



City Hall Room 005A
30 Church Street
Rochester, New York
14614-1290

September 26, 2011 REDCO Board of Directors Meeting Minutes

Directors Present: Gary Bonadonna, Jr.; Carlos Carballada; Sergio Esteban; Bret Garwood; Brian Roulin; Ruth Scott; Elaine Spaul; Dale Trott; Julio Vazquez; Lovely Warren; David Young, Jr.

Staff Present: Karen Altman; Carolyn Baker-Scott; Donald Crumb, Esq.; Susan Holt;

Secretary Present: David J. Balestiere

Carlos Carballada called the meeting to order at 2:00 p.m.

I. Approval of Minutes:

David Young motioned to approve the July 28, 2011 REDCO Board of Directors minutes, seconded by Julio Vasquez, and the minutes were unanimously approved. NOTE: Ruth Scott was not present for this vote.

II. Resolution – Entity to be Formed (Premier Sign System, LLC) – SBA 504 Loan

Carolyn Baker-Scott presented this loan request. The Directors reviewed a request for a \$314,000 SBA 504 loan (\$321,000 debenture amount).

Premier Sign System, LLC (PSS) designs, manufactures, and installs and services signs for businesses. Products include awnings, channel letters, neon signs, exterior/interior signs. The business was founded in 2004 by Jeffrey Sherwood. The business is located in leased space at 111 Hollender Parkway. To support future growth of the business, the company has signed a purchase agreement on a 21,850 sq ft building located at 10 Excel Drive as well as an adjacent vacant lot located at 40 Excel Drive. Both properties are located in the 14621 Industrial Park in the city of Rochester. PSS also plans to spend \$42,500 on building renovations and purchase \$61,000 in new equipment.

The loan request is for \$314,000. The total project cost is \$868,500. M&T Bank will fund both the building purchase and renovation costs through a \$392,500 first mortgage loan and a 314,000 bridge loan. Permanent financing for the entire project will be: M&T Bank \$392,500 first mortgage loan; \$314,500 SBA 504 loan (for real estate purchase and a \$20,000 in building renovations; \$83,500 M&T Bank term loan; a \$10,000 REDCO grant, and \$68,500 in equity. The SBA 504 loan will be secured by (a) \$314,000 second mortgage and second assignment of leases and rents on the real estate located at 10 and 40 Excel Drive (b) personal guarantees of Jeffrey and Denise Sherwood (c) corporate guarantee of PSS.



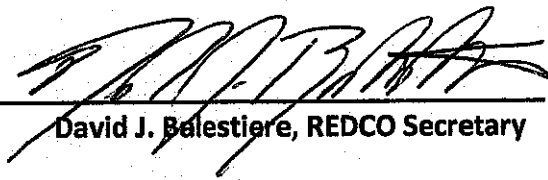
Sergio Esteban motioned to approve the resolution, seconded by David Young, and the resolution was unanimously approved.

III. Other Business

Carlos Carballada advised the Board that he is working on a proposal which would involve REDCO establishing a small fund for community activity support. This fund would provide financial support of between \$500-1,000 for certain community functions. Mr. Carballada cited the recent 9/11 exhibit at the Rochester Museum & Science Center as an example. The primary reason for having REDCO do this is that the City of Rochester's budget issues prevent it from funding these activities. Don Crumb stated that he believes that REDCO Certificate of Incorporation is written such so that REDCO can undertake this kind of activity. Mr. Carballada advised that he would have a proposal outline ready for the Directors to review at the next Board meeting.

The meeting was adjourned at 2:38 p.m.

ATTEST:


David J. Balestiere, REDCO Secretary