RDC
REGIONAL DEVELOPMENT CORPORATION

Buffalo and Erie County Regional Development Corporation Loan Committee

May 8, 2019
at
9:00 a.m.

ECIDA Offices
95 Perry Street
4th Floor - Perry Room
Buffalo, New York 14203

1.   Roll Call

2.   Reading and approval of the Minutes of the September 12, 2018 Loan Committee meeting (Action Item) (Pages 2-3)

3.   Approval of the Following Loan Case(s):

        1) InEx (Action Item) (Pages 4-27)
        2) Leon's Landscaping (Action Item) (Pages)

4.   RDC Loan Portfolio Update (Informational)

5.   Adjournment – Next Meeting – June 12, 2019 at 9:00 a.m.

MINUTES

OF THE LOAN COMMITTEE OF THE

BUFFALO AND ERIE COUNTY REGIONAL DEVELOPMENT CORPORATION

(RDC)

DATE AND PLACE: September 12, 2018, at the Erie County Industrial Development Agency, 95 Perry Street, Suite 403, Buffalo, New York 14203

MEMBERS PRESENT: Joseph H. Emminger, Rebecca Gandour, Nancy LaTulip, David McKinley, John J. Mudie and Michael A. Taylor

MEMBERS ABSENT: Sister Denise Roche and Royce L. Woods

OTHERS PRESENT: John Cappellino, Executive Vice President; Gerald Manhard, Chief Lending Officer; Michael Alexander, Loan Manager; and Robert G. Murray, Secretary

There being a quorum present at 9:02 a.m., the meeting of the RDC Loan Committee was called to order by its Chair, Mr. Emminger.

MINUTES

Upon motion made by Mr. Taylor, and seconded by Mr. Mudie, and unanimously carried, it was

> **RESOLVED,** that the minutes of the RDC Loan Committee meeting of July 20, 2018 are hereby approved.

APPROVAL OF LOAN CASES:

Herb 'N Garden Farms, LLC, 5605 East River Road, Grand Island, New York, $140,000, 90-month term loan, secured and guaranteed. Mr. Alexander reviewed the loan application and loan case detailing the proposed $140,000 term loan, proceeds of which will be used by the borrower to purchase certain greenhouse equipment, raw material, inventory, packaging materials and working capital to begin production within its soon to be constructed 8,500 sq. ft. greenhouse facility.

General discussion ensued. Ms. Gandour moved to approve of the proposed loan provided personal residences of the guarantors are pledged as additional collateral. Mr. Mudie seconded the motion as proposed by Ms. Gandour. Mr. Emminger called for the vote and the motion was then unanimously approved.

<u>Gi Gi's Restaurant, 683 Northland Avenue, Buffalo, New York, $25,000, 66-month term loan, secured and guaranteed.</u> Mr. Manhard reviewed the $25,000 loan application and loan case noting that the loan request has been reduced from $50,000, as initially proposed and as reviewed at last month's Loan Committee meeting, to $25,000, as a result of the National Development Council agreeing to fund the $25,000 difference. Mr. Manhard then reviewed the various issues raised by RDC Loan Committee members at last month's meeting and provided responses to those concerns.

General discussion ensued. Ms. Gandour noted that because the loan amount has been decreased by 50%, the risk for the RDC has also been significantly decreased.

Mr. Cappellino asked if committee members have recommendations along the lines of requiring more intense monitoring. Ms. Gandour noted that the borrower will receive mentoring and technical assistance from Next Street LLC which will help to minimize risk. Mr. Taylor asked if the Loan Committee could require that the borrower provide confirmation that all personal and business annual and quarterly tax payments and installment payment plans are current. Mr. McKinley then asked if that confirmation could be provided by the borrower's accounting firm instead of otherwise relying on receiving copies of cancelled checks. Mr. Emminger agreed with Mr. McKinley's suggestion. Mr. Taylor then moved to approve of the loan as proposed provided the borrower's accountant provides certification that annual and quarterly tax payment and installment payment plans are current. Ms. Gandour seconded the motion. Mr. Emminger called for the vote and the motion was unanimously approved.

There being no further business to discuss, Mr. Emminger adjourned the meeting at 10:00 a.m.

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Robert G. Murray, Secretary