



**EDC APRIL MEETING AGENDA**  
**Tuesday, April 28, 2026, at 8:00 a.m.**  
County Tower Building – Commission Chambers  
120 W. Michigan Avenue, 5<sup>th</sup> Floor

**Call to Order**

**Public Comment**

**Consent Agenda** – Items removed to be considered separately

- a) \*Minutes from December 12, 2025, EDC Board Meeting
- b) \*\*EDC Financial Statements through March 31, 2026

**New Business**

- a) \*Discussion: RLF Lunch & Learn, Friday March 6, 2026
- b) \*\*Discussion: RLF Reuse Plan

**Director's/Staff Comments**

**Board Member Comments**

**Community/Public Comments**

**Adjourn**

*\*Indicates attachment*

*\*\*Indicates attached separately*



**EDC Annual Board Meeting Minutes  
December 12, 2025  
County Tower Building – 5<sup>th</sup> Floor Commission Chambers**

- EDC Board Present (7):** Ron Ellison, Martha Fuerstenau, Tim Levy, Cynthia Richardson, Jason Sanders, Steve Shotwell, and Phil Willis.
- EDC Board Absent (1):** Connor Wood
- EDC Staff (3):** Keith Gillenwater and Sara Owen
- Others (2):** Derrick Southern, Markowski & Co.; Mike Overton, Jackson County

EDC Chairman Ellison called the meeting to order at 7:34 a.m.

**Public Comment:** None.

**Consent Agenda:**

Mr. Willis requested an amendment to the minutes to reflect that for the past five years he has repeatedly proposed repurposing the Revolving Loan Fund (RLF).

***Mr. Levy moved, with Mr. Shotwell supporting, the approval of the amended EDC Meeting Minutes from December 6, 2024, and the EDC financial statements through October 31, 2025. Motion carried unanimously.***

**2024 EDC Audit:**

Derek from Markowski & Co. presented the 2024 audit, noting the EDC received a clean audit opinion with no significant deficiencies or material weaknesses.

He highlighted the following:

- Total assets as of 12/31/24: \$680,888 (cash and investments).
- No outstanding liabilities.
- No RLF loans outstanding at year-end.
- Total expenses for 2024: \$8,530.
- Interest income received: \$78 from a loan payoff and \$15,797 on bank/investment balances.
- Net position increased by \$7,345.
- No budget violations.

***Ms. Fuerstenau moved, with Mr. Sanders supporting, the acceptance of the 2024 EDC Audit as presented. Motion carried unanimously.***

**Discussion – Revolving Loan Fund Usage:**

Mr. Willis presented historical context regarding the RLF dating back to 1974. He expressed concern that only two loans (to the same company) have been made in the past five years and stated that the fund no longer serves its original purpose. He described the declining real value of the fund due to inflation and cited a recent loan

application process that he felt harmed the EDC's reputation. He recommended repurposing the fund and suggested forming a committee to return with recommendations within 90 days.

Board members responded with clarifications and differing viewpoints. Chairman Ellison explained challenges with the recent application and described delays and inconsistencies in information provided by the applicant, stating the process was not "botched."

Mr. Gillenwater provided additional context, noting:

- Staff cannot deny applications; only the Board can.
- Historically, RLF's are intended to take calculated risks as an economic development tool.
- Underutilization may reflect outdated guidelines.
- There is an opportunity to revise guidelines, loan limits, and program design.
- Staff have already met with multiple companies in the past month who inquired about loan opportunities.

After extensive discussion, the Board agreed that stakeholder input is necessary, particularly from small-business lenders, CPAs, and realtors.

***Ms. Richardson moved to direct Keith and Sara to schedule a Lunch-and-Learn with identified stakeholders and the EDC Board in February, and to return with a report and recommendations no later than April 30, 2026. Mr. Shotwell supported. Motion carried, with Phil Willis voting nay.***

### **2025 EDC End of Year Report:**

Mr. Gillenwater presented the 2025 End of Year Report, highlighting:

- 77 Business Retention & Expansion visits conducted countywide.
- Multiple companies recently engaged regarding equipment purchases, acquisitions, or facility transitions.
- A wide range of tools (brownfield, TIF, bonding, RLF) are discussed at every BRE visit.
- Staff is actively supporting attraction projects, including site showings near the train station.

Questions were raised regarding investment terms of the EDC's CDs and restrictions on allowable investment vehicles. Keith noted that guidance would need to be confirmed with the County.

***Mr. Levy moved, with Ms. Fuerstenau supporting, the acceptance of the 2025 EDC End of Year Report, as presented. Motion carried unanimously.***

### **2026 Scope of Work:**

Mr. Gillenwater reviewed the 2026 Scope of Work, noting:

- It closely mirrors 2025.
- It now includes the informational luncheon for lenders and stakeholders (approved via motion earlier).
- The 2026 website rebuild will allow staff to incorporate an online RLF application, ensuring all required documents are submitted before staff invests time in incomplete applications.

Board discussion addressed perceived overlap between the EDC's Scope of Work and Accelerate Jackson County's broader scope. Several members affirmed that the EDC receives substantial value for its modest management fee.

***Ms. Richardson moved, with Mr. Sanders supporting, the acceptance of the 2026 EDC Scope of Work. Motion carried unanimously.***

### **Discussion of Current Board Vacancy and Appointment Process:**

The Board discussed the existing vacancy and reviewed prior outreach efforts to potential candidates. Ms. Owen noted that several individuals had been approached over the past year, but the seat remains unfilled. Historically, the preference has been for a representative from a utility or related industry, though this is not a formal requirement. Staff and board members will continue identifying qualified candidates and will bring recommendations to a future meeting.

**Election of 2026 EDC Officers:**

The existing slate was presented:

- **Chair:** Ron Ellison
- **Vice Chair:** Tim Levy
- **Treasurer/Secretary:** Jason Sanders

*Mr. Shotwell moved to close nominations and cast a unanimous ballot for the existing slate. Mr. Levy supported. Motion carried unanimously.*

**2026 EDC Budget:**

The Board reviewed the proposed 2026 EDC Budget, noting it is consistent with prior years and would adjust if loan activity increases. *Mr. Levy moved, with Ms. Richardson supporting, the approval of the 2026 EDC Budget. Motion carried unanimously.*

**2026 AJC/EDC Management Agreement:**

The Board reviewed the 2026 agreement, which mirrors prior years and maintains the existing management fee. Mr. Shotwell requested adding a specific bullet capturing the Board's earlier directive regarding the Lunch-and-Learn and April 30 report deadline. Mr. Gillenwater confirmed the agreement will be updated to include this program requirement. *Mr. Shotwell moved, with Mr. Sanders supporting, the approval of the 2026 AJC/EDC Management Agreement, as amended. Motion carried unanimously.*

**Director's/Staff Comments:**

Mr. Willis requested that minutes be issued within 30 days so the Board can follow up on commitments. Staff agreed. Several members emphasized the longstanding value of the EDC as the County's official conduit for economic development and the strength of the partnership with Accelerate Jackson County. Members expressed confidence that collaboration and renewed focus on lender engagement will help ensure the fund remains a meaningful economic development tool.

Meeting adjourned at 8:36 a.m.

*Respectfully submitted by Ms. Owen, EDC Staff.*

**ECONOMIC DEVELOPMENT CORPORATION**  
**STATEMENT OF FINANCIAL POSITION**  
**January 31, 2026**

**ASSETS**

**CURRENT ASSETS**

CHECKING - FLAGSTAR-CITY RLF	\$	90,768.18
CHECKING - CNB-EDA RLF		392,238.75
CHECKING - CNB-MONEY MAKER		3,025.15
ST INVESTMENT - CNB-CD		<u>200,115.82</u>

<b>TOTAL CURRENT ASSETS</b>		<b><u>686,147.90</u></b>
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<b>TOTAL ASSETS</b>	<b>\$</b>	<b><u><u>686,147.90</u></u></b>
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**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES**

<b>TOTAL CURRENT LIABILITIES</b>		<b><u>0.00</u></b>
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**NET ASSETS**

UNRESTRICTED FUND EQUITY	\$	84,399.06
FUND BALANCE - EDA RLF		342,956.24
FUND BALANCE - CITY RLF		114,318.75
RESTRICTED - EDA RLF		40,000.00
RESTRICTED- CITY CDBG LOCAL MA		103,964.17
EXCESS REVENUE OVER EXPENSE		<u>509.68</u>

<b>TOTAL NET ASSETS</b>		<b><u>686,147.90</u></b>
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<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$</b>	<b><u>686,147.90</u></b>
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**ECONOMIC DEVELOPMENT CORPORATION**  
**STATEMENT OF ACTIVITY**  
**For the One Month Ending January 31, 2026**

	Current Month	Year to Date
<b>REVENUE</b>		
INTEREST INCOME - EDA RLF	\$ 482.71	\$ 482.71
INTEREST INCOME - CITY RLF	26.97	26.97
	<hr/>	<hr/>
<b>TOTAL REVENUE</b>	<b>509.68</b>	<b>509.68</b>
	<hr/>	<hr/>
<b>EXPENSE</b>		
	<hr/>	<hr/>
<b>TOTAL EXPENSE</b>	<b>0.00</b>	<b>0.00</b>
	<hr/>	<hr/>
<b>REVENUE IN EXCESS OF EXPENSE</b>	<b>\$ 509.68</b>	<b>\$ 509.68</b>

**ECONOMIC DEVELOPMENT CORPORATION**

**General Ledger**

**For the Period From Jan 1, 2026 to Jan 31, 2026**

Filter Criteria includes: Report order is by ID. Report is printed with shortened descriptions and in Detail Format.

<b>Account ID</b>	<b>Date</b>	<b>Reference</b>	<b>Jrnl</b>	<b>Trans Description</b>	<b>Debit Amt</b>	<b>Credit Amt</b>	<b>Balance</b>
<b>Account Description</b>							
1013-EDC-002	1/1/26			Beginning Balance			90,741.21
CHECKING - FLAGSTAR	1/31/26	Interest	GENJ	Interest - January	26.97		
				Current Period Change	26.97		26.97
	<b>1/31/26</b>			<b>Ending Balance</b>			<b>90,768.18</b>
1032-EDC-001	1/1/26			Beginning Balance			391,756.04
CHECKING - CNB-EDA R	1/31/26	Interest	GENJ	Interest - January	482.71		
				Current Period Change	482.71		482.71
	<b>1/31/26</b>			<b>Ending Balance</b>			<b>392,238.75</b>
1033-EDC-000	1/1/26			Beginning Balance			3,025.15
CHECKING - CNB-MONEY MAKER	<b>1/31/26</b>			<b>Ending Balance</b>			<b>3,025.15</b>
1045-EDC-000	1/1/26			Beginning Balance			200,115.82
ST INVESTMENT - CNB-CD	<b>1/31/26</b>			<b>Ending Balance</b>			<b>200,115.82</b>
3005-EDC-000	1/1/26			Beginning Balance			-84,399.06
UNRESTRICTED FUND EQUITY	<b>1/31/26</b>			<b>Ending Balance</b>			<b>-84,399.06</b>
3005-EDC-001	1/1/26			Beginning Balance			-342,956.24
FUND BALANCE - EDA RLF	<b>1/31/26</b>			<b>Ending Balance</b>			<b>-342,956.24</b>
3005-EDC-002	1/1/26			Beginning Balance			-114,318.75
FUND BALANCE - CITY RLF	<b>1/31/26</b>			<b>Ending Balance</b>			<b>-114,318.75</b>

Account ID	Date	Reference	Jrnl	Trans Description	Debit Amt	Credit Amt	Balance
Account Description							
3006-EDC-001	1/1/26			Beginning Balance			-40,000.00
RESTRICTED - EDA RLF							
	<b>1/31/26</b>			<b>Ending Balance</b>			<b>-40,000.00</b>
3007-EDC-000	1/1/26			Beginning Balance			-103,964.17
RESTRICTED- CITY CDBG LOCAL MA							
	<b>1/31/26</b>			<b>Ending Balance</b>			<b>-103,964.17</b>
4910-EDC-001	1/1/26			Beginning Balance			
INTEREST INCOME - ED	1/31/26	Interest	GENJ	Interest - January		482.71	
				Current Period Change		482.71	-482.71
	<b>1/31/26</b>			<b>Ending Balance</b>			<b>-482.71</b>
4910-EDC-002	1/1/26			Beginning Balance			
INTEREST INCOME - CIT	1/31/26	Interest	GENJ	Interest - January		26.97	
				Current Period Change		26.97	-26.97
	<b>1/31/26</b>			<b>Ending Balance</b>			<b>-26.97</b>

**ECONOMIC DEVELOPMENT CORPORATION**  
**STATEMENT OF FINANCIAL POSITION**  
**February 28, 2026**

**ASSETS**

**CURRENT ASSETS**

CHECKING - FLAGSTAR-CITY RLF	\$ 90,792.55
CHECKING - CNB-EDA RLF	392,675.26
CHECKING - CNB-MONEY MAKER	3,025.15
ST INVESTMENT - CNB-CD	<u>200,115.82</u>

**TOTAL CURRENT ASSETS** **686,608.78**

**TOTAL ASSETS** **\$ 686,608.78**

**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES**

**TOTAL CURRENT LIABILITIES** **0.00**

**NET ASSETS**

UNRESTRICTED FUND EQUITY	\$ 84,399.06
FUND BALANCE - EDA RLF	342,956.24
FUND BALANCE - CITY RLF	114,318.75
RESTRICTED - EDA RLF	40,000.00
RESTRICTED- CITY CDBG LOCAL MA	103,964.17
EXCESS REVENUE OVER EXPENSE	<u>970.56</u>

**TOTAL NET ASSETS** **686,608.78**

**TOTAL LIABILITIES & NET ASSETS** **\$ 686,608.78**

**ECONOMIC DEVELOPMENT CORPORATION**  
**STATEMENT OF ACTIVITY**  
**For the Two Months Ending February 28, 2026**

	Current Month	Year to Date
<b>REVENUE</b>		
INTEREST INCOME - EDA RLF	\$ 436.51	\$ 919.22
INTEREST INCOME - CITY RLF	24.37	51.34
	<b>460.88</b>	<b>970.56</b>
<b>TOTAL REVENUE</b>		
 <b>EXPENSE</b>		
<hr/>		
<b>TOTAL EXPENSE</b>	<b>0.00</b>	<b>0.00</b>
	<b>0.00</b>	<b>0.00</b>
<b>REVENUE IN EXCESS OF EXPENSE</b>	<b>\$ 460.88</b>	<b>\$ 970.56</b>

**ECONOMIC DEVELOPMENT CORPORATION**

**General Ledger**

**For the Period From Feb 1, 2026 to Feb 28, 2026**

Filter Criteria includes: Report order is by ID. Report is printed with shortened descriptions and in Detail Format.

<b>Account ID</b>	<b>Date</b>	<b>Reference</b>	<b>Jrnl</b>	<b>Trans Description</b>	<b>Debit Amt</b>	<b>Credit Amt</b>	<b>Balance</b>
<b>Account Description</b>							
1013-EDC-002	2/1/26			Beginning Balance			90,768.18
CHECKING - FLAGSTAR	2/28/26		GENJ	Interest - February	24.37		
				Current Period Change	24.37		24.37
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>90,792.55</b>
1032-EDC-001	2/1/26			Beginning Balance			392,238.75
CHECKING - CNB-EDA R	2/28/26		GENJ	Interest - February	436.51		
				Current Period Change	436.51		436.51
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>392,675.26</b>
1033-EDC-000	2/1/26			Beginning Balance			3,025.15
CHECKING - CNB-MONEY MAKER	2/28/26						
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>3,025.15</b>
1045-EDC-000	2/1/26			Beginning Balance			200,115.82
ST INVESTMENT - CNB-CD	2/28/26						
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>200,115.82</b>
3005-EDC-000	2/1/26			Beginning Balance			-84,399.06
UNRESTRICTED FUND EQUITY	2/28/26						
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>-84,399.06</b>
3005-EDC-001	2/1/26			Beginning Balance			-342,956.24
FUND BALANCE - EDA RLF	2/28/26						
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>-342,956.24</b>
3005-EDC-002	2/1/26			Beginning Balance			-114,318.75
FUND BALANCE - CITY RLF	2/28/26						
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>-114,318.75</b>

Account ID	Date	Reference	Jrnl	Trans Description	Debit Amt	Credit Amt	Balance
Account Description							
3006-EDC-001	2/1/26			Beginning Balance			-40,000.00
RESTRICTED - EDA RLF							
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>-40,000.00</b>
3007-EDC-000	2/1/26			Beginning Balance			-103,964.17
RESTRICTED- CITY CDBG LOCAL MA							
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>-103,964.17</b>
4910-EDC-001	2/1/26			Beginning Balance			-482.71
INTEREST INCOME - ED	2/28/26		GENJ	Interest - February		436.51	
				Current Period Change		436.51	-436.51
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>-919.22</b>
4910-EDC-002	2/1/26			Beginning Balance			-26.97
INTEREST INCOME - CIT	2/28/26		GENJ	Interest - February		24.37	
				Current Period Change		24.37	-24.37
	<b>2/28/26</b>			<b>Ending Balance</b>			<b>-51.34</b>

**ECONOMIC DEVELOPMENT CORPORATION**  
**STATEMENT OF FINANCIAL POSITION**  
**March 31, 2026**

**ASSETS**

**CURRENT ASSETS**

CHECKING - FLAGSTAR-CITY RLF	\$ 90,819.54
CHECKING - CNB-EDA RLF	393,159.11
CHECKING - CNB-MONEY MAKER	3,025.15
ST INVESTMENT - CNB-CD	<u>201,867.52</u>

**TOTAL CURRENT ASSETS** **688,871.32**

**TOTAL ASSETS** **\$ 688,871.32**

**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES**

**TOTAL CURRENT LIABILITIES** **0.00**

**NET ASSETS**

UNRESTRICTED FUND EQUITY	\$ 84,399.06
FUND BALANCE - EDA RLF	342,956.24
FUND BALANCE - CITY RLF	114,318.75
RESTRICTED - EDA RLF	40,000.00
RESTRICTED- CITY CDBG LOCAL MA	103,964.17
EXCESS REVENUE OVER EXPENSE	<u>3,233.10</u>

**TOTAL NET ASSETS** **688,871.32**

**TOTAL LIABILITIES & NET ASSETS** **\$ 688,871.32**

**ECONOMIC DEVELOPMENT CORPORATION  
STATEMENT OF ACTIVITY  
For the Three Months Ending March 31, 2026**

	Current Month	Year to Date
<b>REVENUE</b>		
OTHER INCOME - EDC	\$ 1,751.70	\$ 1,751.70
INTEREST INCOME - EDA RLF	483.85	1,403.07
INTEREST INCOME - CITY RLF	26.99	78.33
	<hr/>	<hr/>
<b>TOTAL REVENUE</b>	<b>2,262.54</b>	<b>3,233.10</b>
	<hr/>	<hr/>
<b>EXPENSE</b>		
	<hr/>	<hr/>
<b>TOTAL EXPENSE</b>	<b>0.00</b>	<b>0.00</b>
	<hr/>	<hr/>
<b>REVENUE IN EXCESS OF EXPENSE</b>	<b>\$ 2,262.54</b>	<b>\$ 3,233.10</b>

**ECONOMIC DEVELOPMENT CORPORATION**

**General Ledger**

**For the Period From Mar 1, 2026 to Mar 31, 2026**

Filter Criteria includes: Report order is by ID. Report is printed with shortened descriptions and in Detail Format.

<b>Account ID</b>	<b>Date</b>	<b>Reference</b>	<b>Jrnl</b>	<b>Trans Description</b>	<b>Debit Amt</b>	<b>Credit Amt</b>	<b>Balance</b>
<b>Account Description</b>							
1013-EDC-002	3/1/26			Beginning Balance			90,792.55
CHECKING - FLAGSTAR	3/31/26	Interest	GENJ	Interest - March	26.99		
				Current Period Change	26.99		26.99
	<b>3/31/26</b>			<b>Ending Balance</b>			<b>90,819.54</b>
1032-EDC-001	3/1/26			Beginning Balance			392,675.26
CHECKING - CNB-EDA R	3/31/26	Interest	GENJ	Interest - March	483.85		
				Current Period Change	483.85		483.85
	<b>3/31/26</b>			<b>Ending Balance</b>			<b>393,159.11</b>
1033-EDC-000	3/1/26			Beginning Balance			3,025.15
CHECKING - CNB-MONEY MAKER							
	<b>3/31/26</b>			<b>Ending Balance</b>			<b>3,025.15</b>
1045-EDC-000	3/1/26			Beginning Balance			200,115.82
ST INVESTMENT - CNB-	3/31/26	Interest	GENJ	Interest - March	1,751.70		
				Current Period Change	1,751.70		1,751.70
	<b>3/31/26</b>			<b>Ending Balance</b>			<b>201,867.52</b>
3005-EDC-000	3/1/26			Beginning Balance			-84,399.06
UNRESTRICTED FUND EQUITY							
	<b>3/31/26</b>			<b>Ending Balance</b>			<b>-84,399.06</b>
3005-EDC-001	3/1/26			Beginning Balance			-342,956.24
FUND BALANCE - EDA RLF							
	<b>3/31/26</b>			<b>Ending Balance</b>			<b>-342,956.24</b>
3005-EDC-002	3/1/26			Beginning Balance			-114,318.75
FUND BALANCE - CITY RLF							

Account ID	Date	Reference	Jrnl	Trans Description	Debit Amt	Credit Amt	Balance
				<b>Ending Balance</b>			<b>-114,318.75</b>
3006-EDC-001	3/1/26			Beginning Balance			-40,000.00
RESTRICTED - EDA RLF	3/31/26			<b>Ending Balance</b>			<b>-40,000.00</b>
3007-EDC-000	3/1/26			Beginning Balance			-103,964.17
RESTRICTED- CITY CDBG LOCAL MA	3/31/26			<b>Ending Balance</b>			<b>-103,964.17</b>
4905-EDC-000	3/1/26			Beginning Balance			
OTHER INCOME - EDC	3/31/26	Interest	GENJ	Interest - March		1,751.70	
				Current Period Change		1,751.70	-1,751.70
	3/31/26			<b>Ending Balance</b>			<b>-1,751.70</b>
4910-EDC-001	3/1/26			Beginning Balance			-919.22
INTEREST INCOME - ED	3/31/26	Interest	GENJ	Interest - March		483.85	
				Current Period Change		483.85	-483.85
	3/31/26			<b>Ending Balance</b>			<b>-1,403.07</b>
4910-EDC-002	3/1/26			Beginning Balance			-51.34
INTEREST INCOME - CIT	3/31/26	Interest	GENJ	Interest - March		26.99	
				Current Period Change		26.99	-26.99
	3/31/26			<b>Ending Balance</b>			<b>-78.33</b>

Shotwell highlighted that the JCEDC is the state and federal government recognized arm of economic development on behalf of Jackson County.

The advantage to this structure is that you can have a private conversation about a project with a private managing entity (ie; AJC is the managing entity) with confidence that it will remain out of the public purview.

Brandy (True Credit Union) – Why haven't we done any loans recently?

- Shotwell responds that there has been a lack of knowledge in the community, there has been a staff transition at AJC with new staff, both state and federal rules have changed the program in recent years, and the cost of private capital has been very inexpensive for many years.
- Ellison adds that recent requests of the RLF have been riskier than the program is comfortable with. He described recent requests being more "Shark Tank" like, and the JCEDC does want to see an applicant's ability to repay.
- Sanders – We haven't promoted the program like this (education to local bankers) and share that we are here to help get that no to a yes. He also indicated, Jackson County is the remaining county in the state with an active RLF program.

Brandy – What is the service coverage ratio? What sort of underwriting criteria do you expect?

- Sanders – We partner with your own institution's underwriting requirements and research.
- Keith – We have the ability to make it work on terms with our portion of a loan.

Tom DuMont – Can this be used in conjunction with SBA financing?

- Sanders – Doesn't think there would be a problem or any restrictions.
- Keith – Only restriction he is aware of is that is cannot be used for refinancing options. He also stated that AJC team will look into program requirements to ensure final answers are absolute.
- Shotwell – Looking at the RTV deal, the EDC extended the loan to accommodate a new loan structure.

Brandy – How do you evaluate collateral and equipment valuation?

- Sanders – The 2:1 requirement is flexible. Valuation is not necessarily required.
- Ellison – We will look at assets, do our due diligence. We may take a lien on a house, etc.

Brandy – Not confident that someone will accept a lien on their house for a small loan, when a HELOC would be lower interest.

Ellison – Regarding the question about equipment. You can use the RLF to help a business acquire a business with equipment, but not just equipment...?

Acquisition of a business that has equipment would qualify but not new equipment and it would depend on the value of the equipment if it would qualify.

DuMont – What if I have a business that does most of their work outside of Jackson County?

Ellison – if it is headquartered or based here in Jackson County, it is an eligible business.

Someone asked what the approval process looks like.

Ellison – it could be as little as 30 days. The biggest asterisk in the approval process is getting the needed information from the applicant. If that drags on too long, it can and has killed a deal.

A request will go to the loan subcommittee of the EDC. This committee meets as needed.

Can leasehold improvements be used as collateral? As an example, if property is acquired and a business invests \$200,000 into the building (new HVAC or other improvements) causing them to tap out of capital, can RLF be a tool and their leasehold improvements be used as collateral?

Brandy – Are you partnering with a bank to use your own application or use the banks application package?

Keith – There is a simple application plus a checklist of items needed for loan subcommittee review. We (AJC staff on behalf of JCEDC) are working to update the application and checklist that can be shared with everyone.

Brandy – On loans under \$50,000, what are you really looking at? True's process may not do tax to cash. What is your view?

Sanders – We may still ask questions or take a deeper dive.

Brandy – Credit Unions will look more at the entity versus the person or the guarantor.

Sanders – Yeah we may still look at credit score to look for comfort on stability of the person to successfully run the business.

Brandy – What kind of documentation is needed to prove job creation?

Keith – We look at the commitment of jobs and evaluate on what the intent of the project is. If the projected growth makes sense based on the investment and goals.

Brandy – Do you need a business plan? Credit Unions may not need to evaluate a business plan versus projections.

Ellison – We will not ask for much more than what you (bank partners) will gather as part of your review process. Sharing your “loan narrative” is gold.

What would make you say no?

- If a business came to the EDC after a loan was already made.
  - Example shared when a bank instructed the business to seek RLF funding to bail themselves out of a loan situation they were in with the bank.

Are non-profits eligible? Brandy expressed that True sees many non-profits needing financing.

Monica adds she sees the uptick in need that also meets the Community Foundation’s social obligation.

I did not record an answer from the sub-committee on this question

No, EDC requires that it be a for profit.

Phil – What if primary lender is the owner of the property? Would you take a 2<sup>nd</sup> position?

Ellison – We will look but may ask for position of subordination.

Sanders – Could consider on a case-by-case basis.

DuMont – Can commercial equity be used on a collateral loan?

I did not record an answer from the sub-committee on this question

I did not get this answer either.

Have you used an assignment of life insurance policy?

Sanders – That has never happened. If bank takes a 1<sup>st</sup> position on it, we may take a 2<sup>nd</sup>.

Brandy – Have you considered a loan-loss reserve versus a loan? You could do a revenue share agreement?

Sanders/Ellison – kind of no.

Brandy – Would you really consider a restaurant, knowing there are really small margins?

Sanders – there are always exceptions to the rules.

Brandy – What if I give you (with permission) financial info from our borrowers for loan sub-committee to review to see how we build financing?

YES!

What are the benefits of the RLF compared to the MEDC loan products?

- MEDC loans are more expensive
- RLF is more LTV flexible than MEDC

I also noted that Monica had asked how we can better market this and how everyone can help to raise awareness of the RLF moving forward.

Lunch and Learn Attendees:

Name	Firm	RSVP
Keith	AJC	Y
Marcia	AJC	Y
Emily	AJC	Y
Pia Allen	American 1 Credit Union	Y
Tom Dumont	Chelsea State Bank	Y
Kent Poli	County National Bank	Y
Ron Ellison	EDC Board	Y
Steve Shotwell	EDC Board	Y
Jason Sanders	EDC Board	Y
Cynthia Richardson	EDC Board	Y
Matt Swartzlander	EDC Board	Y
Katie R Osman	Flagstar	Y
Bobby Wrozek	SMB&T	Y
Bill Jors	SMB&T	Y
Brandy Telfer	True Community Credit Union	Y
Valerie Moskal	True Community Credit Union	Y
Monica Moser	Jackson Community Foundation	Y
Phil Morgan	ERAReardon Realty	Y