

**TOWN OF WALLINGFORD  
WALLINGFORD ARPA APPLICATION REVIEW COMMITTEE  
129 Center Street (HUBCAP)  
Wallingford, CT 06492**

**Monday, February 16, 2023  
6:30 p.m.**

**UNAPPROVED DRAFT RECORD OF VOTES AND MINUTES**

The chairman called the meeting to order at 6:32 p.m. Those in attendance recited The Pledge of Allegiance. Members in attendance were Carl Bonamico, Mike Brodinsky, Robert Fritz, Robert Gross, Jacqueline McNamee, Christopher Regan, Jesse Reynolds, and Amy Walsh.  
Absent: Craig Fishbein and Mike Glidden

Chairman Brodinsky declared a quorum.

*Recusals: Jesse Reynolds for M.E. Landow  
Carl Bonamico for AERO Precision Mfg, LLC and Cobra Automotive  
Rob Fritz reversed his recusal for Cobra Automotive*

*Members of the public: applicant Cliffside Brewing and Langan Fashion, LLC*

Mr. Brodinsky noted that a supermajority is needed for a motion to pass.

**Updates**

Mr. Brodinsky shared an email from the consultant that says there are 41 complete ARPA-eligible non-profit applications and 81 complete ARPA-eligible business applications. 18 business applications are not eligible. Mr. Reynolds will use that final list to re-randomize the remaining applications which will be used as the basis for future agendas. He said that any applications that the Committee doesn't get to tonight will be pushed to the March 8<sup>th</sup> meeting.

Mr. Brodinsky noted that the February 20<sup>th</sup> meeting is canceled and the February 21<sup>st</sup> meeting will focus on non-profit applications.

**1. Discussion and possible action on scoring non-profit hardship/sustainability applications.**

Mr. Brodinsky announced that the evaluation form for non-profit hardship applications (not program) was passed on Tuesday by Town Council. The passing score for non-profit programming applications has been set at 75. We need to decide on a passing score for non-profit hardship applications. Mr. Brodinsky suggested a score of 75 and conducted a straw poll. All but Mr. Gross supported 75. Mr. Gross preferred 70 but is willing to go with 75.

**Motion to set the non-profit assistance (hardship) evaluation scoring matrix of 75 or above to be deemed a passing score.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Gross**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>Absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

Motion passes

**2. Discussion and possible action on the following grant applications.**

Mr. Brodinsky noted his opinion of what the criteria mean. The committee is guided by written criteria provided by Town Council that outline the program to help businesses still struggling from the pandemic. The committee looks for evidence of that. This is not a revenue replacement program and is not intended to cover losses from 2020. The criteria include current financial adversity/hardship caused by or linked to the pandemic. If the business is back to pre-pandemic levels based on the financials provided, it's hard to score it well on that criteria. If businesses are not back to pre-pandemic levels, it opens the door wider for consideration. He noted that the smaller the business, the more sensitive it is to a downturn. In addition, the Council wanted the remedy to be a long-term fix. For example, operating expenses appear more short-term than purchasing machinery. We also look to see if the proposed fix is realistic and if it will turn the business around. He noted that documentation means information from a 3<sup>rd</sup> party backing up the amount the applicant is asking for, such as a quote from a supplier. Applications score better with more documentation.

Mr. Bonamico noted that we can't just look at gross revenues for some of these small businesses. The cost of materials increased dramatically during 2020. He encouraged the committee to look at the schedule C's too.

There was some discussion that few applications have an independent determination of expenses and that we may be being overcritical.

It was noted that PPP is based on a formula not on what a business asks for. So it is realistic that bigger businesses will have received larger amounts than smaller ones.

The passing score for business applications is 70.

**M.E. Landow LLC/dba Custom Kitchen Designs**

Mr. Brodinsky provided an overview. They report that their clients were not willing to meet in person and vendors also had reservations about meeting in person during the pandemic. They barely operated for most of 2020. They plan to possibly relocate, update samples and merchandising units and begin a marketing campaign. Mr. Brodinsky noted that their finances show that they have not gotten back to pre-pandemic levels. They started to come back in 2021 but are still not there.

Committee comments on this application included:

- Demonstrated the degree the pandemic affected them
- Budget weak
- Timeline realistic

- Would have liked more detail on finances
- The proposed project seems to be long term
- No supporting documentation for budget
- Provided tax returns
- Good project
- Strong application

No second-round comments were made. Score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>84</b>	<b>Gross:</b>	<b>75</b>
<b>Bonamico:</b>	<b>85</b>	<b>McNamee:</b>	<b>85</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>80</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>Recuse</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>80</b>

The average score is 82

**Motion to recommend further favorable action on the application of ME Landow in the amount of \$25,000.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Bonamico**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>Absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Recused</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 7**

**Nays: 0**

**Recusal: 1**

**Absent: 2**

**Motion carries**

**CMST Construction**

Mr. Bonamico gave an overview of this general contractor. General Contractors had to purchase supplies at higher rates.

Committee comments on this application included:

- Definitely impacted by the pandemic
- Reasonable rationale
- Project is long-term
- Tax returns show the drop in business remains
- Replacing tools and business expansion is a long-term fix.

- Net income is up in 2021
- Received PPP
- Took a hit in 2020 but came back in 2021
- A small business on the edge
- The proposed project will sustain the business
- Documentation tough

No second-round comments were made. Score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>75</b>	<b>Gross:</b>	<b>70</b>
<b>Bonamico:</b>	<b>75</b>	<b>McNamee:</b>	<b>75</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>75</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>75</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>85</b>

**The average score is 76.88**

**Motion to recommend further favorable action in the amount of \$25,000 in the matter of CMST Construction, LLC.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Bonamico**

**Voice vote: Unanimous with no abstentions or objections.**

**Motion carries**

**Cliffside Brewing**

Mr. Brodinsky gave an overview. He noted that the tracker from the consultant states that only a portion of the request meets ARPA eligibility. The use of funds for EIDL repayment is not allowed. According to the application, the brewery lost its customer base during the pandemic. According to the financials, they are still struggling. They have a large EIDL (Economic Injury Disaster Loan – Small Business Administration). The ARPA grant is not to pay back that loan. The pandemic did create the problem, but he questioned if the proposed remedy can turn the business around and be a long-term fix.

Committee comments on this application included:

- Budget is weak
- Timeline is okay
- Struggled before the pandemic
- Confused by the amount of money requested and the itemization.
- Large debt
- Don't see how the funds will be used to make the business grow
- The drop in income due to the pandemic was devastating.
- The project is weak.
- Many breweries in the same situation
- Small business on Center Street

No second-round comments were made. Score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>53</b>	<b>Gross:</b>	<b>60</b>
<b>Bonamico:</b>	<b>70</b>	<b>McNamee:</b>	<b>55</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>60</b>
<b>Fritz</b>	<b>70</b>	<b>Reynolds:</b>	<b>65</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>45</b>

The average score is 59.75

**Motion to recommend no further favorable action in the matter of Cliffside Brewing.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Gross**

**Voice Vote: Unanimous with no abstentions or objections.**

**Motion carries**

**Aero Precision Mfg. LLC**

Mr. Brodinsky noted that this application is incomplete due to the lack of tax returns. They provided P&Ls but the committee agreed that that is not enough. Business applications require CPA or accountant-provided P&Ls or tax returns.

Ms. McNamee noted that the consultant indicated the application was complete so we should review and look at the financials provided.

The Consultant took the position that the application was complete because it had P&Ls. Any applications deemed incomplete by the consultant were not sent to us. Mr. Brodinsky replied that the consultant can't override the requirements put in place by the Council.

Mr. Fritz clarified that the Committee decided that if the application is incomplete, we send it back to Council but don't turn it down due to a technicality. We don't vote on the merits. Mr. Brodinsky agreed that the decision was to indicate no favorable action due to an incomplete application, not due to merits.

Mr. Bonamico noted that P&Ls are often accepted by financial institutions. He is not convinced that it is incomplete with no tax returns. Mr. Brodinsky replied that Council had discussions on the documentation and required tax returns or audited P&Ls. It looks like the consultant said something different.

Mr. Fritz added that the company should not be penalized if the consultant was wrong. Mr. Brodinsky replied that the Council can do what it wants to do, but the Committee had agreed that the financials (tax returns, CPA issued P & L's) were indispensable. The council can go back to the consultant if they choose.

Ms. Walsh read the application instructions which say to attach "CPA issued Profit and Loss statement for 2019, 2020 and 2021 or tax returns". The tracking document for this application says that on

January 17<sup>th</sup> the consultant requested additional information. She agreed that we should give the application back to Council and say that we can't move forward.

Mr. Bonamico stated that you can't tell if the QuickBooks P&L is reviewed by a CPA unless it's validated with a stamp. QuickBooks P&Ls are valid and accepted by financial institutions. Mr. Brodinsky was doubtful.

Mr. Gross agreed that we should send it back. The consultant told the applicants that they would have an opportunity to provide more.

Mr. Reynolds noted that if the materials are not what they are supposed to be it is okay to send them back.

Mr. Brodinsky noted that it was decided at the last meeting to send applications missing tax returns back to Council with no action, and no recommendation. The Council made up the criteria and the consultant can't override that. We need to escalate this to Council. If they send it back to us, then we can review it.

**Motion to recommend to Council no further favorable action on Aero Precision Mfg. LLC, due to the fact that the application is incomplete.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Regan**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>No</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 7**

**Nays: 1**

**Recusal: 0**

**Absent: 2**

**Motion carries**

Mr. Brodinsky noted that some omissions are immaterial and others go straight to the core of the merits of the application. The tax returns go to the core of the financial case. We agreed on an automatic turn-back for missing tax returns. The Committee did agree to review other incomplete backup material on a case-by-case basis.

Mr. Bonamico asked if it is realistic to expect these applications to come back to us and if so, when. Mr. Brodinsky replied that the report goes to the Law Department, the Mayor's Office, and Council members. The Law Department is the liaison with the consultant. The Law Department could take it up and put it on a Council agenda or direct the consultant to follow up. It might take a while to come back to us.

## **Centerpiece Behavioral Health Services**

Mr. Bonamico gave an overview. The application addresses the mental and health impacts of COVID. They will use the funds for interns.

Committee comments on this application included:

- Thorough application
- This targets an important gap in care
- Don't see where the money is going.
- The itemization doesn't add up to the \$25,000 requested
- Proved they were negatively impacted by COVID
- Had a hard time with the budget
- Understand the need
- Training interns doesn't necessarily affect the business in the long term
- Hiring new people will bring income in
- Gross tripled since pre-pandemic so don't see ongoing financial hardship
- Plan seems to be to hire first and then look for customers
- There is a need for care for children
- There are less expensive training options
- Budget not realistic
- Yes, they were impacted, but they have bounced back.
- They will use the money to help them grow.

No second-round comments were made. Score sheets were handed in.

### **Total Scores:**

<b>Brodinsky:</b>	<b>44</b>	<b>Gross:</b>	<b>55</b>
<b>Bonamico:</b>	<b>85</b>	<b>McNamee:</b>	<b>40</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>56</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>60</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>45</b>

The average score is 58.75

### **Motion to recommend no further favorable action in the matter of Centerpiece Behavioral Health Services**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Gross**

**Abstention: Mr. Bonamico**

**Voice Vote: Unanimous with one abstention**

**Motion carries**

## **Body & Soul Day Spa**

Mr. Brodinsky gave an overview. This is a full-service day spa and salon. Based on the financials their net is up despite increases in the cost of goods sold. They received PPP money.

Committee comments on this application included:

- Bounced back to better than in 2019
- Significant drop during the pandemic
- Definitely impacted by COVID
- Without COVID where would they have been
- Significant health and cleaning protocols for this type of business
- Good explanation of the use of the money
- They did reduce employees, continuing staffing issues
- This type of business got destroyed during the pandemic
- Itemized budget
- Well thought out
- The project will insulate them from further impacts
- Supplies cost more now and inflation is higher
- Effects from COVID are far from over, their cash flow is still hurting

After second-round comments were made, score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>70</b>	<b>Gross:</b>	<b>60</b>
<b>Bonamico:</b>	<b>70</b>	<b>McNamee:</b>	<b>78</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>80</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>80</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>100</b>

The average score is 77.88

**Motion to recommend further favorable action in the matter of Body and Soul Day Spa, LLC in the amount of \$25,000.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Bonamico**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**

**Nays: 0**

**Recusal: 0**

**Absent: 2**

**Motion carries**



## Cheryl's Hair and Nails

Mr. Brodinsky gave an overview. Regarding the financials, he noted that the cost of goods sold is down in 2021 from 2019 but other expenses are up. Their net increased nicely from 2019 to 2021. He doesn't see a current adverse impact due to COVID. They did receive PPP.

Committee comments on this application included:

- One employee
- Net profit up each year
- Didn't make a strong case for an adverse negative impact
- All salons closed and had to make accommodations for COVID
- Proved impacted by COVID
- Lost revenue is lost revenue
- Not clear how the project will assist in the long-term recovery
- Not a strong application
- The narrative was different from what the tax returns show.
- No documentation for the project

No second-round comments were made. Score sheets were handed in.

### Total Scores:

<b>Brodinsky:</b>	<b>55</b>	<b>Gross:</b>	<b>55</b>
<b>Bonamico:</b>	<b>65</b>	<b>McNamee:</b>	<b>70</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>70</b>
<b>Fritz</b>	<b>75</b>	<b>Reynolds:</b>	<b>70</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>55</b>

The average score is **64.38**

### Motion to recommend no further favorable action in the matter of Cheryl's Hair and Nails

Made by: Mr. Brodinsky

Seconded by: Mr. Bonamico

### Vote:

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**

**Nays: 0**

**Recusal: 0**

**Absent: 2**

**Motion carries**

## **Langan Fashion LLC/Dynamite Designs**

Mr. Reynolds gave an overview. This is an event-based/boutique clothing business. They went from two full-time employees to one. The financials show they have not recovered. The PPP money they received equals what they lost. They are asking for \$25,000.

Committee comments on this application included:

- Thorough documentation
- This type of business experienced a hit during the pandemic
- The project will help them regain their footing.
- This is what the funds are for.
- Question on the budget justification
- A niche business and more vulnerable to things like the pandemic
- EIDL loan kept them going
- Timeline is reasonable
- They did a thorough job of explaining what the program is for.
- They were completely shut down during the pandemic
- Good pivot to reinvent the business

No second-round comments were made. Score sheets were handed in.

### **Total Scores:**

<b>Brodinsky:</b>	<b>82</b>	<b>Gross:</b>	<b>80</b>
<b>Bonamico:</b>	<b>94</b>	<b>McNamee:</b>	<b>90</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>90</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>85</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>90</b>

The average score is 87

**Motion to recommend further favorable action in the amount of \$25,000 in the matter of Langan Fashion LLC.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Reynolds**

### **Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**

**Nays: 0**

**Recusal: 0**

**Absent: 2**

**Motion carries**

## Body Temple Fitness

Mr. Brodinsky gave an overview. This is a gym and personal trainer business. These businesses had a tough time during the pandemic. The financials show they took big hits in gross and net. They were coming back a little in 2021. They received substantial aid through PPP and EIDL. This would make a difference for the business.

Committee comments on this application included:

- Yes, they received a lot of money, but some is a loan
- This is the type of business that really got hit
- Going through structural changes as the environment changed
- Been a mainstay in town for 13 years. Always at events.
- Plan to grow and replace equipment fit the long-term criteria
- The project includes hiring employees
- Thorough on the money he received
- Need more customers not more employees

No second-round comments were made. Score sheets were handed in.

### Total Scores:

<b>Brodinsky:</b>	<b>78</b>	<b>Gross:</b>	<b>88</b>
<b>Bonamico:</b>	<b>80</b>	<b>McNamee:</b>	<b>85</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>90</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>80</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>90</b>

The average score is 84.5

**Motion to recommend further favorable action for \$25,000 in the matter of Body Temple Fitness, LLC.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Bonamico**

### Vote:

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**

**Nays: 0**

**Recusal: 0**

**Absent: 2**

**Motion carries**

Mr. Brodinsky noted that Due Amichi Salon has come off the agenda.

**Academy of Dance and Music**

Mr. Gross gave an overview. The school has been there for 66 years. They have students and couldn't be in close contact during COVID. Regarding the financials, they were impacted by COVID but were making a profit in 2021. They will use the money to replace the roof and furnace. The rules allow for capital improvements.

Committee comments on this application included:

- Leasehold improvements are not the best use of the money
- Received PPP
- Do the improvements make the business stronger?
- Not sure how the roof will help grow the business
- They were impacted by COVID
- Proposed improvements are appropriate, infrastructure is justified
- Why haven't the repairs been done before?
- Estimates for the work are higher than their request.
- The project is important

After second-round comments score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>68</b>	<b>Gross:</b>	<b>75</b>
<b>Bonamico:</b>	<b>70</b>	<b>McNamee:</b>	<b>70</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>65</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>75</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>85</b>

The average score is **74.13**

**Motion to recommend further favorable action for \$25,000 in the matter of Academy of Dance and Music, LLC**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Gross**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**

**Nays: 0**

**Recusal: 0**

**Absent: 2**

**Motion carries**

**Julie Mardjekaj d/b/a 31 Hall Ave**

Mr. Gross gave an overview. The business has been there since 2004. He noted that the building has been for sale or rent. The proposed roof is a leasehold improvement and not COVID related.

Committee comments on this application included:

- Not a good fit for the criteria
- Poorly completed application
- Doesn't fit the criteria

No second-round comments were made. Score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>32</b>	<b>Gross:</b>	<b>45</b>
<b>Bonamico:</b>	<b>40</b>	<b>McNamee:</b>	<b>50</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>60</b>
<b>Fritz</b>	<b>35</b>	<b>Reynolds:</b>	<b>65</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>45</b>

The average score is 46.5

**Motion to recommend no further favorable action in the matter of Julie Mardjekaj d/b/a 31 Hall Ave.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Bonamico**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**

**Nays: 0**

**Recusal: 0**

**Absent: 2**

**Motion carries**

**Divinely Rooted Yoga Therapy and Pilates**

Ms. McNamee gave an overview. The business has been there for 4 years. Their request is for \$33,000. They had a significant loss during COVID. They are limited by space and had to close down. They want to create a group for youth for mental health and physical development. There is a need. The money is for advertising, teachers, cleaning supplies, and high-quality air purifier.

Committee comments on this application included:

- Fits the requirements
- Itemization for the budget is loose

- Proportionality issue – grant is greater than their current income
- Hiring teachers and assuming students will come is questionable.
- Don't think the financial problems have much to do with the pandemic.
- The maximum request is \$25,000

There was a suggestion to reduce the grant amount before scoring. A straw poll asked if would scores be different if the amount was reduced. The consensus was no, it would make no difference.

No second-round comments were made. Score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>35</b>	<b>Gross:</b>	<b>60</b>
<b>Bonamico:</b>	<b>75</b>	<b>McNamee:</b>	<b>75</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>80</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>65</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>68</b>

The average score is 67.88

**Motion to recommend no further favorable action in the matter of Divinely Rooted Yoga Therapy and Pilates**

**Made by: Mr. Brodinsky**  
**Seconded by: Mr. Reynolds**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**  
**Nays: 0**  
**Recusal: 0**  
**Absent: 2**

**Motion carries**

**Burton Tuning Solutions**

Ms. McNamee gave an overview. This is an Automotive Specialist who has been in business for four years. There is one employee who went on unemployment. They lost customers during the pandemic. Profits have increased in 2021. The funds would be used to purchase machinery and would increase the business. The request is for \$30,000.

Committee comments on this application included:

- Not clear explanation of equipment needs
- The new Specialty machinery would broaden his market
- Not sure if COVID is related to downtick
- Struggle with a noticeable uptick in income

- The business moved to Wallingford in 2020
- There are no financials from 2020.
- Justification shaky
- The net is turning around so not an ongoing hardship
- There was a decreased need for these services during COVID.
- This industry was impacted.

The eligibility requirements were checked to verify that it says that the business existed in January 2019 and is presently operational. The business being located in Wallingford is a separate eligibility criterion so moving to Wallingford in 2020 does not disqualify them.

No second-round comments were made. Score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>57</b>	<b>Gross:</b>	<b>60</b>
<b>Bonamico:</b>	<b>70</b>	<b>McNamee:</b>	<b>70</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>50</b>
<b>Fritz</b>	<b>70</b>	<b>Reynolds:</b>	<b>55</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>50</b>

The average score is 60.25

**Motion to recommend no further favorable action in the matter of Burton Tuning Solutions.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Bonamico**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**

**Nays: 0**

**Recusal: 0**

**Absent: 2**

**Motion carries**

**Cobra Automotive**

Ms. McNamee gave an overview. The business has been there for 24 years. They do high-performance restoration and vintage car construction. During COVID racing stopped and that was 60% of their business. They are changing their focus to classic car restoration. Their finances show they have come back a little. They received PPP and ERTC credits to maintain employees and staff. They want to purchase body shop equipment to support the new business model.

Committee comments on this application included:

- Itemized costs
- Switching business model to meet market and willing to put in some of the costs
- Liked the honesty
- Good application
- Kept on all employees
- This reflects that they pivoted well
- Fits the long-term effect on the business
- A bigger business
- Demonstrated the impact of COVID
- Not sure that \$25,000 will do anything
- They received aid to get back on their feet, so hard to see the link to the pandemic.

No second-round comments were made. Score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>55</b>	<b>Gross:</b>	<b>90</b>
<b>Bonamico:</b>	<b>recuse</b>	<b>McNamee:</b>	<b>85</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>70</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>80</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>95</b>

The average score is 80

**Motion to recommend further favorable action in the amount of \$25,000 in the matter of Cobra Automotive**

**Made by: Mr. Brodinsky**  
**Seconded by: Mr. Reynolds**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>recuse</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 7**  
**Nays: 0**  
**Recusal: 1**  
**Absent: 2**

**Motion carries**

**Cody's Barbershop**

Mr. Regan gave an overview. They were closed for seven months. This model is a rental of chairs. The revenue of those individuals is not quantified. Regarding the financials, the business recovered to 2019 levels but just barely. They are not fully recovered. The business moved recently. It is a viable business. The grant will be used for marketing, social media, furniture, and fixtures. The appropriateness of social media marketing for a barbershop was discussed.



Committee comments on this application included:

- They demonstrated the negative impact of the pandemic
- The proposed project will assist with long-term recovery.
- The plan is strong but light on details
- Timeline is reasonable
- The application is forthcoming
- Not clearly demonstrated for long-term recovery
- Proportionality, they are asking for \$25,000
- The new barber incentive is speculative
- The personal care industry was affected by the pandemic
- The project appears to be a temporary fix.
- If he was struggling before, that's not our mission to put him in a better position.

There was a suggestion to reduce the grant amount. After a discussion, there was no consensus to reduce the grant amount.

No second-round comments were made. Score sheets were handed in.

**Total Scores:**

<b>Brodinsky:</b>	<b>49</b>	<b>Gross:</b>	<b>60</b>
<b>Bonamico:</b>	<b>80</b>	<b>McNamee:</b>	<b>80</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>83</b>
<b>Fritz</b>	<b>85</b>	<b>Reynolds:</b>	<b>75</b>
<b>Glidden:</b>	<b>absent</b>	<b>Walsh:</b>	<b>85</b>

The average score is **74.63**

**Motion to recommend further favorable action in the amount of \$25,000 in the matter of Cody's Barbershop.**

**Made by: Mr. Brodinsky**

**Seconded by: Mr. Regan**

**Vote:**

<b>Brodinsky:</b>	<b>Yes</b>	<b>Gross:</b>	<b>Yes</b>
<b>Bonamico:</b>	<b>Yes</b>	<b>McNamee:</b>	<b>Yes</b>
<b>Fishbein:</b>	<b>absent</b>	<b>Regan:</b>	<b>Yes</b>
<b>Fritz</b>	<b>Yes</b>	<b>Reynolds:</b>	<b>Yes</b>
<b>Glidden:</b>	<b>Absent</b>	<b>Walsh:</b>	<b>Yes</b>

**Ayes: 8**

**Nays: 0**

**Recusal: 0**

**Absent: 2**

**Motion carries**

Mr. Brodinsky noted that the next meeting will focus on non-profits. The applications remaining on tonight's agenda will likely be moved to the March 1<sup>st</sup> meeting.

**ADJOURNMENT**

**Motion to adjourn at 9:35 pm**

**Made by Mr. Brodinsky**

**Seconded by Ms. Walsh**

**Vote: Unanimous**

Respectfully submitted,

Cheryl-Ann Tubby

Recording Secretary