

Choose Columbia

Columbia Economic Development Corporation

COLUMBIA ECONOMIC DEVELOPMENT CORPORATION NOTICE OF MEETING

Due to public health and safety concerns related to COVID-19, the Columbia Economic Development Corporation Board will not be meeting in-person. In accordance with the Governor's Executive Order 202.1, the Tuesday, May 26, 2020 Board meeting will be held at **8:30 am via conference call, (CALL IN NUMBER 1-800-245-9874 ACCESS NUMBER 3180900)** and will be recorded with a transcript provided at a later date. The public will have an opportunity to hear the meeting live and provide comments. Comments can also be provided via email before and during the meeting to mtucker@columbiaedc.com. Please check the meeting agenda posted on the CEDC's website www.columbiaedc.com for further instructions to access the virtual meeting and for updated information.

Dated: May 19, 2020

Sarah Sterling, Secretary, Columbia Economic Development Corporation

CEDC Board of Directors Agenda

Members:

Ruth Adams	Derek Grout	Gary Spielmann
Russell Bartolotta	James Lapenn	Sarah Sterling
Jim Calvin	John Lee	Brian Stickle
Rick Cummings	Kenneth Leggett	Maria Lagana Suttmeier
Carlee Drummer	Carmine Pierro	
David Fingar	Seth Rapport	
Tish Finnegan	Richard Scalera	

1. Chairman's Remarks
2. Draft Minutes, April 28, 2020*
3. Treasurer's Report*
4. President/CEO Report
 - a. Columbia Comeback Update
5. Marketing Director's Report
6. Committee Reports
 - a. Loan Committee
 - i. Loan Portfolio Review*
 - ii. Business Development Specialist Report
 1. Rapid Recovery Loans
7. Public Comment

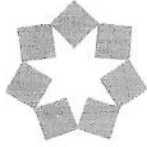
Attachments:

Minutes, April 28, 2020

Treasurer's Report

Portfolio Report

*Requires Approval



DRAFT

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Columbia Economic Development Corporation

MINUTES
COLUMBIA ECONOMIC DEVELOPMENT CORPORATION
Tuesday, April 28, 2020
One Hudson City Centre, Suite 301
Hudson, NY 12534

Due to public health and safety concerns related to COVID-19, the Columbia Economic Development Corporation Board will not be meeting in-person. In accordance with the Governor’s Executive Order 202.1, the Tuesday, April 28, 2020 Board meeting will be held 8:30am via conference call, (call in number 1-800-245-9874 access number 3180900) and will be recorded with a transcript provided at a later date. The public will have an opportunity to hear the meeting live and provide comments. Comments can be provided via email before and during the meeting to mtucker@columbiaedc.com. Please check the meeting agenda posted on the CEDC’s website www.columbiaedc.com for further instructions to access the virtual meeting and for updated information.

A regularly scheduled meeting of the Columbia Economic Development Corporation (CEDC) Board of Directors was held via conference call due to COVID-19 on April 28, 2020. The meeting was called to order at 8:38 a.m. by David Fingar, Chair.

Attendee Name	Title	Status	Arrived/ Departed
Ruth Adams	Board Member	Present via phone	
Russell Bartolotta	Board Member	Excused	
Jim Calvin	Vice-Chair	Present via phone	
Rick Cummings	Board Member	Present via phone	
Carlee Drummer	Board Member – Ex-Officio	Present via phone	Arrived 9:38am
David Fingar	Chair	Present via phone	
Tish Finnegan	Board Member	Excused	
Derek Grout	Board Member	Excused	
James Lapenn	Board Member	Present via phone	
John Lee	Board Member	Excused	
Kenneth Leggett	Board Member	Present via phone	
Carmine Pierro	Board Member – Ex Officio	Excused	
Seth Rapport	Board Member	Present via phone	
Richard Scalera	Board Member – Ex Officio	Present via phone	Departed 9:36am
Gary Spielmann	Board Member	Present via phone	
Sarah Sterling	Secretary	Present via phone	
Brian Stickles	Board Member	Excused	
Maria Suttmeier	Board Member	Excused	
Andy Howard	CEDC Attorney	Present via phone	
F. Michael Tucker	President/CEO	Present via phone	
Lisa Drahushuk	Administrative Supervisor	Present via phone	
Martha Lane	Business Development Specialist	Present via phone	
Erin McNary	Bookkeeper	Present via phone	
Ed Stiffler	Economic Developer	Present via phone	
Carol Wilber	Marketing Director	Present via phone	

Minutes:

Mr. Calvin made a motion, seconded by Mr. Lapenn to approve the March 31, 2020 minutes as presented. Carried.

Treasurer's Report:

Mr. Tucker reviewed the Treasurer's Report with the Board. He informed them the NYS funding for the Goat Grant had been received, and Mr. Stiffler was currently working on gathering the documents required for the submission of the Rail Trail grant reimbursement. Mr. Tucker discussed the anticipated deficit due an anticipated reduction in CEDC's contract with Columbia County due to State funding cuts to the County. *Mr. Cummings made a motion, seconded by Mr. Spielmann to approve the Treasurer's Report as presented. Carried.*

President/CEO Report:

Mr. Tucker stated the Executive Committee had met and approved signing the Berkshire Taconic Foundation Memorandum of Understanding for the Columbia County Business Continuity Grant Fund; the \$15,000 CEDC contribution to the Berkshire Taconic Foundation's Columbia County Business Continuity Fund Grant and the CEDC Paycheck Protection Plan application with Key Bank.

Mr. Tucker stated the Berkshire Taconic Foundation had raised \$190,000 in funds for the Business Continuity Grant Fund and nearly \$350,000 for the COVID-19 Emergency Response Fund. He noted 99 applicants were eligible. Ninety-three grants, in amounts between \$1,500, \$2,500 and \$3,250 were awarded by the independent Awards Committee. Additional grants will be made if funding is available. Mr. Tucker also stated that the Town of Germantown had asked CEDC to serve as the Fiscal Agent for its Business Relief Fund. That fund has received a separate \$25,000 in contributions to date to be used to assist business in that community exclusively. CEDC would be processing both the applications and payments.

Mr. Tucker stated he and Ms. Lane were working on the Rapid Recovery Loan Program. He stated the program would award low interest loans of up to \$15,000 to applicants who were in business two years and had 25 or fewer full-time employees with a personal guarantee from owners with a minimum credit score of 625.

Mr. Tucker stated CEDC had also agreed to serve as the fiscal agent for the Hudson Business Coalition's gift card fundraiser campaign. He noted gift cards would be sold with half the cost dedicated to a fund to assist Hudson merchants.

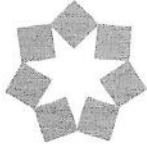
Finally, Mr. Tucker stated Board of Supervisors Chair Murell had asked Jeff Hunt of the Chamber of Commerce and himself to co-chair a committee to assist with the business aspect of a plan to re-open the County.

Marketing Director's Report:

Ms. Wilber reported on the updated social media, increased number of contacts, and website views over the past weeks due to the pandemic. Ms. Wilber stated the website was also being updated with new resources.

Committee Reports:

Mr. Fingar noted the Audit & Finance, the Governance & Nominating, the Loan and the Workforce and Education Committees had not met in the past month.



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Executive Committee:

Mr. Fingar asked the Board to ratify the Executive Committee's vote to approve CEDC's \$15,000 contribution to the Berkshire Taconic Foundation Business Continuity Fund. *Mr. Spielmann made a motion, seconded by Mr. Lapenn to approve the contribution as outlined. Carried.*

Mr. Fingar asked the Board to ratify the Executive Committee's vote directing Mr. Tucker to submit and sign an application for a \$75,000 Payroll Protection Program loan. Mr. Tucker explained that he was anticipating a loss of revenue from the loan programs, reduced membership and sponsorship revenue, as well as a reduction in the County's Services Agreement with CEDC due to the New York State budget cuts resulting from the COVID-19 pandemic. *Mr. Lapenn made a motion, seconded by Mr. Leggett to ratify the submission and signature of the application. Carried.*

Portfolio Report:

Ms. Lane stated Abraxas Tacos was 90 days delinquent. She noted the potential buyer of the business had decided against proceeding. She noted les collines was also in arrears but was hoping to get caught up. She noted there were several others 30 days in arrears. Ms. Lane stated the loans had been reviewed for personal guarantees and the likelihood of full repayment. She estimated she felt 35-40% would be unable to pay loans in full. She stated a written report would be completed in the future.

Ms. Lane reminded the Board all CEDC and SBA loans had been given 6 month deferrals. The SBA deferrals were being paid by the SBA, while the CEDC loans were having 6 months added to the end of their term. She stated she was obtaining signed statements from all CEDC loan holders. *Mr. Cummings made a motion, seconded by Mr. Leggett to approve the Portfolio Report as presented. Carried.*

Mr. Lapenn asked Mr. Tucker to give an update on the Career Jam and the Junior Career Leadership Institute apprenticeship. Mr. Tucker stated he had been in contact with the consultants hired to direct the program. Ms. Wilber stated the graduates of the Leadership program had been notified the apprenticeships are on hold until business is more stable.

With no other business to be conducted, and no public comment, Ms. Sterling made a motion, seconded by Mr. Rapport to adjourn the meeting. Carried. The meeting adjourned at 9:44am.

Respectfully submitted by Lisa Drahusiak

Columbia Economic Development Corp
Balance Sheet Prev Year Comparison
As of April 30, 2020

	<u>Apr 30, 20</u>	<u>Apr 30, 19</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1000-02 · Loan Community Ckg 648	6,631.23	116,252.87	-109,621.64	-94.3%
1100-07 · SBA Bank of Greene Cnty RLF #6	23,416.06	82,677.42	-59,261.36	-71.68%
1100-03 · SBA Bank of Greene Cnty RLF #5	39,433.41	107,522.83	-68,089.42	-63.33%
1100-02 · SBA Key-RLF #4	24,354.00	61,722.41	-37,368.41	-60.54%
1100-01 · SBA Key -RLF #3	74,810.90	42,747.97	32,062.93	75.01%
1100-10 · SBA Key- RLF #7	250,100.00	0.00	250,100.00	100.0%
Grants CASH				
Key - Germantown Grants	28,500.01	0.00	28,500.01	100.0%
Key - BTCF County Grant	138,440.00	0.00	138,440.00	100.0%
Total Grants CASH	166,940.01	0.00	166,940.01	100.0%
Checking and Savings				
Bank Accounts				
1000-00 · 1000 Checking -Key Bank	81,857.57	18,083.60	63,773.97	352.66%
1000-05 · Cash, TD Bank Checking	821.48	821.48	0.00	0.0%
1020-00 · Key Bank - SAVINGS	0.00	41,682.11	-41,682.11	-100.0%
1021-00 · Key Bank - Gold MM Savings	228,952.57	516,588.55	-287,635.98	-55.68%
1031-00 · BOGC - Reserve	212,732.60	261,416.44	-48,683.84	-18.62%
1032.00 · Berkshire Bank	151,774.47	0.00	151,774.47	100.0%
Total Bank Accounts	676,138.69	838,592.18	-162,453.49	-19.37%
LOAN Cash				
1020-01 · 1003-Community Svgs DM SC	750,634.66	848,475.56	-97,840.90	-11.53%
Total LOAN Cash	750,634.66	848,475.56	-97,840.90	-11.53%
SBA Cash				
1100-04 · Key Bank- LLR#3	21,086.86	21,070.76	16.10	0.08%
1100-05 · Key Bank- LLR #4	13,049.29	13,039.32	9.97	0.08%
1100-06 · Bank of Greene County LLR #5	39,993.48	39,764.50	228.98	0.58%
1100-08 · Bank of Greene County LLR #6	42,009.48	45,358.29	-3,348.81	-7.38%
1100-09 · Key Bank - LLR #7	37,600.00	0.00	37,600.00	100.0%
Total SBA Cash	153,739.11	119,232.87	34,506.24	28.94%
Total Checking and Savings	1,580,512.46	1,806,300.61	-225,788.15	-12.5%
Total Checking/Savings	2,166,198.07	2,217,224.11	-51,026.04	-2.3%
Other Current Assets				
Accounts Receivable	159,673.27	125,636.97	34,036.30	27.09%
Allowance for Bad debt SBA	-34,128.51	-36,441.73	2,313.22	6.35%
1251-15 · Prepaid expense	1,399.50	2,087.40	-687.90	-32.96%
Loans Receivable	218,397.91	384,411.62	-166,013.71	-43.19%
1270-01 · prepaid Exp	0.00	-323.40	323.40	100.0%
Total Other Current Assets	345,342.17	475,370.86	-130,028.69	-27.35%
Total Current Assets	2,511,540.24	2,692,594.97	-181,054.73	-6.72%
Fixed Assets				
Property & Capitalized Assets				
Total Fixed Assets	18,257.83	9,566.51	8,691.32	90.85%
Other Assets				
Allowance for Bad Debt Loans	-107,988.60	-85,705.32	-22,283.28	-26.0%
Comm. Pk Land Sale Recv.	19,409.30	28,491.69	-9,082.39	-31.88%
Grants Receivable	227,051.84	229,641.62	-2,589.78	-1.13%
CEDC-LF	1,226,743.08	730,243.08	496,500.00	67.99%

Columbia Economic Development Corp
Balance Sheet Prev Year Comparison
As of April 30, 2020

	Apr 30, 20	Apr 30, 19	\$ Change	% Change
2300 - Security Deposit	3,200.00	0.00	3,200.00	100.0%
Total Other Assets	1,368,415.62	902,671.07	465,744.55	51.6%
TOTAL ASSETS	<u>3,898,213.69</u>	<u>3,604,832.55</u>	<u>293,381.14</u>	<u>8.14%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	183,250.00	0.00	183,250.00	100.0%
2000-01 - *Accounts Payable	24,724.31	19,460.55	5,263.76	27.05%
Total Accounts Payable	207,974.31	19,460.55	188,513.76	968.7%
Other Current Liabilities				
2000-02 - Recruitment Exp - Due to RS	0.00	75.00	-75.00	-100.0%
Accrued Expenses	11,734.42	11,068.74	665.68	6.01%
Deferred Revenue	0.00	4,735.01	-4,735.01	-100.0%
Land Deposit	0.00	3,300.00	-3,300.00	-100.0%
Total Other Current Liabilities	11,734.42	19,178.75	-7,444.33	-38.82%
Total Current Liabilities	219,708.73	38,639.30	181,069.43	468.62%
Long Term Liabilities				
Debt Reserve	10,000.00	0.00	10,000.00	100.0%
Loans Payable to SBA	670,506.02	530,556.08	139,949.94	26.38%
Long term Deferrd Revenue	27,051.84	29,641.62	-2,589.78	-8.74%
Total Long Term Liabilities	707,557.86	560,197.70	147,360.16	26.31%
Total Liabilities	927,266.59	598,837.00	328,429.59	54.85%
Equity				
Invested in Capital Assets	13,532.83	9,926.51	3,606.32	36.33%
Net assets Restricted	397,708.51	292,231.89	105,476.62	36.09%
Unrestricted Net Position	2,583,157.71	2,691,647.87	-108,490.16	-4.03%
Net Income	-23,451.95	12,189.28	-35,641.23	-292.4%
Total Equity	2,970,947.10	3,005,995.55	-35,048.45	-1.17%
TOTAL LIABILITIES & EQUITY	<u>3,898,213.69</u>	<u>3,604,832.55</u>	<u>293,381.14</u>	<u>8.14%</u>

Columbia Economic Development Corp
Profit & Loss Budget vs. Actual
January through April 2020

	<u>Jan - Apr 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Administrative Revenue	11,333.34	11,666.64	-333.30	97.14%
Columbia County	153,333.34	153,333.33	0.01	100.0%
Grant Income **	0.00	15,000.00	-15,000.00	0.0%
Membership/Sponsorship	34,210.50	40,000.00	-5,789.50	85.53%
5900 · Interest Income	24,429.60	26,666.64	-2,237.04	91.61%
Other Income	210,293.62	8,043.20	202,250.42	2,614.55%
SBA Microloan T/A	39,581.77	40,000.00	-418.23	98.95%
Total Income	<u>473,182.17</u>	<u>294,709.81</u>	<u>178,472.36</u>	<u>160.56%</u>
Gross Profit	473,182.17	294,709.81	178,472.36	160.56%
Expense				
Grants Expense*	191,250.00			
Conferences and Training	198.00	2,500.00	-2,302.00	7.92%
Consulting -TSI	42,668.00	42,668.00	0.00	100.0%
Consulting Fees	23,411.54	10,000.00	13,411.54	234.12%
Direct Program Expenses	1,240.00	17,500.00	-16,260.00	7.09%
Facility	12,800.00	12,800.00	0.00	100.0%
5051 · Grant Exp.to CRC	5,000.00			
Insurance	3,000.55	3,500.00	-499.45	85.73%
SBA Interest Expense	73.01			
MicroBiz Expenses	12,305.57	10,816.64	1,488.93	113.77%
5200 · New Initiatives				
5200-B · COVID-19	6,734.50			
5200A · Workforce & Education	9,100.00			
5200 · New Initiatives - Other	9,210.00	25,000.00	-15,790.00	36.84%
Total 5200 · New Initiatives	<u>25,044.50</u>	<u>25,000.00</u>	<u>44.50</u>	<u>100.18%</u>
Office Expense				
5060-01 · Comp./Equip & Leasing & Maint.	9,438.06	5,366.64	4,071.42	175.87%
5060-02 · Telephone & Fax	1,761.14	1,333.36	427.78	132.08%
5060-03 · Internet	440.23	466.64	-26.41	94.34%
5060-04 · Office Supplies & Printing	1,399.01	3,333.36	-1,934.35	41.97%
5060-05 · Dues & Subscriptions	5,787.50	5,100.00	687.50	113.48%
5060-06 · Postage	300.00	166.68	133.32	179.99%
5060-08 · Web Site	2,361.25	1,666.64	694.61	141.68%
Total Office Expense	<u>21,487.19</u>	<u>17,433.32</u>	<u>4,053.87</u>	<u>123.25%</u>
Other Expenses	4,662.61	4,166.64	495.97	111.9%
Employer Expenses	121,177.76	137,839.60	-16,661.84	87.91%
Professional Fees	19,574.69	21,933.28	-2,358.59	89.25%
Public Relations/Marketing	12,740.70	12,408.19	332.51	102.68%
Total Expense	<u>496,634.12</u>	<u>318,565.67</u>	<u>178,068.45</u>	<u>155.9%</u>
Net Ordinary Income	<u>-23,451.95</u>	<u>-23,855.86</u>	<u>403.91</u>	<u>98.31%</u>
Net Income	<u>-23,451.95</u>	<u>-23,855.86</u>	<u>403.91</u>	<u>98.31%</u>

Columbia Economic Development Corp
Profit & Loss by Class
January through April 2020

Ordinary Income/Expense	1 Operating	SBA RLF-06	SBA RLF-05	SBA RLF-04	SBA RLF-03	2 Loan Fund	3 CDBG Fund	Total 4 SBA	TOTAL
Income									
Administrative Revenue	11,333.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,333.34
Columbia County	153,333.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	153,333.34
Membership/Sponsorship	34,210.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34,210.50
5900 - Interest Income	0.00	5,574.76	3,706.01	1,052.74	23.17	14,072.92	0.00	0.00	24,429.60
Other Income	206,324.56	342.83	112.23	11.80	16.16	0.00	3,336.63	149.41	210,293.62
SBA Microloan T/A	39,581.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	39,581.77
Total Income	444,783.51	5,917.59	3,818.24	1,064.54	39.33	14,072.92	3,336.63	149.41	473,182.17
Gross Profit	444,783.51	5,917.59	3,818.24	1,064.54	39.33	14,072.92	3,336.63	149.41	473,182.17
Expense									
Grants Expense*	191,250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	191,250.00
Bad Debt Writeoff	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Conferences and Training	198.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	198.00
Consulting -TSI	42,668.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	42,668.00
Consulting Fees	23,411.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23,411.54
Direct Program Expenses	1,240.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,240.00
Facility	12,800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,800.00
5051 - Grant Exp.to CRC	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Insurance	3,000.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.55
SBA Interest Expense	0.00	0.00	0.00	73.01	0.00	0.00	0.00	0.00	73.01
MicroBiz Expenses	12,305.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,305.57
5200 - New Initiatives	25,044.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,044.50
Office Expense	21,457.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	21,457.19
Other Expenses	4,397.61	0.00	0.00	60.00	0.00	235.00	0.00	0.00	4,692.61
Employer Expenses	121,177.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	121,177.76
Professional Fees	19,574.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,574.69
Public Relations/Marketing	12,740.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,740.70
Total Expense	496,266.11	0.00	0.00	133.01	0.00	235.00	0.00	0.00	496,634.12
Net Ordinary Income	-51,482.60	5,917.59	3,818.24	931.53	39.33	13,837.92	3,336.63	149.41	-23,451.95
Net Income	-51,482.60	5,917.59	3,818.24	931.53	39.33	13,837.92	3,336.63	149.41	-23,451.95

Loan, Current Outstanding Loan Portfolio & Reserve Account Balances - April 30 2020

CEDC Loan Fund	Bank Relationship	TYPE	Available to lend	Total Available	Total
	Community Bank	SV	-		
	Community Bank	SV	-		
	Community Bank	CK	6,631.00	6,631.00	
	Community Bank	CK	-		
	Community Bank	SV	750,635.00	750,635.00	
				757,266.00	
SBA Micro Loan Fund					
	Key Bank	RLF7	250,100.00		
	Key Bank	RLF3	74,811.00		
	Key Bank	RLF4	24,354.00		
	Bank of Greene County	RLF5	39,433.00		
	Bank of Greene County	RLF6	23,416.00	412,114.00	
	SBA - Available Funds		-	-	1,169,380.00
				412,114.00	
					1,445,141.00
					965,632.00
					479,509.00
					295,856.00
					367,673.00

Reserve Accounts	Bank Relationship	TYPE	Available	Total Reserves
CEDC Loan Fund			107,989.00	
SBA Loan Funds			34,129.00	142,118.00
SBA Loan Funds	Key Bank	LLR 3	21,087.00	
	Key Bank	LLR 4	13,049.00	
	Key Bank	LLR 7	37,600.00	
	Bank of Greene County	LLR 5	39,993.00	
	Bank of Greene County	LLR 6	42,009.00	153,738.00
				295,856.00
Water Tower Reserve			71,817.00	367,673.00

Columbia Economic Development Corporation									
Current Banking Relationships									
April									
		Total	Kinderhook	Key	Greene County	TD Bank	Berkshire		
Operations									
	Berkshire Bank	151,774.00						151,774.00	
	Bank of Greene County	212,733.00			212,733.00				
*	Key Bank	81,858.00		81,858.00					
	Key Bank	228,953.00		228,953.00					
Loan Fund									
	Community Bank	750,635.00	750,635.00						
	Community Bank	6,631.00	6,631.00						
SBA									
	Bank of Greene County	23,416.00			23,416.00				
	Bank of Greene County	42,009.00			42,009.00				
	Bank of Greene County	39,433.00			39,433.00				
	Bank of Greene County	39,993.00			39,993.00				
	Key Bank	74,811.00		74,811.00					
	Key Bank	21,087.00		21,087.00					
	Key Bank	24,354.00		24,354.00					
	Key Bank	13,049.00		13,049.00					
	Key Bank	250,100.00		250,100.00					
	Key Bank	37,600.00		37,600.00					
Micro Loan Program									
	TD Bank	821.00				821.00			
Total Deposits		1,999,257.00	757,266.00	731,812.00	357,584.00	821.00			151,774.00

Trial Balance Report for All Funds for the Period 01/01/2020 - 04/30/2020
By Funding Source
(All transactions)

05/11/2020 08:52 AM

LoanID	Borrower	Close Date	Loan Amount	Principal Balance	Cumulative Pmts		Latest Pmts		Periods Past Due						Total Past	Days Past
					Principal	Interest	Amount	Date	ONE	TWO+	THREE+	FOUR+	FIVE+	SIX+		
1250-10a	Talbot, Arding & ...	03/30/2016	25,000.00	9,216.94	1,470.34	245.02	428.84	04/30/2020								< 30
1250-60a	Tivoli Farm Inc.	12/16/2019	25,000.00	24,362.73	637.27	645.32	427.53	04/30/2020								< 30
1250-12a	Vertigris Tea, LLC	09/09/2015	30,000.00	8,370.59	1,843.27	246.09	522.34	04/30/2020								< 30
SBA Loan Fund - SBA RLF-05:13 loans																
			310,000.00	170,984.41	17,492.17	3,706.01	5,433.09									
Fund: SBA Loan Fund, Subfund: SBA RLF-05																
1250-17a	2 Dukes & a Princess	03/28/2018	25,000.00	17,423.12	1,279.66	425.26	426.23	04/30/2020								< 30
1250-99a	711 CR3 LLC	03/05/2020	30,000.00	29,810.72	189.28	322.19	511.47	04/30/2020								< 30
1250-35a	AbraxasTacos LLC	05/09/2019	12,500.00	11,146.91		250.13	250.13	04/30/2020								< 30
1250-36a	Albert Schulze, d...	05/23/2019	17,000.00	14,697.22	924.11	432.81	339.23	04/30/2020								< 30
1250-19a	Aluja Woodworks	05/24/2018	13,350.00	9,143.24	629.80	155.41	261.21	04/30/2020								< 30
1250-18a	Behide Dolic	04/23/2018	15,000.00	9,578.58	952.21	221.75	293.49	04/30/2020								< 30
1250-16a	Fahari Bazaar	02/07/2018	15,000.00	7,462.43	1,246.91	192.35	359.26	04/30/2020								< 30
1250-37a	Germentown Beer F...	06/07/2019	30,000.00	27,185.24	1,259.49	795.79	513.82	04/30/2020								< 30
1250-28a	Karyn Quilts	11/27/2018	12,000.00	8,128.87	944.54	204.86	287.35	04/30/2020								< 30
1250-30	Mimma Goods, LLC	02/15/2019	25,000.00	20,917.57	1,193.33	523.59	429.23	04/30/2020								< 30
1250-15a	Primitive Twig	02/09/2018	9,277.61		3,802.97	78.96	2,981.93	04/30/2020								< 30
1250-29a	Serenity Wellness...	12/13/2018	4,500.00		3,604.28			01/08/2020								< 30
1250-13a	SUHB Enterprises...	10/13/2017	25,000.00	15,836.30	1,316.16	388.76	426.23	04/30/2020								< 30
1250-32a	Train Time Expres...	04/19/2019	22,500.00	19,827.68	673.63	488.06	387.23	04/30/2020								< 30
1250-20a	Wandering Fool, LLC	06/28/2018	25,000.00	18,433.38	1,256.43	448.49	426.23	04/30/2020								< 30
1250-31a	Willa's Bakery Ca...	04/17/2019	30,000.00	26,427.57	888.06	646.35	511.47	04/30/2020								< 30
SBA Loan Fund - SBA RLF-06:16 loans																
			311,127.61	236,018.83	20,160.86	5,574.76	8,404.51									
SBA Loan Fund, 40 loans																
			758,627.61	479,509.39	44,073.10	10,356.68	16,768.92									
Report total: 72 loans																
			2,066,531.30	1,445,140.99	161,350.44	24,429.45	123,804.65		856.94	539.99	296.79	17.59			1,711.31	