



Executive Committee Meeting Friday, July 18, 2014 9:00 am

Members Present: Matt Horn, Mike Manikowski, Marc Smith

Non Members Present: John Johnson, Alexi Smith

Members Not Attending: Tom Burr

Agenda

I. Call to Order/Introductions/Approval of Minutes

a. Meeting called to order by Matt at 9am

b. May 16th minutes

i. Moved by Mike Manikowski; Seconded by Marc Smith

II. Financial Report

a. 2014 to date

i. Everything is up to date

ii. Increases in transportation spending

1. Susan and Alexi have had a few classes for reimbursement that took place in Rochester and Buffalo, etc.

2. John thinks that the transportation budget should be increased as he will be doing a lot of travelling especially in the first several months.

3. Marc thinks that maybe someone ((Committee or John and Alexi should propose an updated budget for the remainder of the year))

iii. Water loop project has been closed out. The final check has been sent and cleared

1. There will be legal fees coming up to deed the sewer back to the city

iv. Rent

1. Reimbursements are higher because of the end of the quarter

2. Same 2 tenants with larger outstanding leases are not growing

a. Should John raise the question about TQHP with Excel Partners?
Several members – Marc, Mike – have thought Excel would be paying Tech Farm back

b. Terrenew has a verbal agreement to pay Tech Farm back

i. Matt talked to Tom Bourne about how the Tech Farm will be getting paid; they have “some sort of IP that they are selling”



and the Tech Farm will be getting paid out of the proceeds from that.

III. Old Business

a. Cheribundi Update

- i. John has been meaning to meet with the new CEO of cheribundi to get a feel of the direction they are headed in
 1. Cheribundi does not want to move from the facility for a while; Alexi mentioned that Ed from cheribundi wanted to potentially re-up the lease for at least another 18 months
 2. Marc asked about what happened to GVRMA wanting to finance a cheribundi building.
 - a. There is still a possibility of building a new facility here, but GVRMA is hesitant to give a loan until they see more of a profit margin.
 - b. Mike suggested that the Tech Farm waits about a year before really pursuing having cheribundi building a new building
 - c. Mike suggested that John should offer to help cheribundi try to grow their profit
 - d. Matt suggested that cheribundi could look at financial assistance from the State
 3. Production for Costco has been temporarily discontinued because of an inspection cheribundi missed by 1 point.
 - a. Repairs to the floors, forklift, and doors are being made so that cheribundi can continue supplying cheribundi product to Costco.
 - b. Marc suggested having GAPs or FVC troubleshoot for cheribundi – internal audits might be a possibility so that it would be beneficial

b. StartUp Requests

- i. StartUp Requests have been rather quiet lately
- ii. The Tech Farm will be having 3 offices opening up come September
 1. Ed wants to take another office for cheribundi and the New York State Small Scale Food Processors Association has a verbal agreement with the Tech Farm to get an office as well.
 - a. In September, there will be one office available after these changes happen
 2. We are trying to get in touch with Devin Schomaker because he had wanted to take the rest of the wet lab for Rooftop Reds
 - a. Initially he was waiting for StartUp NY and/or Hot Spot to help him out, but there hasn't been much reciprocation.



3. John has heard from someone named Marshall Hardy about potentially obtaining an office here for one of his businesses
 - a. He has something to do with researching marijuana, but because of Federal regulations and our closeness with Cornell, we have advised him not to do that here
 - i. Mr. Hardy is still interested in coming here anyways because he has other smaller businesses that need somewhere to call home.

c. Italian Connection

- i. Matt Hurlbutt and Mario are back from Italy and Valerie Knoblauch has gone to follow up with the companies that were at the conference that Matt and Mario were initially invited to
 1. Mike has heard from Valerie and things are going well
 2. Ontario County is trying to help Aldo get a contract with Zotos here in Geneva and if that works out, then Mike suggested that it might be a good idea to get Aldo an office here in Geneva
 3. Wait on food and Ag and tourism to do a debrief when Valerie gets back
 - a. Mike wants to do an invitational event for Aldo and his colleagues and bring them here, to Geneva so they know what is going on here
 - i. People are pushing to have some kind of event here at the end of September, but that might be too short of notice

d. Marketing Survey

- i. The Tech Farm marketing survey was sent out on July 15 and so far has garnered 11 responses
 1. Alexi wants to keep it going for about a month to carry through Empire Farm Days in August and maybe other events that people suggest
 2. The responses have been largely positive and several have been informative
 - a. They will help Alexi in getting things ready for Empire Farm Days
 - b. Alexi will be representing the Tech Farm at Empire Farm Days
 - i. Marc asked about how to keep reminding people that the survey is open and waiting for people to contribute to it
 1. Alexi wants to send reminders but is struggling with how to not be obnoxious about it
 - a. She settled on alternating between facebook and twitter posts rather than resending the same e-blast continuously

e. Transition

- i. John has been out and about and meeting people



1. He typically goes out to meet someone and asks for three more people to go out and meet
2. Mostly he has been out of the office meeting people and beginning to get acclimated with his job and where he plans to take it

IV. New Business

a. Roofing Project

i. Rick Bald has finally reached out to get the project moving

1. There are packets for contractors available that they will have to put a \$50 deposit on in order to receive one
2. A pre-bid meeting has been scheduled for July 29th and a bid-opening meeting on August 7th

b. NYSAES CFA Grant

i. Mike said that the Geneva Accelerator project received a high score

1. Marc had not known that, but is glad that they did
2. Senator Nozzolio has also contributed funds to the project which gives the Station a bit of a morale boost for the project

c. Medical Marijuana

i. Because of Federal regulations preventing Cornell from researching marijuana and the Tech Farm's closeness to Cornell John was strongly encouraged not to allow people to research marijuana here

1. Alexi mentioned also that it could potentially ruin the Tech Farm's reputation because of the stigma surrounding it

d. County Supervisor visit to Geneva

i. Mike mentioned that he is very excited that the County Supervisors are coming to Geneva

1. He also mentioned that he plans to introduce Alexi and John on August 21st and might be putting them on the agenda
2. Mike also recommended that John and Alexi introduce themselves to the County Supervisors prior to the dinner event on the 21st so that they have some idea of who they are

e. Tenant Reimbursement Technicalities



- i. Everyone is in agreement that John should broach the topic of having cheribundi reimburse the Tech Farm for the maintenance that was done on the forklift and because cheribundi uses the forklift most of the time and the cost to repair it was significant.

V. Director's Report

VI. Executive Session (if needed)

Meeting Adjourned at 10:00am

Next Meeting: Executive Committee – August 15, 2014 9:00am

Respectfully Submitted,

Michael Manikowski, Secretary