



WYOMING COUNTY BAC BOARD MEETING MINUTES

Thursday, April 11, 2024 @ 2:30 p.m. at the Wyoming County Agriculture and Business Center 36 Center Street, 2nd Floor Conference Room Warsaw, NY 14569

1. **Roll call** to establish quorum.

The Chairman called the meeting to order at 2:52 p.m., in attendance were: Mark Dadd, Chairman; A. Douglas Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer; E. Joseph Gozelski, Director; James Pierce, Executive Director; Robin Marschilok, Director of Operations; Jennifer Tyczka, Program Manager; Scott Gardner, Economic Development Specialist and Kevin Zanner, Hurwitz & Fine, Agency Counsel.

Absent: Niccole Hastings, Director; Thomas McCormick, Secretary and Jim Rutowski, Director.

Guests: Amanda Osborn, Dell Collective; and Mark George, Underwriter

2. **Administrative**

A. Review/approve minutes from March 14, 2024

The minutes from the March 14, 2024 Board Meeting were reviewed. A motion was made to accept the minutes by D. Berwanger. The motion was seconded by R. Ryan and unanimously carried.

B. Review and approve financial report for March 2024

R. Marschilok presented the financial report from March 2024. After review the Board approved the financial reports on a motion made by R. Ryan. The motion was seconded by D. Berwanger and unanimously carried

3. **Action Item**

A. Request by A & A Railroad to Extend the current Grant Anticipation Note for a New NYS DOT Grant for continuation of building out replacement rail.

The Board moved to table this item until the next meeting on a motion made by R. Ryan. The motion was seconded by J. Gozelski and unanimously carried.

B. Request by Amanda Osborn, owner of the Dell Collective, for a loan of \$110,000 to renovate a vacant house acquired for the purpose of establishing a new Air BnB facility in Portageville. Amanda Osborn will present an overview of her business and need for the financing. Mark George will follow Ms. Osborn with an underwriting presentation of the loan.

Pierce introduced Amanda Osborn to the Board. Amanda is the owner of Dell Collective, LLC and is a previous Fast Track graduate. she received a MAP grant to complete the furnishing and fixtures of one of her projects. Amanda is now asking for

\$110,000 to complete the financing package to acquire and renovate an existing vacant house in Portageville to make it into an Air BnB. Amanda addressed the Board stating that her background is in hospitality and catering, her work experience includes Disney Resorts and Partyman, LLC, an event and wedding planning business. Amanda reported that 50% of her clientele come from New Jersey, New York City, Ohio, and PA. The other 50% come from Buffalo and Rochester and other parts of New York. The property she is looking to acquire in Portageville is 4 minutes from Letchworth Park, has the Genesee Greenway going through the property and is in close proximity to the Genesee River. Amanda plans to renovate the property, which was previously known as the Blue Stone Cottage, to create a cabin in the woods, using black and natural wood colors, an eclectic cozy style with brass woodland décor to attract a higher end customer. She includes goods and wares from local artisans and the people who use her rentals, many are repeat guests; spend money in the local towns and businesses when they are here. Amanda with some bank financing in place for the mortgage is asking the Board for the balanced needed to do the project, \$110,000 at 3% APR for an 8 year term, which added to her cash infusion and Dell Collective cash flow will complete the \$452,900 in financing needed. After her presentation Amanda left the meeting at 4:00 p.m.

Mark George then addressed the Board to review his underwriting analysis for the loan request. George reported that Dell Collective has been profitable in the past 2 years, Amanda has an excellent credit record and net worth with the value of her other properties. With her experience in the rental business and positive projections, George recommends approval of this loan for Dell Collective, LLC as requested. Collateral should be a first mortgage on the duplex owned by Amanda Osborn at 58 South Main Street, an assignment of rents from 58 South Main Street and the personal guarantee of Amanda Osborn. After George finished his presentation, the Board moved to approve the loan as requested, with the collateral as described, on a motion made by R. Ryan. The motion was seconded by D. Berwanger and unanimously carried.

C. Request by Andrew Aquado for a \$200,000 loan to assist with the purchase of Montgomery's Building Supply business in Warsaw and acquiring new inventory. Mr. Aquado will present an overview of his loan request and his plans. Mark George will follow up with an underwriting presentation on the loan.

Mr. Aguado was not invited to present at the meeting because the underwriting is in preliminary format and Pierce wanted to get some initial feedback for the loan from the Board first. Pierce asked George to review his preliminary underwriting analysis for this loan request. George reviewed the request for a \$200,000 loan to be used for a down payment, additional inventory and new accounting software in the purchase of Montgomery Building Supply, Inc. The current owner of Montgomery's will hold a 30-year mortgage on the building for financing of 90% of the purchase price for 3 years. George reported that Aguado has looked at several purchase opportunities and is anxious to own his own business. Currently he works for ELITSAC, Inc. and does have sales experience. Aguado was declined by Bank of America due to inadequate cash flow, he has minimal credit history and net worth and has over-estimated the sales projections for the business in the first year because no expenses were taken into consideration. The collateral offered would be a 5-acre vacant property with the estimated full value of \$50,000. With the low cash flow, additional debt load and

insufficient collateral since the seller controls that, George recommends not approving this loan request at this time. After his review the Board moved to decline the loan request on a motion made by M. Dadd, seconded by D. Berwanger and unanimously carried.

4. **Other Business** - None
5. **Next Meeting** – May 9, 2024 at the Ag & Business Center
6. **Adjournment** With no other business the Vice-Chairman adjourned the meeting at 4:31 p.m. on a motion made by D. Berwanger seconded by R. Ryan and unanimously carried.

Minutes Prepared by: Robin Marschilok