

WASHINGTON COUNTY LOCAL DEVELOPMENT CORPORATION

Board of Directors

Friday, September 15, 2017

9:15 a.m. Meeting

Board Members Present: Seth Pitts, Jared Humiston, Marion Watkins (entered 9:35), Dana Haff, Dave O'Brien, Jay Niles, Mitch Supernant, Cassie Fedler, Brian Campbell, Sara Idleman and Rich Moore

Staff Present: Deanna Derway – WCLDC President

Guests: None

I. Call to Order

Chairman Pitts called the meeting to order at 9:14 a.m.

II. Approval of Minutes

After reviewing the minutes from the August meeting, Dave O'Brien made a motion to approve with a second from Jared Humiston and approved unanimously.

III. Executive Director Report

Next, The Committee reviewed the current loan list update. Darlene from Renaissance made her payment as based on her payment plan. Elizabeth Davis is still behind but, made a payment. Harrington's Care A Lot made a payment this month but, is also behind on payments as they are waiting for County subsidies to come through and will get caught up as soon as they are received.

Lastly, Deanna let the BOD know that they will be reviewing the proposed 2018 budget in October for approval (after approval by A&F Committee) and submission to PAAA.

IV. Committee Reports

At the request of the Board, Deanna presented a spreadsheet that shows how much money the LDC takes in in Principle and interest payments throughout the year (this was based on 2016 actual numbers). A conversation ensued about these totals and whether or not we operate off from any of the loan interest. Deanna explained that we've worked extremely hard over the past 5 years to get the finances in order and to a place where we do not have to use any loan interest and in fact, have not had to do so since Deanna was appointed as President. The conversation seemed to cause some confusion among BOD members and Deanna asked if the BOD had any suggestions moving forward. Deanna will put together and provide a P&L spreadsheet for next month's meeting showing a breakdown of past year actuals for further discussion and clarity.

V. Old Business

None

VI. New Business

A. Next, we reviewed the August monthly financial reports. Cassie Fedler made a motion to approve the financials, Sara Idleman seconded. There was no further discussion and they were approved unanimously.

B. Next, the BOD reviewed an application for Vision Venture Group, LLC who is asking for \$250,000 in order to purchase a property in Greenwich where they plan to move their current operation from Schuylerville in order to expand the business to meet growth needs. This loan was approved and recommended by the LRC on 9/12/17. Glens Falls National Bank is also involved in this project where they will be lending up to \$519,500 for the renovation of the property which is currently a vacated residence. The Board discussed the applicants' company history and looked at the fact that the company has shown growth every year. They have outgrown the current location with appointments booking into December due to lack of exam room space. The new location would provide the extra space needed for more exam rooms allowing them to immediately better meet customer needs and allow for continued growth of the business. There was no further discussion and Dave O'Brien made a motion to approve the loan at 6% interest for a 20 year term. Cassie Fedler seconded and it was approved unanimously.

C. At the June LRC meeting, the Committee reviewed an application request from Greenwich Preservation Group, LLC who was seeking \$300,000 for a mixed use village renewal project of multiple properties on Main Street in downtown Greenwich. Due to the fact that the LDC would be behind both Glens Falls National Bank and Adirondack Trust for collateral, the Committee was concerned with the lack of collateral to back up the full funding request. The Committee approved \$150,000 in funding at that time and told the applicant that the LDC would need to be first on a property valued at least at \$150,000 in order to back up the additional amount requested. The applicant did in fact pledge a property located on Cossayuna Lake that meets the value requirements laid out by the LDC. Based on the additional

collateral presented, the LRC approved and recommended by the LRC on 9/12/17. Although this will be closed as 2 separate loans, the Committee wanted to get approval from the full Board due to the combined total. Dave O'Brien made a motion to approve the total funding amount of \$300,000 at 6% interest for a 15 year term. Jared Humiston seconded and it was approved unanimously.

VII. Adjournment

The meeting was adjourned at 9:47 AM. Motion made by Cassie Fedler, seconded by Brian Campbell and approved by all.

DD



Seth Pitts, Chairman

Date