

Washington County Local Development Corporation
Loan Review Committee
Tuesday, July 14, 2015
9:00 a.m. - LDC Conference room

Present: Dana Haff, Tom Rogers, Rich Norman, Jay Niles, Jim Lindsay and Dave O'Brien
Others Present: Deanna Derway, WCLDC President and Lisa Harrington

Jim Lindsay called the meeting to order at 9:00 a.m.

The Committee reviewed the minutes from the June meeting. Jay Niles made the motion to approve and Dana Haff seconded. There was no further discussion and it was approved unanimously.

Next, the Committee reviewed a loan application for Harrington's Care A Lot, Inc. Glens Falls National Bank submitted a preliminary term sheet proposing to cover up to \$125,000 with the LDC covering \$100,000. Lisa Harrington was present representing the project and answered questions for the Committee in regards to the impact Universal pre-K which works hand in hand with what Harrington's services with busses from Head Start and UPK picking up multiple times a day at the Child Care Center. She also discussed the voucher system for which NYS utilizes to pay for services. The number of children has increased each year, as has the waiting list. The Committee highlighted that the past three years tax returns show an increase in cash flow and revenue each year. The Committee asked Lisa about the back taxes that are owed for 2014 and how this came to be to which Lisa replied that it was an honest oversight on her part and that with this combination of funding that she will be able to buy out the mortgage and roll the taxes into escrow going forward. The Committee asked about the status of the 2015 taxes and if she will be in a position to pay the upcoming School and County taxes that will be due in a few months. Lisa said that she would have to find a way to cover those. The Committee and Lisa discussed how much more funding would be needed in order to cover these and make sure that she is leaving herself in a good financial position moving forward. After a lengthy discussion about potential figures the decision was made that \$125,000 from the LDC would be the best course of action in order to properly fund the continual growth of this business. Dave O'Brien made a motion to approve the application and Jay Niles seconded. There was no further discussion and the application was approved unanimously.

Next, The Committee reviewed the current loan list update and discussed the current status of each account. Renaissance Grants & Planning is behind a month but, have been in contact and will be making the payments on 7/16/15. Otherwise, all loans are in good standing and on track with payments/payment plans.

The meeting was adjourned at 10:00 a.m. Motion made by Jay Niles, seconded by Rich Norman and approved by all.

DD

Seth Pitts, Chairman

Date