

IDA
ZOOM MEETING

JUNE 16, 2020

The meeting was called to order by Chairman Tomlinson, at 10:00 A.M. The Executive Director, Ms. Wilt, called the roll with the following Members answering:

Steve Tomlinson, Chairman
William Farber, Vice Chairman
Tim Brownsell
Robert Peck
Tim Pine
James Bateman

Also Present:
Christy Wilt, Executive Director
Laura Abrams, Secretary
Mark Bird, Loan Applicant

Minutes:

Motion to accept the minutes of the February 6, 2020 & April 2, 2020 by Mr. Peck, seconded by Mr. Pine. Carried.

Financial Report:

Ms. Wilt presented the Finance Report. NBT Bank, \$345,264.17. Community Bank, \$71,600.55.
Motion to approve the Finance Report by Mr. Bateman, seconded by Mr. Pine. Carried.

Payment of Bills:

No bills.

New Business:

Ms. Wilt reported that the BST audit is complete.

Ms. Wilt reviewed a loan application from Mark Bird. Mr. Bird is requesting a loan to purchase a seaplane. The purchase price of the plane is \$125,000, he would like to get it for less. He will be using \$30,000 of his own money. He is requesting a loan of \$95,000. The condition of the plane was discussed. Mr. Tomlinson asked how a job or 2 can be created by purchasing this plane. Mr. Bird explained that it will be a challenge because of the current COVID conditions. He has 4 people on payroll now, if things get busy, he could add another part time position; this plane will keep him from letting anyone go. Mr. Bird stated that it will take time to get an operating certificate from the FAA. You have to have the airplane prior to starting that process. Hoping to be up and running next summer. The plane will be the collateral for the loan. Mr. Peck asked if the plane he currently owns is used commercially. Mr. Bird stated it is not. The one he owns doesn't have the compacity that the one he wants to buy does. The one he wants to buy can hold 4 passengers. Mr. Bird stated that he doesn't need

to sell the other plane to purchase this one, but just found that he may have to do an engine overhaul on this new plane even though it only has 378 hours on it, it appears to have a lot of time left on it but the FAA requires it to be done by a calendar date. An overhaul runs about \$30,000, which is about the sale of his plane. Mr. Farber stated that Mr. Bird will secure the insurance, will need proof of the insurance to make sure our collateral is secured, with some loans like this we have requested the borrower to obtain life insurance. As there were no further questions, Mr. Bird left the meeting.

Ms. Wilt discussed grant funds received from the Adirondack Foundation in the amount of \$10,000. The grant is an urgent needs fund. She applied for it for COVID needs. If we have businesses that need masks, hand sanitizer, signage, etc., she thought that would be a good use of this grant. She proposed to advertise for 20 \$500 grants to help businesses. Everyone thought it was a good idea. The funds have already been received. Mr. Bateman asked if there is a term limit on expenditure of the funds. Ms. Wilt doesn't believe so, she just has to report what it was spent on. Mr. Pine made a motion to approve Ms. Wilt to advertise the 20 \$500 grants, seconded by Mr. Bateman. Carried.

Ms. Wilt stated she received a letter from the Emergency Outdoor Services Group asking us to forgive the interest on their loan. They were not able to hold their fund raiser. The interest is \$1,000.00. Setting a precedent was discussed. Ms. Wilt stated they had a flat 2% rate on their loan of \$11,000, plus \$39,000 for a total of \$50,000. The principal is entirely paid off. The Board discussed discounting the interest due to COVID. Mr. Bateman made a motion to reduce the rate to 1%, seconded by Mr. Brownsell. Carried.

Ms. Wilt stated that she was told by the accountant that we need to get some money out or we will need to up some of our insurances.

Old Business:

Woods Inn Loan – Mr. Tomlinson stated he received a call from Mr. Frey. He said he was willing to have us come to him and figure out how much he can pay in payments. The money has been spent from his grant. Ms. Wilt stated he owes \$50,000 for this account, plus the interest, which puts him at about \$54,000. He is current on his monthly payments on the large loan, the balance on that loan is \$166,487.66. The Board discussed their options. Ms. Wilt stated she didn't feel the \$50,000 should be put in the other loan because we won't have any recourse once the restrictions are lifted.

Motion to enter Executive Session to discuss the loan application by Mr. Pine, seconded by Mr. Bateman. Carried.

Motion to open Session by Mr. Bateman, seconded by Mr. Peck. Carried.

Chairman Tomlinson reported that while in Executive Session a loan application was reviewed. Ms. Wilt stated that a loan application to buy a plane by Mr. Bird was reviewed in Executive Session. Ms. Wilt is going to request some back up information regarding an appraisal, jobs guaranteed and life insurance. The IDA will reconvene to make a decision.

As there was no further business, motion to adjourn by Mr. Pine, seconded by Mr. Bateman. Carried.