

N.F.C. DEVELOPMENT CORP.
Minutes of Meeting
Monday, July 18, 2016
City Hall Council Chambers
Niagara Falls, New York

Present: Mayor Paul Dyster
Council Member Grandinetti
Council Member Tompkins
Council Member Touma
Mr. Ralph Aversa
Mr. Joseph Casale
Ms. Clara Dunn
Mr. Michael Hooper
Ms. Janet Markarian
Mr. Paul Parise
Mr. Chris Robins
Mr. Frank Roma
Ms. Lee Whittaker

Absent: Council Member Scott
Council Member Walker
Ms. Jacqueline Henwood
Ms. Lucy Muto
Ms. Doreen O'Connor
Ms. Anne Sawicki

Staff

Present: Gail Bimont
Richard Zucco
Anthony Vilaro
Tommy Tedesco

Others

Present: Ronald DeFazio, Stadium Grill
John Hutchins, The Barrel Pub & Grill
Paul Hutchins, The Barrel Pub & Grill
Marcia Massaro, The Pet Stuff Store
Elizabeth Lopez, Consorte, LLC
Xiaoning Zhang, Xiaoning Zhang Agency

The meeting was called to order by Mayor Dyster at 4:02 p.m. A quorum was present.

Agenda Item #3 Approval of Minutes of Meeting held May 9, 2016

Mr. Aversa made a motion to approve the minutes of the meeting held May 9, 2016, second was made by Council Member Touma. **Unanimously approved.**

Agenda Item #4 Presentations:

- **Ronald DeFazio dba Stadium Grill**
- **The Rapids Theatre Inc. dba The Barrel Pub & Grill**
- **Marcia Massaro dba The Pet Stuff Store**
- **Elizabeth Lopez, Consorte, LLC**
- **Xiaoning Zhang dba Xiaoning Zhang Agency**

Mr. Ron DeFazio from the Stadium Grill was present to answer questions from the Board. He reported that he needs to repair and resurface his parking lot due to City traffic as his lot is accessed by an alley leading right into the lot. There has been a lot of wear and damage due to this traffic. He is asking for a grant to address this situation.

John and Paul Hutchins were present to talk about their project. They are the owners of the adjoining Rapids Theater and want to expand their business by providing a catering business for the Theater (they are now contracting those services out to a vendor), have a small stage for local entertainment and smaller parties, and create an outdoor dining area. The building will have the look of a brew pub and it is his desire to keep people on Main Street. He is requesting a \$100,000 grant and a \$150,000 loan to complete this project. He plans on creating ten full time jobs.

Marcia Massaro was present to report on her new business The Pet Stuff Store. She is opening on Pine Avenue in Giribaldi Square and will be providing quality pet food (grain free dog and cat) and supplies for pets. These products are currently not available in the City. She is requesting the grant to help her get set up, for marketing and advertising.

Elizabeth Lopez of Consorte, LLC was present to report on the need to expand her existing business, which is a professional bookkeeping operation. She currently is working from home but needs an office and more space so she hire more staff. The grant money will be used to purchase new equipment for her office.

Mr. Xiaoning Zhang was present to report on his new business. He recently opened a Farmers Insurance Agency, which is the only branch of Farmers in the City of Niagara Falls. He is committed to this community and would like to expand. There is a very large Chinese population in Western New York and they have to go to New York City to get their insurance. He will be able to provide a service to them and all citizens.

Agenda Item #5 Vote to Approve Micro Enterprise Grant for Stadium Grill

Mr. Casale made a motion to Approve the Micro-Enterprise Grant for the Stadium Grill, second was made by Mr. Aversa. **Unanimously approved.**

Agenda Item#6 Vote to Approve Grant and Loan for The Barrel Pub & Grill

Mr. Parise made a motion to Approve the Grant and Loan for The Barrel Pub and Grill, second was made by Council Member Grandinetti. Mayor Dyster said he will recuse himself from the vote because he is an inactive partner in a microbrewery which may be a conflict.

POLLED VOTE		
IN FAVOR	12	
OPPOSED	0	
ABSTENTION	1	(Mayor Dyster)
MOTION APPROVED		

Agenda Item #7 Vote to Approve Micro Enterprise Grant for The Pet Stuff Store

Mrs. Whittaker made a motion to Approve the Micro Enterprise Grant for the Pet Stuff Store, second was made by Council Member Grandinetti. **Unanimously Approved.**

Agenda Item #8 Vote to Approve Micro Enterprise Grant for Consorte, LLC

Council Member Grandinetti made a motion to Approve the Micro Enterprise Grant for Consorte, LLC, second was made by Ms. Whittaker. **Unanimously approved.**

Agenda Item #9 Vote to Approve Micro Enterprise Grant for Xiaoning Zhang Agency

Council Member Grandinetti made a motion to Approve the Micro Enterprise Grant for Xiaoning Zhang, second was made by Ms. Whittaker. **Unanimously approved.**

Agenda Item #10 Vote to Approve Appropriation for City Purchase of 616 Niagara Street

Mr. Vilardo reported that the City is purchasing 616 Niagara Street to be used for economic development or neighborhood revitalization. He explained that this property is in an area where the City already owns seven adjoining properties. He requested approval of \$13,000 to complete the purchase of this property.

Council Member Grandinetti made a motion to Approve the \$13,000 Appropriation for City Purchase of 616 Niagara Street, second was made by Council Member Touma. **Unanimously approved.**

Agenda Item #11 Vote to Approve Settlement of Jimbo’s Fish House Settlement

Mr. Zucco reported that Jimbo’s Fish Market had recently closed and then reopened under new management. There is a current loan on the property of \$19,849.72 that is secured by equipment in the business. He reported that the equipment no longer holds any value and we would have a hard time recouping anything. NFC has negotiated

a settlement of the loan in the amount of \$9,500.00 to be paid in full satisfaction of all obligations. This reflects a compromise between the value of the equipment in place and what NFC could recover by removing the equipment.

Council Member Grandinetti made a motion to Vote to Approve Settlement of Jimbo's Fish House Settlement, second was made by Mr. Aversa. **Unanimously approved.**

Agenda Item #12 Vote to Approve Contract for Small Business Advocate

Mr. Vilardo reported that Mr. Chris Stoianoff is currently under contract to provide services as the Small Business Advocate until the end of June. NFC is proposing to retain Mr. Stoianoff for another year in the total contract amount of \$12,000. A list of his work duties were discussed. Mr. Stoianoff will report to Mr. Vilardo and will provide a regular update to the Board.

Mr. Aversa made a motion to Approve the Contract for Small Business Advocate, second was made by Ms. Whittaker. **Unanimously approved.**

Agenda Item #13 Old Business

Mr. Zucco updated the Board on the Subway Project. There is a June 30 expiration date and he wrote to Mr. Masic about his progress but received no response. He sent the letter to Mr. Masic's attorney and received no response. There has not been any activity since the last disbursement so he talked to the Board about hiring an outside firm that specializes in foreclosures. The fee is \$3,000 plus disbursements.

Mr. Zucco reported that \$18,000 has been dispersed on this loan and foreclosure may not pay back entire loan. He will take steps in September to contact a foreclosure attorney firm.

Agenda Item #14 New Business

Mr. Vilardo reported that Empire State Development has awarded the City with a \$100,000 matching grant for Micro Enterprise Grants.

Agenda Item #15 Adjournment

There being for further business, the meeting was adjourned at 5:22 p.m.