



Executive Committee Meeting
Friday, May 16th, 2014
9:00 am

Members Present Mike Manikowski (Secretary), Marc Smith

Non Members Present Susan Noble, Alexandra Smith

Members Not Attending Matt Horn (President, Treasurer), Tom Burr

Agenda

- I. **Meeting Called to Order** at 9:00am
 - a. Minutes Approved for April 18, 2014 meeting
 - i. Moved by Mike Manikowski; Seconded by Marc Smith Approved
- II. **Financial Report**
 - a. 2014 to date and on track; around 42% of budget
 - i. Gas and electric have been made into a fixed rate
 1. Utilities cost has gone down
 - ii. Roof consultant has not returned calls, but Susan will keep trying to reach out
 1. Rick Bald
 - a. If no one hears from him soon, possibly consider cancelling the Tech Farm's contract with them
 2. The need is not as pressing as is in the winter, but Park is waiting for solutions to the freeze/thaw problems in the winter
 - iii. Rent
 1. Only a few tenants significantly behind
 - a. FL Wooden Board is a little behind
 - b. TQHP and Terrenew are both significantly behind
 - i. AFT is current**
 - iv. Grant
 1. Paperwork has now been signed yet
 - a. 8-10 weeks before the contract is signed
 1. Alexi is keeping track of her own metrics
 2. Waiting to hear from Mike Ridley with formal grant metrics
 - III. **Old Business**
 - a. Sewers/water update



- i. Done; Park is shovel ready
 - ii. Talk to Sean about how to turn it over to the city
 - b. The dirt next to where FLCC has their building can be used to fill the lower spots if new/prospective tenants want to have closer access to Pre Emption Road
 - i. The dirt is clean and usable**
 - c. FLCC Viticulture Center
 - i. There have been stakes put out, but no significant progress has been made
 - ii. There have been meetings, but no one knows who is included in said meetings or what the outcome is
 - 1. Paul Brock is not included in the meetings, so there is not a lot of information sharing
 - 2. Marc Smith asked Who IS involved in those meetings?
 - a. People from the county have been involved
 - i. Mike will check on progress
 - 1. Will ask Betsy who is involved in the FLCC Construction
 - d. Transition
 - i. Alexi Smith has been Entrepreneurial Support for about a month
 - ii. Interview schedule for 6 Executive Director candidates set for May 30
 - 1. 5 of these interviews are in person; 1 will be remote via phone

IV. New Business

- a. Alexi Smith
 - i. Has been Entrepreneurial Support since April 21
 - 1. Transferring functions and daily activities
 - a. Susan is preparing Alexi for possibly not having an Executive Director in place after Susan leaves
 - ii. Learning day to day activities
 - iii. Mike asked about whether Alexi is learning maintenance; B&P is helpful
 - 1. B&P is not allowed to help until legal issues have been taken care of



- a. Legal issues because B&P needs to update the Memorandum of Understanding because the park will soon be expanding to more than one building ← Marc Smith
 - i. Will there be a settlement?
 - ii. Change in MOU may result in dialing back of service between B&P and Tech Park because of budget cuts to the station
 - iii. This could also affect budgeting for the Tech Farm in the future
 - iv. Marc will look into it from the NYSAES side
 - 1. Susan has also contacted Tom Burr as well
- b. Other Perspective tenants
 - i. Baseball bat company, etc.
 - 1. They are waiting on StartUp applications and waiting for them to go through
 - 2. Kaitlyn is sending people here when she hears of them
 - 3. Skinnyeats is joining Associates
 - a. Also looking to work with Cornell, FLCC, and SUNY Binghamton
 - b. Hooked Jimmy up with Greg for networking possibilities
 - 4. Sheep Cheese → Tom Clark
 - a. We thought it was going to be promising, but they have suddenly backed out and no one has heard from them since
 - 5. Cheribundi has a new CEO
 - a. GVMRA to build cheribundi when its lease runs out?
 - i. A new CEO could potentially fast-track the process for a new building when they decide cheribundi has outgrown the Tech Farm
 - 1. They really want to stay on site and build their facility here when the time comes
- c. University of Florida Tour Group



- i. Florida (as a state) is generally very interested in building a similar flex-tech/incubator facility there
 - ii. Marc Smith recently had a meeting at Wegman's in Rochester with a company called JBT
 1. Florida is concerned with their juice production
 - a. Because of a disease called citrus greening
 - b. They're afraid that people don't drink juices anymore
 2. JBT makes equipment for juice-making and are essentially looking for a new place to land
 - a. The Tech Farm is on their list as is the Food Venture Center (Pilot Plant)
- d. CFA Grant for the Food Venture Center
- i. Olga was named the Chair of the Food Science Dept. at Cornell
 1. One of the Station's challenges is to make sure they stay relevant without the Food Science Dept. in Geneva
 2. Everyone is now worried that they are going to lose Olga to Ithaca before renovation of the Food Venture Center can begin, let alone before funding can be found
 - a. Susan encouraged Marc to apply for a CFA grant
 - i. Commercialization would be wonderful for the region
 - ii. The problem is that there are so many rules and regulations and the building infrastructure is so poor
 - iii. \$13M would get the \$47M project started
 1. It's important to get the CFA money to be able to compete with Eastman Park
 2. Mike offered his help
 - a. NYSAES should have the county write them letters, etc. → Mike would endorse the project
 - i. Similarly, the partnership would be mutually beneficial to the Tech Farm



- iv. Susan says that it is “Absolutely necessary to do the CFA to be noticed”
 - 1. June 16 is the CFA deadline
 - a. Susan will send Marc the information on the CFAs
 - b. Marc and Amanda Garris have done one previously that he will parse from

V. Director’s Report

a.

VI. Executive Session (if needed)

Meeting Adjourned at 9:45am

Next Meeting: **Board Meeting, June 20 2014 9:00**