



ECONOMIC DEVELOPMENT CORPORATION

Tuesday, May 9, 2023

Board Members Present	Board Members Excused
Robert Sollenne, Chair	Supervisor Fred Lightfoote
Erica Wright, Vice Chair	Walt Matyjas
Karen Parkhurst	David Linger
Carla Sieling	Lynn Freid
Kevin Hill, Treasurer	
Supervisor Fred Wille	
Supervisor Peter Ingalsbe	
	Guests
	Alissa Bub, Deputy County Administrator
	Christopher Lanckenau, Urban Partners
	Isaac Kwon, Urban Partners
Non-Board Members Present	
Ryan Davis, Executive Director	Contract Staff
Suzanne Vary, Staff	Ed Russell, Underberg & Kessler
Brigitte Larson, Secretary	
Bob Mincer, Staff	
Michael Wojcik, CFO	

CALL TO ORDER: Rob Sollenne called the meeting to order at 8:34 a.m. A quorum was present.

Rob Sollenne introduced returning Board member Carla Sieling.

NEW BUSINESS:

County Housing Study:

Ryan Davis and Alissa Bub introduced Chris Lanckenau and Isaac Kwon from Urban Partners. Chris and Isaac then began to present the interim report and survey results. Urban Partners has been working with the County since September of 2022 and are nearing the end of preliminary presentations today and tomorrow. The survey received over 1,000 responses and substantial feedback was provided from residents and representatives.

Urban Partners took multiple areas into consideration including demographic and employment trends, housing cost burden, affordability and supply, as well as that for rental properties to generate their report. Ontario County was split into four submarkets for the study, of which 46% of residents occupy submarket two (Victor, Farmington and Canandaigua) which has grown almost 11% in the last ten years. Median household income for Ontario County came in at \$64,795 compared to \$71,117 of New York State.

Key takeaways from the report included that portions of Ontario County are growing rapidly in population (Victor, Canandaigua (T), Farmington), while the rest remain constant or slightly declining. Also, newly built homes have been getting bigger, impairing challenges of housing attainability. Additionally, despite the relatively high median household income, 10,500 Ontario County households are struggling with housing cost burden.

Chris and Isaac presented the survey responses, sharing that 1,058 individuals participated in the survey. Of the respondents, 75% own their home. The survey explored rental rates and availability as well as what significant barriers one might have to purchase a home in Ontario County. High cost of homes and inability to secure a down payment were two common barriers described. Senior living and attainability were also discussed and whether or not current homes are suitable for aging. Airbnbs/short term rentals were also a topic of discussion.

The Board was impressed by the work completed by Urban Partners and looks forward to the next phases. It was also noted that the survey would be made public and available on the County website.

ADMINISTRATION:

April 11, 2023 Meeting Minutes:

Rob Sollenne presented the April 11, 2023 Meeting Minutes for approval.

Karen Parkhurst made a motion to approve the April 11, 2023 Meeting Minutes as presented.

Supervisor Fred Wille seconded the motion. Unanimously approved. Motion carried.

Invoices for Payment:

Rob Sollenne reviewed and submitted the invoices for payment for approval, which included 10 invoices totaling \$37,179.66.

Supervisor Peter Ingalsbe made a motion to authorize and approve the above-mentioned invoices for payment. Kevin Hill seconded the motion. Unanimously approved. Motion carried.

Informational Reports:

Financial Statements and Investment Report:

Michael Wojcik presented the updated Financial Statements and Investment Report. There were no questions on the reports.

Erica Wright made a motion to approve the Financial Statements and Investment Report as presented. Karen Parkhurst seconded the motion. Motion carried.

OLD BUSINESS:

Visit Ontario Safely grants:

Suzanne Vary shared that the grant status is currently the same as the last meeting. There are a few companies that still need to get their paperwork submitted by the May 30th deadline, but Staff is confident that it will be completed.

Real Eats:

Ryan Davis stated that Real Eats has paid the outstanding balance in full and that the equipment is still known to be in the building. The vacant building has had some interest from other food companies. It was pointed out that a topic of discussion from these interested companies was available housing for their hourly employees.

Open Discussion:

Suzanne Vary presented a letter of intent from BioBest, a company whose North American headquarters are currently based in Canada. BioBest would like to purchase BioWorks and make it the new North American headquarters. If the transaction does proceed, BioWorks current loans with the OCEDC will be paid in full.

The next schedule EDC Board meeting is June 13th.

ADJOURNMENT:

Supervisor Fred Wille made a motion to adjourn at 10:00 a.m. Karen Parkhurst seconded the motion. Unanimously carried.

Respectfully submitted,

Brigitte Larson, Staff