

## 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, November 24, 2020 Board meeting will be held via ZOOM <a href="https://us02web.zoom.us/j/83957474374?pwd=dDBnYS9JWFhsSm5OVWY3eWFQc3htUT09">https://us02web.zoom.us/j/83957474374?pwd=dDBnYS9JWFhsSm5OVWY3eWFQc3htUT09</a> Meeting ID: 839 5747 4374 Passcode: 464999 Call in number: 1 929 205 6099, Meeting ID Number 839 5747 4374 The meeting 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 <a href="mailto:mtucker@columbiaedc.com">mtucker@columbiaedc.com</a>. Please check the meeting agenda posted on the CEDC's website <a href="www.columbiaedc.com">www.columbiaedc.com</a> for further instructions to access the virtual meeting and for updated information.

Dated: November 17, 2020, Sarah Sterling, Secretary, Columbia Economic Development Corporation

#### CEDC Board of Directors Agenda

#### Members:

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Ruth Adams	Tish Finnegan	Seth Rapport
Russell Bartolotta	Derek Grout	Richard Scalera
Collin Brown	James Lapenn	Gary Spielmann
Jim Calvin	John Lee	Sarah Sterling
Rick Cummings	Kenneth Leggett	Brian Stickles
Carlee Drummer	Eric Mortenson	
David Fingar	Carmine Pierro	

- 1. Chairman's Remarks
- 2. Draft Minutes, October 27, 2020\*
- President/CEO Report
  - a. Treasurer's Report\*
  - b. Current Project Update
    - i. Hudson City Tourism Board Initiative Update
    - ii. City of Hudson/Galvan Grant & Loan Initiative
    - iii. Empire State Development Loan Initiative
    - iv. Broadband School District Initiative
- 4. Committee Reports
  - a. Audit and Finance Committee (No November meeting)
  - b. Executive Committee Report
  - Governance and Nominating
    - i. Charter Review\*
  - d. Loan Committee
    - i. Business Development Specialist Report
      - 1. Rapid Recovery Loans
      - 2. Loan Portfolio Review\*
      - Loan Writeoffs
        - a. TrainTime Express\*
        - b. Les collines\*
        - c. Angello's
  - e. Workforce and Education Committee
- 5. Marketing Director's Report
- Public Comments

#### Attachments:

Draft Minutes October 27<sup>th</sup> Treasurer's Report Portfolio Report

\*Requires Approval





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#### MINUTES

#### COLUMBIA ECONOMIC DEVELOPMENT CORPORATION

Tuesday, October 27, 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 October 27, 2020 Board meeting will be held at 8:30am via ZOOM,

https://us02web.zoom.us/j/87219840214?pwd=Smdsdmc2UHBNUmM4YUN2bEpXa0x3Zz09

Meeting ID: 872 1984 0214, Passcode: 163313, One tap mobile: +19292056099,,87219840214#

Call in number: 1 929 205 6099 US (New York), Meeting ID: 872 1984 0214 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 <a href="mailto:mtucker@columbiaedc.com">mtucker@columbiaedc.com</a>. Please check the meeting agenda posted on the CEDC's website <a href="www.columbiaedc.com">www.columbiaedc.com</a> 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 ZOOM Meet due to COVID-19 on October 27, 2020. The meeting was called to order at 8:30 a.m. by David Fingar, Chair.

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



#### Chairman's Remarks:

Mr. Fingar informed the Board that Ed Stiffler had tendered his resignation. Mr. Tucker read a resolution honoring him for his 17 years of service to CEDC. Mr. Calvin made a motion, seconded by Ms. Sterling to approve the resolution as presented. Carried. Mr. Stiffler thanked the board and staff for their support over the past 17 years.

#### Minutes:

Mr. Calvin made a motion, seconded by Mr. Lapenn to approve the September 29, 2020 minutes as presented. Carried.

#### Treasurer's Report:

Mr. Tucker reviewed the Treasurer's Report. He noted a meeting with the auditors would be held later today as a first step on the 2020 audit. He was projecting a loss of \$92,000 for the year without the PPP money. Including the funds it would be a \$25,000 loss. *Mr. Cummings made a motion, seconded by Mr. Spielmann to approve the Treasurer's Report as presented. Carried.* 

#### 2021 Budget:

Mr. Tucker reviewed the proposed 2021 budget with 2 additional options. He noted the "A" budget was a budget with no cuts and the others included cuts in certain areas. He noted he recommended the salary line not be cut due to the current workload with a reduced staff. He stated that issue was currently under review. He stated he would get back to the Board regarding the issue.

#### President/CEO Report:

Mr. Tucker reviewed the county statistics for unemployment, noting September the county was at 4.5% unemployment down from the 10.3% in April. He noted it isn't clear if the numbers reflect those whose unemployment has expired, who remain unemployed. Mr. Tucker reviewed the county home sales statistics.

#### **Hudson City Tourism Board Initiative Update:**

Mr. Tucker stated seven or eight of the approximately 18 proposed projects had been completed and approved for final payments. Approximately \$180,000 was distributed on behalf of the City Tourism Board. He noted the proposal had originally contained a loan component, but there were no loans outstanding.

#### City of Hudson/Galvan Grant & Loan Initiative:

He stated Galvan had sent \$100,000 to CEDC for grants. He noted to date, CEDC had distributed \$96,500 funds to 13 awardees, retaining \$3,440 administrative fee. He stated all the distributions had been completed and followup reporting would be done in March by CEDC staff. On the loan initiative, a draft proposal has been developed. It is expected that not more than \$250,000 will be needed for the loan program. He stated he was suggesting \$750 per loan closing with an annual fee of \$100 - \$150 per loan for servicing.

#### **Empire State Development Loan Initiative:**

The City of Hudson designated \$100,000 of their DRI award to HDC for a Women, Minority, Veteran business center to provide grants. CEDC has been asked to administer. It is a \$100,000 fund and CEDC would be paid \$10,000 to administer the fund. The funds can only be used for capital projects within the Bridge District and only for a Women, Minority or Veteran owned business. He noted there were few businesses that will qualify.

#### **Broadband - School District Initiative:**

Mr. Tucker reported to the Board of Supervisors sub committees that CEDC had initiated a conversation to see what CEDC could do to assist with the issue of internet access for some of the school children in the county school districts. School districts have identified gaps in service. He stated Verizon has hotspots available for \$50 plus a \$40 monthly service fee, totaling approximately \$500 per location. Berkshire Taconic has donors for \$10,000. He stated he had submitted a \$3,000 Verizon grant application. He has had conversations with the Hudson River Bank and Trust Foundation, Columbia Opportunities and the SPARK of Hudson. The County





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had requested CEDC contribute \$10-\$15,000 to the project. He stated Berkshire Taconic Foundation had stated they had several additional donors who had expressed a desire to participate.

#### SBA Annual Review:

Mr. Tucker briefly reviewed the annual review stating it had gone well.

#### **CEDC Annual Report:**

He thanked Ms. Wilber for her efforts and thanked Dr. Drummer for her keynote. He noted the link to the event's recording was on the website. He thanked the event sponsors.

#### **Committee Reports:**

#### Audit & Finance Report:

#### 2021 Budget:

Mr. Lee stated the Committee reviewed the budget proposals presented by Mr. Tucker to the Board. He stated the Committee recommended adopting a full budget understanding that it may need to be adjusted. Mr. Lapenn made a motion, seconded by Mr. Cummings to approve the 2021 budget option A as presented by the Audit and Finance Committee. All voted in favor, with the exception of Ms. Sterling who abstained from the vote due to her role as County Supervisor.

#### **Investment Policy Revision:**

Mr. Lee noted there was one change on the Investment Policy. He noted we closed the TD Banknorth account and needed to remove that bank from the current policy. Mr. Fingar made a motion, seconded by Mr. Spielmann to approve the report as changed. Carried.

#### **Executive Committee:**

Mr. Fingar noted the Committee had not met in the past month, but would be meeting tomorrow.

#### Governance & Nominating Committee:

Mr. Fingar noted the Committee had not met in the past month.

#### Loan Committee:

Mr. Fingar noted the Loan Committee had not met in the past month.

#### **Business Development Specialist Report:**

#### Rapid Recovery Loans:

Ms. Lane stated she had received no further Rapid Recovery Loan applications, noting the total remained at 7 loans for a total of \$105,000.

#### Loan Portfolio Review:

Ms. Lane stated there were two clients to address on the Loan Portfolio Report. She anticipates les collines would be brought to the Loan Committee in November with a recommendation to write off the loan, as would Train Time Express. She noted 30 loans had closed in 2020 to date. Ms. Lane stated the Microbusiness class was going well on Zoom. Mr. Cummings made a motion, seconded by Mr. Spielmann to approve the Portfolio Review, Carried.



#### Workforce and Education:

Mr. Fingar stated the Committee had not met in the last month. Mr. Lapenn encouraged the board to review the press release regarding the Junior Career Leadership. Mr. Tucker stated CEDC has been working with Questar, Columbia Greene Community College, the Columbia and Greene County Chambers of Commerce boards and the Workforce Investment Board on a hospitality micro-certificate program inspired by the City of Hudson's IDA 620 Hudson House project.

Ms. Wilber gave an update of the Junior Career Institute. She noted there was a core group of 14 students in the program, 4 from Columbia County. She outlined the program and gave an overview of the changes due to the Zoom format.

#### Marketing Director's Report:

Ms. Wilber stated 2 additional memberships had been received. She stated she continued work on the CEDC website.

Mr. Tucker discussed utility scale solar projects. He stated 5-6 projects have been proposed in the County. He stated he would be sharing several articles as well as several letters requesting CEDC take no position or oppose the projects. He noted the siting board was state appointed. He explained the status on the Copake project.

With no other business to be conducted, and no public comment, Mr. Grout made a motion, seconded by Mr. Cummings to adjourn the meeting. Carried. The meeting adjourned at 9:24am.

Respectfully submitted by Lisa Drahushuk

2:29 PM 11/04/20 Accrual Basis

#### Columbia Economic Development Corp Balance Sheet Prev Year Comparison

As of October 31, 2020

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	Ool 31, 20	Oct 31, 19	\$ Change	% Change
SSETS				
Current Assets				
Checking/Savings				
Checking and Savings				
Operating Bank Accounts				
1000-00 · Checking -Key Bank	79,629.11	72,609.32	7,019.79	9.67%
1000-05 · Cash, TD Bank Checking	0.00	821.48	-821.48	-100.0%
1021-00 · Key Bank - Gold MM Savings	403,304.11	483,552.95	-80 <sub>1</sub> 248.84	-16.6%
1032.00 · Berkshire Bank	153,261.80	150,276.99	2,984.81	1.99%
1001-00 · Key - PPP/EIDL Account	20,201.40	0,00	20,201.40	100.0%
Total Operating Bank Accounts	656,396.42	707,260.74	-50,864,32	-7.19%
Loan SBA Cash Accounts				
1100-01 · SBA Key - RLF #3	75,173.97	58,724.11	16,449.86	28.01%
1100-02 · SBA Key - RLF #4	20,619.22	58,576.21	-38,056.99	-64.97%
1100-03 · SBA Bank of Greene Cty - RLF #5	44,223.20	94,426,30	-50,203.10	-53.17%
1100-07 · SBA Bank of Greene Cty - RLF #6	42,973.15	34,737,75	8,235.40	23.71%
1100-10 · SBA Key - RLF #7	25,718.50	100.00	25,618,50	25,618.5%
Total Loan SBA Cash Accounts	208,608.04	246,564.37	-37,956.33	-15,39%
Loan CEDC Cash Accounts				
1000-02 · Loan Community Ckg 648	52,019.26	21,575.74	30,443.52	141.1%
1020-01 · 1003-Community Svgs DM SC	731,900.16	716,956.34	14,943.82	2.08%
Total Loan GEDC Cash Accounts	783,919.42	738,532.08	45,387.34	6.15%
Grants Cash Accounts				
Key - BTCF County Grant	18,414.47	0.00	18,414.47	100.0%
Total Grants Cash Accounts	18,414.47	0.00	18,414.47	100.0%
Reserve SBA Cash Accounts				
1100-04 · Key Bank - LLR #3	21,088.98	21,078.73	10.25	0.05%
1100-05 · Key Bank - LLR #4	13,050.60	13,044,26	6.34	0.05%
1100-06 · Bank of Greene County - LLR #5	40,036.94	39,884.61	152,33	0.38%
1100-08 · Bank of Greene County - LLR #6	42,055.13	45,495,28	-3,440.15	-7.56%
1100-09 · Key Bank - LLR #7	37,600.00	100.00	37,500.00	37,500.0%
Total Reserve SBA Cash Accounts	153,831.65	119,602.88	34,228.77	28,62%
Reserve CEDC Cash Accounts				
1031-00 · BOGC - Reserve	212,963.79	212,153.48	810.31	0.38%
Total Reserve CEDC Cash Accounts	212,963.79	212,153.48	810.31	0.38%
Total Checking and Savings	2,034,133.79	2,024,113.55	10,020.24	0.5%
Total Checking/Savings	2,034,133,79	2,024,113.55	10,020.24	0.5%
Other Current Assets				
Accounts Receivable	48,705.97	93,450.50	-44,744.53	-47.88%
1251-16 · Prepaid expense	0.00	764,40	-764.40	-100.0%
Loans Receivable	643,386.35	434,227.03	209,159.32	48.17%
CEDC - Loan Funds	945,345.75	958,104.79	-12,769.04	-1.33%
Total Other Current Assets	1,637,438.07	1,486,546.72	150,891.35	10.15%
Total Current Assets	3,671,671.86	3,510,660.27	160,911.59	4,58%

2:29 PM 11/04/20 Accrual Basis

# Columbia Economic Development Corp Balance Sheet Prev Year Comparison

As of October 31, 2020

				All the same of th
	Oct 31, 20	Oct 31, 19	\$ Change	% Change
Fixed Assets	<b>*****</b>			
Property & Capitalized Assets	19,767,83	14,392.85	5,374.98	37.35%
Total Fixed Assets	19,767.83	14,392.85	5,374.98	37.35%
Other Assets				
Comm. Pk Land Sale Recv.	19,409.30	19,409.30	0.00	0.0%
Grants Recelvable	227,051.84	227,051.84	0.00	0.0%
Allowance for Bad Debt Loans	-141,381.95	-124,918.11	-16,463.84	-13.18%
2300 · Security Deposit	3,200.00	3,200.00	0.00	0.0%
Total Other Assets	108,279.19	124,743.03	-16,463.84	-13.2%
TOTAL ASSETS	3,799,618.88	3,649,796.15	149,822.73	4.11%
LIABILITIES & EQUITY				
Liabilities				•
Current Liabilities				
Accounts Payable				
2000-01 · *Accounts Payable	11,503,69	11,318,59	185.10	1.64%
Total Accounts Payablo	11,503.69	11,318.59	185.10	1.64%
Other Current Liabilities	•			
Accrued Expenses	17,207.80	24,000.72	-6,792.92	-28.3%
2009 · Loan payable - PPP	68,700.00	0,00	68,700.00	100.0%
Deferred Revenue	61,333.34	81,170.31	~19,836.97	-24.44%
Land Deposit	0.00	3,300,00	-3,300,00	-100.0%
<b>Total Other Current Liabilities</b>	147,241.14	108,471.03	38,770.11	35.74%
Total Current Liabilities	158,744.83	119,789.62	38,956.21	32.52%
Long Term Liabilities				
2010 · Loan payable - EIDL	105,900.00	0.00	105,900.00	100.0%
Loans Payable to SBA	615,438,51	475,544.86	139,893,65	29.42%
Debt Reserve	10,000,00	10,000.00	0.00	0.0%
Long term Deferrd Revenue	27,051.84	27,051.84	0.00	0.0%
Total Long Term Liabilities	758,390,35	512,596.70	246,793,65	47.95%
Total Liabilities	917,135.18	632,386.32	284,748.86	45.03%
Equity				
Invested in Capital Assets	19,767.83	14,392.85	5,374.98	37.35%
Net assets Restricted	397,708.51	389,797.97	7,910.54	2.03%
Unrestricted Net Position	2,576,922.71	2,589,615.45	-12,692.74	-0.49%
Net Income	-111,915,35	23,603.56	-135,518.91	-574.15%
Total Equity	2,882,483.70	3,017,409.83	-134,926.13	-4.47%
TOTAL LIABILITIES & EQUITY	3,799,618.88	3,649,796.15	149,822.73	4.11%

#### Columbia Economic Development Corp Profit & Loss Budget vs. Actual

January through October 2020

	Jan - Oct 20	Budget	\$ Over Budget	% of Budget
Ordinary income/Expense				
Income				
Administrative Revenue	31,773,34	29,166.66	2,606.68	108.94%
Columbia County	329,666.66	383,333,33	-53,666,67	86,0%
Grant Income **	2,625.00	15,000.00	-12,375,00	17.5%
Membership/Sponsorship	40,635,50	70,000.00	-29,364.50	58,05%
5900 · Interest Income	47,274.46	66,666.66	-19,392.20	70.91%
Other Income	362,842,22	20,976.63	341,865.59	1,729.75%
SBA Microloan T/A	97,993.10	100,000.00	-2,006.90	97.99%
Total Income	912,810.28	685,143,28	227,667,00	133.23%
Gross Profit	912,810.28	685,143.28	227,667.00	133.23%
Expense				
Grants Expense⁴	336,769.53			
Conferences and Training	512,00	6,250.00	-5,738.00	8.19%
Consulting -TSI	108,002.00	106,670.00	1,332.00	101.25%
Consulting Fees	61,407,56	25,000.00	36,407.56	245.63%
Direct Program Expenses	3,020.00	17,500.00	-14,480.00	17.26%
Facility	32,160,00	32,160,00	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	160.44			
MicroBiz Expenses	23,323.33	29,716,66	-6,393.33	78.49%
New Inflatives				
6200 · New Initiatives	9,000.00	62,500.00	-53,500.00	14.4%
5200-A · Workforce & Education	16,900.00			
6200-B · COVID-19	23,196.56			
5200-C · Warren St.For All	5,000.00			
Total New Intiatives	64,096.56	62,500.00	-8,403.44	86,55%
Office Expense				
5060-01 · Comp./Equip & Leasing & Maint.	19,779.99	13,416.66	6,363.33	147.43%
5060-02 · Telephone & Fax	6,385.48	3,333.34	2,052.14	161.56%
5060-03 · Internet	1,144.51	1,166.66	-22.15	98,1%
5060-04 · Office Supplies & Printing	3,596.20	8,333.34	-4,737.14	43.15%
5060-05 · Dues & Subscriptions	8,201.50	5,400.00	2,801.50	151,88%
5060-06 · Postage	696.40	416.68	279.72	167.13%
5060-07 · Misc. Office Expenses	51.81	0.00	51.81	100.0%
5060-08 · Web Site	3,374.25	4,166,66	-792.41	80.98%
Total Office Expense	42,230.14	36,233.34	5,996,80	116.55%
Other Expenses	10,639.73	10,416.66	223.07	102.14%
Employer Expenses	297,493.40	344,586.86	-47,093.46	86.33%
Professional Fees	31,067.69	29,883.32	1,184.37	103.96%
Public Relations/Marketing	15,842.70	21,852,20	-6,009.50	72.5%
Total Expense	1,024,725.63	726,269.04	298,456,59	141.09%
Net Ordinary Income	-111,915.35	-41,125.76	-70,789.59	272.13%

Columbia Economic Development Corp	Profit & Loss by Class	Lanitary through October 2020
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2:41 PM 11/04/20 Accrual Basis

•	1 Operating	SBA RLF-07	SBA RLF-06	SBA RLF-05	SBA RLF-04	SBA RLF-03	2 Loan Fund	Total 4 SBA	TOTAL
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ANT IMCOME A over pymt Income									
	0.00	0.00	00.00	0.00	0.00	00'0	0.00	0.00	0.00
	0.00	0.00	00.00	00'0	0.00	0.00	0.00	00'0	00.00
	0.00	0,00	00.00	0.00	0.00	00'0	0000	00.00	00.00
Administrative Revenue	31,773.34	0.00	00.00	0.00	00'0	00.00	0,00	0,00	31,773,34
Columbia County 323	329,666.66	0.00	0.00	00.0	0.00	0000	0.00	0.00	329,666.66
Grant Income **	2,625.00	0.00	00'0	0.00	00.00	000	0.00	0000	2,625.00
Membership/Sponsorship 40	40,635.50	0.00	00'0	00'0	0000	0.00	0,00	00.0	40,635,50
5900 · Interest Income	0.00	1,673,49	12,812.37	8,727.22	2,993.30	23.17	21,044,91	0.00	47,274,46
	357,665.07	0,00	135.48	154.67	13.85	23.72	4,507.48	241.95	352,842,22
SBA Microloan T/A	97,993.10	00.00	0.00	0.00	0.00	0.00	0700	0.00	97,993.10
Total Income 86	860,358.67	1,673,49	12,947.85	8,881.89	3,007.15	46.89	25,652.39	241.85	912,810.28
Grass Profit	860,358.67	1,673,49	12,947.85	8,881.89	3,007.15	45.39	25,652.39	241.95	912,810.28
Expense									
Grants Expense* 33	336,769.53	0.00	0.00	0.00	00.00	00.00	00.00	00.00	356,769,53
Bad Debt Writeoff	0.00	00'0	0.00	000	0.00	0.00	0.00	0,00	0,00
Conferences and Training	512.00	0.00	0.00	0.00	0.00	0,00	0.00	0,00	512.00
Consulting -TSI 10	108,002.00	0.00	0.00	0.00	0.00	00.00	0.00	0000	108,002.00
Consulting Fees	61,407,56	0.00	00.00	00'0	0.00	000	0.00	0.00	61,407,56
Direct Program Expenses	3,020.00	00'0	0.00	0,00	0.00	00.00	0.00	0.00	3,020.00
Facility	32,160,00	00.00	0.00	00.00	00,00	00.0	00'0	00'0	32,160.00
5051 • Grant Exp. to CRC	5,000,00	0.00	0.00	00.00	0.00	00.00	0.00	0.00	5,000.00
Insurance	3,000,55	00.00	0,00	0.00	0.00	0.00	0,00	0.00	3,000.55
SBA Interest Expense	00.00	0.00	0.00	0.00	160.44	0.00	0.00	0.00	150.44
MicroBiz Expenses	25,323.33	00'0	0.00	00.00	00.00	0.00	0.00	0.00	23,323.33
New Intiatives 5	54,096.56	0,00	0.00	0,00	0.00	0.00	0.00	00.00	54,095.55
Office Expense	42,230.14	0,00	0.00	0.00	00'0	00.0	0.00	00.00	42,230,14
Other expense and activities	00.00	00'0	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Expenses	9,612.73	192.00	0.00	0.00	60.00	0.00	775.00	0.00	10,639.73
Employer Expenses 29	297,493,40	0.00	0.00	0.00	0.00	0.00	0.00	0,00	297,493.40
Professional Fees	31,067.69	0.00	0.00	00.00	0.00	0.00	00.00	0.00	31,057,69
Public Relations/Marketing	15,842.70	0.00	00.00	0.00	0.00	0.00	00.00	0.00	15,842,70
Total Expense	1,023,538,19	192.00	0.00	0.00	220,44	0.00	775,00	0.00	1,024,725.63
inary Income	-163,179,52		12,947,85	8,881.89	2,786.71	46.89	24,877.39	241.35	-111,915.35
Net income	-163,179.52	1,481,49		8,8871.89	2,786,77	46.89	24,877.38	24135	SC-618,1117

Loan, Current Outstanding Loan Porfolio & Reserve Account Balances - Oct. 31, 2020

لموديق بوده المراشي	Dank Deletionehin	7005	had of oldelian			Total Assibable	Crimont CEDC	
CEDC FORTI LATIC	discipanting		אמוומחוב רס ובוות			י ביפון אפוןפונים		
	Community Bank	25	,				Outstanding	CEDC & SBA
	Community Bank	S	1				Loan Balances	Outstanding
	Community Bank	ಕ	52,019.00	52,019.00				Loan Balances
CEDC Loan Fund (Small Cities)	Community Bank	8	r					
	Community Bank	SV	731,900.00	731,900.00	783,919.00		945,346.00	
SBA Micro Loan Fund							Current SBA	
	Key Bank	RLF7	25,719.00					
	Key Bank	RUE	75,174.00				Loan Portfolio	
	Key Bank	RLF4	20,519.00				Balance	
	Bank of Greene County	RLFS	44,223.00					
	Bank of Greene County	RLF6	42,973.00	208,608.00				
	SBA - Available Funds		1	ı	208,508.00	992,527.00	643,385.00	1,588,732.00
						·		
Reserve Accounts	Bank Relationship	TYPE	Available			Total Reserves		
CEDC Loan Fund			106,953.00					
SBA Loan Funds			34,429.00	141,382.00	141,382.00			
SBA Loan Funds	Key Bank	L1R3	21,089.00					
	Key Bank	LLR 4	13,051.00					
	Key Bank	LIR 7	37,600.00					
	Bank of Greene County	LRS	40,037.00					
	Bank of Greene County	LIR6	42,055.00	153,832.00	153,832.00	295,214.00		
Water Tower Reserve				71,817.00	71,817.00	367,031.00		

Columbia	Columbia Economic Development Corporation	rporation						
Current B	Current Banking Relationships							
Oct-20								
			Total	Kinderhook	Key	Greene County	TD Bank	Berkshire
Operations	SI							
*	Key Bank	ð	79,629.00		79,629.00			
	Key Bank	SV	403,304.00		403,304.00			
	Bank of Greene County	ಕ	212,964.00			212,964.00		
	Berkshire Bank	8	153,262.00					152,524.00
	Key PPP/EIDL	Ŋ	20,201.00		20,201.00			
	Operations		00.035,638	ŧ	503,134.00	212,964.00	1	152,524.00
Loan Fund	**************************************							
	Community Bank	SV	731,900.00	731,900.00				
	Community Bank	ĊK CK	52,019.00	52,019.00				
	Loan Fund		783,919.00	783,919.00	1	ι	1	,
SBA Loan Funds	Funds							
	Key Bank	RLF3	75,174.00		75,174.00			
	Key Bank	RLF4	20,519.00		20,519.00			
	Bank of Greene County	RLF 5	44,223.00			44,223.00		
	Bank of Greene County	RLF 6	42,973.00		42,973.00			
	Key Bank	RLF7	25,719.00			25,719.00		
	SBA Loan Fund		208,608.00	•	138,666.00	69,942.00	,	1
SBA Reserve Funds	ve Funds							
	Key Bank	LLR3	21,089.00		21,089.00			
	Key Bank	LLR 4	13,051.00		13,051.00			
	Bank of Greene County	LIR 5	40,037.00			40,037.00		
	Bank of Greene County	LLR 6	42,055.00			42,055.00		
	Key Bank	LLR 7	37,600.00	-	37,600.00			
	SBA Reserve Funds		153,832.00		71,740.00	82,092.00	1	
Total Deposits	osits		2,015,719.00	783,919.00	713,540.00	364,998.00	-	152,524.00

# CEDC Cash Analysis - October 31, 2020

Checking and Savings Operating Bank Accounts

56,000.00			
-88,054.01	919,414.22	831,360.21	Total
		68,000.00	ddd
		~106,000.00	EIDL
810.31	919,414.22	869,360.21	Sub Total
810.31	212,153.48	212,963.79	Total Reserve CEDC Cash Accounts
810.31	212,153.48	212,963.79	1031-00 · BOGC - Reserve
			Reserve CEDC Cash Accounts
-50,864.32	707,260.74	656,396.42	Total Operating Bank Accounts
20,201.40	0.00	20,201.40	1001-00 - Key - PPP/EIDL Account
2,984.81	150,276.99	153,261.80	1032.00 - Berkshire Bank
-80,248.84	483,552.95	403,304,11	1021-00 · Key Bank - Gold MM Savings
-821,48	821.48	0.00	1000-05 · Cash, TD Bank Checking
7,019,79	72,609.32	79,629.11	1000-00 - Checking -Key Bank

SBA MICRO LOAN FLIND Post \$250,000 Draw Down									
	SBA Intial Funding	Available to Lend	Loans Receivable	Total SBA Portfolio	Due SBA	Total Portfolio	UR%	REQUIRED LLR	IIR Balances
RLF3	200,000		-	1		ı	15%	ı	21,089
RLF4	250,000	20,519	62,534	83,153	33,147	83,153	15%	12,473	13,051
RIFS	250,000	44,223	149,731	193,954	118,403	193,954	15%	29,033	40,037
RF 6	000,00€	42,973	205,159	248,132	213,889	248,132	15%	37,220	42,055
RLF 7	250,000	25,719	225,863	251,582	250,000	251,582	15%	37,737	37,600
TOTAL	1,250,000	133,434	643,386	776,821	615,439	776,821		116,523	153,832
	02 2020	1						RLF 3 Balance	75,174
	Q3 2020	133,434	643,386				•		229,005.62
		•					1		

SBA DEFAULT ANALYSIS				
Loans Receivable	643,386.35			CEDC Cash
				550,369.00
20%	128,677	229,006		550,369
30%	193,016	229,006		550,369
40%	257,355	229,006		550,369
50%	321,693	229,006		550,369
%09	386,032	229,006	(920'251)	393,343
70%	450,370	229,006	(596'177)	329,004
808	514,709	229,006	(285,703)	107,639
%06	579,048	229,006	(350,042)	(21,038)
7001	543,386	329,006	(414,381)	(306,741)
,				

SBA Loan Fund			
Avialbale to Lend	133,434	(150,000)	(16,566)
Loan Receivables	643,386	150,000	793,386
	776,821		776,821
CEDC Loan Fund			
Avialbale to Lend	767,922	(150,000)	617,922
Loan Receivables	886,938	150,000	1,136,938
•	1,754,860		1,754,860
Total Portfolio	2,531,681		2,531,681

Cost of Deferrals	Monthly Pmt		
CEDC	13,622	13,622	
SBA	6,175		
	1,584		
	609'\$		
	5,043	19,411	33,032

	000′6	ιρ	54,000
	000'6	3	27,000
כבטר אפל נו אוייאפייי	SBA Payments	Months	

	000'6	3	27,000
nts to SBA	и		
CEDC Payments to SBA	SBA Payments	Months	

9,000	w	54,000
 000′6	3	27,000
A Payments	onths	

658,965 658,965 630,616 630,616 566,277 564,913 344,913 187,886 (5,129) (226,494)

(28,349) (92,688) (157,026) (221,365) (285,703) (350,042) (414,381)

229,006 229,006 229,006 229,006 229,006 229,006 229,006

128,677 193,016 257,355 321,693 386,032 450,370 514,709 579,048 643,386

20% 30% 40% 50% 70% 70% 100%

CEDC Cash

229,006

643,386,35

SBA DEFAULT ANALYSIS Loans Receivable

Debt Reserve

	2056 · Hudson Dev. Corp Debt Reserve	10,000.00
Total Debt Reserve		10,000.00
Loans Receivable		
	SBA RLF - 03	0.00
	SBA RLF - 04	62,634.21
	SBA RLF-05	149,730.51
	SBA RLF - 06	205,158.64
	SBA RLF-07	225,862.99
Total Loans Receivable	ole	643,386.35
CEDC - Loan Funds		
	CEDC-01	945,345.75

### Columbia Economic Development Corporation GOVERNANCE AND NOMINATING COMMITTEE CHARTER

This Governance and Nominating Committee Charter was adopted by the Board of Directors of the Columbia Economic Development Corporation, a Not-for-Profit corporation established under the laws of the State of New York, on this 31<sup>st</sup> day of January 2017.

#### Purpose:

Pursuant to Article IV, Section 1 of the Corporation's bylaws, the purpose of the Governance and Nominating Committee is to assist the Board by:

- Keeping the Board informed of current best practices in corporate governance;
- Reviewing corporate governance trends for their applicability to the Columbia Economic Development Corporation;
- Updating the Columbia Economic Development Corporation's corporate governance principles and governance practices;
- Advising those responsible for appointing directors to the Board on the skills, qualities and professional or educational experiences necessary to be effective Board members;
   and
- Seek, recommend and nominate qualified candidates for election or appointment to the Columbia Economic Development Corporation's Board of Directors.

#### Powers of the Governance and Nominating Committee

The Board of Directors has delegated to the Governance and Nominating Committee the power and authority necessary to discharge its duties, including the right to:

- Meet with and obtain any information it may require from corporation staff.
- Obtain advice and assistance from in-house or outside counsel, accounting and other advisors as the committee deems necessary.
- Solicit, at the Corporation's expense, persons having special competencies, including legal, accounting or other consultants as the committee deems necessary to fulfill its responsibilities. The Governance and Nominating Committee shall have the authority to negotiate the terms and conditions of any contractual relationship subject to the Board's adopted procurement guidelines as per Public Authorities Law Section 2879, and to present such contracts to the Board for its approval.
- Developing a pool of potential candidates for consideration in the event of a vacancy on the Board of Directors including nominees recommended by members. Members may contact the Governance and Nominating Committee Chairman, the Chairman of the Board or the Corporate Secretary in writing when proposing a nominee. This correspondence should include a detailed description of the proposed nominee's qualifications and a method to contact that nominee if the Governance and Nominating Committee so chooses.
- Following the guidelines and criteria for the screening of directorial candidates as outlined in the Candidate Nomination and Appointment policy below, recommending nominees to the full Board of Directors.

Candidate Nomination & Appointment Requirements:

The Governance and Nominating Committee believes that it is in the best interest of the Corporation and its members to obtain highly qualified candidates to serve as members of the Board of Directors. The Governance and Nominating Committee will seek candidates for election and appointment that possess the integrity, leadership skills and competency required to direct and oversee the Corporation's management in the best interests of its members, clients, employees, communities it serves and other affected parties.

A candidate must be willing to regularly attend Committee and Board of Directors' meetings, to participate in Board of Directors' development programs, to develop a strong understanding of the Corporation, its businesses and its requirements, to contribute his or her time and knowledge to the Corporation and to be prepared to exercise his or her duties with skill and care. In addition, each candidate should have an understanding of all governance concepts and the legal duties of a director of a public corporation

Committee Composition and Selection

The membership of the committee shall be as set forth in accordance with and pursuant to Article IV, Section 1 of the Corporation's bylaws. The Governance and Nominating Committee shall be entirely comprised of independent members. The Governance and Nominating Committee members shall be appointed by, and will serve at the discretion of the Columbia Economic Development Corporation's Board of Directors. The Committee may designate one member of the Governance and Nominating Committee as its Chair. The members shall serve until their resignation, retirement, removal by the Board or until their successors shall be appointed and qualified. When feasible, the immediate past Governance and Nominating Committee Chair will continue serving as a member of the Committee for at least one year to ensure an orderly transition.

Governance and Nominating Committee members shall be prohibited from being an employee of the Corporation or an immediate family member of an employee of the Corporation. In addition, Governance and Nominating Committee members shall not engage in any private business transactions with the Corporation or receive compensation from any private entity that has material business relationships with the Corporation, or be an immediate family member of an individual that engages in private business transactions with the Corporation or receives compensation from an entity that has material business relationships with the Corporation.

The Governance and Nominating Committee members should be knowledgeable or become knowledgeable in matters pertaining to governance and the nomination process.

Committee Structure and Meetings:

The Governance and Nominating Committee will meet a minimum of twice a year, with the expectation that additional meetings may be required to adequately fulfill all the obligations and duties outlined in the charter. All committee members are expected to attend each meeting, in person or videoconference.

Meeting agendas will be prepared for every meeting and provided to the Governance and Nomination Committee members at least five days in advance of the scheduled meeting, along

with the appropriate materials needed to make informed decisions. The Governance and Nominating Committee shall act only on the affirmative vote of a majority of the members at a meeting or by unanimous consent. Minutes of these meetings are to be recorded.

Reports

The Governance and Nominating Committee shall:

- Report its actions and recommendations to the Board at the next regular meeting of the Board.
- Report to the Board, at least annually, regarding any proposed changes to the Governance and Nominating Committee charter or the governance guidelines.
- Provide a self-evaluation of the Governance and Nominating Committee's functions on an annual basis.

Responsibilities

To accomplish the objectives of good governance and accountability, the Governance and Nominating Committee has responsibilities related to: (a) the Corporation's Board; (b) evaluation of the Corporation's policies; and (c) other miscellaneous issues.

Relationship to the Corporation's Board

The Board of Directors has delegated to the Governance and Nominating Committee the responsibility to review, develop, draft, revise or oversee policies and practices for which the Governance and Nominating Committee has specific expertise, as follows:

- Develop the Corporation's governance practices. These practices should address transparency, independence, accountability, fiduciary responsibilities, and management oversight.
- Develop the competencies and personal attributes required of Directors to assist those authorized to appoint members to the Board in identifying qualified individuals.

In addition, the Governance and Nominating Committee shall:

- Develop and recommend to the Board the number and structure of committees to be created by the Board.
- Develop and provide recommendations to the Board regarding Board member education, including new member orientation and regularly scheduled board member training to be obtained from state-approved trainers.
- Develop and provide recommendations to the Board on performance evaluations, including coordination and oversight of such evaluations of the board, its committees and senior management in the Corporation's governance process.
- Develop and recommend to the Board the slate of officers to be proposed at the annual organizational meeting.

**Evaluation of the Corporation's Policies** 

The Governance and Nominating Committee shall:

- Develop, review on a regular basis, and update as necessary the Corporation's code of ethics and written policies regarding conflicts of interest. Such code of ethics and policies shall be at least as stringent as the laws, rules, regulations and policies applicable to state officers and employees.
- Develop and recommend to the Board any required revisions to the Corporation's written policies regarding the protection of whistleblowers from retaliation.
- Develop and recommend to the Board any required revisions to the Corporation's equal opportunity and affirmative action policies.
- Develop and recommend to the Board any required updates on the Corporation's written policies regarding procurement of goods and services, including policies relating to the disclosure of persons who attempt to influence the Corporation's procurement process.
- Develop and recommend to the Board any required updates on the Corporation's written policies regarding the disposition of real and personal property.
- Develop and recommend to the Board any other policies or documents relating to the
  governance of the Corporation, including rules and procedures for conducting the
  business of the Corporation's Board, such as the Corporation's by-laws. The Governance
  and Nominating Committee will oversee the implementation and effectiveness of the bylaws and other governance documents and recommend modifications as needed.

#### Other Responsibilities

The Governance and Nominating Committee shall:

- Review on an annual basis the compensation and benefits for the President/CEO and other senior Corporation officials.
- Annually review, assess and make necessary changes to the Governance and Nominating Committee charter and provide a self-evaluation of the Governance and Nominating Committee.

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					Cumulative Pints		Latest Priits were			Periods Past Due			
Cocail	Borrower	Close Date	Loan	Principal Balance	Principal	Inferest	Amount Date	ONE	TI NO	TWO+ THREE+	FOURT	SIX+ Total Past Days Past	& Past
Fund: CEDO	Fund: CEDIS Item Fund, Subfund. CEDIC-01	CEDC-OI									是一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个		
1220-44	2 Dukes & a Princess	03/28/2018	25,000.00	5.272.25	12,157.07	583,89	402.62 09/30/2020	c				<30	
1220-41	41 Cross Street H	12/13/2017	75,000,00	66,504,40	4,629,79	1,730,45	1,060,04 10/06/2020	c				<30	
1220-70	711 CR3 LLC	03/05/2020	30,000,00	29,641.85	358.15	125.00	483.15 10/16/2020	n				08 ×	
1220-60	AbraxasTacos LLC	05/09/2019	12,500.00		10,291,95	581,18	10,623.00 05/28/2020	c				08>	
1220-85	ACW Milwork & C	10/15/2020	83,000,00	83,000,00						;		<30	
1220-45	ACW Milwork & Ca	06/20/2018	50,000,00		40,582,19	854,57	39,232.01 10/15/2020	,				< 30	
1220-07	Alula Whodwarks	05/24/2018	13,350.00	8,705.55	1,053.52	254.11	261.21 10/13/2020	0				8.9	
1220-40	Brown's Car Sales	. 09/08/2017	12,500.00	6,509.38	826.39	141.57	242.32 10/27/2020	0			Manager and Assessment Control of the Control of th	SE >	
1220-74	Columbia county C	06/12/2020	15,000,00	15,000.00								DR v	
1220-76	Countryside Cleanup	09/15/2020	22,500,00	22,500.00								v 30	
1220-97	East Neuk Corp.	03/10/2020	25,000,00	25,000,00								<30	
1220-66	Germantown Beer F	06/07/2019	30,000,00	25,832.98	1,467.98	475.98	484,74 10/02/2020	0				< 30	
1220-47b	Germantown Laundr	09/14/2018	25,000.00	19,102.23	1,279,00	231.72	402.68 10/08/2020					< 30	
1220-49	G.G. & G. Flower	10/10/2018	15,000,00	9,434,55	2,382.65	448.05	283.07 10/13/2020	o				<30	
1220-72	Hudson Athens Ret	03/31/2020	12,000.00	12,000.00		:						08 v	
1220-50	Hudson-Athens Ret	09/13/2017	25,000,00	15,107,40	1,344.65	265.83	402,62 09/29/2020	ō			A STATE OF THE STA	08 v	
1220-81	⊬udson Cruises™	0202/06/60	800,00	800.00							***************************************	ଚନ୍ଦ	
1220-09	Hudson Christes, Inc.	06/15/2014	50,000,00	40,839,09	1,460.82	2,435.06	407.03 10/19/2020	Đ				~ 30	
1220-67	Hudson Dev. Corp	10/30/2019	200,000,00	200,000.00		3,333,32	833,32 03/19/2020	O				SE 4	
1220-75	James Swartz, dba	0202080/60	1,961.24	1,882,49	78,75	625	as.co 10/09/2020	o				0£ v	
1220-80	Jannsen, Charlotta	09/30/2020	2,452.50	2,452.50								× 30	
1220-37	Les Collines	03/21/2018	14,222.33	8,755,28	498.65	51.27	549.92 01/03/2020	274.96	274.96	274,96		824,88 60+	
1220-51	Minna Goods, LLC	02/15/2019	45,000.00	37,249,56	2,254.52	844,36	724.72 10/16/2020	0				8,	
1220-54	Mirade Springs F	05/01/2019	100,000.00		100,000,00	2,083,35	100,000,00 06/17/2020					08 y	1
1220-35	Nick Jennings LLC	04/13/2017	10,000,00	4,327.72	678.27	95.05	193.33 10/23/2020	٥				× 30	
1220-16	Olde Hudson, LLC	12/02/2015	40,000.00	927824	6,145.01	818,59	696.46 10/15/2020	0				08 >	
1220-48	Old Klaverack Bre	. 08/15/2018	15,132,44		11,790.35	342.34	10,835.89 09/22/2020	Q			The second secon	× 30	
1220-79	Old Klaverack Bre.	09/22/2020	50,000,00	50,000,00								430	
1220-18	Paul Calcagno, Jr.,	12/15/2014	60,000,00				1,257.02 12/27/2019	0	-			<30	
1220-58	Philmont Beautiff	12/17/2018	25,000,00	25,000.00							MACAGAGAGAGAGAGAGAGAGAGAGAGAGAGAGAGAGAGA	05>	}

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			THE PROPERTY.		neer Cumulative P	Pints	ints === Latest Pints men			Perrio	Forlods Past Due	THE REAL PROPERTY AND ADDRESS OF THE PERSON ADDRESS OF THE PERSON AND ADDRESS OF THE PERSON AND ADDRESS OF THE PERSON ADDRESS OF THE PERSON ADDRESS OF THE PERSON AND ADDRESS OF THE PERSON ADDRESS OF THE			
LoanID	Borrower	Close Date Loan	Amount	Principal Balance	Principal Principal Interest Balance		Amount	ONE	ONE+	TWO+ THREE+	THREE+ FOUR+	R+ FIVE+	-XIS	Total Past Days Past	ts.
1220-21	Phoenix Services	05/01/2015	128,698,92	80,364,36	10,299.05	1,832.39	1,017.74 10/28/2020							Ø >	]
1220-22	Ronnybrook Farm D_	02/06/2014	25,000,00		855.42	8,33	432.25 02/07/2020							¢ 30	
1220-73	Scate 11 Distille	04/10/2020	12,000.00	11,850,54	149,45	37.50	186.96 10/29/2020							< 30	
1220-43	SUH5 Enterprises	. 10/13/2017	25,000.00	13,405,52	3,386.45	639.75	402.62 10/08/2020							< 30	
1220-77	Talbott & Anding	09/25/2020	25,000.00	25,000.00										<30	
1220-82	The DePace Family	08/30/2020	1,550.00	1,550.00										8	
1220-12	The Pond Restaurant	10/13/2017	100,000.00		92,700.48	770.99	92,721.47 03/05/2020	_						8 >	
1220-69	Twoli Farm Inc.	12/15/2019	50,000,00	48,911,29	1,088.71	1,332,32	807.01 09/29/2020							08 Y	
1220-53	Train Time Expres	04/19/2018	22,500.00	21,026,23			387,23 10/31/2019	387.23						387.23 < 30	
1220-45	Wandering Fool, LLC	06/28/2018	25,000.00	16,133.33	3,277.05	749.15	402.62 10/28/2020							8	
1220-52	Wila's Bakery Ca	041772019	30,000.00		27,137.08	280.54	26,451.32 08/10/2020		***			***************************************		DE >	
CEDC Loan	CEDC Loan Fund - CEDC:01:41		1,529,957.4	945,345,75 338,268.41	338,268.41	21,044,91	292,269,38	662.19	274.96	274.96				1212.11	i i kë
CEDC Loan	CEDC Loan Fund: 41 loans		1,529,967.4 945,345.75 338,268,41	945,345,75	338,268.41	21,042.91	292.269.38	662.19	274.96	274.96				121211	
Find: SBA L	Fund: SBA Loan Fund, Subfund, SBA RLF-03	3, RLF-03					A COLUMN TO THE PROPERTY OF THE PARTY OF THE		A CANADA			September 1985 Septem			
1240-24a	D'Array Smith DBA	09/28/2017	2,000.00		532.47	8.29	355.51 05/01/2020							< 30	
1240-16a	EZ Foods of North	08/31/2016	00'000'6		821.29	14.88	838.17 03/11/2020							જ	
SBA Loan Fu loams	SBA Loan Fund - SBA RLF 03: 2 loans		11,000,00		1,353,76	28.17	1.191.88								
Fund SEAL	Puna: Sex jugan Filindi Suoffindi Sex RLF-04	A RUF-04 I						Separation of the second secon	1/9 Dr. C. Te Vision		All Commontainers of the Common of the Commo	THE PROPERTY OF THE PARTY OF TH	To the special section of the sectio	in the second second second	<b>医</b>
1245-228	A Green Bezuty	10/18/2017	5,000.00	10.35	1,498.71	50.89	154.96 09/25/2020							8	
1245-213	Brown's Car Sales	09/08/2017	12,500,00	5,314,46	2,097.03	379.09	248,02 10/27/2020							DE>	
1245-40a	Mudson Athens Ret	03/31/2020	12,000,00	10,938.61	1,061.39	247.33	185.96 10/26/2020							<30	
1245-23a	Hudson-Athens Ret_	2102/2015	25,000,00	13,224,83	3,388.09	755.11	414,32 10/01/2020							06>	
1245-248	Hudson Clothier	05/17/2018	25,000.00	16,087,15	3,544,51	1,078.24	840.50 10/07/2020							05 v	
1245-41	KT Hair Studio LLC	0202/12020	5,000.00	4,428.02	571.98	95,36	200.00 10/22/2020							8	
1245-189	Nick Jennings 11.C	04/13/2017	5,000,30	1,586.88	863.74	126,36	99.01 10/23/2020							8 8	
1245-12a	Romybrook Farm D.	02/08/2014	25,000.00		855.71	8.29	432.50 02/07/2020							~ 30	
1245-428	State 11 Distille	04/10/2020	12,000.00	10,943.91	1,056,09	252.63	185.95 10/25/2020		} }					8	
SEA Loan Fu	SEALcan Fund -SEA RIF-04:9 loans		126,500,00	126,500.00 52,834.21 14,938,25	14,938,25	2.995.30	2,763.23								104 150 150
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多年的					mee Compative Prots	e Prints	Latest Pints war	<b>被压用法的</b>	11. 第二次	Periods Past Due			
Coanio	Borrower	Close Date	Loan	Principal Balance	Principal Interest		Amount Date	ONE	ONE+	TWO+ THREE+ FOUR-	- HAME	SIX# Total Past	il Past Days Past
1250-258	ACW Milwork & Ca	06/20/2018	25,000,00	15,428.94	3,243.32	1,018.98	426,23 10/19/2020	Q;					8,
1250-012	Basilica Industr.	04/13/2015	35,000,00	4,074.79	6,482,90	447,50	693.04 10/13/2020	Q					\ 30 30 30 30 30 30 30 30 30 30 30 30 30
1250-982	East Neuk Corp.	0202/01/60	25,000.00	22,972.14	2,027.86	968.28	428,02 10/13/2020	O;					8
1250-26a	Germantown Laundr	09/14/2018	25,000.00	17,474,58	3,142.06	1,121,04	426.31 10/13/2020	Q					e30
1250-27a	G.G. & G. Flower	10/10/2018	15,000.00		9,538.02	407,14	5,489.86 09/28/2020	Q					ନ୍ଧ *
1250-05a	Jim's Small Engin_	04/08/2015	10,000.00		2,508,36	57.59	1,961.24 09/08/2020	0.		**************************************			8
1250-24a	Oak Pizzeria Napo	. 05/11/2016	25,000,00		8,011.87	359.84	3,890,65 10/09/2020	Q.					8
1250-07a	Olde Hudson, LLC	1202/2015	35,000.00	8,118.50	5,376.85	717.15	509,40 10/15/2020	Q.		***************************************			유 Y
1250-95a	Old Maverack Bre	08/22/2020	25,000.00	24,585,20	313.80	74.49	388.29 10/21/2020	Q		***************************************	**************************************	***************************************	< 30
1250-97	Printithe Twig #3	04/08/2020	15,000,00	13,627.50	1,378.40	270.52	274.82 10/21/2020	Q		•			<30
1250-50	Saison New York,	06/25/2019	20,000.00	14,342.08	3,833.17	914.93	474,81 10/05/2020	Q.					88
1250-10a	Talbott, Arding &	63/30/2016	25,000,00		10,687.28	500.77	7,328.49 09/28/2020	Q			***************************************	***************************************	₩ 430
1250-50a	Tholl Farm Inc.	12/16/2019	25,000.00	22,436.52	2,503,48	1,344,29	427.53 10/01/2020	5					08,
1250-128	Verdignts Tea, LLC	09/09/2015	30,000.00	5,515.16	4,698.70	524.70	522.34 10/07/2020	Ç.					96 v
SEA Loan Fi	SBA Loan Fund - SBA RLF-05: 14 loans		335,000,00	149,730,51 63,746.07	63,745.07	8,727.22	23,341,04						
Fund: SBA L	Fund SEA Loan Find Sibhing SBA RiF-06	4 RLF-06							The second secon			The second secon	STREET, THE PROPERTY OF THE PR
1250-17a	2 Dukos & a Princess	03/28/2018	25,000.00	13,358.04	5,344.74	1,048.71	425.23 10/01/2020	Q					88 v
1250-99a	711 CR3 LLC	03/06/2020	30,000.00	27,594,88	2,305.12	1,275.17	511.47 10/19/2020	ā					8,
1250-358	AbraxasTacos LLC	05/09/2019	12,500,00		11,146,91	265.69	11,202.00 06/27/2020	Q.	month and a second a second and	A THE STATE OF THE PARTY OF THE STATE OF THE	Vertransky transporter ethiotoxy ethiotoxy transporter	***************************************	×30
1250-36a	Albert Schulze, d	05/23/2019	17,000.00	13,093,01	2,528.32	983.98	339.23 10/01/2020	Ω.					8,
1250-19a	Alula Woodworks	05/24/2018	13,350,00	7,420.86	2,352.18	522.71	261.21 10/22/2020	ā					08 ×
1250-18a	Behjda Dollo	04/23/2018	15,000.00	8,109,18	2,421,61	513.29	293.49 10/19/2020	Q					88 7
1250-16a	Fahadi Bazaar	02/107/2018	15,000.00	5,179.47	3,529.87	425.69	720,00 10/07/2020	a					DE >
1250-968	Georgia Ray's Kit	03/22/2020	15,000.00	14,768.15	231.85	43.15	275.00 10/21/2020	a					8
1250-37a	Sermantown Beer F	06/07/2019	30,000,00	24,884.62	3,560.11	1,578,09	513.82 10/02/2020	Q.	Museumer der verscher der verschaften der vers				< 30
1250-28a	Karym Quillts	11/27/2018	12,000,00		9,073,41	458.22	5,955.48 10/19/2020	0	Addition of the second			***************************************	<30
1250-30	Minna Goods, LLC	02/15/2019	25,000,00	19,072,79	3,038.11	1,254,19	42923 10/19/2020	0					88
1250-15a	Primithe Twig	02/08/2018	9,277,81		2,802.97	78,96	2,981,93 04/30/2020	0					82
1250-28a	Serenity Wellness	12/13/2018	4,500.00				01/08/2020	0					0E >
1250-138	SUH6 Enterprises	10/13/2017	25,000.00	13,362.39	3,790,07	398.45	425.23 10/08/2020	٥					× 30
1250-32a	Train Time Expres	04/19/2019	22,500.00	18,456,20	2,045.11	1,052.73	387.25 09/25/2020	52,786 0:					387.23 < 30
1250-20a	Wandering Fool, LLC	06/28/2018	25,000.00	16,051.59	3,638.12	1,050.41	426.23 10/29/2020	Q					× 30
1250-31a	Wila's Bakery Ca	04/17/2019	30,050.60	23,707,36	3,608.27	1,472.92	477.98 10/29/2020	0					v 30

# by Funding Source (Excluding write-offs)

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Balance 217.00 10/21/2020 274,46 10/21/2020 275.00 10/21/2020 366.00 10/21/2020 544.00 10/21/2020 275.00 10/21/2020 275.00 10/21/2020 520.31 10/21/2020 275.00 10/21/2020 274.56 10/21/2020 392,95 10/21/2020 274.46 10/21/2020 .... . man Latest Pmts man 26,625.74 57,885,43 3,963.74 2,551,395.0 1,588,722.1 267,560.27 47,274.45 350,155.81 175.83 210.10 145.16 172.60 186.73 26,229,55 326,127,61 205,158,64 62,416,77 7,12,812,37 50,85 14234 152.11 88.88 55.48 89.49 1,573.49 19921 Cumulative Prints com 225,862,99 6,937,01 1,031,427,6 643,386.35 749,391,86 224.74 219,08 924.17 508.66 887.74 585,84 371,40 672.89 913.27 430.82 398.63 299.37 14,075.83 13,491.34 14,112.26 19,413,16 34,528.60 33,069.18 14,775,86 25,000.63 14,780,92 14,327.11 14,086.73 14,101.37 15,000.00 15,000,00 35,000.00 232,800.00 14,000.00 20,000,00 15,000,00 33,500.00 15,000,00 25,300.00 15,000,00 15,000.00 15,000,00 Loan Close Date 06/26/2020 07/13/2020 05/04/2020 05/17/2020 09/15/2020 Heavenly Essentials 09/15/2020 08/11/2020 09/03/2020 07713/2020 Romber Works, LLC 08/19/2020 Talbott & Arding #2 09/25/2020 DEM 1/2020 Punct SBA Loan Fund, Subfunct SBA RLF-07 Micosta Enterpris... SEA Loan Fund - SEA RLF-07: 12 KT Hair Studio 11 Quality Q Holding... Borrower SBA Loan Fund - SBA RI F-06: 17 Red Mannequin Buttercup Treats Poured Candle Bar... Tivo∥ Farm #2 Countryside Cleanup SBA Loan Fund 54 loans MBY, Inc. Report total: 95 loans Coari 1260-55a 1250-51a 1260-58a 1330-51 1260-59 1260-52 1260-50 1260-56 1250-53 1260-60a 1260-57 1260-54