Daniels (instructor), Amanda Vasquez and MAP coordinator Diane Blanchard. Second row, are Amber Moss (with Cassandra Brady, who took the class), Rebecca Alexander, Debbie Prest, Michelle Gallo (instructor), Tiffany Allen, John Fitzak (county legislator) and Sam Campanella (adviser). Third row, Erin Hills and Chris Glogowski. Absent are Delores Hansel, Andrew LaFave and Kristen Ostrander.

By Ginny Kropf, correspondent Posted 28 June 2022 at 7:55 am

HAMLIN – The spring class of the Microenterprise Assistance Program brought the number to 557 entrepreneurs who have completed the 10-week class that offers many pointers for building a successful business.

MAP is a program of Orleans Economic Development Agency. Diane Blanchard is administrator of MAP.

The graduates bring a variety of unique interests and the potential to create a thriving business in their community.

Graduates shared their goals and proposed businesses at Gallo's Bar and Grill in Hamlin on June 14. Gallo's is owned by Michelle and Rick Gallo, who offered to host the evening. Michelle is a graduate of the Microenterprise class and has become an instructor in the program.

Graduates and their proposed business are Delores Hansel of Albion, who owns Brush Strokes Studio in the Arnold Gregory Complex; Tiffany Allen, who wants to own a restaurant and bar; Rebecca Alexander of Albion, who is adding tailgate games and a restaurant to their existing business – Dubby's Wood Fired Pizza; Cassandra Brady,

bakery; Chris Glogowski, the Coffee Joint; Erin Hills, a make-up artist; Deborah Prest, home décor; Amanda Vasquez, bakery; Jessica Skehan, an artist; Andrew LaFave, plastic recycling; and Kristen Ostrander, Bloom's Flower Shop.

Each of the graduates shared their business plan and reasons for taking the Microenterprise Assistance Program.



Tiffany Allen shared her plans for a restaurant/bar.

Hansel purchased Brush Strokes from Tim Elliott of Medina. She enjoys ceramics and hopes to grow the business. She would like to do a summer camp for children and fused glass and eventually, pottery. She said wanted to gain a little more business acumen from the class.

"My goal is to become a full service art business for Orleans County," she said.

Alexander and her husband already own Dubby's Wood Fired Pizza and wanted learn more about the business end of running a bar and tailgate games.

"We will be a one-stop shop for food and fun," Alexander said.

They are ready to open a restaurant in Albion and will be open Wednesday through Sunday and offer a full menu. All baked goods can be customized and made to order. They will cater to food allergies. She also wants to have cake decorating classes for adults and children. She took the class to get help with a business plan for their new venture.

Cassandra Brady took the class to help her and her friends Chacora Abrams and Amber Moss, who are running a bakery in their home, but would like a real store in Orleans County. Their specialty is custom cakes and desserts. When they started, Abrams said they knew they needed help on how to run a business.

Amanda Vasquez also wants to open a bakery and needs a certified kitchen. She hopes to work with customers in local towns. She would like to have a store front in Medina by 2024.

Tiffany Allen has been living in Hawaii for 18 years, but recently came home and is looking for a business that fits her lifestyle, she said. Her business will be called Mommy's Kitchen and Daddy's Bar and will feature home cooking, a rotating menu and a local delivery option.



Deborah Prest sells home décor and crafts.

Allen is confident she can run such a business with one person in the kitchen and one in the bar. Her goal is to provide an enlightening and unique dining experience. Her staff will be encouraged to learn something from every customer, she said.

Chris Glogowski opened The Coffee Joint at 59 North Main St. in Albion, with a partner, David Mogle. They will offer a variety of high-quality coffee and tea drinks. Manager of the business is Heidi Peterson. Glogowski is an Albion police officer and Mogle is the police chief.

Glogowski wanted to keep a coffee shop in downtown. In the future they plan to add smoothies, breakfast wraps, waffles and energy drinks. They also intend to have delivery and a drive-up service. Their hours will be expanded for the summer, he said.

Debbie Prest has been doing crafts and home décor for 20 years, but needed to know more about the business end, she said.

"I'm good at crafting, but not so good at the business stuff," she said. "I knew creating a business plan was crucial to my goal."

She has been doing a lot of sales on Facebook and at craft shows, but now will have her own brick and mortar store in back of Five Star Bank in Albion.



Erin Hills is a make-up artist who hopes to open a salon.

Jessica Skehan of Holley studied art and printing in college, but didn't learn the business end, she said. She hopes to establish a business doing custom painting and selling prints of her original artwork online. She would like to have a store front within the next five years.

Erin Hills thought as a make-up artist she would have to live in a big city to be successful. She has discovered, however, she is in high demand in Orleans County for weddings, and has 69 booked. She also does lash extensions. She is confident she can make a six-figure income doing hair and make-up. Her goal is to have a salon by 2023 and a mobile unit after that.

Two other graduates were not able to attend the graduation. They are Kristen Ostrander, who owns Bloom's Flower Shop in Albion, and Andrew LaFave, who plans a plastic recycling business.

Beth Miller, a former MAP graduate, returned to share her success with the class. She had lost her job with Covid hit about two years ago and took the class to prepare for opening her own business. Dorothy Daniels encouraged her to open her store Wild Flour Deli & Bakery in Albion last fall.

A \$21,000 grant through MAP enabled her to build a dining room at 438 West Ave. She has since expanded and added equipment.

"In one month I made as much money as I had anticipated making in five months," Miller said.

She said the MAP class was overwhelming at first, but turned out to be very beneficial. She was recently voted one of the top five deli-bakeries in Western New York.

Anyone interested in taking the next MAP course can contact Blanchard at dblanchard@orleansdevelopment.org or by calling (585) 589-7060.

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