Motion: R. Pancoe

Second: S. Hunt

NCA LRC Approved 06/14/2022

**North Country Alliance Local Development Corporation**

**Loan Review Committee Meeting**

**May 12th, 2022 at 2PM**

**Minutes**

The North Country Alliance Local Development Corporation held a NCA Loan Review Committee meeting on Thursday, May 12, 2022 at 2:00 PM via conference call. Dial information (315)661-3250; User: 482; Password: 482

**Present:** Ross Pancoe, Brian Gladwin, Al Dunham, and Steve Hunt

**Excused:** Ron Bacon and Marijean Remington

**Others:** Christy Wilt (Hamilton County IDA - Loan Sponsor)

**Call to Order:**

1. Loan Review Request – River Creek, LLC requesting $75,000; 10 years at 5% fixed ($30,000 UDC – 5 year term with 10 year amortization ($45,000 RBEG or USDA IRP with a 10 year term for machinery and equipment and working capital.
   1. Discussion – M. Siver presented the loan request and gave an overview of the proposed project to renovate the 2965 State Route 30, Speculator NY. River Creek, LLC applied for $75,000 for machinery/equipment and working capital. Christy Wilt from the Hamilton County IDA was on the phone as the loan sponsor and also gave an overview of her experience with Glen Biswurm. Christy indicated that Glen has invested in the community by purchasing and renovating other buildings located in Speculator and opening a Brewery and former Café. Christy indicated that those projects appear to be doing well and she has an overall good experience dealing with Glen. R. Pancoe expressed concerns with the proposed project due to the nature of construction projects over the past 6 months with costs ballooning and becoming much larger making these types of project much more risky. R. Pancoe indicated that having updated quotes helped, however, he asked how any cost overruns would be handled. M. Siver indicated that Mr. Biswurm had indicated that he can inject capital in addition to the proposed investor subordinate to the NCA/DANC loans. R. Pancoe asked about the rents and his ability to rent the restaurant and or the café and M. Siver indicated that Mr. Biswurm did not have any formal agreement he did have serious interest from two parties in addition to interest in renting out the café. R. Pancoe indicated that everything would have to go according to plan, in his opinion, to cash flow the project without and construction cost overruns. R. Pancoe asked if we had a global cash flow for all of Glen’s businesses after R. Pancoe asked about Glen’s personal financial statement and strength of liquidity. M. Siver indicated that he did not obtain a global cash flow for Mr. Biswurms other businesses. B. Gladwin indicated to R. Pancoe that we typically don’t do a global cash flow. R. Pancoe asked if we could obtain a global cash flow in regard to this project to determine how his other businesses are doing to ensure that he has sufficient cash flow for his existing operations in support of this proposed project. B. Gladwin indicated that he would work with M. Siver to obtain additional information to give an overview of his global cash flow to give the committee comfort in approving the project. S. Hunt indicated the he did not see any issue asking for additional information and the committee generally agreed.
      1. Motion: R. Pancoe
      2. Second: B. Gladwin
      3. NCA LRC Tabled 5/12/2022
2. Adjournment:

The next North Country Alliance Loan Review Committee meeting is scheduled to be held TBD.