

**CHEEKTOWAGA ECONOMIC DEVELOPMENT CORPORATION**

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**MINUTES**

Board of Directors Meeting  
March 20, 2012 - 8:30 a.m.  
Millennium Hotel - Walden Avenue

Attending: **Board of Directors**

<b>Debra Liegl</b>	<b>Denis Serugendo</b>
<b>John Redman</b>	<b>Edward Halady</b>
<b>Patricia Cwiklinski</b>	<b>Jack Patterson</b>
<b>Richard Cielinski</b>	<b>Samuel Tadio</b>

**Resource Personnel**

Robert Deemer, H. Sichertman & Company  
David Jaworski, Legal Counsel  
Paul Leone, Business Development Consultant  
Jerome Gabryszak, Director of Community Development

**Ex-Officio**

Mary F. Holtz, Town Supervisor

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President Liegl called the meeting to order at 8:45 a.m.

**Reading of Minutes**

Jerome Gabryszak read the minutes from the previous meeting held on January 26, 2012 after which the following motion was made.

Motion by: Patricia Cwiklinski  
Seconded by: Richard Cielinski  
Motion: To approve the minutes as read.  
Vote: Ayes: 8; Nays: 0; Abstentions: 0.

**Presentation of Loan Request from 930 Bailey Avenue, LLC (Chudy Paper Company)**

Robert Deemer reviewed the request for a business loan from 930 Bailey Avenue, a single purpose real estate holding company that owns/rents real estate used by Chudy Paper Company. The loan request is for \$500,000 which will be used to acquire a facility located at 2615 Walden Avenue, the former Robinson Knife Company building, which will be leased to Chudy Paper Company. The facility to be acquired is approximately 120 square feet in size, about twice the size of the current Chudy Paper Company facility. New employment over the next three years is projected at 15 positions in the areas of sales, service and maintenance. Ten of the new positions will be made available to low-to-moderate income persons.

### **Loan Request Summary**

Borrower: 930 Bailey Avenue, LLC  
Purpose of Loan: Acquisition of building at 2615 Walden Avenue  
Loan Amount: \$500,000.00  
Term: 5 years  
Interest Rate: Half of one percent (0.5%) for the 5 year term of the loan.  
Repayment: Monthly Principal and Interest of \$8,439.67 in order to fully amortize the loan in 5 years.  
Commitment Fee: \$2,500.00  
Collateral: Second mortgage on the property at 2615 Walden Avenue.  
Guarantor: Chudy Paper Company, Inc.

After deliberation and discussion, the following motion was proposed.

Motion by: Richard Cielinski  
Seconded by: Patricia Cwiklinski  
Motion: To approve a loan to 930 Bailey Avenue, LLC, in the amount of \$500,000 pursuant to the recommendations in the Loan Review Report prepared by Robert Deemer of H. Sichernan & Company.  
Vote: Ayes: 7; Nays: 0; Abstentions: 1 (Edward Halady).

### **Marketing Committee**

Debra Liegl reported that the Marketing Committee had met on February 15th and March 7th, 2012 to finalize a strategy for advertising the Corporation's ½% business loan policy for 2012. The CEDC brochure has been redesigned and, along with a cover letter, will be mailed to various organizations and businesses, including the Small Business Administration, Erie County Industrial Development Agency, the Small Business Development Center, SCORE (Service Corp of Retired Executives), realtors, bankers, developers and former CEDC loan recipients. A press release will also be issued to the Buffalo News, the Cheektowaga Bee and Business First.

### **New Business**

Paul Leone advised that the Board that a company named Life Safety Engineered Systems, Inc. is interested in applying for a loan from the CEDC. The information Paul received from the company is being submitted to Jerry Gabryszak.

A preliminary date of April 24 was selected for the Annual Board of Directors and the Annual Membership Meeting. It will be held at the Hilton Garden Inn on Genesee Street.

**Adjourn**

Motion: Richard Cielinski  
Second: Jack Patterson  
Motion: To adjourn the meeting (9:20 a.m.)  
Vote: Ayes: 8; Nays: 0; Abstentions: 0.

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Jack Patterson, Corporation Secretary