



**Executive Committee Meeting
Wednesday, November 19, 2014
9:00 am**

Members Present: Susan Brown, Matt Horn, Mike Manikowski

Non Members Present: Alexi Smith, John Johnson, Marc Smith

Members/Non Members Excused:

Agenda

I. Call to Order/Introductions/Approval of Minutes

Called to Order by Matt at 9:00am

a. October 17th minutes

i. October minutes approval moved by Marc; Mike 2nd; unanimously approved

II. Financial Report

a. 2014 to date

i. The operating gain/loss narrowed from last month

ii. We are still carrying expenses from the Certified Incubator Grant; we are waiting on the funds from the state

1. John has cleaned up the application and resubmitted it; the state has estimated that we will receive the funds in March, 2015

iii. John is looking to submit a 2015 budget; Mike and Matt mention that he may have needed to have submitted it already

1. Matt and Mike suggested that John and Alexi get the training for PARIS so the Tech Farm is compliant

a. Matt will send links for training

iv. The two major capital projects are closed

1. The sewer loop project was closed out in July, 2014

2. The roof repair project just ended in October

a. There is one more roof payment to be made

III. Old Business

a. Potential tenants

i. Brewing



1. There may be a microbrewery interested in putting up a building near the FLCC Viticulture Center with a driveway off of Pre Emption
 - ii. Dog treats
 1. They are going through a grant process, so this project may work out, but not necessarily in the near future
 - a. They might also look at Hotspot and Start-Up NY benefits
 2. John suggested to the owner might be able to produce out of the back room near the 'loading dock'
 - a. Many people in the Executive Committee like that there are many ways for different companies and Cornell to tie into
 - i. Susan suggested that the GAPs program at the Experiment Station might be interested in tying into such a company
 3. They are interested in the Tech Farm so that they can break the product into the market more
 - a. Part of that process would likely be working closely with the Food Venture Center the same way Stony Brook and cheribundi did when they started out
 - iii. Agro-Research
 1. Is still working through the StartUp NY process
 - a. They remain in contact, we haven't yet heard the status of their application to Cornell
 - i. There were a few small edits to be made to the application the last time anyone heard from them
 - iv. Finger Lakes Wine Alliance
 1. The Finger Lakes Wine Alliance is currently located in Corning and are looking to relocate to Geneva, because that is where the majority of their members are on Seneca Lake
- b. EDA Grant
- i. John was in the process of putting together a grant to renovate the Tech Farm's wet lab space into a commercial kitchen
 1. Because the passwords and usernames, etc. that were necessary for this grant were in Susan's name, he was unable to submit them prior to the grant deadline
 - a. He is now in the process of updating passwords, etc. so he can prevent this from happening again
- c. "Build Ready" sites – new storage/light manufacturing buildings
- i. One of John's goals is to get a new building up for the Tech Farm
 1. He has spoken to Senator Nozzolio who suggested he talk to Vinnie Esposito



- a. Matt suggested that John start to talk to contractors, etc. so that the Tech Farm can get an estimate of how much the construction of such a building would cost, and also so that the Tech Farm can get the necessary permits, etc. ready to go should such a project move forward
- b. Matt also suggested that John get commitment from some of our larger tenants before too much of the process starts happening
 - i. We don't want to run the risk of putting up a manufacturing building and have no one to fill the space
 - 1. One tenant said they'd commit to 20,000sq.ft now at \$7.50 per square foot
 - 2. If this process moves forward, the Tech Farm needs to look into possible grants and maybe look to other Board members to put up matching funds so that process goes smoother
 - 3. This type of grant ((an ESD grant)) may have to come through either the City of Geneva or Ontario County IDA

IV. New Business

- a. Finger Lakes Culinary Bounty
 - i. In September, Alexi attended a Board Meeting at the Finger Lakes Culinary Bounty
 - 1. They would like the Tech Farm to become a member of the Finger Lakes Culinary Bounty
 - 2. They have also invited Alexi to be a panelist at their Networking event in December
- b. FLEDC Meeting
 - i. Alexi attended a meeting with someone from the FLEDC and suggested that, if the Tech Farm needed production space, there was an opportunity in Penn Yan to create a type of 'satellite building' in Dundee, NY
 - 1. The Committee did not think now would be the appropriate time for such a project, but was open to revisiting the topic in the future
- c. Finger Lakes Institute
 - i. Alexi had a meeting with Lisa Cleckner of the Finger Lakes Institute and spoke about creating a relationship with them
 - 1. The Committee thinks that would be very beneficial
 - a. The Finger Lakes Institute is a program where students at Hobart and William Smith who are interested in entrepreneurship are able to learn the process of projects they may be interested in
 - i. The Finger Lakes Institute is centered on economical and environment-friendly projects.



1. Such a relationship is good for the Tech Farm because some of these young entrepreneurs might be tenants at the Tech Farm someday

V. Director's Report

VI. Executive Session (if needed)

Next Meeting: Board Meeting December 19, 2014 9:00am

Adjournment

Meeting adjourned at 10:20am

Respectfully Submitted,

Michael Manikowski

Secretary