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Columbia Economic Development Corporation

MINUTES
COLUMBIA ECONOMIC DEVELOPMENT CORPORATION
LOAN COMMITTEE
Tuesday, September 19, 2017
4303 Route 9
Hudson, New York

A regularly scheduled meeting of Columbia Economic Development Corporation's (CEDC) Loan Committee was held at their offices located at 4303 Route 9, Hudson, NY 12534 on September 19, 2017. Robert Sherwood, Acting Chairman, called the meeting to order at 1:02 pm.

Attendee Name	Title	Status	Arrived
Russell Bartolotta	Committee Member	Present	
Rick Bianchi	Committee Member	Present	
Triona Fritsch	Committee Member	Excused	
John Lee	Committee Member	Present	
James Mackerer	Chairman	Excused	
Bob Sherwood	Committee Member	Present	
Colin Stair	Committee Member	Excused	
Tony Jones	Committee Member	Present	
F. Michael Tucker	President/CEO	Present	1:13pm
Andy Howard	CEDC Attorney	Present	
Brandon Dory	Project Manager	Present	
Martha Lane	Business Development Specialist	Present	
Erin McNary	Bookkeeper	Present	
Edward Stiffler	Economic Developer	Present	
Carol Wilber	Marketing Director	Excused	
Lisa Draushuk	Administrative Supervisor	Present	

Minutes:

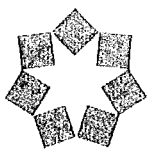
Mr. Jones made a motion, seconded by Mr. Bianchi to approve the minutes from the August 22, 2017 meeting. Carried.

Portfolio Review:

Ms. McNary reported no severe delinquencies. She stated a payment had been received from Primitive Twig. Nancyscans and Paul Calcagno had been contacted regarding their payments.

Copake General Store:

Ms. Lane stated the principal of the recently formed Copake General Store had purchased the former Copake Front Porch and was seeking \$50,000 for build out of the space and working capital. Ms. Lane



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suggested \$25,000 from CEDC loan funds with a 5% interest rate and \$25,000 from SBA funds with a 7% interest rate. The term on both loans would be 72 months and collateral would be a lien on all business assets, title to the personal vehicle and a personal guarantee from the principal. *Mr. Bianchi made a motion, seconded by Mr. Lee to recommend the loans to the full board conditioned on adding the principal's husband personal guarantee on both loans. Carried.*

Rekhoundzz:

Ms. Lane stated the applicant was requesting a \$2,000 SBA loan for working capital. The applicant hand mines quartz and other minerals, selling some as found and cutting others for use in the jewelry she makes for Etsy and craft fairs. The interest rate would be 7% for a term of 36 months with a lien on business and personal assets. *Mr. Jones made a motion, seconded by Mr. Bianchi, to approve the SBA loan as presented. Carried.*

The Pond:

Mr. Sherwood recused himself from the discussion stating the principal was a Kinderhook Bank client. The borrower has requested a modification of the existing loan. She proposes a lump sum payment of \$30,000, bringing the loan balance to \$100,000. She asked that the \$100,000 loan be re-written with the monthly payment under \$1,000 with a term of 10 years. Ms. Lane proposed rewriting the loan with a 10 year term, interest rate of 5% and a payment of \$750/month and a balloon payment of \$48,000. In the event the business and/or building is sold the loan would be fully repaid *Mr. Bartolotta made a motion, seconded by Mr. Bianchi to approve the loan modification as proposed. Carried.*

Loan Committee Evaluation:

Mrs. Drahushuk handed out copies of the Confidential Loan Committee self-evaluation summary for the Committee to review.

Other Business:

Mr. Tucker informed the Committee that Mr. Stiffler and Mr. Dory had completed a drive-through inspection of the Commerce Park, searching for issues with the covenants. He noted default letters had been sent to two property owners who had not fulfilled the terms of their purchase contracts.

Mr. Tucker updated the Committee on the Hudson DRI application progress. Ms. Lane stated Hudson – Athens Retail had closed on their loans, as had Brown's Car Sales.

With no further business to come before the committee and no public present, Mr. Jones made a motion, seconded by Mr. Lee, to adjourn the meeting. Carried.

The meeting adjourned at 1:55 p.m.

Respectfully submitted by Lisa Drahushuk