



**TROY LOCAL DEVELOPMENT CORPORATION  
Board of Director  
Meeting Minutes**

**February 17, 2017  
8:30 a.m.**

**BOARD MEMBERS PRESENT: Kevin O’Bryan, Steve Strichman and**

**ABSENT: Andy Ross, Monica Kurzejeski and Hon. John Donohue**

**ALSO IN ATTENDANCE: Aneesa Waheed, Justin Miller, Esq., Mary Ellen Flores, Jim Lozano, Deanne DalPos, Lucas Nathan, Cheryl Kennedy and Denee Zeigler**

**Minutes**

The Chairman called the meeting to order at 8:30 a.m.

I. Minutes

The board reviewed the minutes from the January 20, 2017 board meeting.

**Steve Strichman made a motion to approve the January 20, 2017 board meeting minutes.**

**Hon. John Donohue seconded the motion, motion carried.**

II. 2265 5<sup>th</sup> Avenue Property

Steve Strichman advised this item will be tabled from this agenda and moved to next month.

III. Directors and Officers insurance

Mr. Strichman advised that a quote was received for directors and officers liability insurance from William Fagan. The board asked if it covers individual member’s legal fees and are there conditions attached. Mr. Strichman advised he does not have that information at this time and will look into.

**Steven Strichman made a motion to approve Directors and Officers Liability insurance through William J. Fagan & Sons in the amount of \$1,662.00.**

**Hon. John Donohue seconded the motion, motion carried.**

IV. Tara Kitchen – BDAP Application

Mr. Strichman introduced Aneesa Waheed, owner of Tara Kitchen located in Schenectady, and advised that she is looking for a \$25,000 loan. He advised that she has been in the Schenectady location for six years and is looking to expand her business to Troy. Mr. Strichman advised that she is going to be moving into 172 River Street; the space where Infinity Café was recently located. He added that she will be buying some of the equipment from the LDC. Mr. Strichman noted her application asked for a loan and grant; she was advised no grants are being issued at this time. The board had a discussion on the loan terms and agreed on the prime rate for four or five years. The applicant arrived at the meeting and spoke to the board about the project.

Aneesa Waheed advised that they will be leasing the space from Redburn Development. Ms. Waheed advised that they started at the Schenectady farmer's market after working in print publishing in NYC for 14 years. She mentioned that she always wanted to open a restaurant, but was advised by many people not to. She explained that she tested her product in the farmer's market setting and received a lot of support and guidance. That success led them to purchasing their first brick and mortar space. Ms. Waheed also advised that they have developed a line of cooking sauces that are sold in area stores and will soon be expanding. She advised they are the only Moroccan restaurant within 150 miles.

Ms. Waheed advised that her customers said repeatedly that if she was closer to Troy they would be able to come more often and introduce other people to her food. She felt the timing is right to come to Troy. Ms. Waheed noted that she went to school at Russell Sage, so she is familiar with the area. Mr. Strichman noted that there is a pretty big following of people from Troy that discovered them at the Troy Farmers Market.

The chairman asked what the people were wrong and right about when they told her not to go into the restaurant business. Ms. Waheed explained that they were wrong that she would not succeed. She advised that her print production background has been invaluable to success. Ms. Waheed noted that people also warned her about managing employees. The chairman asked if there will be any issues or restrictions with the workers in her restaurant due to travel bans. Ms. Waheed advised no, the people working at her restaurant are already located here and she likes to work with students. Ms. Waheed advised that she has already reached out to the local schools. She added that she really likes to have a safe, fun environment waiting for them when they get out of school.

The board asked how much the wholesale business takes up. Ms. Waheed advised that it takes up less than 10% of the business. The past year she has worked to get the wholesale business at a point where she doesn't have to manage daily. She advised that distributors are in place and a huge part of that business is off of her plate. Ms. Waheed advised that having a distributor will help that part of her business continue to grow. The chairman asked if she goes through a food broker. Ms. Waheed advised that she has not had to go through a broker; all of the stores approached her to sell the product. Most recently she has been asked to sell it overseas as well.

Mr. Donohue asked how many employees she will have. Ms. Waheed advised between 10-12 employees. She will be connecting with EOC and the local high schools and colleges. Her goal is to open in March. Mr. Strichman asked if anything will change as far as managing a second location. Ms. Waheed advised that they

have taken a careful look at their business and franchise model carefully. She advised that she has been planning and growing towards this by slowly removing herself from the day to day operations in order to develop her brand. She has been setting up a core team of people that will allow her to be in both locations while also working on the sauce. Ms. Waheed advised that the room for error is zero; we strive to keep the customers happy. She advised that she has studied a lot about the restaurant business and works hard to keep the numbers right; despite all of the love and allocates they receive they know that they have to work hard each day. Ms. Waheed advised this has helped her be profitable since their first year. The board advised that all of the Troy restaurant business people she mentioned will be a great support for her. She added that Troy has been beyond amazing and she looks forward to being in this area.

**Steven Strichman made a motion to approve Aneesha Waheed's application for \$25,000 BDAP loan to be used for Tara Kitchen located at 172 River Street.**

**Hon. John Donohue seconded the motion, motion carried.**

V. Sale of equipment

Mr. Strichman advised that the BDAP loan applicant, Aneesha Waheed, was interested in purchasing some of the leftover equipment at 172 River Street for \$500; ice maker, chairs, etc.

**Steven Strichman made a motion to sell equipment that was remaining from the Infinity Café loan for \$500.00.**

**Hon. John Donohue seconded the motion, motion carried.**

VI. Auditor's RFP - The Bonadio Group

Mr. Strichman advised that two responses were received back for new auditors; one declined and the other one was Bonadio Group. He noted that one other response was received, but it was received late. He advised that Bonadio's quote for all three entities was \$22,150.00; the amount for this board was \$10,000. The board had a general discussion of what the \$10,000 will include, specifically the filing fees. Mr. Lozano suggested that BST should file the returns since we are still in the five year period from converting to not for profit. He added that we may be receiving a refund for the taxes that were paid over time. Mr. Strichman advised that he will negotiate with them on the \$10,000.

**Steven Strichman made a motion to approve up to \$10,000 to be paid to The Bonadio Group for auditing services.**

**Hon. John Donohue seconded the motion, motion carried.**

VII. CFO for Hire

Mr. Strichman advised that there is a slight increase in price for CFO for Hire's services in 2017. He advised that it will go up \$36 annually. The board agreed that CFO for Hire has done a great job.

**Steven Strichman made a motion to approve an increase of \$36 per year for CFO for Hire's services.**

**Hon. John Donohue seconded the motion, motion carried.**

VIII. Executive Directors report

Troy Kitchen - Mr. Strichman advised that Troy Kitchen closed on their re-fi last week and the first payment is due March 1<sup>st</sup>.

Infinity Café – Mr. Strichman advised we talked about the current status of Infinity Café and the opportunity to sell some of the equipment that we were left with.

Rare Form – Mr. Strichman advised they are current and will discuss more with the delinquency report.

The Balance Loft – Mr. Strichman advised we will discuss this loan in detail more with the delinquency report.

IX. Financials

Ms. Flores presented the balance sheet to the board members. She advised that there is still \$4 Million in assets versus \$1.5 Million in liability leaving \$2.5 in equity. The board had a general discussion on the current financial status of the board. Ms. Flores advised that there are additional receivables that could contribute to the cash balance.

Mr. Strichman advised that he has had discussions with the owner of the Balance Loft regarding her interruption of business insurance. He advised that he will be working with her on this.

The chairman asked for a better snapshot of the finances. After discussing, Ms. Flores advised that we have about \$155,777 remaining after the approved grants are paid out and expected funding comes in; not including the loan payoff from the Innovation Garage. The board had a discussion of the upcoming payment of \$174,000 due for the HUD Section 108 loan payment and stressed the importance of coming up with a plan for the King Fuels site. The chairman noted that we may be reviewing options for a portion of this site in the near future. Mr. Lozano noted that it's good to have a chairman with a financial background in order to put things into perspective. He added that you can only do as much for the community as your balance sheet allows. Mr. Donohue asked how we ended up with this site. Mr. Miller advised that it was purchased out of the King Fuels bankruptcy for \$2 Million without a definitive plan. He added that there is also a \$35 Million clean-up that is attached to it that has no timeframe. Mr. Strichman noted that we have a \$1 Million expense to get that site ready for development. Mr. Donohue asked if there is a plan that has been discussed or is in discussion. Mr. Strichman noted that there is not a single plan at this point.

**Steven Strichman made a motion to approve the financials as presented.**

**Hon. John Donohue seconded the motion, motion carried.**

X. Old Business

Mr. Miller advised that an eviction settlement has been reached with Natural Products Recycling. They agreed to be off of the 4 acres north of the King Fuels site by June 30<sup>th</sup>. They also agreed that to remove debris and clean up the site. Mr. Miller advised that they will pay all back rent and PILOT payments as well as up to June 30<sup>th</sup>.

Mr. Miller advised that there is still a piece of equipment on site, but that is part of a demolition contract that we previously had with one of their other entities. They will be working on resolving that issue in the near future.

XI. New Business

Mr. Strichman advised there is no new business to discuss.

XII. Adjournment

The next board meeting will be March 24<sup>th</sup>. With no additional business to discuss, the meeting was adjourned at 9:30 a.m.

**Hon. John Donohue made a motion to adjourn the meeting.  
Steven Strichman seconded the motion, motion carried.**