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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 May 17, 2021 at 1:00pm for the purpose of discussing any matters that may be presented to the Committee for consideration. The meeting will be held via Zoom

Join Zoom Meeting: <https://zoom.us/j/96659254357?pwd=aUFuZ3YrTmMlNmI0SnJsTE9URmpKZz09>

Meeting ID: 966 5925 4357, Passcode: 298855, Dial by your location: 1 646 558 8656

Meeting ID: 966 5925 4357, Passcode: 298855

Find your local number: <https://zoom.us/u/a6GRyCA8G>

Dated: May 10, 2021

Sarah Sterling

Secretary, Columbia Economic Development Corporation

CEDC Loan Committee

Chairman:

John Lee

Members:

David Fingar

Sarah Sterling

Kenneth Leggett

Brian Stickles

Seth Rapport

1. Minutes, March 22, 2021*
2. Portfolio Review*
3. Talbott & Arding Change in Collateral*
4. Another Moon Brewing Company Loan Request*
5. Kinderhook Bottle Shop Loan Request*
6. Zinnia's Dinette, Inc. Loan Request*
7. Fast Forward Loans
8. Public Comment

Attachments:

Draft March 22, 2021 minutes

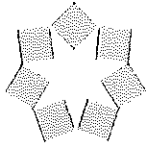
Portfolio Report

Another Moon Brewing Company Loan Request

Kinderhook Bottle Shop Loan Request

Zinnia's Dinette, Inc. Loan Request

* Requires Approval



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**Meeting Minutes
COLUMBIA ECONOMIC DEVELOPMENT CORPORATION
LOAN COMMITTEE
March 22, 2021
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 Zoom due to the COVID-19 outbreak, on December 16, 2020. Mr. Lee, Chair, called the meeting to order at 1:01pm.

Attendee Name	Title	Status	Arrived/Departed
David Fingar	Committee Member	Present via Zoom	
John Lee	Committee Member	Present via Zoom	
Kenneth Leggett	Committee Member	Present via Zoom	Departed 1:43pm
Seth Rapport	Committee Member	Present via Zoom	Arrived 1:07pm
Sarah Sterling	Committee Member	Present via Zoom	
Brian Stickle	Committee Member/Alternate	Present via Zoom	
F. Michael Tucker	President/CEO	Present via Zoom	
Andy Howard	CEDC Attorney	Present via Zoom	
Lauren Cranna	Business Development Partner	Present via Zoom	
Lisa Drahushuk	Administrative Supervisor	Present via Zoom	
Cat Lyden	Assistant Admin and Bookkeeper	Present via Zoom	
Erin McNary	Bookkeeper	Present via Zoom	
Martha Lane	Business Development Director	Present via Zoom	
Ileana Morales	Marketing Specialist	Present via Zoom	

Minutes:

Mr. Lee asked if there were any changes to the minutes of February 16, 2021. *With no changes, Mr. Fingar made a motion, seconded by Mr. Leggett to approve the minutes from February 16, 2021. Carried.*

Portfolio Review:

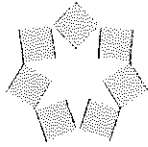
Ms. Lane reviewed the Portfolio Report. She noted that one client was in arrears and would be contacted. *Mr. Leggett made a motion, seconded by Ms. Sterling to recommend the report to the full board for their approval. Carried.*

Annual Loan Committee Evaluation:

Mr. Lee reviewed the evaluation with the Committee. *Mr. Fingar made a motion, seconded by Ms. Sterling to approve the evaluation as presented. Carried.*

Fast Forward Loan Presentation:

Ms. Lane reviewed the Rapid Recovery Loan program, noting the program consisted of a \$15,000 loan, with no collateral, except a personal guarantee. She noted the team had met and developed the Fast Forward loan which



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consists of a loan of up to \$20,000 with no collateral a fast turn-around, minimum credit score. A marketing plan had been developed, and the program was ready to go. She said there would be a link on the webpage and it will promoted via social media. Mr. Tucker stated the goal was to develop a new program quarterly. He asked if the Committee felt the decision should wait to bring it to the full board or would they recommend to the full board. Mr. Lee asked how many of the Rapid Recovery loans had been closed. Ms. Lane stated 7 loans were closed. Mr. Tucker suggested a cap could be placed on the amount available to lend. Mr. Lee expressed concerns that these were no collateral loans which would raise the level of risk. Ms. Lane stated this would be targeted toward businesses with at least two years of experience. Mr. Tucker and Ms. Lane agreed that the loans could be a mix of SBA and CEDC money. *Mr. Fingar made a motion, seconded by Mr. Leggett to recommend the program to the Full Board for approval with a discussion of a total capped amount left to the discretion of the Board. All present voted in favor, with the exception of Mr. Rapport who had joined in the midst of the discussion. Carried.*

Olde Hudson Change of Collateral Request:

Ms. Lane stated the loan had been paid down from \$75,000 to \$11,000. She stated the owner was re-financing her home. CEDC has a current lien on the property. Ms. Lane suggested that the lien be released on the property due to the excellent repayment history of the loan client. *Ms. Sterling made a motion, seconded by Mr. Fingar to approve the removal of the lien. All present voted in favor, with the exception of Mr. Stickles who abstained due to his banking relationship with the loan client. Carried.*

Flying Horse Fruitcake Co. LLC/DBA Café Mutton:

Ms. Cranna noted the restaurant would be opening in the former Relish space on Columbia Street. The Loan request is for a \$20,000 SBA Microloan and a \$15,000 CEDC Loan. Funds would be used for equipment, materials, inventory, supplies and working capital. The interest rate would be 3.75%, over a six year term. The SBA would be responsible for up to three months of payments on the SBA loan if the loan is closed between February 1st and September 30th 2021. Collateral proposed was a lien on all business assets and equipment and a personal guarantee of the principal. Opening is planned for May 1st for take-out breakfast and lunch, transitioning to dinners by July. *Mr. Rapport made a motion, seconded by Ms. Sterling to approve the loans as presented. Carried.*

Spencertown Market:

Ms. Lane stated the request was for a \$25,000 SBA Microloan and a \$25,000 CEDC loan to be used for equipment and working capital. The interest rate was 3.75% over a term of seven years. Collateral consisted of a lien on all business assets and a personal guaranty of the principal. The SBA would be responsible for up to three months of payments on the SBA loan if the loan is closed between February 1st and September 30th 2021. Ms. Lane stated the building was currently undergoing renovations. After a discussion, the Committee decided to table the request until the Full Board meeting on March 30, 2021. The loan would be presented to the Full Board if the back tax issue had been resolved and if a personal guaranty from the building owner could be obtained.

Little Rico, LLC:

Mr. Leggett left the meeting noting he had a conflict of interest with the Little Rico, LLC loan. Ms. Cranna gave a background of the owner and business. She noted the business would be moving to 437 Warren Street. The



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request was for \$23,000 SBA microloan to be used for equipment, materials, inventory, supplies and working capital. The interest rate would be 3.75% over a 6 year term. The proposed collateral would be a lien on all business assets and equipment and the personal guarantee of the principal. The SBA would be responsible for up to three months of payments on the SBA loan if the loan is closed between February 1st and September 30, 2021. *Mr. Fingar made a motion, seconded by Ms. Sterling to approve the loan as presented. Carried.*

With no further business and no public comment, Ms. Sterling made a motion, seconded by Mr. Fingar to adjourn the meeting. Carried. The meeting adjourned at 1:59pm.

Respectfully submitted by Lisa Draushuk

LoanID	Borrower	Close Date	Loan Amount	Principal Balance	Cumulative Pmts			Periods Past Due						Total Past	Days Past	
					Principal	Interest	Date	ONE	TWO	THREE	FOUR	FIVE	SIX			
1220-89	Tivoli Farm Inc.	12/16/2019	50,000.00	44,538.21	2,463.74	764.30	807.01	04/30/2021								< 30
1220-88	Train Time #2	11/24/2020	18,456.20	18,456.20												< 30
1220-83	Train Time Express...	04/19/2019	22,500.00	21,026.23			387.23	10/31/2019								< 30
1220-46	Wandering Fool, LLC	06/28/2018	25,000.00	14,101.27	1,896.66	316.44	402.62	04/22/2021								< 30
1020-101	WYLDE Hudson LLC	02/17/2021	25,000.00	24,379.07	620.93	155.65	388.29	04/19/2021								< 30
CEDC Loan Fund - CDC-01:35 loans													838.83			
			1,181,568.86	948,933.28	50,212.76	12,938.96	19,645.02									838.83
CEDC Loan Fund: 35 loans													838.83			
Fund: SBA Loan Fund, Subfund: SBA RLF-04																
1245-22a	A Green Beauty	10/18/2017	5,000.00		10.35		154.96	09/25/2020								< 30
1245-21a	Brown's Car Sales...	09/08/2017	12,500.00	3,774.73	1,106.71	130.84	247.51	04/19/2021								< 30
1245-40a	Hudson-Athens Ret...	03/31/2020	12,000.00	10,014.40	621.64	126.20	186.96	04/26/2021								< 30
1245-23a	Hudson-Athens Ret...	09/13/2017	25,000.00	10,688.79	1,837.90	233.70	414.32	04/19/2021								< 30
1245-24a	Hudson Clothier	05/17/2018	25,000.00	14,489.73	1,597.42	503.63	420.25	04/19/2021								420.25 < 30
1245-41	KT Hair Studio LLC	03/31/2020	5,000.00	3,296.72	758.26	41.74	200.00	04/07/2021								< 30
1245-18a	Nick Jennings LLC	04/13/2017	5,000.00	943.66	564.36	28.70	99.01	04/19/2021								< 30
1245-42a	State 11 Distille...	04/10/2020	12,000.00	9,677.54	960.37	161.39	373.92	04/09/2021								< 30
SBA Loan Fund - SBA RLF-04: 8 loans													420.25			
Fund: SBA Loan Fund, Subfund: SBA RLF-05																
1250-25a	AcW Millwork & Co...	06/20/2018	25,000.00	14,315.48	1,413.37	189.99	400.84	04/19/2021								< 30
1250-01a	Basillica Industr...	04/13/2016	35,000.00		2,732.85	39.81	693.04	04/19/2021								< 30
1250-98a	East Neuk Corp.	03/10/2020	25,000.00	21,209.79	1,244.76	467.32	428.02	04/19/2021								< 30
1250-26a	Germandtown Laundr...	09/14/2018	25,000.00	15,499.73	1,324.21	361.03	426.31	04/19/2021								< 30
1250-07a	Olde Hudson, LLC	12/02/2015	35,000.00	4,722.25	2,278.71	158.89	609.40	04/19/2021								< 30
1250-95a	Old Klavack Bra...	09/22/2020	25,000.00	22,819.88	1,230.94	322.22	368.29	04/28/2021								< 30
1250-97	Primitive Twig #3	04/08/2020	15,000.00	12,064.89	782.00	118.00	300.00	04/14/2021								< 30
1250-50	Saison New York, ...	06/25/2019	20,000.00	11,474.38	2,064.15	309.90	474.81	04/19/2021								< 30
1250-60a	Tivoli Farm Inc.	12/16/2019	25,000.00	18,873.79	2,723.92	269.19	427.53	04/30/2021								< 30
1250-12a	Verdigris Tea, LLC	09/09/2015	30,000.00	2,014.75	2,523.83	87.87	522.34	04/19/2021								< 30
SBA Loan Fund - SBA RLF-05: 10 loans													4,670.59			
Fund: SBA Loan Fund, Subfund: SBA RLF-06																

Trial Balance Report for All Funds for the Period 01/01/2021 - 04/30/2021
 By Funding Source
 (All transactions)

LoanID	Borrower	Close Date	Loan Amount	Principal Balance	Cumulative Pmts		Periods Past Due						Total Past	Days Past
					Principal	Interest	ONE	TWO	THREE	FOUR	FIVE	SIX		
					Amount	Date								
1270-13a	Philmont Pub	04/30/2021	15,000.00	15,000.00										< 30
1270-11a	WYLDE Hudson LLC	02/17/2021	25,000.00	24,379.07	620.93	155.65	388.29	04/19/2021						< 30
SBA Loan Fund - SBA RLF- 06: 4 loans														
			82,400.00	80,971.52	1,488.48	383.17	1,095.07							
SBA Loan Fund: 48 loans														
			985,050.00	660,025.04	65,843.89	10,339.91	17,288.78	420.25						420.25
Report total: 83 loans														
			2,166,618.86	1,608,968.32	116,055.65	23,278.87	36,933.80	1,259.08						1,259.08

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TO: Loan Committee
FROM: Lauren Cranna, Business Development Partner
SUBJECT: Authorization to Make a Loan and Take Related Actions
DATE: May 5, 2021

Applicant: Liquid Moon LLC – DBA Another Moon Brewing Company
1320 Woods Road
Germantown, NY 12526

Amount: \$10,000

Purpose: Equipment, materials, working capital

Interest Rate: 3.75%

Repayment: 48 level monthly payments, fully amortized, of \$224.67/month

Note: for SBA Microloans closed before 9/30/21, up to three months of principal and interest payments shall be made by the SBA; thereafter, all payments shall be made by Borrower.

Proposed Collateral: Lien on all business assets

Other Security: Personal guaranty of principal

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TO: Loan Committee
FROM: Lauren Cranna, Business Development Partner
SUBJECT: Authorization to Make a Loan and Take Related Actions
DATE: May 5, 2021

Applicant: No Jerk Birds LLC – DBA Kinderhook Bottle Shop
8 Hudson Street
Kinderhook, NY 12106

Amount: \$50,000:
• \$25,000 SBA Microloan
• \$25,000 CEDC Loan

Purpose: Equipment, materials, supplies, working capital

Interest Rate: 3.75%

Repayment: **SBA:** 72 level monthly payments, fully amortized, of \$388.29/month

Note: for SBA Microloans closed before 9/30/21, up to three months of principal and interest payments shall be made by the SBA; thereafter, all payments shall be made by Borrower.

CEDC: 72 level monthly payments, fully amortized, of \$388.29/month

Total monthly payment: \$776.58

Proposed Collateral: Lien on all business assets

Other Security: Personal guaranty of principals

Contingency: Approval of liquor license

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TO: Loan Committee
FROM: Lauren Cranna, Business Development Partner
SUBJECT: Authorization to Make a Loan and Take Related Actions
DATE: May 5, 2021

Applicant: Zinnia's Dinette Inc.
1843 State Route 23
Craryville, NY 12521

Amount: \$50,000:
• \$25,000 SBA Microloan
• \$25,000 CEDC Loan

Purpose: Equipment, materials, inventory, supplies, working capital

Interest Rate: 3.75%

Repayment: **SBA:** 72 level monthly payments, fully amortized, of \$388.29/month

Note: for SBA Microloans closed before 9/30/21, up to three months of principal and interest payments shall be made by the SBA; thereafter, all payments shall be made by Borrower.

CEDC: 72 level monthly payments, fully amortized, of \$388.29/month

Total monthly payment: \$776.58

Proposed Collateral: Lien on all business assets; second mortgage on commercial property

Other Security: Personal guaranty of principal