



MINUTES

Regular Monthly Meeting of the WCLDC Board of Directors

Warren County Board Room, 1340 U.S. 9, Lake George, NY
12845 Thursday, April 18, 2024 at 11:00 a.m.

Present: Michael Wild – Chair
Nathan Etu, Vice Chair
Mark Smith – Director
Nancy Turner, Supervisor, City of Glens Falls, Ward #3
David Strainer, Supervisor, Town of Queensbury at Large (arrived late)

Absent: Robert Landry – Secretary
Eugene Merlino – Treasurer
Tricia Hartle – EDC Economic Development Coordinator

Staff: Jim Siplon – President EDC
Diane Dumouchel – EDC Finance Compliance Director / WCLDC CFO

Guests: Anonymous Guest via Zoom

Welcome & Call to Order: Chair Mike Wild welcomed everyone and called the meeting to order at 11:09 a.m. Roll call taken; quorum established.

Approval of Minutes: The following minutes were approved unanimously, motion made by Nathan Etu; seconded by Nancy Turner; no discussion: all in favor; motion passes.

Minutes of the April 18, 2024 Regular Monthly BOD Meeting

Minutes of the May 3, 2024 Special BOD Meeting

With the absence of Economic Development Coordinator, Tricia Hartle, the WCLDC continues to have issues connecting to YouTube Live. Meeting started on Zoom at 11:09 and during the Review of Financials, an outside participant noted that sound was not working. Once the issue was rectified, CFO Diane Dumouchel restarted the review of the April 2024 financials.

Financial Update: CFO Dumouchel reviewed the WCLDC April Financials. Nothing notable on financials. Two loan recipients currently have payments on pause by resolution; both are scheduled to resume payments on July 1st, 2024. Motion to approve March 2024 Financials made by Nathan Etu; seconded by Nancy Turner; no discussion; all favor; motion passes.

At a Special Meeting on May 3rd, 2024, the WCLDC Board passed Resolution No. 20240503 Approval of a Loan Modification for LuMaZu LLC. Following the advice of the WCLDC's legal counsel, in order to

preserve the WCLDC's lien priority, and to avoid an overly complicated amortization schedule, the new loan was structured separate from the original loan. With all other terms remaining the same, Resolution No. 20240516-2 Approval of a Revision to WCLDC Resolution No. 20240503 Loan Modification for LuMaZu LLC is being brought to the board for approval. Motion to approve Resolution No. 20240516-2 made by Nathan Etu; seconded by Mark Smith; no discussion; all favor; motion passes.

A Certificate of Deposit with GFNB will mature June 11th, 2024. Resolution No. 20240516-1 Approval to Reinvest WCLDC Funds in a new 6-month CD is brought to the Board. Motion to approve Resolution No. 20240516-1 made by Mark Smith; seconded by David Strainer; Chair Wild and Director Smith raised the question of future rates and what might be the impact should the rates drop below the threshold. If the rate drops below 4%, those funds would drop into a money market account until the board reconvenes June 20th. Consensus is to move forward with resolution. Vote taken; all favor; motion passes.

Review of Housing project/Smart Growth Impact Assessment Form:

The County is considering application for a Smart Growth Grant. Nathan Etu, who sits on the Committee brought the assessment form to the WCLDC for consideration to align with the Board's plans for a pre-development fund. Board members expressed interest and President Siplon updated Board members on the status of the term sheet for the pre-development fund, currently being drafted by the WCLDC's legal counsel.

President & CEO Report:

Review of FOILS/Complaints: No new FOILs to the WCLDC were requested.

Loan Portfolio review:

President Siplon updated the board regarding the loan portfolio. Both Kirsh and LuMaZu's loan payments are on pause until July 1st and he noted that he has been in conversation with Kirsh and has asked them to come to next month's meeting to update the Board.

Update on Potential Applicants

The WCLDC has 2 applicants preparing to make an application, both are experiencing delays on their end – awaiting contractor quotes and other timing issues. There has been an uptick in interested parties from a wide swath approaching the WCLDC for information about resources and the application process. Not all are probable, but the increase in interest is notable.

Update on loan modification for LuMaZu

President Siplon noted that when LuMaZu's payment restart, they will be interest only payments, as was laid out in the terms of the new agreement. They have received their first \$50,000 disbursement. They have been introduced to or developed relationships with various entities to ensure good business practice. We are monitoring their progress.

Update on WCLDC Business Support Committee (unbulleted)

In February, the WCLDC created a new committee – Mark Smith is the only current member - to explore new streams of investment for the WCLDC to pursue. President Siplon met with Mark Smith and they have started reviewing the early draft of a term sheet for the Pre-Development fund. Our counsel, Kara Lais, modeled off similar HCR programs. This week the EDC hosted a Builders' Workshop where they were able to elicit feedback from builders. The EDC/WCLDC is engaging with builders to better understand their needs and to gauge their interest in different models responsive to the county's Housing Study, for example the development of deed-restricted properties. Chair Wild and Co-Chair Etu requested that members of the WCLDC receive invitations to the next Builders Workshop. Co-Chair Etu questioned

whether the proposed \$25,000 for the pre-development fund would be enough, and President Siplon responded that the pre-development fund, in its first iteration, was expected to be a pilot project to test out the concept before committing significant funds. The pilot will make use of unbudgeted income from CD interest and post settlement funds (aka. the Board Designated Fund). Discussion carried over into the second area where funds could be piloted, the expansion of the entrepreneurial ecosystem. This is a concept brought to the EDC from Professor Bob Bullock who teaches the Start-Up ADK and other business courses at SUNY, and who has a rich background in business leadership. The idea is to beef-up the resources to support the growth expansion of existing businesses. Chair Wild suggested that since the Lake George area is filled with successful businesspeople, we might tap into some of that collective knowledge. Bob Bullock will make a presentation at one of our next meetings.

Executive Session if appropriate: Executive Session: Chair Wild then called for motion to convene in Executive Session for purpose of discussion the finances of a loan recipient.

Motion made by Mark Smith; seconded by Nancy Turner and approved unanimously.

Motion to adjourn executive session made by Nathan Etu; seconded by Mark Smith at 12:37 p.m. No action taken.

Approvals, Resolutions, Actions:

- RESOLUTION No. 20240516-2 Approval of a Revision to WCLDC Resolution No. 20240503 Loan Modification for LuMaZu LLC
- RESOLUTION No. 20240516-1 Approval to Reinvest WCLDC Funds in a new 6-month CD

Adjournment: Upon no further business to come before the board, a motion is made by David Strainer; seconded by Nathan Etu to adjourn; carried unanimously at 12:38 p.m.

Next Meeting: June 20, 2024 at 11:00 a.m.