



ECONOMIC DEVELOPMENT CORPORATION

Tuesday, August 9, 2022

Board Members Present	Board Members Excused
Erica Wright, Vice Chair	Robert Solenne, Chair
Joseph Bridgeford	Supervisor Fred Wille
Kevin Hill, Treasurer	Walt Matyjas
Karen Parkhurst	Lynn Freid
David Linger	
Supervisor Peter Ingalsbe (via Zoom)	Guests
Supervisor Fred Lightfoote	Alissa Bub, Deputy County Administrator
	Joe Serio, Vertex Optics (via Zoom)
	Rick Brienzi, Construction Robotics
	Zachary Podkaminer, Construction Robotics
	Mike Thomas, Harrison Studio (via Zoom)
Non-Board Members Present	Thomas Harvey, Ontario County Planning
Ryan Davis, Executive Director	Julie Barry, Ontario County Planning
Suzanne Vary, Staff	
Jessica Kazmark, Staff	
Michael Wojcik, CFO	Contract Staff
Brigitte Larson, Secretary	Ed Russell, Underberg & Kessler
Bob Mincer, Staff (via Zoom)	Mike Manikowski, Consultant (via Zoom)

CALL TO ORDER: Vice Chair Erica Wright called the meeting to order at 8:31 a.m. A quorum was present.

NEW BUSINESS:

Construction Robotics:

Suzanne Vary introduced Rick Brienzi and Zachary Podkaminer from Construction Robotics. Zachary is the Vice President and Rick is the Company’s CFO. Construction Robotics is currently located on Canning Parkway in Victor; however, the Company plans to move to different building in Victor to accommodate their steady growth.

Rick and Zachary began by presenting a short video to the Board, showcasing the end users and how they benefit from their smart lift assist product, the MULE.

Supervisor Peter Ingalsbe entered the meeting at 8:35 a.m.

Rick shared that the Company’s goal is to produce 8 machines a month and that companies utilizing the MULE have seen a significant decrease in workplace injuries. Rick also stated that 77% of masons are over the age of 35 years old and that the MULE has provided much ease and

assistance while making the heavy objects feel weightless while still allowing the worker to interact directly with the materials. It was also discussed that JLG is the largest manufacturer of access equipment and have purchased 20 units since January. Within their partnership with Construction Robotics, JLG has invested \$2.5 million to assist in the endeavor to develop and produce the next generation MULE; the MZ100. This generation will be a smaller, lighter and faster model of the smart lift. The MZ100 will also carry a lower price point and be more suitable for indoor use. Rick also shared that the Company has dealers in the United States, Canada and even Australia. The Company currently has 29 FTEs and plans to have 35 by the end of 2022.

Tom Harvey entered the meeting at 8:57 a.m.

It was clarified that the MULE is not a custom products but difference accessories are offered. Base prices for the equipment were discussed with the standard MULE coming it at \$74,500 for the basic unit including one gripper. Construction Robotics has trademarked “MULE” and has multiple patents.

The Company is requesting OCEDC assistance in the amount of \$400,000. \$100,000 of those funds will be used to assist with their move; the remainder will be used as working capital. *Kevin Hill made a motion to refer the request to the Finance Committee. Joe Bridgeford seconded the motion. Unanimously approved. Motion carried.*

Vertex Optics:

Suzanne Vary introduced Joe Serio, from Vertex Optics. The Company is requesting a deferred payment loan in the amount of \$25,000 for workforce development.

Joe Serio gave the newest Board members a brief history on the Company, highlighting that there are currently 20 FTEs when Vertex originally started with just two, Jayson and Joe. Joe also explained that while the Company is doing well, some lucrative opportunities have been lost due to certain ISO certifications being required by prime vendors. These requirements include certifications with ISO and CMMC. Vertex has prepared to take the next steps to gain these certifications and has met with an ISO consultant, whom believes the Company could be certified by the end of the year, provided the funds are secured.

The Company is also looking to develop a proprietary artificial intelligence software, to improve overall efficiency throughout the operation and tie ISO and CMCC together for a better transition for future planning. Joe stated that the entire project will cost Vertex an estimated \$104,418. *Supervisor Fred Lightfoote made a motion to refer the request to the Finance Committee. Kevin Hill seconded the motion. Unanimously approved. Motion carried.*

OLD BUSINESS:

Vertex Optics:

Michael Wojcik informed the Board that Vertex Optics’ interest only payments will revert back to normal payments beginning in October. The current balance of the loan is \$368,000.

Visit Ontario County Safely Grants/EDC Advance Grant funds:

Ryan Davis and Suzanne Vary presented an update to the Board, along with a list of each small business and their application status.

Suzanne Vary informed the Board that the OCR had implemented a new insurance requirement, stalling the draw process for a short time. It was discussed that each draw is looked at in order as they are submitted; meaning that if an issue is found with one application, all applications submitted subsequently will be stalled until the issue is resolved. Due to this time constraint, Staff would like to ask the EDC if they would be willing to front the draws for the grants for the small businesses. The funds would then be received from the State to the County, then to the EDC for reimbursement.

Mike Thomas from The Harrison Studio explained that the latest draws were submitted to the OCR on July 22nd, highlighting the wait time that can be expected.

Kevin Hill exited the meeting at 9:44 a.m.

It was also discussed that Supervisors, Assemblymen and Senators have received phone calls questioning when businesses should expect the funds.

After much discussion amongst the Board and Staff, the request to advance the grant funds to the business was put to a vote.

Supervisor Fred Lightfoote made a motion to authorize the EDC to advance the grant funds once cleared by NYS and sent to their finance department. Joe Bridgeford seconded the motion. Dave Linger was opposed. The request was approved with a majority vote in favor.

Dave Linger exited the meeting at 10:11 a.m.

Small Business Committee Charter:

Suzanne Vary asked the Board to send her any comments and feedback regarding the updated Small Business Committee Charter.

Supervisor Fred Lightfoote exited the meeting at 10:12 a.m. A quorum was no longer present.

Assured Edge Solutions:

Karen Parkhurst made a motion to enter Executive Session at 10:12 a.m. to discuss the financial details of a Company. Joe Bridgeford seconded the motion. Unanimously approved. Motion carried.

At 10:27 a.m., Karen Parkhurst made a motion to exit Executive Session, seconded by Joe Bridgeford. Motion carried.

No action taken due to no quorum.

Zoetek Medical:

This request will be discussed at the next meeting due to no quorum.

ADMINISTRATION:

Due to the lack of a quorum, the following administrative topics will be presented at the next EDC meeting. Staff will send an email for approval of invoices for payment. The responses must be unanimous.

July 12, 2022 Minutes:

To be presented at the September meeting.

Invoices for Payment:

Michael Wojcik reviewed and submitted the invoices for payment for approval, which included 3 invoices totaling \$10,627.50. Staff has requested approval for payments via email to members.

Questions on Informational Reports:

To be presented at the September meeting.

Open Discussion:

Joe Bridgeford stated that the EDC by laws will need to be reviewed and updated.

ADJOURNMENT:

Joe Bridgeford made a motion to adjourn at 10:28 a.m. Supervisor Peter Ingalsbe seconded the motion. Unanimously carried.

Respectfully submitted,

Brigitte Larson, Staff