



# Choose Columbia

Columbia Economic Development Corporation

## **COLUMBIA ECONOMIC DEVELOPMENT CORPORATION NOTICE OF MEETING**

Please take notice that there will be a meeting of the Columbia Economic Development Corporation Loan Committee held on May 14, 2019 at 1:00pm at 4303 Route 9, Hudson, NY 12534 for the purpose of discussing any matters that may be presented to the Committee for consideration.

Dated: May 7, 2019

Sarah Sterling

Secretary, Columbia Economic Development Corporation

### **CEDC Loan Committee**

#### **Chairman:**

#### **Members:**

Rick Bianchi

Robert Sherwood

David Fingar

Sarah Sterling

John Lee

Brian Stickles

Seth Rapport

1. Minutes, April 16, 2019\*
2. Loan Request
  - a. Dirtworx\*
  - b. Germantown Beer Farm\*
  - c. Hudson Development Corporation\*
3. Portfolio Review
  - a. Monthly Loan Report\*
4. Public Comment

#### **Attachments:**

Draft April 16, 2019 minutes

Loan Requests:

Dirtworx

Germantown Beer Farm

Loan Report

\* Requires Approval

**DRAFT**



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**MINUTES  
COLUMBIA ECONOMIC DEVELOPMENT CORPORATION  
LOAN COMMITTEE  
Tuesday, April 16, 2019  
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 April 16, 2019. Brian Stickles, Acting-Chairman, called the meeting to order at 1:03 pm.

Attendee Name	Title	Status	Arrived/Departed
Rick Bianchi	Committee Member	Excused	
David Fingar	Committee Member	Excused	
John Lee	Committee Member	Present	
Seth Rapport	Committee Member	Present	
Bob Sherwood	Committee Member	Excused	
Sarah Sterling	Committee Member/Alternate	Present	
Brian Stickles	Committee Member/Alternate	Present	
F. Michael Tucker	President/CEO	Present	
Andy Howard	CEDC Attorney	Present	
Martha Lane	Business Development Specialist	Present	
Erin McNary	Bookkeeper	Excused	
Edward Stiffler	Economic Developer	Present	
Carol Wilber	Marketing Director	Excused	
Lisa Draushuk	Administrative Supervisor	Present	
Kayla Duntz	CEDC Intern	Present	

**Minutes:**

*Ms. Sterling made a motion, seconded by Mr. Lee to approve the minutes of the March 19, 2019 meeting. Carried.*

**Loan Request:**

**A Family Environment LLC:**

Ms. Lane presented the request from A Family Environment LLC. The request was for a \$13,500 CEDC Loan and a \$13,500 SBA loan, with an interest rate of 7.25% interest on both loans, each with a term of 60 months. The loans would be used to purchase equipment including an enclosed



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trailer, asbestos disposal bags, suits and masks and working capital. The collateral proposed was a first lien on all business assets and a personal guarantee of the principals. *Mr. Lee made a motion, seconded by Ms. Sterling to approve the loan conditional upon sufficient insurance coverage and all appropriate licenses' are obtained. Carried.*

### **Abraxas Tacos LLC:**

Ms. Lane stated the request was for a \$12,500 CEDC loan and a \$12,500 SBA loan. She stated the funds would be used to purchase furniture, fixtures, equipment and working capital. The terms would be 60 months for each loan with an interest rate of 7.25% on both loans. The collateral would be personal guarantees and a lien on all business assets. *Mr. Stickles made a motion, seconded by Ms. Sterling to approve the loan as presented. Carried.*

### **Hudson Development Corporation:**

Ms. Lane excused herself from the meeting. Mr. Tucker stated she had been elected to the Board of HDC and would not be present during the discussion. Mr. Tucker reminded the committee that a loan had previously been approved to acquire the CSX property for the redevelopment of the Kaz site. He noted the commitment had expired.

Mr. Tucker reviewed the current request for the Committee, noting it had been modified to a request for \$125,000 with an interest rate of 5% for 24 month term. The repayment would consist of interest only payments for 24 months with a balloon payment at the end of the term. If principal payments were to be made, the monthly interest payment and the balloon payment would be reduced on a pro-rata basis. The loan balance that remained unpaid at the end of the term would be amortized over 7 years at 5% interest.

Collateral would consist of a first mortgage on the CSX and the Kaz parcels, with an option of releasing the mortgage on the Kaz parcel upon the principal balance reaching \$75,000. HDC requested a loan draw in the amount of \$95,000 at the time of the CSX parcel purchase, with the balance able to be drawn down in \$10,000 increments upon written request after the loan commitment and the purchase contract are executed by CSX contingent upon outlined project costs. Six months of interest only payments would be held by CEDC as further security.

Mr. Rapport disclosed to the Committee he had recently served on the HDC Board and as President had developed the terms of the proposal with CSX. He stated the project had stalled after his leaving the organization. Ms. Sterling and Mr. Stickles stated they had also previously served on the HDC board. Mr. Tucker noted he had offered to administer HDC several years ago. The Committee discussed the request as it had been presented. *Ms. Sterling made a*



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*motion, seconded by Mr. Lee to refer the loan to the full board with the following conditions: holding twelve months of interest only payments; holding a first mortgage on the CSX and the Kaz properties until the loan is paid in full; resolve the title concern with the CSX property; reserve \$95,000 for the purchase of the property. Carried.*

## **Portfolio Review:**

Mr. Tucker stated Mr. Calcagno remained consistently a payment behind on his loan. Ms. Lane reported A Green Beauty was behind as they were currently out of the country, but would be mailing 2 checks; Fahari Bazaar was behind a month, and had just returned to the country from a buying trip. *Mr. Lee made a motion, seconded by Mr. Rapport to approve the report as presented. Carried.*

*With no other business to come before the Committee and no public comments, Mr. Lee made a motion, seconded by Ms. Sterling to adjourn the meeting. The meeting adjourned at 2:00 p.m.*

*Respectfully submitted by Lisa Drahushuk*



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## MEMORANDUM

**TO:** CEDC Loan Committee  
**FROM:** Martha E. Lane, Business Development Specialist  
**RE:** Loan Request  
**DATE:** May 6, 2019

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**Applicant:** Al Schulze, DBA Dirtworx  
93 County Route 10  
Germantown, NY 12526

**Amount:** \$17,000 SBA Microloan

**Purpose:** To purchase a truck with a plow for \$14,000 and pay off a lawn mower with a loan balance of \$2,890

**Interest Rate:** 7.25%

**Term:** 60 level monthly payments, fully amortized, of approximately \$339

**Collateral:** Title to truck; personal guarantee of principal

**Jobs:** Project is expected to retain on FT job and create one PT job



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## MEMORANDUM

**TO:** CEDC Loan Committee

**FROM:** Martha E. Lane, Business Development Specialist

**RE:** Loan Request

**DATE:** May 6, 2019

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**Applicant:** Germantown Beer Farm Ltd.  
332 County Route 6  
Germantown, NY 12526

**Amount:** \$30,000 SBA Microloan  
\$30,000 CEDC Loan

**Purpose:** To purchase materials, equipment, and supplies to expand operations, and for working capital

**Interest Rate:** 5.00% on the CEDC Loan  
7.00% on the SBA Microloan

**Repayment:** CEDC: 72 level monthly payments, fully amortized, of \$483.15  
SBA: 72 level monthly payments, fully amortized, of \$511.74

**Collateral:** Lien on all assets of Germantown Beer Farm Ltd. (with the exception of John Deere equipment); personal guarantee of principals

**Jobs:** Project is expected to retain two FT jobs and create one FT job

Trial Balance Report for CEDC Loan Fund for the Period 01/01/2019 - 04/30/2019  
By Funding Source  
(All transactions)

05/03/2019 12 15 PM

LoanID	Borrower	Close Date	Term	Rate	Loan Amount	Principal Balance	=== Cumulative Prints ===			=== Latest Prints ===			=== Periods		
							Principal	Interest	Escrow	Amount	Date	ONE	ONE+	TWO+	TH
1220-44	2 Dukes & a Princess	03/28/2018	72 mo	5.000	25,000.00	20,993.57	1,275.14	335.34		402.62	04/22/2019				
1220-41	41 Cross Street H...	12/13/2017	84 mo	5.000	75,000.00	75,000.00		1,250.00		312.50	04/29/2019				
1220-45	ACW Millwork & Ca...	06/20/2018	84 mo	5.000	50,000.00	44,900.24	2,078.12	748.56		706.70	04/22/2019				
1220-47	Alulia Woodworks	05/24/2018	60 mo	6.500	13,350.00	11,188.16	815.68	229.95		261.21	04/22/2019				
1220-40	Brown's Car Sales...	09/08/2017	60 mo	6.000	12,500.00	9,134.34	774.25	192.39		241.66	04/01/2019				
1220-06	Dyson, Inc.	09/02/2013	72 mo	3.000	32,045.12	1,932.91	1,918.92	28.60		486.88	04/25/2019				
1220-33	East Chatham Food...	08/04/2016	60 mo	7.250	15,000.00	8,423.71	50.90			8,474.61	02/08/2019				
1220-47b	Germentown Laundr...	09/14/2018	72 mo	5.000	25,000.00	23,182.38	918.34	289.70		402.68	03/11/2019				
1220-49	G.G. & G. Flower ...	10/10/2018	60 mo	5.000	15,000.00	13,653.25	904.69	227.59		283.07	04/11/2019				
1220-50	Hudson-Athens Ret...	09/13/2017	72 mo	5.000	25,000.00	19,075.19	1,315.06	297.42		402.62	04/22/2019				
1220-09	Hudson Cruises, Inc.	06/15/2014	240 mo	7.000	50,000.00	43,398.08	530.22	1,020.38		387.65	04/10/2019				
1220-10	J.E.M. Woodworkin...	06/01/2015	72 mo	6.500	32,066.98	13,103.39	1,785.44	370.72		539.04	04/10/2019				
1220-37	Les Collines	03/21/2018	60 mo	6.000	14,222.33	11,951.01	399.55	150.37		274.96	04/10/2019	274.96			
1220-13	Mario's Home Center	10/01/2009	120 mo	2.250	100,000.00	5,522.62	2,782.17	36.94		931.37	04/01/2019				
1220-51	Minna Goods, LLC	02/15/2019	72 mo	5.000	45,000.00	43,902.17	1,097.83	351.61		724.72	04/11/2019				
1220-36	Nick Jennings LLC	04/13/2017	60 mo	6.000	10,000.00	6,322.60	656.50	116.82		193.33	04/22/2019				
1220-16	Olde Hudson, LLC	12/02/2015	72 mo	7.750	40,000.00	20,062.24	2,244.84	541.00		696.46	04/22/2019				
1220-48	Old Klaverack Bre...	08/15/2018	60 mo	7.250	15,132.44	13,447.89	719.98	252.62		324.20	03/21/2019				
1220-19	Parr Inabar Corp	04/23/2013	72 mo	7.000	35,000.00	2,302.06	33.86			545.76	04/25/2019	0.11			
1220-18	Paul Calcagno, Jr...	12/15/2014	42 mo	7.000	60,000.00	9,611.88	3,477.96	243.10		1,257.02	04/08/2019	1,232.02	1,232.02	1,232.02	1,232.02
1220-21	Phoenix Services ...	05/01/2015	180 mo	5.000	128,698.92	95,688.55	7,368.10	1,702.86		5,000.00	04/24/2019				
1220-22	Ronnybrook Farm D...	02/06/2014	72 mo	7.500	25,000.00	4,199.74	1,577.54	151.46		432.25	04/22/2019				
1220-35	State 11 Distille...	02/24/2017	72 mo	5.250	25,000.00	16,492.84	1,683.56	344.09		405.53	04/11/2019				
1220-43	SUHB Enterprises, ...	10/13/2017	72 mo	5.000	25,000.00	19,405.73	1,300.86	309.62		402.62	04/22/2019				
1220-12	The Pond Restaurant	10/13/2017	120 mo	5.000	100,000.00	93,782.70	1,422.11	1,577.89		750.00	04/29/2019				
1220-53	Train Time Express...	04/19/2019	72 mo	7.250	22,500.00	22,500.00									
1220-46	Wandering Fool, LLC	06/28/2018	72 mo	5.000	25,000.00	21,935.44	1,255.08	355.40		402.62	04/25/2019				
1220-52	Willia's Bakery Ca...	04/17/2019	72 mo	5.000	30,000.00	30,000.00									
CEDC Loan Fund - CEDC-01: 28 loans						690,386.92	49,027.71	11,209.19		25,242.08		1,507.09	1,232.02	1,232.02	1,232.02
CEDC Loan Fund - 28 loans						1,070,515.79	49,027.71	11,209.19		25,242.08		1,507.09	1,232.02	1,232.02	1,232.02
<b>Report total: 28 loans</b>						1,070,515.79	49,027.71	11,209.19		25,242.08		1,507.09	1,232.02	1,232.02	1,232.02

Fund: CEDC Loan Fund, Subfund: CEDC-01

Trial Balance Report for SBA Loan Fund for the Period 01/01/2019 - 04/30/2019  
 By Funding Source  
 (All transactions)

05/03/2019 12 21 PM

LoanID	Borrower	Close Date	Term	Rate	Loan Amount	Principal Balance	Cumulative Pmts			Latest Pmts			Periods Paid		
							Principal	Interest	Escrow	Amount	Date	ONE	TWO+	THREE	
<b>Fund: SBA Loan Fund, Subfund: SBA RLF-03</b>															
1240-24a	D'Arcy Smith DBA ...	09/28/2017	36 mo	7.000	2,000.00	989.54	221.77	25.23		61.75	04/25/2019				
1240-13a	East Chatham Food...	08/04/2016	60 mo	7.250	20,000.00	11,231.51	67.86		11,299.37	02/11/2019					
1240-16a	EZ Foods of North...	08/31/2016	36 mo	7.250	9,000.00	2,751.08	176.49	103.51	280.00	04/05/2019					
1240-08a	J.E.M. Woodworkin...	06/01/2015	72 mo	7.500	25,000.00	10,343.37	1,447.72	281.28	432.25	04/10/2019					
1240-20a	State 11 Distille...	02/24/2017	72 mo	7.250	25,000.00	16,868.16	1,607.35	538.80	429.23	04/11/2019					
SBA Loan Fund - SBA RLF-03: 5 loans						81,000.00	30,952.15	1,016.68	12,502.60						
<b>Fund: SBA Loan Fund, Subfund: SBA RLF-04</b>															
1245-22a	A Green Beauty	10/18/2017	36 mo	7.250	5,000.00	2,844.72	673.40	101.40	154.96	04/25/2019					
1245-21a	Brown's Car Sales...	09/08/2017	60 mo	7.000	12,500.00	9,196.47	764.34	225.76	247.57	04/01/2019					
1245-05a	Dylson, Inc.	07/30/2013	72 mo	6.000	20,500.00	1,350.87	1,307.25	51.71	339.74	04/25/2019					
1245-23a	Hudson-Athens Ret...	09/13/2017	72 mo	6.000	25,000.00	19,204.33	1,300.63	356.65	414.32	04/22/2019					
1245-24a	Hudson Clothier	05/17/2018	72 mo	6.500	25,000.00	22,081.22	892.24	368.51	420.25	03/21/2019					
1245-18a	Nick Jennings LLC	04/13/2017	60 mo	7.000	5,000.00	3,206.35	316.60	79.44	99.01	04/22/2019					
1245-11a	Parr Inabar Corp	04/23/2013	72 mo	7.000	15,000.00	969.42	14.00		216.20	04/23/2019					
1245-12a	Ronnybrook Farm D...	02/06/2014	72 mo	7.500	25,000.00	4,177.79	1,599.49	129.51	432.25	04/22/2019					
SBA Loan Fund - SBA RLF-04: 8 loans						133,000.00	61,861.75	1,326.98	2,324.30						
<b>Fund: SBA Loan Fund, Subfund: SBA RLF-05</b>															
1250-25a	ACW Millwork & Ca...	06/20/2018	72 mo	7.000	25,000.00	22,099.90	1,192.99	511.93	426.23	04/25/2019					
1250-01a	Basillica Industr...	04/13/2016	60 mo	7.000	35,000.00	15,479.24	2,376.22	395.94	693.04	04/25/2019					
1250-02a	Black Forest Flam...	05/27/2014	60 mo	7.500	23,000.00	913.38	1,348.58	34.03	460.87	03/21/2019					
1250-26a	Germantown Laundr...	09/14/2018	72 mo	7.000	25,000.00	23,292.41	861.24	417.69	426.31	03/14/2019					
1250-27a	G.G. & G. Flower ...	10/10/2018	60 mo	7.000	15,000.00	13,707.41	872.33	315.75	297.02	04/11/2019					
1250-05a	Jim's Small Engin...	04/08/2015	60 mo	7.750	10,000.00	3,447.13	674.38	141.98	201.57	04/25/2019					
1250-24a	Oak Pizzeria Napo...	05/11/2016	60 mo	7.250	25,000.00	11,084.20	1,708.46	283.46	497.98	04/25/2019					
1250-07a	Olde Hudson, LLC	12/02/2015	72 mo	7.750	35,000.00	17,554.44	1,964.36	473.24	609.40	04/25/2019					
1250-10a	Talbot, Arding & ...	03/30/2016	72 mo	7.250	25,000.00	13,827.31	1,043.16	243.36	428.84	03/22/2019					
1250-12a	Verdigris Tea, LLC	09/09/2015	72 mo	7.750	30,000.00	13,761.01	1,718.59	370.77	522.34	04/11/2019					
SBA Loan Fund - SBA RLF-05: 10 loans						248,000.00	135,166.43	3,188.15	4,563.60						
<b>Fund: SBA Loan Fund, Subfund: SBA RLF-06</b>															
1250-17a	2 Dukes & a Princess	03/28/2018	72 mo	7.000	25,000.00	21,174.49	1,242.25	462.67	426.23	04/25/2019					
1250-19a	Alula Woodworks	05/24/2018	60 mo	6.500	13,350.00	11,200.64	803.61	242.43	261.21	04/25/2019					
1250-18a	Behida Dolic	04/23/2018	60 mo	6.500	15,000.00	12,375.86	893.67	280.29	293.49	04/25/2019					



Trial Balance Report for SBA Loan Fund for the Period 01/01/2019 - 04/30/2019  
 By Funding Source  
 (All transactions)

05/03/2019 12:21 PM

LoanID	Borrower	Close Date	Term	Rate	Loan Amount	Principal Balance	Cumulative Pmts			Latest Pmts			Periods Paid		
							Principal	Interest	Escrow	Amount	Date	ONE	TWO+	THREE+	
1250-16a	Fahari Bazaar	02/07/2018	48 mo	7.000	15,000.00	11,632.26	577.69	140.76		359.19	02/14/2019	ONE			359.19
1250-28a	Karyn Quilts	11/27/2018	48 mo	7.000	12,000.00	10,900.49	882.16	267.24		287.35	04/04/2019				
1250-30	Minna Goods, LLC	02/15/2019	72 mo	7.250	25,000.00	24,413.02	586.98	271.48		429.23	04/11/2019				
1250-15a	Primitive Twig	02/08/2018	36 mo	7.000	9,277.61	5,703.08	1,050.76	149.24		300.00	04/25/2019				
1250-29a	Serenity Wellness...	12/13/2018	36 mo	7.000	4,500.00	4,282.51	217.49	60.41		277.90	02/21/2019				
1250-13a	SUH6 Enterprises,...	10/13/2017	72 mo	7.000	25,000.00	19,694.65	1,227.42	477.50		426.23	04/25/2019				
1250-32a	Train Time Express...	04/19/2019	72 mo	7.250	22,500.00	22,500.00									
1250-20a	Wandering Fool, LLC	06/28/2018	72 mo	7.000	25,000.00	22,410.45	882.44	396.25		426.23	04/04/2019				
1250-31a	Willis Bakery Ca...	04/17/2019	72 mo	7.000	30,000.00	30,000.00									
SBA Loan Fund - SBA RLF-06: 12 loans						196,287.45	8,364.47	2,748.27		3,487.06					359.19
SBA Loan Fund: 35 loans						424,267.76	44,632.99	8,280.08		22,877.56					359.19
<b>Report total: 35 loans</b>						<b>424,267.76</b>	<b>44,632.99</b>	<b>8,280.08</b>		<b>22,877.56</b>					<b>359.19</b>