

**MINUTES OF THE
BOARD OF DIRECTORS
OF THE
BUFFALO AND ERIE COUNTY REGIONAL
DEVELOPMENT CORPORATION
(RDC)**

DATE AND PLACE: August 28, 2019, at the Erie County Industrial Development Agency, 95 Perry Street, 5th Floor ESD Conference Room, Buffalo, New York 14203

PRESENT: Hon. Bryon W. Brown, Hon. Joseph H. Emminger, Dottie Gallagher, Hon. Howard Johnson, Tyra Johnson, Hon. Brian J. Kulpa, Richard Lipsitz, Jr., Brenda W. McDuffie, Hon. Glenn R. Nellis, Hon. Mark C. Poloncarz, Kenneth A. Schoetz, Charles F. Specht and Art Wingerter

EXCUSED: Hon. Diane Benczkowski, Rev. Mark E. Blue, James F. Doherty, John J. Mudie, Sister Denise Roche and Hon. Darius G. Pridgen

OTHERS PRESENT: Steve Weathers, Chief Executive Officer; John Cappellino, Executive Vice President; Mollie Profic, Chief Financial Officer; Gerald Manhard, Chief Lending Officer; and Karen M. Fiala, Assistant Treasurer/Secretary

GUESTS: Robert G. Murray, Esq., General Counsel/Harris Beach PLLC; Christopher Pawenski, Coordinator, Industrial Assistance Program, of the Erie County Environment & Planning Department

There being a quorum present at 1:02 p.m., the meeting of the RDC Board of Directors was called to order by its Chair, Ms. McDuffie.

MINUTES

The Minutes of the May 22, 2019, meeting of the Board of Directors of the RDC were presented. Ms. Gallagher moved, and Mr. Schoetz seconded, to approve of the minutes. Ms. McDuffie called for the vote and the minutes were unanimously approved.

REPORTS/ACTION ITEMS/INFORMATION ITEMS

Financial Report. Ms. Profic provided a report on the July, 2019 financial statements noting that the RDC finished the month of July with total assets of \$17.7 million and net assets of \$17.4 million. The monthly income statement shows net income of \$8,000 for July, with revenues exceeding budget by \$2,000. The year to date income statement reflects \$333,000 of revenue and \$1.2 million of expenses, for a net loss of \$873,000 through July. Ms. Profic noted that the provision for loan losses consists primarily of three large loans, and staff is hopeful that

attempts to work out the loans will be successful. Ms. McDuffie directed that the report be received and filed.

Finance & Audit Committee Update. Ms. Profic provided members with a brief summary of the most current Finance & Audit Committee meeting. The Committee was briefed on the 2020 budget process and reviewed the proposed budgets for the ECIDA, RDC and ILDC. The Finance & Audit Committee will meet again in September to discuss any updates and recommend proposed budgets to their respective Boards, followed by optional Board Q&A sessions in October. Any final adjustments to the proposed budgets will be reviewed in October and the Boards will take action on the budgets in October for submission to the ABO by the November 1 deadline. Ms. McDuffie directed that the report be received and filed.

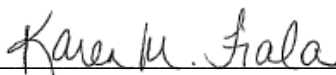
RDC Loan Status Report/Closing Report. Mr. Manhard presented this report. Ms. McDuffie directed that the report be received and filed.

WNY Medical Management, LLC, 3112 Sheridan Drive, Amherst, New York, \$1,400,000.00, 84 month Term Loan, Secured and Guaranteed. Mr. Manhard reviewed this \$1,400,000 loan request, proceeds of which will assist in the renovations of a former ambulatory surgery site such as air conditioning and air handling as well as humidity control critical for the operating room environment which will be brought up to current code. The surgical gases and the nurse call systems will also be substantially updated considering current life safety and quality care standards under ASC code requirements. Mr. Manhard advised that the RDC Loan Committee approved the loan request at its most recent meeting. General discussion ensued.

Mr. Kulpa moved and Mr. Emminger seconded to approve of the loan as proposed. Ms. McDuffie called for the vote and the requested loan was thereafter approved with Mr. Schoetz abstaining.

There being no further business to discuss, Ms. McDuffie then adjourned the meeting at 1:14 p.m.

Dated: August 28, 2019



Karen M. Fiala, Secretary