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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 July 22, 2020 at 8:30am for the purpose of discussing any matters that may be presented to the Committee for consideration. This meeting will not be open to the public due to COVID-19, but they may attend and participate in the meeting via conference call. **Call in information: 800-245-9874 Access code 3180900.**

Dated: July 15, 2020

Sarah Sterling

Secretary

Columbia Economic Development Corporation

One Hudson City Centre, Suite 301, Hudson, NY 12534

CEDC Loan Committee

Chairman:

Members:

David Fingar

Seth Rapport

John Lee

Sarah Sterling

Kenneth Leggett

Brian Stickles

1. Minutes, March 25, 2020*
2. Loan Deferral Status Update
3. Portfolio Review
 - a. Monthly Loan Report*
4. Jackson's Loan Request*
5. Public Comment

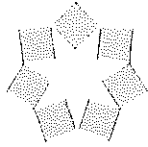
Attachments:

Draft March 25, 2020 minutes

Portfolio Report

Jackson's Loan Write up

* Requires Approval



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Meeting Minutes
COLUMBIA ECONOMIC DEVELOPMENT CORPORATION
LOAN COMMITTEE
Wednesday, March 25, 2020
One Hudson City Centre, Suite 301
Hudson, New York

A regularly scheduled meeting of Columbia Economic Development Corporation’s (CEDC) Loan Committee meeting was held via conference call due to the COVID-19 outbreak, on March 25, 2020. Mr. Lee, Acting-Chairman, called the meeting to order at 8:31am.

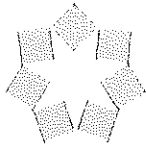
Attendee Name	Title	Status	Arrived
David Fingar	Committee Member	Present via phone	
John Lee	Committee Member	Present via phone	
Kenneth Leggett	Committee Member	Present via phone	
Seth Rapport	Committee Member	Excused	
Sarah Sterling	Committee Member	Present via phone	
Brian Stickles	Committee Member/Alternate	Present via phone	
F. Michael Tucker	President/CEO	Present via phone	
Andy Howard	CEDC Attorney	Present via phone	
Martha Lane	Business Development Specialist	Present via phone	
Erin McNary	Bookkeeper	Present via phone	
Edward Stiffler	Economic Developer	Present via phone	
Carol Wilber	Marketing Director	Present via phone	
Lisa Drahushuk	Administrative Supervisor	Present via phone	
Katherine Higgins	CEDC Consultant	Present via phone	
Kayla Duntz	CEDC Intern	Present via phone	

Minutes:

Mr. Lee asked for any questions or changes to the minutes of January 22, 2020. *Ms. Sterling made a motion, seconded by Mr. Fingar to approve the minutes as presented. Carried.*

Portfolio Review:

Mr. Tucker stated the report was clean. He stated Ms. Lane had reached out to the loan clients a week ago to communicate with them due to the pandemic. *Ms. Sterling made a motion, seconded by Mr. Fingar to recommend approval of the portfolio review to the full board. Carried.*



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KT Hair Studio LLC Loan Request:

Ms. Lane stated the request was for a \$19,000 microloan to be used for working capital, purchase equipment and pay for the space buildout. Ms. Lane proposed an interest rate of 7% over a seven year term. She stated \$5,000 would be provided to the principal at closing with the remainder to be drawn down as needed. Collateral would include a first lien on all business assets and accounts receivables.

Ms. Lane stated the salon had just opened when the Governor announced all non-essential businesses must be closed. Mr. Tucker stated he had received a determination from Empire State Development that a business could remain open if it was a one person business. Ms. Sterling asked if rate being offered should be lowered due to the new SBA loan being considered as part of the response to the pandemic. *Mr. Fingar made a motion, seconded by Mr. Leggett to approve the loan as outlined with the interest rate conditioned upon the SBA directed rates. Carried.*

State 11 Distillery:

Ms. Lane stated the business had a previous loan with CEDC that had paid off in 2019. She stated they were seeking a \$24,000 loan at 4% for a 6 year term. She noted CEDC currently had a second mortgage on the property and she would obtain 3 guarantees for the new loan. *Ms. Sterling made a motion, seconded by Mr. Leggett to approve the loan as presented. Carried.*

Hudson Home:

Ms. Lane stated the business was a longtime client who had applied for SBA disaster funds and was seeking \$24,000 to carry them through until the funding was received. The loan would have a 72 month term and an interest rate of 3.75%. The collateral would consist of a second mortgage and a lien on all business assets. *Ms. Sterling made a motion, seconded by Mr. Fingar to recommend the loan as presented to the full board. Carried.*

Ms. Lane stated she had received a call from one of the principals of Train Time Express. Both the principals had been laid off due to the pandemic. She stated she had given the principals a payment deferment. Ms. Lane and Mr. Tucker provided an update on the Abraxas Tacos loan to the Committee.

Mr. Tucker outlined the proposed “Swift Loan” Program to the Committee. He noted the program mimicked the Community Loan Fund program. He stated \$250,000 would be set aside for loans \$15,000 limit for terms of 5-7 years. The criteria would include credit score of 575-600 and personal guarantees. He noted additionally CEDC would be partnering with the Berkshire Taconic Foundation and administering a small grant program the foundation was forming.



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Mr. Tucker asked the Committee for their recommendation to full board to drawdown the available SBA funds. *Ms. Sterling made a motion, seconded by Mr. Leggett to approve the drawdown of the available \$250,000. Carried.*

Loan Deferral Policy:

Mr. Tucker stated he was waiting to see the language of the bill before any firm policy will be adopted.

With no further business, Ms. Sterling made a motion, seconded by Mr. Stickles to adjourn the meeting. Carried. The meeting adjourned at 9:25am.

Respectfully submitted by Lisa Drahushuk

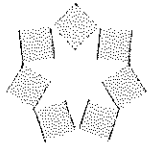
Portfolio Summary Report for All Funds -- ACTIVE ACCOUNTS

07/13/2020 02:17 PM

By Funding Source

(All transactions)

LoanID	Borrower	Close Date	Loan Amount	Principal Balance	Cumulative Pmts			Periods Past Due									
					Principal	Interest	Amount	Date	ONE	ONE+	TWO+	THREE+	FOUR+	FIVE+	SIX+	Days Past	
1250-10a	Talbot, Aiding &...	03/30/2016	25,000.00	8,468.98	16,531.62	5,339.22	428.84	06/22/2020									< 30
1250-60a	Tivoli Farm Inc.	12/16/2019	25,000.00	23,753.80	1,246.20	881.45	427.53	06/22/2020									< 30
1250-12a	Verdigris Tea, LLC	09/09/2015	30,000.00	7,491.01	22,568.99	7,204.39	522.34	06/22/2020									< 30
SBA Loan Fund - SBA RLF-05: 13 loans																	
Fund: SBA Loan Fund, Subfund: SBA RLF-05					161,877.76	43,577.00	5,707.91										
1250-17a	2 Dukes & a Princess	03/29/2018	25,000.00	15,488.97	9,513.33	3,273.57	426.23	07/07/2020									< 30
1250-99a	711 CR3 LLC	03/05/2020	30,000.00	29,089.00	911.00	623.41	511.47	06/22/2020									< 30
1250-36a	Albert Schulze, d...	05/23/2019	17,000.00	14,172.14	2,827.86	1,242.90	339.23	06/22/2020									< 30
1250-19a	Albia Woodworks	05/24/2016	13,350.00	8,718.73	5,119.44	1,586.09	261.21	06/22/2020									< 30
1250-18a	Behlida Dolic	04/23/2018	15,000.00	9,094.06	5,905.94	1,724.80	293.49	06/22/2020									< 30
1250-19a	Feharf Bezaar	02/07/2018	15,000.00	6,829.13	8,170.87	1,897.96	359.26	06/22/2020									< 30
1250-37a	Germanatown Beer F...	06/07/2019	30,000.00	26,432.06	3,567.94	2,084.08	513.82	06/22/2020									< 30
1250-28a	Karyn Quilts	11/27/2016	12,000.00	7,647.61	4,352.39	1,107.26	287.35	06/22/2020									< 30
1250-30	Minna Goods, LLC	02/16/2019	25,000.00	20,310.04	4,689.96	2,177.72	429.23	06/22/2020									< 30
1250-13a	SUH6 Enterprises...	10/13/2017	25,000.00	14,735.43	10,264.57	3,801.02	426.23	06/22/2020									< 30
1250-32a	Train Time Express...	04/19/2019	22,500.00	19,260.51	3,239.49	1,794.50	387.23	06/22/2020									< 30
1250-20a	Wandering Fool, LLC	06/29/2018	25,000.00	17,362.90	7,637.10	3,018.65	426.23	06/22/2020									< 30
1250-31a	Willia's Bakery Ca...	04/17/2019	30,000.00	25,671.38	4,328.62	2,320.49	511.47	06/22/2020									< 30
SBA Loan Fund - SBA RLF-06: 13 loans																	
Fund: SBA Loan Fund, Subfund: SBA RLF-06					214,811.36	70,528.51	26,652.45	5,172.45									
SBA Loan Fund - SBA RLF-07: 4 loans																	
Fund: SBA Loan Fund, Subfund: SBA RLF-07					60,000.00	60,000.00	15,000.00	15,000.00									
1250-52	IMBY, Inc.	06/26/2020	15,000.00	15,000.00													< 30
1250-50	Micoosa Enterpris...	06/04/2020	15,000.00	15,000.00													< 30
1250-53	Romber Works, LLC	06/19/2020	15,000.00	15,000.00													< 30
1250-51a	Tivoli Farm #2	06/11/2020	15,000.00	15,000.00													< 30
SBA Loan Fund - SBA RLF-07: 4 loans																	
Fund: SBA Loan Fund, Subfund: SBA RLF-07					60,000.00	60,000.00	15,000.00	15,000.00									
SBA Loan Fund: 38 loans																	
Fund: SBA Loan Fund, Subfund: SBA RLF-07					755,350.00	505,239.40	251,600.47	79,751.34	12,668.22								
Report total: 66 loans																	
Fund: SBA Loan Fund, Subfund: SBA RLF-07					1,801,753.69	1,357,002.00	445,236.26	178,818.59	31,369.00	966.99	274.96	274.96					



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MEMORANDUM

TO: CEDC Loan Committee

FROM: Martha E. Lane, Business Development Specialist

RE: Loan Request

DATE: July 13, 2020

Applicant: Quality Q Holdings LLC
14 State Route 9H
Claverack, NY 12513

Amount: \$50,000: \$35,000 SBA Microloan and \$15,000 CEDC Loan

Purpose: Inventory purchases, equipment purchases, build out and working capital

Interest Rate: 3.75% on SBA Microloan; 3.75% on CEDC Loan

Repayment Terms: SBA loan: 72 level monthly payments, fully amortized, of approximately \$544; for the first six (6) months of the loan term, payments of principal and interest shall be made by the Small Business Administration (SBA), thereafter, all payments of principal and interest shall be made by Borrower.

CEDC loan: 72 level monthly payments, fully amortized, of approximately \$233

Security: Lien on business assets; personal guaranty of owners