

**MINUTES OF THE MEETING OF THE
BOARD OF DIRECTORS OF THE
BUFFALO AND ERIE COUNTY REGIONAL
DEVELOPMENT CORPORATION
(RDC)**

DATE AND PLACE: December 21, 2022, at the Northland Workforce Training Center, 683 Northland Avenue, Community Room, Buffalo, New York 14211

PRESENT: Denise Abbott, Rev. Mark E. Blue, Hon. Joseph Emminger, Dottie Gallagher, Michael P. Hughes, Hon. Brian Kulpa, Tyra Johnson, Richard Lipsitz, Jr., Brenda W. McDuffie, Hon. Glenn R. Nellis, Hon. Mark C. Poloncarz and Kenneth A. Schoetz

EXCUSED: Hon. Diane Benczkowski, Hon. Bryon W. Brown, James Doherty, Hon. Howard Johnson, Denise McCowan, Hon. Darius G. Pridgen and Paul Vukelic

OTHERS PRESENT: John Cappellino, President & CEO; Mollie Profic, Chief Financial Officer; Atiqah Abidi, Senior Accountant; Gerald Manhard, Chief Lending Officer/Secretary; Grant Lesswing, Director of Business Development; Andrew Federick, Business Development Officer; Soma Hawramee, Compliance Portfolio Manager, Brian Krygier, Director of Information Technology; Carrie Hocieniec, Operations Assistant/Assistant Secretary; Laurie Hendrix, Administrative Coordinator; Robbie Ann McPherson, Director of Marketing & Communications; Robert G. Murray, Esq., General Counsel/Harris Beach PLLC and Christopher Canada, Bond Counsel/Hodgson Russ.

GUESTS: Zachary Evans on behalf of Erie County; Alex Carducci on behalf of the City of Buffalo and Adam Pratt on behalf of A. Pratt Holdings/Sherex Fastening Solutions

There being a quorum present at 12:28 p.m., the meeting of the Buffalo and Erie County Regional Development Corporation (the "RDC"), was called to order by its Chair, Ms. McDuffie.

MINUTES

The minutes of the November 30, 2022, meeting of the members were presented. Mr. Lipsitz moved, and Ms. Gallagher seconded, to approve of the minutes. Ms. McDuffie called for the vote, and the minutes were then unanimously approved.

REPORTS/ACTION ITEMS/INFORMATION ITEMS

Financial Report. Ms. Profic presented the November 2022 financial report. The balance sheet shows the RDC finished the month with total assets of \$22.5M, consisting mainly of cash and loans receivable. Liabilities reflect amounts due to ECIDA for 2022 costs and net assets are \$22.2M. The November income statement shows \$51,000 of revenue, mainly loan interest income, and net income for the month was \$25,000. The year-to-date income statement shows revenues of \$704,000 and \$231,000 of expenses, for net income of \$473,000 through November. Of this revenue, \$194,000 is the last of the CARES Act grant income, which will be used for the ongoing administrative costs of that loan portfolio. The negative provision for loan losses is a result of loan payoffs and adjustments to reserves during the year. Ms. McDuffie directed that the report be received and filed.

Loan Status Report. Mr. Manhard provided this report to the members. Mr. Poloncarz queried about the status of Peterson Heating & Cooling, Inc. Mr. Manhard responded that the Company is now current on its payments but still owes RDC legal fees for costs incurred to bring the loan current. Ms. McDuffie directed that the report be received and filed.

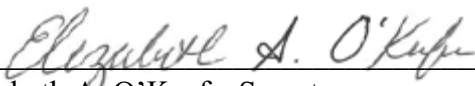
Approval of the Following Loan Case:

A. Pratt Holdings LLC/Sherex Fastening Solutions/Disc Lock LLC, 400 Riverwalk Parkway, Suite 600, Tonawanda, New York. \$750,000 84-month Term Loan, Secured and Guaranteed. Mr. Manhard reviewed this proposed \$750,000 loan request, proceeds of which will be used to buyout the note to former partner James Pickren.

Mr. Emminger moved and Ms. Abbott seconded to approve of the loan as proposed. Ms. McDuffie called for the vote and the requested loan was unanimously approved.

There being no further business to discuss, Ms. McDuffie adjourned the meeting at 12:42 p.m.

Dated: December 21, 2022



Elizabeth A. O'Keefe, Secretary