

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

DATE AND PLACE: May 22, 2019, at the Erie County Industrial Development Agency, 95 Perry Street, 5th Floor ESD Conference Room, Buffalo, New York 14203

PRESENT: Rev. Mark E. Blue, 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, Sister Denise Roche, Kenneth A. Schoetz and Art Wingerter

EXCUSED: Hon. Diane Benczkowski, Hon. Bryon W. Brown, James F. Doherty, Hon. Joseph H. Emminger, John J. Mudie, Hon. Darius G. Pridgen, and Charles F. Specht

OTHERS PRESENT: Steve Weathers, Chief Executive Officer; Mollie Profic, Chief Financial Officer; and Karen M. Fiala, Secretary

GUESTS: Robert G. Murray, Esq., General Counsel; Maria Whyte, Deputy County Executive; Andrew Federick, Erie County Senior Economic Development Specialist

There being a quorum present at 12:20 p.m., the meeting of the RDC Board of Directors was called to order by its Chair, Ms. McDuffie.

MINUTES

The Minutes of the March 27, 2019, meeting of the Board of Directors of the RDC were presented. Mr. Kulpa moved, and Mr. Blue 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 April, 2019 financial statements noting that the RDC finished the month of April with total assets of \$17.8 million and net assets of \$17.7 million. The monthly income statement shows net income of \$194,000 for April, with revenue exceeding budget by \$2,000. Total expenses include an adjustment out of the provision for loan losses in the amount of \$184,094, being the result of a borrower that suddenly closed earlier this year holding an auction and making the RDC whole on the outstanding loan amount.

The year to date income statement reflects \$190,000 of revenue and \$844,000 of expenses, for a net loss of \$655,000 through April. Ms. McDuffie directed that the report be received and filed.

At this point in time Ms. Johnson joined the meeting.

Annual Report of the Directors. Ms. Profic provided an overview of the Annual Report of the Directors per the New York Not-For-Profit Law.

Mr. Kulpa moved and Mr. Nellis seconded to approve of the Annual Report of the Directors. Ms. McDuffie called for the vote and the Annual Report of the Directors was unanimously approved.

2019 Loan Status Report and 2019 Closing Report. Mr. Weathers presented this report.

Mr. Poloncarz asked about the calculation of the delinquency rate and Mr. Weathers confirmed that the delinquency rate is based off of the total outstanding balance and not number of loans.

Ms. McDuffie directed that the report be received and filed.

Nominating Committee Update. Mr. Poloncarz provided members with a report on the Nominating Committee's most recent meeting whereat the committee reviewed the slate of committee members and officers, and recommend same for approval by the RDC. Mr. Lipsitz moved and Sister Denise seconded to approve of the Nominating Committee list of committee member and officer assignments. Ms. McDuffie then called for the vote and the motion was unanimously approved.

There being no further business to discuss, Ms. McDuffie then adjourned the meeting at 12:27 p.m.

Dated: May 22, 2019

Karen M. Fiala, Secretary