



6122 South Park Avenue  
Hamburg, New York 14075  
716.648.4145  
[www.HamburgIDA.com](http://www.HamburgIDA.com)

**HAMBURG DEVELOPMENT CORPORATION**  
**Board of Directors Annual Meeting**  
**AGENDA**

**March 26, 2024, 8:00am**

**6122 South Park Ave**

**Or ZOOM**

**<https://us02web.zoom.us/j/84433617886?pwd=dVptaHZ4cGJKQVFwMmdrQXVQaTVhZz09>**

1. Roll Call
2. Reading and Approval of Minutes
3. Report of the Treasurer
  - Financial Report as of February 29, 2024
  - Loan report
  - 2023 Audit Update
4. Directors Report
5. Unfinished Business
  - Alchemy Shores
  - HDC Operating Agreement
6. New Business
  - Employment Reporting Johnsons & Hat Trix
7. Executive Session
8. Adjournment

NEXT MEETING May 21, 2024



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**Hamburg Development Corporation  
Board of Directors Meeting  
March 26, 2024 – 8:00am  
6122 South Park Avenue & via Zoom**

**Present**

Molly Georger  
Kevin Rautenstrauch  
Jim Ziemer  
Jeff Leyonmark  
Vince Ricotta  
Marlon Kerner

**Excused**

Jeff Halas  
Nicholas Lord  
Marie Domon-Payzch  
Ryan Gannon  
Karen Mitchell  
Shawn Buffum  
Patrick Williams

**Guests**

Mary Doran, HDC

**Executive Director**

Sean Doyle

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A quorum was not present at the start of the meeting. Doyle began by reviewing the financials until enough board members were present for a vote.

\$169,743.25 is available for lending in the restricted account. Alchemy is currently earmarked for \$100,000 of those funds. As of today that leaves approximately \$70,000 for potential applicants; there was interest from Buffalo Brothers which did not come to fruition and Mr. Sizzles inquired about a \$100,000 loan without a personal guarantee.

Molly stated generally a personal guarantee is good the borrower is controlling the dollars why would they not want to put their name behind it. However sometimes the borrower may receive bad advice about what a personal guarantee is thinking it can affect their credit report.

If Mr. Sizzles moves forward need to itemize the working capital expenses and since it is a new location clarify the monies stay with the Hamburg location.

Vince Ricotta and Kevin Rautenstrauch have joined the meeting.

Doyle went over the current loan activity; monitoring Bliss Bridal as they had a NFS check and Johnson's Brew House is in process of setting up ACH payments to get their loan payments back on track and current.

Molly asked if the HDC has the ability to ask borrowers for current financial documents to see if they are in financial distress. Doyle will review loan closing documents to see if anything is stated.

Busy Beaver is back on track after their 6 month forbearance period.

Total loans receivable = \$401,674.93 and Total liabilities and equity = \$572,466.74.

**Motion** to approve the Treasurer's reports for the period ending February 29, 2024

**Moved:** Jeff Leyonmark

**Seconded:** Jim Ziemer

**Ayes:** Leyonmark, Ziemer, Ricotta, Georger, Rautenstrauch, Kerner

**Nays:** none

*Carried*

**-Motion** to approved the minutes from the January 2024 Board of Director's meeting

**Moved:** Jim Ziemer

**Seconded:** Molly Georger

**Ayes:** Leyonmark, Ziemer, Ricotta, Georger, Rautenstrauch, Kerner

**Nays:** none

*Carried*

### **Directors Report**

-The 2023 financial audit has been completed, will send out to board and review at the next board meeting. A small change this year is the requirement to carry a "bad debt expense" for risk tolerance.

-Doyle asked the board for feedback on the possibility of creating "enhancement" areas for loan applicants. He suggested the possibility of loaning at a rate of .5 prime vs the current .75 prime in; Blasdell and the west end in the Village of Hamburg. These additional incentives would help boost their economic activity.

Molly thought it might be opening a "can of worms", hard to differentiate areas and asked if it allowed by HUD. She said the HDC is a good program and offers a good rate.

Doyle said he would make a few phone calls just to find out if it is even a possibility.

-The HDC Operating Agreement has been signed by Sean Buffum and is good for 2 years.

-Alchemy Shores project is still pending site plan approval from the Town Board. The current \$100k loan commitment from the HDC expired (December 31, 2023).

The HDC loan and ECIDA loans to Alchemy Shores are both contingent on site plan approval as well as personal guarantees and a state liquor license. Among other issues the Town Planning Department is now questioning the approval of outdoor alcohol by the Town Board.

Doyle put forth following actions to the board members on the Alchemy Shores project;

1. Walk away from the project/expired commitment letter completely
2. Maintain the commitment letter for another 3 months, request updated business plan and financials.
3. Send a letter stating current commitment is expired and void. After they get site plan approval from the Town Board ask them to come back to the HDC and complete new application and submit with updated business plan and financials.

Molly stated Alchemy had to make several concessions to original plans based on the opposition at the Town Board meetings. She said they should come back after site plan approval with their brand new plan and updated financials. Additionally she did not think it was fair of the HDC to earmark these monies on an expired project if other potential loan applicants apply. All board members present agreed with Molly.

Doyle will notify the ECIDA of the HDC's decision to let the commitment expire. He will draft a letter to Alchemy Shores stating the commitment has expired and ask them to reapply when site plan is approved.

-H. Sicherman & Company is currently working with Johnson's Brew House and Hat Trix on reporting their required employment numbers in accordance to HUD guidelines.

**-Motion** to adjourn at 8:50am

**Moved:** Jim Ziemer

**Seconded:** Jeff Leyonmark

**Ayes:** Ziemer, Leyonmark, Ricotta, Georger, Kerner, Rautenstrauch

**Nays:** none

**Carried**

Respectfully submitted,



Sean Doyle

Executive Director, Hamburg Development Company

10:18 AM

03/20/24

Accrual Basis

# Hamburg Development Corporation, Inc.

## Treasurer's Report

February 2024

	<u>Feb 24</u>	<u>Jan - Feb 24</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
Interest Earnings-Deposits	1.30	3.11
Interest Earnings-Loans	851.08	1,746.05
Loan Application Fees	700.00	700.00
<b>Total Income</b>	<u>1,552.38</u>	<u>2,449.16</u>
<b>Gross Profit</b>	1,552.38	2,449.16
<b>Expense</b>		
annual meeting	0.00	844.89
HUD Repayment	0.00	17.04
<b>Total Expense</b>	<u>0.00</u>	<u>861.93</u>
<b>Net Ordinary Income</b>	<u>1,552.38</u>	<u>1,587.23</u>
<b>Net Income</b>	<u><u>1,552.38</u></u>	<u><u>1,587.23</u></u>

Prepared By:

*m. Jones*

## Hamburg Development Corporation, Inc.

## Treasurer's Report

As of February 29, 2024

	Feb 29, 24	Dec 31, 23
<b>ASSETS</b>		
Current Assets		
Checking/Savings		
Cash		
Cash-Checking	1,048.55	1,193.44
Cash-Restricted Account	169,743.26	215,407.46
<b>Total Cash</b>	<b>170,791.81</b>	<b>216,600.90</b>
<b>Total Checking/Savings</b>	<b>170,791.81</b>	<b>216,600.90</b>
<b>Total Current Assets</b>	<b>170,791.81</b>	<b>216,600.90</b>
Other Assets		
Loans Receivable		
Ayer Development	3,083.13	3,551.32
Bliss Bridal - Loan 2	32,390.27	33,337.82
Busy Beaver	83,399.05	84,932.95
Genuine Hospitality Group	22,119.73	24,013.02
Johnson's Taphouse	91,280.36	91,966.90
Lakeshore Hardware	62,188.18	63,798.92
Leski Inc. aka Hat Trix	60,000.00	0.00
LNJB - 2nd Loan	4,033.84	5,035.14
Precision Photo Fab. Inc.	42,965.72	44,681.45
Village Veterinary Clinic	214.65	2,961.09
<b>Total Loans Receivable</b>	<b>401,674.93</b>	<b>354,278.61</b>
<b>Total Other Assets</b>	<b>401,674.93</b>	<b>354,278.61</b>
<b>TOTAL ASSETS</b>	<b>572,466.74</b>	<b>570,879.51</b>
<b>LIABILITIES &amp; EQUITY</b>		
Equity		
Opening Balance Equity	659,707.34	659,707.34
Unrestricted Net Assets	-88,827.83	-97,351.84
Net Income	1,587.23	8,524.01
<b>Total Equity</b>	<b>572,466.74</b>	<b>570,879.51</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>572,466.74</b>	<b>570,879.51</b>