

Washington County Local Development Corporation
Loan Review Committee - Meeting Minutes
Monday, January 28, 2019 – 10:00 a.m.
LDC Conference Room

Board Members Present: Jared Humiston, Jay Niles (left at 11:26 AM), Dave O'Brien, Dave Higby, Brian Campbell and Dana Hogan (left the room at 11:17 AM and returned 11:20 AM)

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

I. Call to Order

The meeting was called to order at 10:02 AM.

II. Approval of Meeting Minutes

After reviewing the minutes from the December meeting, Dana Hogan made the motion to approve and Dave O'Brien seconded. It was approved unanimously.

III. Old Business

Starky's Grill: We started reviewing this loan application at the end of 2018 but, wished to see more thorough financial projections so we connected Cliff with SCORE who he worked diligently with for a couple of months and re-submitted the updated financial projections. The committee expressed the risk that they see in taking on dinner with a place that has been very successful with breakfast and lunch but, Cliff ensured that they have planned for this change. The applicant is still working on securing the additional \$55,000 needed for the project and the committee highlighted the need for us to be a first position over any other financing. Dave O'Brien made a motion to approve with a 15 year term with the stipulations that a) the applicant must secure the additional funding noted in the application and b) WCLDC must be in first mortgage position on the property to be purchased. Dave Higby seconded and it was approved with 5 ayes and one abstention from Dana Hogan.

IV. New Business

A. Loan List Update

Next, The Board reviewed the current loan list update. The only loan that needs to be addressed is Harrington's Care A Lot who Deanna and Dave O'Brien met with prior to the Loan Review to discuss the situation that she is in with IRS tax levies. This account will be discussed later in the meeting.

Loan application review – Gramp's Old School

Next, the Committee reviewed a loan application request for Gramp's Old School in the amount of \$55,000 to complete the renovations on the property located at 0 Ryan Rd. in Greenwich. Jill Tefft was present to represent the project. The Committee went through the drawings with the applicant and looked at the pictures of what the historical schoolhouse looked like prior to the start of renovations and looked at the plans for completing the renovations. It is a passion project for Jill but, also meets the need for more beds/rentals available in Washington County. The Committee asked about the makeup of the property itself to which Jill replied that there is a buffer between Route 29 and the house and that the Battenkill River is across the road for fishing etc. We also discussed the fact that she plans to install a new well and septic system on the property (including UV filters). She has been using social media to document the entire process of renovation and will also utilize this method for advertising once ready (along with AirBnb). The Committee had no further questions and Dana Hogan made a motion to approve, Brian Campbell seconded and it was approved unanimously with 6 ayes.

B. Review loan account – Harrington's Care A Lot

Next, the Committee discussed the delinquent loan account of Harrington's Care A Lot. Since the last meeting, Deanna and Dave O'Brien met with Lisa to discuss the IRS tax levy issue and asked for more information about how this situation happened and what exactly is owed. Deanna and Dave also connected Lisa with Elise Stefanik's office as they may be able to assist with communicating with the IRS and figuring out the issue. The Committee discussed many different options for how we may be able to assist this business as it is a great asset to the County providing child care for low to moderate income families in the area. In order for the Committee to make an informed decision, they would like to gather more information from Lisa in regards to the situation. Therefore, they decided to have Deanna, Dave O'Brien, Jay Niles and Jared Humiston meet with Lisa before the next meeting (and to include Glens Falls National Bank if possible as they are involved in the loan as well) . Deanna will work to set this meeting up and the group will continue to report back to the committee as we work to resolve this situation.

V. Adjournment

The meeting was adjourned at 11:51 AM. Motion made by Brian Campbell, seconded by Dana Hogan and approved by all.

Dated: 4/16/19, 2019



Jared Humiston, Chairman

Respectfully submitted by, Deanna Derway, Executive Director