

Board of Directors

Scott Osswald
Chairman

Brian Nissley
Vice Chairman

R. Usas
Treasurer

Brian Nissley
Secretary

Tracy Conley
Director

B, Craig
Director

C. Hebbard
Director

GLDC Board Meeting Minutes: October 27, 2020

(COVI-19 Guidelines in effect to meet in the Glenville Municipal Center))

Directors Present: S. Osswald, B. Nissley (Via conference call), R. Usas, B. Craig

Others Present: J. Hartzel, M. Cherubino, A. Gonzalez – Barone

Excused: C. Hebbard, T. Conley

Meeting Commenced: 7:38 AM

Motion to accept meeting minutes: Meeting Minutes for: September 29, 2020 Motion: (Usas/Osswald) Unanimous

Report of the Treasurer (Usas):

The Treasurer’s reported that the Pet Lodge property has been sold. It is expected that the loan will be paid off. Payoff details will be provided to the client.

Glass Tavern has requested modified payment terms. The GLDC will work with the client to resolve questions and finalize terms.

For purposes of the 2021 Budget, the Treasurer will assume that some COVID19 related loans will become loans with regular principal and interest payments.

Motion accept the Treasurer’s report: (Craig/Osswald) Unanimous

Reports of Committees

Audit and Finance (Usas)

No discussion

Business Development: (Craig)

The committee is pursuing additional clients. In addition, the committee plans to meet to discuss development of a marketing pamphlet.

Loan Review: (Hebbard)

No Discussion

“It’s all right here!”

Reports of Committees (continued)

Governance: (Nissley)

A meeting was held to discuss the loan application process and preparations for the 2021 election of Officers. The Committee Chair reminded the Board that following the Loan process as written was important since it incorporates many lessons learned from past business operations. A potential slate of Officers and Directors will be presented to the Board for consideration in preparation for a November vote.

Bills and Communications Bills and Communications

A bill for \$357.50 has been received from Nolan and Heller for legal services.

Motion to pay: (Craig/Usas) Unanimous

Unfinished Business

None

New Business

The Treasurer noted that the GLDC has had the same contract for Audit services for many years. It may be time to develop a new RFP to consider a new provider. This will be discussed as part of developing the 2021 budget.

The Treasurer also noted that the current budget (as well as past budgets) has a line item for marketing. Previously, the GLDC has not found many opportunities to use these funds. While the budget is a relatively small amount, we need to define how to budget for/use marketing funds in the future.

Melissa Cherubino from the Glenville Economic Development and Planning organization briefly discussed actions to improve business development in Glenville.

1. The Town met with a small group of small business economic development committee members to discuss immediate marketing of small businesses for the holiday season. The marketing will reference our Discover Glenville section of the Town website. The group advocated taking advantage of holidays to remind customers to shop local. Discover Glenville has a space for specials and sales that can accomplish the task.
2. As part of a broader plan, the town will be meeting with business owners and business groups to rebuild and foster the business community's collaboration. We need a GBPA. Ideally we would hire a marketing consultant, and develop a website geared to drawing customers to Glenville businesses.
3. In the course of rebuilding the business groups, the town will develop an Economic Development Plan. Town officials will be reaching out to LDC for feedback on plan development and representation in the GBPA.

Resolutions and Motions

None

Next Meeting: **Note** – Anyone interested in attending meeting via webinar should inform any GLDC member prior to the meeting for participation information.

GLDC Board Meeting – **November 24, 2020** (consistent with COVID19 guidelines)

GLDC Working Meeting – **(Estimate) November 10**

The Annual meeting to elect Officers and appoint Directors will be held November 24, 2020.

Motion to Adjourn: (Craig/Usas) Unanimous

Meeting Recessed: 8:06 AM

Minutes submitted by: HB Nissley

Minutes Approved: November 24, 2020