



## **II. Wayne Industrial Sustainability Development Corporation**

On motion of Mr. Havrilla, seconded by Ms. Heald and carried, the minutes of the WISDC meeting held 1/16/2015 were unanimously approved.

Whereas the audit/finance committee of the Wayne Industrial Sustainability Development Corporation has reviewed the audit prepared by EFP/Rotenberg for 2014 and has recommended its acceptance; it is hereby

Resolved that the 2014 Audit of the Wayne Industrial Sustainability Development Corporation is hereby accepted; and, be it further

Resolved that the Executive Director and CFO are authorized to provide the final audit in its required format to the New York State Comptroller, the NYS Authority Budget Office, the Wayne County Treasurer, Members and Chair of the Wayne County Board of Supervisors and the Wayne County Administrator.

Moved: Mr. Havrilla

Second: Ms. Heald

Ayes: Ms. Heald and Messrs. Havrilla, Milliman, Hoffman and Spickerman

Nays: None

## **III. Wayne Economic Development Corporation**

On motion of Mr. Havrilla, seconded by Mr. Milliman and carried, the minutes of the WEDC meeting held 2/20/2015 were unanimously approved.

Whereas the audit/finance committee of the Wayne Economic Development Corporation has reviewed the audit prepared by EFP/Rotenberg for 2014 and has recommended its acceptance; it is hereby

Resolved that the 2014 Audit of the Wayne Economic Development Corporation is hereby accepted; and, be it further

Resolved that the Executive Director and CFO are authorized to provide the final audit in its required format to the New York State Comptroller, the NYS Authority Budget Office, the Wayne County Treasurer, Members and Chair of the Wayne County Board of Supervisors and the Wayne County Administrator.

Moved: Mr. Havrilla

Second: Mr. Milliman

Ayes: Ms. Heald and Messrs. Havrilla, Milliman, Hoffman and Spickerman

Nays: None

#### **IV. Wayne County Industrial Development Agency**

Whereas the audit/finance committee of the Wayne County Industrial Development Agency has reviewed the audit prepared by EFP/Rotenberg for 2014 and has recommended its acceptance; it is hereby

Resolved that the 2014 Audit of the Wayne County Industrial Development Agency is hereby accepted; and, be it further

Resolved that the Executive Director and CFO are authorized to provide the final audit in its required format to the New York State Comptroller, the NYS Authority Budget Office, the Wayne County Treasurer, Members and Chair of the Wayne County Board of Supervisors and the Wayne County Administrator.

Moved: Mr. Hoffman                      Second: Mr. Milliman  
Ayes: Ms. Heald and Messrs. Havrilla, Hoffman, Milliman and Spickerman  
Nays: None

The auditors thanked the board for their time – and commended the staff for great cooperation – and left the meeting at this time.

Next was a resolution to adjourn back into the regular WCIDA meeting and to approve minutes from 2/25/2015.

Moved: Ms. Heald                      Second: Mr. Milliman  
Ayes: Ms. Heald and Messrs. Havrilla, Milliman, Hoffman and Spickerman  
Nays: None

Mr. McNary and Ms. Churchill next gave a presentation on the World Economic Development Alliance and their proposal to do marketing, site selection, website updates, etc. for the WCIDA. After a question/answer period, the following resolution was considered:

#### **Resolution Authorizing Contract with WEDA:**

Whereas, the WCIDA has recognized the need for more communication to potential companies and residents outside of the Rochester region, Wayne County and New York State; and

Whereas, the current website design, though very well done for ease of accessing standard information, is approximately six years old and in need of upgrades; and

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Whereas, video, social media and printed materials should all be coordinated regarding design and color; and

Whereas, although the WC IDA has and will continue to use GRE for a level of outreach, there is a strong necessity to be represented at trade shows on a regular basis and to have qualified leads delivered by an entity with a wider reach as well as a long history; therefore, be it

Resolved, that the WC IDA board authorizes entering into a contract for services, as presented in March 2015, with The World Economic Development Alliance, for an amount not to exceed \$20,000.

Moved: Mr. Havrilla    Second: Ms. Heald  
Ayes: Ms. Heald and Messrs. Havrilla, Hoffman, Milliman and Spickerman  
Nays: None

**Resolution Transferring Funds:**

Whereas the Wayne Industrial Sustainability Development Corp. exists to assist in providing potential sites for companies and at the present time does not have a stream of income of its own; be it thereby

Resolved that a transfer of \$18,000 from the WCIDA to the WISDC is authorized to cover 2015 expenses.

Moved: Mr. Havrilla    Second: Ms. Heald  
Ayes: Ms. Heald and Messrs. Havrilla, Hoffman, Milliman and Spickerman  
Nays: None

At 10:30 a.m., the meeting adjourned to a meeting of the Wayne Industrial Sustainability Development Corp. The following resolution was considered:

**Resolution Authorizing Contract:**

Whereas, Q's Lawn Care Services (Q's Landscape Enterprises, Inc.) has provided consistent and reasonable service over several years to the WISDC for the lawns at the WISDC property at Silver Hill Technology Park; be it hereby

Resolved that the WISDC board of directors hereby authorizes a contract with Q for a cost not to exceed \$5,140 for the 2015 season.



**North Rose Midstate, Inc. – Approve Exchange of Life Insurance Policies (continued):**

Resolved, that WCIDA approves the exchange of the Prudential Policy for the New York Life Policy that will be collaterally assigned to WCIDA.

Moved: Ms. Heald                      Second: Mr. Milliman  
Ayes: Ms. Heald and Messrs. Milliman, Havrilla, Hoffman and Spickerman  
Nays: None

Mr. Richards informed the board of companies possibly being decertified from the Empire Zone program due to non-submittal of 2013 BAR reports.

At 10:36 a.m. the meeting went into executive session to discuss personnel and real property negotiations.

Resolution was made and agreed upon to move back into regular meeting.

**Consensus in executive session on 2015 personnel compensation was as follows:**

Marie Leisenring, office manager and bookkeeper, as noted in previous years, has reached the cap for her salary; as such, she will receive, separately from salary, a longevity payment recognizing the 38 years of service she has provided the WCIDA.

David Richards, CFO, has also reached the highest tier for compensation. It was agreed that he would receive a longevity payment recognizing the 17 years of service to the WCIDA and a stipend of 1.5% of his salary, delivered as a separate payment from salary.

It was noted that both employees have provided excellent service and that excellent results can be shown. However, the recent county salary study is being followed.

**Resolution authorizing use of project/planning funds:**

\*Whereas, a significant company to Wayne County that has a high percentage of its product exported out of the county as well as out of NY State has outgrown its current facility and has been seeking a more appropriate facility to house it and an out-of-state “partner”; and

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Whereas, the WC IDA wishes to keep the company in Wayne County and New York, versus a reverse move that could take them not only out of the county but out of the state; it is hereby

Resolved, that the WC IDA authorizes a loan to grant of up \$100,000 to assist with moving into a new Wayne County facility, and, that the funding can be used for upgrades to a facility, moving expenses, equipment or training.

Vote on both resolutions was:

Moved: Mr. Milliman

Second: Ms. Heald

Ayes: Ms. Heald and Messrs. Milliman, Havrilla, Hoffman and Spickerman

Nays: None

\*{As discussion for resolution was in executive session as release of the name could be harmful to the companies, upon a public announcement of a company decision, the name will be entered into minutes as a ratification of the resolution}

There being no further business, the meeting adjourned at 11:45 a.m.

Respectfully submitted,

Marie Leisenring  
Assistant Secretary