

HOLYOKE ECONOMIC DEVELOPMENT AND INDUSTRIAL CORPORATION
Meeting Minutes - July 25, 2024
Greater Holyoke Chamber of Commerce
177 High Street and via Zoom Meeting ID 834 2372 7573

Members Present:

Carl Eger, Jr.
 Joseph McGiverin
 Mark Cutting
 Catherine Pratt
 Michael Sullivan

Staff Present:

Aaron Vega, Executive Director
 John Dyjach, Assistant Director
 Kimberly Casiano, Head Clerk

1. Call to Order

Chairperson Carl Eger called the meeting to order at 5:02 p.m. and stated that the meeting was being recorded and being held in person and remotely. A roll call followed:

<u>Name</u>	<u>Present</u>
Carl Eger, Jr.	Y
Joseph McGivern	Y
Mark P. Cutting	Y
Catherine Pratt	Y
Michael Sullivan	Y

Chairperson Eger introduced and welcomed new HEDIC Board member Catherine Pratt and the members and staff made introductions.

2. HEDIC Board Business

- a. **HEDIC Meeting Minutes of May 16, 2024:** A motion was made to approve the May 16, 2024 Executive meeting minutes was made by Michael Sullivan and seconded by Joseph McGiverin. A roll call followed.

<u>Name</u>	<u>Vote</u>
Carl Eger, Jr.	Y
Joseph McGivern	Y
Mark P. Cutting	Y
Catherine Pratt	Abstained
Michael Sullivan	Y

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- b. **Review of Quarterly Financial and Real Estate Notes:** John Dyjach summarized the quarterly statement. He referred the Board to a few notable transactions including \$50,000 transfer from the operating account to the revolving loan account to get a better interest rate, the \$100,000 Manufacturers Loan to Rutto Bats, and the receipt of 5,000 from Pro Ampac for their Foreign-trade Subzone annual fee.

John Dyjach then explained that the Certificate of Deposit at PeoplesBank is maturing next month and requested the Board's direction for the account. Joseph McGiverin asked how incoming revenue compares to operating expenses. John Dyjach replied that the operating expenses are minimal as compared to previous years. HEDIC Treasurer McGiverin noted that HEDIC has the ability to fund some positive work but needs to remain careful of not going in the direction of a structural funding deficit as occurred in some previous years. Michael Sullivan asked if a comparison of competitive interest rates was done in regard to the CD. John Dyjach said that was done with local banks and that the rates are comparable to what PeoplesBank can offer with some slightly better rates offered periodically. Catherine Pratt asked how much of HEDIC's funds are allocated to the loan programs. John Dyjach replied that \$300,000 for the Manufacturers Loan and \$200,000 for the Maker Loan programs. Aaron Vega added that of this amount \$125,000 in loans have been made so far. Joseph McGiverin asked if the loan payments and interest are paid to the

same account to which Aaron Vega confirmed. There was then discussion on renewing the CD with Mark Cutting suggesting that a money market account be considered which would provide liquidity at a good rate. John Dyjach said this would be done and added that he has also discussed options with the City Treasurer. Carl Eger noted that there are competitive rates at local banks and suggested those be looked into. Michael Sullivan concurred and getting the best rate available is important especially given the amount on deposit. Joseph McGivern said it is important to keep the funds locally as long as the rates are competitive and noted the substantial community involvement of PeoplesBank. John Dyjach said that staff would proceed according to these parameters.

3. HEDIC Loan Program Updates

John Dyjach stated that HEDIC's loan with Rutto Bats closed in June and that interest only payments for the first year are starting. He said that Raw Beauty Brand is making their MakerLoan payments according to the loan terms. He added that staff intends to meet with each business periodically.

4. Real Estate Projects

a. Whiting Farms Rd. (USA International Sports Complex)

Aaron Vega explained that he recently met with representatives of the Sports Complex and that they remain in the site planning stage. He said they are also in the funding stage for the project and that more specifics have yet to be provided. Joseph McGivern asked about their interest in the Wyckoff properties and if that affects their interest in Whiting Farms Road. Mr. Vega replied that after learning about the Wyckoff interest a separate discussion occurred to discuss the site and that questions came up including zoning and traffic. He added that they are aware that the Volleyball Hall of Fame is an integral component for the Whiting Farms Rd. development. It was left then that the development group was going to further to evaluate the Wyckoff property. Mr. McGivern was aware that several questions came up when they spoke to a group at Wyckoff. Michael Sullivan asked about the timeframe for the sale of the Whiting Farms Rd. property. John Dyjach replied said that the Purchase and Sale Agreement provided a two-year due diligence period and that the deposit only becomes non-refundable at the one year anniversary of the signing.

b. Bobala Rd. (Agilitas)

John Dyjach summarized the background saying that Agilitas has an Option agreement with HEDIC to purchase the HEDIC Bobala Rd. land to site a battery energy storage system there. He explained that the company is exercising its option extension for an additional six months. He said that the extension was already provided for in the original Option Agreement and it includes a second \$10,000 non-refundable deposit. He said good progress is being made and the company indicated they are trying to close on the sale this Fall.

5. Other Business

- a. Brownfield Coordinator / Consultant concept: Aaron Vega explained the idea to supplement the services of the Department by hiring a consultant for Brownfield related work. He said that due to staff reductions this seemed like an appropriate way to fund this much needed service. He added that the Mayor has agreed to funding \$30,000 for this from the approved consulting budget and that he is requesting that HEDIC also help with the funding with a focus on industrial properties. Joseph McGivern said that his understanding is that HEDIC funds would not be returned but this would be an investment for development in the City. Catherine Pratt said that from the description provided another benefit is that a consultant would seek grant funding for redevelopment. After some discussion about potential properties, a motion was made by Mark Cutting to allocate up to

\$30,000 from HEDIC to fund the consultant. Said motion was seconded by Joseph McGiverin and a roll call vote followed.

<u>Name</u>	<u>Vote</u>
Carl Eger, Jr.	Y
Joseph McGivern	Y
Mark P. Cutting	Y
Catherine Pratt	Y
Michael Sullivan	Y

- b. Manufacturers Roundtable: Aaron Vega said the next roundtable will be held on September 19th at the STEAM Building on Race Street and will focus on workforce development.
- c. Annual Meeting: John Dyjach said that Staff will be looking to schedule the Board's annual meeting at the regular meeting date in September.

<u>Name</u>	<u>Vote</u>
Carl Eger, Jr.	Y
Joseph McGivern	Y
Mark Cutting	Y
Catherine Pratt	Y
Michael Sullivan	Y

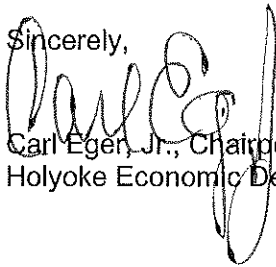
6. Adjournment:

With no other business, a motion was made by Michael Sullivan to adjourn the meeting. The motion was seconded by Joseph McGiverin and a roll call followed:

<u>Name</u>	<u>Vote</u>
Carl Eger, Jr.	Y
Michael Sullivan	Y
Joseph McGivern	Y
Catherin Pratt	Y
Mark Cutting	Y

The meeting was adjourned at 5:37 p.m.

Sincerely,



Carl Eger, Jr., Chairperson
Holyoke Economic Development and Industrial Corporation