

Meeting date: May 22, 2017

Members Present:

Matt McSherry, committee chair

Jason Hage

Johanna Ames

Mike McMahon

Members Excused:

Dave Brandstadt

Staff:

Karen Niday

Garry VanGorder

The meeting began @ 12:00

Prior to the meeting, Karen sent members a 10 year loan portfolio summary, the current loan eligibility guidelines and examples of loan programs within the region (Cayuga, Madison, Broome and Onondaga).

The committee discussed the various regional programs and compared them to our program. The other programs are very similar with the exception of the interest rate. Most of the other programs have a prime + interest rate while the BDC program has been @ 6% fixed rate for many years. Due to the limited amount of funds available to loan and the need to continue to replenish the fund, the committee agreed to keep the rate at 6%. While this rate may be higher than some of the surrounding programs, it is still competitive with the bank rates.

After much discussion, the committee is prepared to recommend to the full board the following amendments to our current program:

- Raise the application fee to \$225 (a \$25 increase)
- Obtain a credit report (the add'l application fee will cover the cost)
- Add language to the collateral requirements that life insurance may be required
- Add language to the current mission statement to better depict the intent of the loan program

It was also discussed that more marketing should be done with some of the banks so they are aware of our loan program for either a joint partnership on a project and/or for applicants that are not able to obtain funding from the bank. Many of the banks have new loan personnel that may not be aware of our program. Karen and Garry will begin meeting with the banks to get the message out.

The committee meeting adjourned at 1:00 p.m.