



ECONOMIC DEVELOPMENT CORPORATION

FINANCE COMMITTEE

Meeting Minutes

Friday, January 27, 2017 – 8:00 a.m.
20 Ontario St., Canandaigua, NY 14424
Office of Economic Development’s Conference Room

Board Members Present	Staff/Others Present
Karen Parkhurst, Chair	Michael Wojcik, CFO
Rob Sollenne, Vice Chair	Mike Manikowski, Executive Director
Walt Matyjas	
Board Members Excused	

Call to Order: Chairperson Karen Parkhurst called the meeting to order at 8:03 am. A quorum was present.

GENERAL BUSINESS:

Approval of December 20, 2016 Minutes: *Rob Sollenne made a motion to approve the December 20, 2016 minutes, seconded by Walt Matyjas. Unanimously approved.*

The Irish Mafia Brewing Co., LLC: Mike Manikowski began the discussion with an overview of the project. Location and history was discussed and he then turned the presentation over to Michael Wojcik for the fiscal portion of the discussion. Michael proceeded to discuss the 4-year projections and indicated that he did only a few adjustments to the provided figures. He explained that only an income statement was provided and that a balance sheet was created based on the revenue and expense document. Michael commented that the projections looked like a typical retail food and drink establishment. There is a minor accounts receivable balance for projected keg sales to other bars and a short-term inventory balance due to the shelf life of food and beverage. Rob noted that the project looks under collateralized and that the financial statements do not appear to have the capacity to support the debt. Michael said the total term debt of the initial project is \$600,000 and that the collective monthly payments are approximately \$6,000. Michael further explained that any reduction in revenue only increased the projected cash overdrafts. Karen did not want to stifle the project and suggested that staff work with the owner to help find other start-up resources. Both Rob and Walt were in agreement with Karen’s suggestion.

Rob Sollenne made a motion to recommend to the Ontario County Economic Development Board of Directors to deny the \$125,000 loan request by The Irish Mafia Brewing Co., LLC due to the following three reasons:

- 1) lack of sufficient collateral to back the loan*
- 2) insufficient capitalization resulting in projected negative cash flows*

3) *project is inconsistent with Ontario County's Economic Strategic Plan*

Furthermore, staff should continue to work with the owner to identify other resources to help the start-up Company. The motion was seconded by Walt Matytjas. Unanimously approved.

Adjournment: *Walt Matytjas moved to adjourn at 9:09 am, seconded by Rob Sollenne. Unanimously approved.*

Respectfully submitted,

Michael Wojcik