

MINUTES
OF THE LOAN COMMITTEE OF THE
BUFFALO AND ERIE COUNTY REGIONAL DEVELOPMENT CORPORATION
(RDC)

DATE AND PLACE: July 20, 2018, at the Erie County Industrial Development Agency, 95 Perry Street, Suite 403, Buffalo, New York 14203

MEMBERS PRESENT: Joseph H. Emminger, Rebecca Gandour, Nancy LaTulip, David McKinley, Sister Denise Roche and Michael A. Taylor

MEMBERS ABSENT: Thomas Grys and John J. Mudie

OTHERS PRESENT: Mollie Profic, Chief Financial Officer; Gerald Manhard, Chief Lending Officer; Michael Alexander, Loan Manager; and Robert G. Murray, Secretary

There being a quorum present at 9:04 a.m., the meeting of the RDC Loan Committee was called to order by Mr. Emminger.

MINUTES

Upon motion made by Ms. LaTulip, and seconded by Ms. Gandour, and unanimously carried, it was

RESOLVED, that the minutes of the RDC Loan Committee meeting of May 9, 2018 are hereby approved.

APPROVAL OF LOAN CASES:

Tomric Systems Inc., 85 River Rock Drive, Buffalo, New York, \$1,117,000, 90-month term loan, secured and guaranteed. Mr. Manhard reviewed the loan application and loan case detailing the proposed \$1,117,000 term loan, proceeds of which will be used by the borrower to purchase certain equipment and to provide working capital associated with expansion of the borrower's operations.

At this point in time, Mr. McKinley joined the meeting.

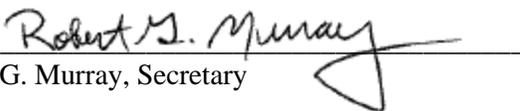
General discussion ensued. Sister Denise moved and Mr. Taylor seconded to recommend approval of the loan subject to ultimate approval by the Board of Directors of the RDC. Mr. Emminger called for the vote and the motion was then approved by a vote of 5-1, with Mr. Emminger, Ms. Gandour, Ms. LaTulip, Sister Denise and Mr. Taylor voting in the affirmative and with Mr. McKinley voting against the motion.

Gi Gi's Restaurant, 683 Northland Avenue, Buffalo, New York, \$50,000, 66-month term loan, secured and guaranteed. Ms. Gandour disclosed that she supervises a City of Buffalo employee who served on the selection committee to the Buffalo Urban Development Corporation (BUDC) in regard to BUDC's selection of the borrower to be the tenant, in its Northland project at 683 Northland Avenue. Mr. Murray confirmed that Ms. Gandour does not have a conflict of interest prohibiting her from voting on whether or not to issue the loan.

Mr. Alexander reviewed the loan application and loan case detailing the proposed \$50,000 term loan, proceeds of which will be used to provide for working capital expenses associated with starting a new business. Such expenses will include the purchase of starting inventory, furniture, fixtures, and equipment.

General discuss ensued. Given the comments and concerns raised by Committee members, Mr. Manhard suggested that Committee members could approve of the loan as proposed conditioned upon the borrower meeting certain pre-condition milestones, or, the Committee could resolve to table its review of the loan approval for future consideration provided certain concerns are satisfactorily addressed by the borrower. Ms. Gandour moved and Mr. Taylor seconded to recommend that consideration of the loan be tabled pending receipt of borrower's response to concerns raised by Committee members. Mr. Emminger called for the vote, and the motion was then unanimously approved.

There being no further business to discuss, Mr. Emminger adjourned the meeting at 10:21 a.m.


Robert G. Murray, Secretary