



WYOMING COUNTY BAC BOARD MEETING

The WCBAC Board of Directors met on August 21, 2025 at 2:30 p.m. at the Wyoming County Business Center, 36 Center Street Warsaw, New York 14569.

1. Roll call to establish quorum

The Vice Chairman called the meeting to order at 3:23 p.m., in attendance were: A. Douglas Berwanger, Vice-Chairman; Rebecca Ryan, Treasurer; Thomas McCormick, Secretary; 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: Mark Dadd, Chairman; Brianna Stone, Director

Guest: Mark George, Underwriter

2. Administrative

A. Review/approve minutes from July 10, 2025 Board Meeting

The minutes from the July 10, 2025 Board Meeting were reviewed. A motion was made to accept the minutes by T. McCormick. The motion was seconded by R. Ryan and unanimously carried.

B. Review and approve Financial Statements from July 2025

R. Marschilok presented the financial reports from July 2025. After reviewing the Board approved the financial reports on a motion made by R. Ryan. The motion was seconded by J. Gozelski and unanimously carried.

3. Action Item

A. Loan request by Dell Collective for the redevelopment of 17 North Main Street in Perry into an upstairs boutique short term rental unit with the ground floor slated for office and retail space. This is one of the approved DRI grant funded projects for the Village of Perry. Our underwriter Mark George will present his analysis of the loan request to the Board.

Pierce asked Mark George to review his analysis report for Dell Collective. George reviewed the analysis reporting that Amanda Osborn has requested a \$150,000 loan to complete her financing package for the remodeling of a building located at 17 North Main Street Perry. Osborn has received a reimbursable DRI grant and will use the loan funds to complete her project in order to receive the grant funding in 2026. She will use the grant proceeds to repay the loan. Osborn has a great track record with the WCBAC having received and paid off a previous loan for the remodeling of a property in Genesee Falls to create a high-end boutique lodge. Dell Collective is owned solely by Mrs. Osborn and has several boutique lodge locations in the County that she has remodeled and created successful businesses. The building at 17 North Main will house an upstairs boutique rental unit and the ground floor will be used as an office for Dell Collective and made available to the Village of Perry to hold

events. George reviewed Osborn's financials reporting a stellar record and strong credit report. George concluded with a recommendation to approve the \$150,000 loan which, along with a \$150,000 bank loan, and a \$220,000 cash contribution by the owner, will complete the \$520,000 reconstruction project. The terms requested are amortization over 8 years at a 3% APR. Osborn will offer as collateral a duplex property located at 58 Main St Castile, NY. After review, the Board moved to approve the loan as requested on a motion made by R. Ryan, noting that Amanda Osborn is an outstanding business woman and has made a significant investment in Wyoming County. The motion was seconded by T. McCormick and unanimously carried.

- A. **Other Business** – D. Berwanger noted that Steel and O'Brien in Arcade has expanded and recently hired several workers after they were let go from a business that closed down in Tonawanda. Steel and O'Brien was only a food grade steel manufacturer and has added AI Cooling system components for servers, a growing industry.
- B. **Next Meeting** – Annual Meeting September 11, 2025 at Farmcraft Brewery, 567 Route 20A Strykersville, following the IDA meeting at 11:00 a.m.
- C. **Adjournment** - The Meeting was adjourned at 3:49 p.m. on a motion made by R. Ryan, seconded by T. McCormick and unanimously carried.

Meeting was recorded on You-Tube, and may be viewed at the following link:
<https://www.youtube.com/watch?v=wjCuULMvDZo>

Minutes prepared by R. Marschilok