



Board Meeting Minutes
Friday June 20, 2014
9:30 a.m.

Members Present: Matt Horn, Mike Manikowski, Bill Mulligan, Dennis Piedimonte

Members Excused: Ed Hansen, Tom Burr

Non-Members Present: Susan Noble, John Johnson, Alexi Smith

Meeting called to order by Matt Horn at 9:00am

Approval of Minutes: Motion to approve the minutes from March 21, 2014 Board Meeting

Moved: Mike Manikowski Seconded: Bill Mulligan; Approved unanimously

1. Call to Order/Introductions/Approval of Minutes

- a. John Johnson introduced as the new Executive Director
- b. Alexi Smith introduced as Entrepreneurial Support

2. Financial Report

- a. 2014 Year to Date → On target; we are at 47-50% of budget
 - i. Travel is being spent for miscellaneous meetings
 - ii. Cash Flow Status
 - 1. Legal is paid
 - 2. Settled with EYP check has been in the bank for many months
 - a. Roof
 - i. Susan has reached out to Rick Bald multiple times to try to track him down
 - ii. Part of Tylin
 - iii. Susan has reached out via phone, email...everything she can think of
 - iv. He has not gotten back to us



- v. This issue needs to be resolved by November because that's around the time when the roof starts leaking
- vi. Bill will try to push from his end to find out what has happened there

3. Old Business

- a. Cheribundi building
 - i. Bill spoke to someone who used to be with Palmer foods
 - 1. Cheribundi has shown a million \$ loss each year, so, until they show a significant profit, GVRMA doesn't want to put up a building for them
 - 2. Could a developer come in and build for them and have cheribundi lease from them?
 - a. Takes risk out of GVRMA's hands
 - ii. Cheribundi is ramping up production
 - 1. Cheribundi is currently in these stores:
 - a. Kroger's
 - b. Wegman's
 - c. Wal Mart
 - d. Etc.
 - iii. John will try to introduce himself to cheribundi's venture capitalist support and cheribundi's new President
 - iv. Cheribundi is maxing out on their space
 - 1. If they stay here for much longer, they would need a loading dock
 - 2. More storage space
 - 3. If they wanted to build here, they would need a 140,000sq. ft. building
 - a. They could find builders who would do a build-to-suit process
 - b. The problem with leasing land/building from a builder is that cheribundi would need a longer lease
 - i. Minimum 15year lease
 - ii. \$3.5 million/year in sales



1. Cheribundi is reinvesting into marketing and boosting the sales
 4. Within 1 or 2 years, cheribundi will have outgrown the Tech Farm
 - a. 1 continuous "shift"
 - b. Currently, production is 5 days
 - i. They could go up to 7 days if they need to
 5. Susan and John will facilitate a meeting with Kevin Bragg and other builders to see what they are willing to do
 - a. We can talk with them to negotiate lease terms
 6. "Trigger pullers" are the venture capitalists
- b. Transition
- i. Monday, Susan will turn over her office to John to further complete the transition
 - ii. John has been asked to forward his contact information to the Board and other appropriate persons
 1. Distribute cards once they are ready
 - iii. Susan sent an email to her contacts to introduce John as the new Executive Director
 1. John will be following up with those contacts
 - a. After the emails, he will then follow-up further with phone calls and setting up meetings
 - iv. Mike has suggested that John meet with the county executives
 1. Important to have the face-time
- c. NYS Business Incubator Support Grant
- i. Susan has not heard anything back from Mike Ridley
 1. Hot Spot should be signed sometime in August
 - a. The Business Incubator Grant should come in signed sometime in September
 - i. Business Incubator grant is dated back to April 1
 1. Park should be reimbursable back to April 1, 2014
 - ii. Staffing, Programming, Hard Literature for the tenants is allowable through the grant
 1. Open-ended



- a. After salary requirements, there is \$55,000
- b. The rest of the grant money will be spent to assist the tenants
- c. Open House in the Fall/Spring will fall under the Grant expenses
- d. MOU with Cornell
 - i. New MOU has been signed
 - 1. They have fixed water faucets
 - 2. Snow-plowing in the winter
 - 3. Chopping the meadow fields
 - 4. Change air filters
 - 5. Other miscellaneous maintenance tasks
 - ii. Matt mentioned that farmers should take the hay
 - 1. Rick Day cuts and takes the hay in the field
 - a. Alexi has made a note to contact Rick Day
 - i. Mow around the StartUp sign
 - 1. Susan thought the city would mow that
- e. NYSAES CFA grant application for Food Venture Center
 - i. Marc Smith presented the FVC CFA at the Work Group meeting and the application has made the top 5 priority list
 - ii. With this November being an election year, the awarded projects will be probably announced much earlier this year
 - 1. Susan said they mentioned that awards would be granted in August
 - 2. CFA deadline was June 16, 2014
 - iii. Mike thinks that Senator Nozzolio will advocate for the grant being awarded this CFA grant
 - iv. NYSAES was recently awarded a grant for the hops program
 - 1. People are catching on to hops
 - 2. Future CFA grant
- f. Sheep Cheese Company
 - i. We had a meeting with Tom Clark back in late April and the group seemed very excited by potentially moving everything here at the Tech Farm
 - 1. Tom Clark suddenly cancelled the follow up meeting



2. Caitlin Schickel ((from Cornell)) and Susan have both repeatedly reached out to them
 - a. No one has heard anything back from them since the initial meeting
 3. Tom Burr – in a meeting Alexi had had with Marc Smith and Gemma – seemed to think that Black Sheep Cheese was warming up to the idea again
 4. Black Sheep Cheese is currently producing product somewhere near Albany
 5. Tech Farm is a tax free zone as a part of Cornell and FLCC's Start Up NY plans
 - a. State taxes exempt
 - b. Nearest StartUp site is FLCC
 - i. Ontario County has several StartUp NY sites
- ii. **PARIS → Public Authority**
1. Tech Farm is a Public Authority
 - a. Susan has completed her PARIS reporting for the year
 - b. Tech Farm is a Public Authority because the county was one of our founding entities
 2. PARIS training for both Alexi and John
 - a. Online training

4. New Business

- a. StartUp requests
 - i. Cornell's plan has not been 100% approved, so we have StartUp requests sitting in limbo
 - ii. Incubator Association
 1. Mike encouraged John to get in contact with David Hochman at the BIANYS
 - a. David Hochman has reached out to John thorough Alexi
 - i. John still needs to follow up with him
- b. Italian Connection
 - i. Tech Farm/County/City is sending 2 representatives to Parma, Italy
 1. Mario Fratto
 2. Matt Hurlbutt
 - ii. Contacts have developed through Zotos and GRE in Geneva



- iii. Italians want to potentially set up a beachhead here
 - 1. Finger Lakes are similar to landscapes in Parma, Italy
 - a. Our hope is to have the representatives sell the Finger Lakes region
 - i. Companies in Italy are interested in creating product in USA
 - 1. Food/cheese producers get significantly slammed by import/export and tax costs
 - 2. After the trip, we want to bring interested Italian entrepreneurs/farmers to the finger lakes for an “event”
 - 3. County and City are investing \$3,000-\$4,000 in paying Mario for his time
 - a. Aldo and company is paying for the remainder of the trip
- c. Alexi’s Survey for Phase 2 → Marketing the Park for expansion
 - i. Alexi wants to send out a survey to market the Tech Farm
 - ii. Empire Farm Days
 - 1. Different ways to represent the Tech Farm
 - iii. Similar events that the Tech Farm should participate in?
 - 1. County fair
 - 2. State Fair
 - a. It’s doable, but only if the Tech Farm gets into the State of NY Building → cheribundi goes
 - i. People will come up to and ask about StartUp, etc.
 - 1. Bill mentioned that it would definitely be worth it
- iv. Matt suggested a media day
 - 1. FLT
 - 2. D&C
 - 3. Bill suggested The Packer Magazine
 - 4. Other media outlets
 - a. Let them see the Tech Farm and ask questions to the tenants, to Alexi, to John
- v. John is tasked with further explaining what the Tech Farm is; people still don’t know

5. Where Canal Meets Corridor



- a. Susan attended a meeting talking about small companies and knowing that if you support the small companies and provide what the small companies need, the jobs will come
 - i. Similar concept to small processing plant; if you have the equipment, small businesses will come and use it

6. FLCC Building

- a. Bill asked about the progress of the FLCC Building
- b. Scheduled to open Spring 2015
- c. \$3.2 Million including equipment
 - i. The design, etc. has been pushed by the architects
 - 1. Over-budget because the building has been architect-driven
 - a. Unconventional equipment; it's too high tech for the environments that the students want to work in

7. Thank You Susan

- a. Matt takes a moment to thank Susan for her efforts in improving the Tech Farm

8. Report from the Development committee

9. Directors report

10. Executive Session (if needed)

- a. Not needed at this time

Next Meeting: Executive Meeting Friday, July 18, 2014 9:00 a.m.



Adjournment

Meeting adjourned at 10:15am

Respectfully submitted,

Michael Manikowski
Secretary