



Board Members Present: Tim Petersen, Larry Dolhof, Michele Ledoux, Tyler McDonald (via Zoom), Christie Andrus-Nakano (via Zoom), Mickey Lehman (via Zoom)

Others Present: Ian Gilbert (Ian Gilbert, Attorney at Law), Brittany Davis, Cheyenne Steria, Kaylee Tabolt

I. Call to Order

- a. Chairman Tim Petersen called the meeting to order at 10:07am.

II. Privilege of the Floor

- a. Brittany Davis introduced Michele Ledoux, new LCDC Board Member.

III. Items for Approval

- a. Cheyenne Steria noted that the LCDC has received a loan application from Black River Valley Natural for a \$50,000 refinancing loan. Cheyenne Steria noted that BRVN has debt in various buckets and is seeking stabilization funding. Larry Dolhof and Ian Gilbert sought clarification that the LCDC and NCA loans would be the only secured debt of Black River Valley Natural. Ian Gilbert disclosed that he is representing Beller Farms in selling their 25% stake in Black River Valley Natural, which is unrelated to this refinancing loan. The Board clarified that NCA is in first position on this and the LCDC would be in second position. Cheyenne Steria clarified that this is a risky loan, and the Loan Committee has recognized that; the Loan Committee sees our role as assuming these riskier loans. Tim Petersen questioned the 5% interest rate on the proposed LCDC loan; Cheyenne Steria added that the loan fund needs to be advantageous, and the interest rate needs to be higher than what the LCDC would receive in bank interest. Tim Petersen questioned if the loan committee discussed lowering the interest rate. Larry Dolhof added that the Board should consider setting an annual interest rate for the loan fund; Michele added that the market is volatile right now. The Board discussed conditions to this loan in the case that Black River Valley Natural did not meet their forecasted growth. Christie Andrus-Nakano suggested that in place of interest rates and defining hard boundaries on the loan, the need of the Black River Valley Natural's situation is business advisement or something similar to build capacity. The Board would like staff to meet monthly with James Munn to keep an active and engaged relationship throughout the duration of the loan. Tim Petersen suggested that the LCDC make a conditional motion to approve of a \$50,000 refinancing loan where James Munn and Bethany Munn are named as personal guarantors with seven year amortization at 5.0% APR with a deferred payment start date six months after closing with the

conditions that (1) James Munn meets monthly with the Naturally Lewis team until six months of good payments, and if there are two months of bad payments this need restarts, and (2) underwriting is completed by the Development Authority of the North Country.

- i. A motion to approve of Black River Valley Natural's \$50,000 refinancing loan application where James Munn and Bethany Munn are named as personal guarantors with seven year amortization at 5.0% APR with a deferred payment start date six months after closing with the conditions that (1) James Munn meets monthly with the Naturally Lewis team until six months of good payments, and if there are two months of bad payments this need restarts, and (2) underwriting is completed by the Development Authority of the North Country was made by Mickey Lehman and seconded by Tim Petersen. All present voted in favor and motion carried.

IV. Addendum to Naturally Lewis Staff Service Contract

- a. Brittany Davis noted that there were items identified in at the end of the year that were not accounted for in the Staff Services Agreement, including:
 - i. Center for Businesses in Transition Program (CBIT)
 - ii. Vacant Property Revitalization Program (VPR)that Naturally Lewis, Inc. should be compensated for.
- b. Larry Dolhof questioned the administrative rate tied to Vacant Property Revitalization funding in the contract from Lewis County to the LCDC. Cheyenne Steria confirmed that the number in the previously distributed addendum is correct.
 - i. A motion to approve of a total payment of \$13,500 to compensate for the administration of VPR in 2024 and 2025 (\$12,500) and the administration of CBIT in 2024 and 2025 (\$1,000) was made by Tim Petersen and seconded by Larry Dolhof. All present voted in favor and motion carried.

V. Adjournment

- a. A motion to adjourn was made at 10:50am by Larry Dolhof and seconded by Tim Petersen. All present voted in favor and motion carried.