

Washington County Local Development Corporation
Loan Review Committee - Meeting Minutes
Wednesday, November 21, 2018 – 10:00 a.m.
LDC Conference Room

Board Members Present: Jay Niles, Jared Humiston, Dave O'Brien and Dana Hogan

Staff Present: Deanna Derway – WCLDC President **Others Present:** Cliff Stark

I. Call to Order

The meeting was called to order at 9:59 AM.

II. Approval of Meeting Minutes

After reviewing the minutes from the September meeting, Jay Niles made the motion to approve and Dana Hogan seconded. It was approved unanimously.

III. Old Business - None

IV. New Business

A. Loan List Update

Next, The Board reviewed the current loan list update. Deanna provided a breakdown of the Renaissance Grants & Planning payoff that took place on 10/15/18 paying the loan account in full. Locust Grove is behind on payments although we did receive a payment, it was applied to their late payment. Deanna has been in touch and they plan to be caught up on late payments/interest/fess by the end of the year. Harrington's Care A Lot missed their schedule payment as based on their approved payment plan. They have been in touch with Deanna in regards to their situation and Deanna will continue to work with them to get a new payment plan submitted for approval.

B. Loan application review – Starky's Grill

Next, the Committee reviewed a loan application request for Starky's Grill in the amount of \$150,000 to completely purchase and renovate the diner located at 3515 Burgoyne Avenue. There was a lengthy conversation about his plans for the restaurant and the financial projections submitted. However, the Committee feels that the projections need to be re-worked as they are light on most line items. Also, the projections do not include the proposed loan payment to the LDC if approved. Therefore, the Committee is recommending that the applicant sit down with SCORE and work on the projections so that he has a better understanding of the costs to run the restaurant and so we can review accurate projections in order to make a final decision. Deanna will reach out to the applicant and inform him that we would like him to work on these and come back next month for a decision.


C. Review subordination request – Vision Venture Group, LLC

Next, the Committee reviewed a subordination request for Vision Venture Group, LLC and Glens Falls National Bank (GFNB). We closed the loan with them in October 2017 and as they worked through the renovations, they discovered asbestos which would end up costing them an additional \$70,000. GFNB will provide \$50,000 with the LLC members coming up with the rest (\$20,000) but, in order to make this work, GFNB has asked us to subordinate to this additional funding. The Committee discussed the project and their payment history and Dave O'Brien made a motion to approve. Dana Hogan seconded and it was approved unanimously. Deanna will work with GFNB in order to get the subordination executed.

V. Adjournment

The meeting was adjourned at 10:56 AM. Motion made by Jared Humiston, seconded by Dana Hogan and approved by all.

Dated: 12/18/18, 2018



Jared Humiston, Chairman

Respectfully submitted by, Deanna Derway, Executive Director