



Cornell Agriculture & Food Technology Park
Executive Committee Meeting, July 19, 2018, 9:00a – 10:00a

Members Present: Jan Nyrop, Mike Manikowski, Bill Strassburg, Mike Nozzolio
Non-Members Present: John Johnson, Gordon Maynard

Mike Manikowski made a motion to approve the meeting minutes from June 21, 2018.

Mike Nozzolio seconded said motion. Motion approved.

John reviewed the operating budget Year-To-Date; - revenues are running about \$90K below operating expenses.

Jan N. asked, "How to increase Tech Farm revenue?" Explore incubator grants, estimate projected additional annual revenue from full occupancy; offices/\$12K and warehouse space/\$12K.

Bill S. explained that a short-term priority is needed to identify consistency source of new revenue.

Mike N. mentioned involving Tech Farm management to oversee the City of Geneva's commercial kitchen.

Jan N. went on to say how the Cornell Experiment Station's Pilot Lab building 2nd floor lab space could be remodeled and then managed by the Tech Farm, adding new revenue to the Tech Farm.

Bill S. remarked how a capital renovation project could be underwritten in part with a CFA grant, with the startup business tenant also contributing financial support.

Bill S. added, a separate CFA grant application could be made to help finance the 2nd floor lab renovation project.

Mike M. commented that if the scale of the renovation project is at or above \$1M, a URI grant could be pursued.

Jan N. thought that involvement with the anticipated NYFAC food competition could help obtain grant funding.

Mike M. commented that Tech Farm utilities monthly (energy) costs appear significant.

John added the Tech Farm continues to monitor tenant's monthly electric and gas utilities usage.

Mike M. suggested learning if energy savings could be realized using Niagara Mohawk Power (Buffalo) as a supplier.

John outlined energy savings capital projects currently being considered; APEX window film for office spaces and replacing the HVAC controllers. We are also looking into New York State financial grants related to infrastructure energy savings.

Mike M. said financial assistance for energy infrastructure upgrades could be available from NYSEG and NYSERTA.

ACTION ITEM: John J. to set up a meeting to attend the walk-through with Jan and B&P staff.

ACTION ITEM: Jan N. to conduct a walk-through of 2nd floor lab space to "ballpark estimate" renovation project costs.

ACTION ITEM: Bill S. to update Vinny Esposito on discussion surrounding project highlights of lab renovation, Center of Excellence and venture capital related to food and agriculture.

ACTION ITEM: Mike N. to (1) review NYFAC food competition project description, and (2) reach out to Excell Partners, Inc. (venture capital management).

MEETING AJOURNED