

VERMONT ECONOMIC DEVELOPMENT AUTHORITY

Minutes

May 26, 2023

A meeting of the Vermont Economic Development Authority (VEDA) convened on May 26, 2023 beginning at 9:31 a.m. Members of the Authority present in VEDA's Montpelier office: S. Voigt, Chair; C. Carpenter; E. Delhagen (designee for J. Tierney); D. Marvin; D. Fitzko; J. Goldstein (designee for L. Kurrle); K. Bourgeois; P. Elwell; T. Foster and T. Gallagher. Board Members present via teleconferencing: A. Eastman (designee for A. Tebbetts) and T. Collier. Member joining the meeting later: M. Pieciak. Staff present in VEDA's Montpelier office: C. Polhemus, Chief Executive Officer; P. Samson, Chief Lending Officer; T. Richardson, Chief Financial Officer; R. Grzankowski, Chief Operations Officer; C. Houchens, Chief Risk and Resource Officer; S. Buckley, Director of Energy and Broadband Lending; J. Emens-Butler, Director of Closing; S. Isham, Director of Agricultural Lending; A. Wood, Deputy Director of Agricultural Lending; S. Croft, Deputy Director of Commercial Lending; A. Krone, Senior Commercial Credit Analyst; S. Parette, Loan Closing Officer and A. Wright, Executive Assistant and Office Manager. Staff joining the meeting later: E. Denny, Senior Commercial Loan Officer. Members of the public joining the meeting: Patrick Doherty, Associate with National Life Group; Jeff Del Trecco of Bentley University and Simon Rosenbaum of Vanderbilt University, Interns with the Vermont State Treasurer's office. Those Members present constituted a quorum.

Welcome New Member – Danielle Fitzko

S. Voigt welcomed D. Fitzko, Vermont's Commissioner of Forests, Parks & Recreation, as VEDA's newest Board Member.

At 9:35 a.m. M. Pieciak, E. Denny, J. Del Trecco and S. Rosenbaum joined the meeting.

CEO's Report

C. Polhemus opened her report welcoming Commissioner Fitzko to the VEDA Board as an ex-officio Member representing the Department of Forests, Parks and Recreation.

Next, C. Polhemus reminded Members of the VEDA orientation immediately following the adjournment of the VSBDC meeting.

C. Polhemus updated Members regarding the dissolution of the Northern Community Investment Corporation (NCIC), which provided lending and technical assistance to promote economic development in the Northeast Kingdom and northern counties of New Hampshire. T. Richardson and C. Polhemus have spoken with NCIC’s Executive Director to express interest in VEDA’s possible acquisition of NCIC’s loan portfolios.

Next, C. Polhemus noted the Research, Innovation, Sustainability, and Entrepreneurship (RISE) Summit at UVM being held June 22nd and 23rd. The new initiative within UVM’s Office of Research is funded by a \$9.3 million USDA grant supported by Senator Leahy. UVM leadership extends the invitation to the RISE Summit to all VEDA Members.

C. Polhemus closed her report by sharing her pride in VEDA’s staff for pursuing educational opportunities and announcing over 50% of VEDA’s staff participated in the 40th Annual Vermont Corporate Cup race held earlier this month.

Member Area Review

J. Goldstein provided an update on the legislative session, noting funding for some programs is dependent on the outcome of the budget negotiations. J. Goldstein stated funding from the Community Recovery and Community Revitalization program is still available. J. Goldstein noted VEDA’s strong pipeline and indicated she would be reaching out to loan officers to discuss financing sources available for comparison reasons.

M. Pieciak noted the June 1st application deadline for the “10% in Vermont” local investment program. This program authorizes the State Treasurer to invest up to 10% of the State’s average daily cash balance for economic development in Vermont. Next, M. Pieciak noted the debt ceiling negotiations and the potential implications for unspent ARPA funds.

E. Delhagen noted the Department of Public Service is working on the Greenhouse Gas Reduction Fund, which is part of the Inflation Reduction Act. Through that work, options for applying for the competitive funds are being looked at. These funds are intended to focus on low income solar.

Consent Agenda

Approval Item:

1. Minutes of April 28, 2023

Informational Items:

2. Staff Authority – Other Business
3. Staff Authority – Other Affiliate Programs – Other Business

On a motion by T. Gallagher, seconded by M. Pieciak, the Minutes of April 28, 2023 were approved by those Members of the Authority present by a vote of 10 to 0 with A. Eastman, D. Fitzko and the Chair abstaining.

Board Financial Summary

T. Richardson presented his financial report, explaining Net Operating Income before fair value adjustment for investments through April 30, 2023 of \$135.3 thousand was unfavorable to budget by \$1.13million. Net Interest Income of \$5.5 million was unfavorable to budget by \$683 thousand. Other Income of \$828.3 thousand was unfavorable to budget by \$140.5 thousand.

Banking Services RFP

T. Richardson provided the Members with an overview of responses received from the Banking Services request for proposal (RFP). T. Richardson explained the main reasons to move VEDA's banking relationship forward include economic factors, integration of deposits/borrowings, and better online system and capabilities.

Discussions ensued regarding VEDA's mission and the importance of working with a local financial institution. C. Polhemus noted her appreciation for the Members input, and hearing how important VEDA's mission is. VEDA Management will further consider the pros and cons in its decision-making process.

At 10:28 a.m. P. Doherty left the meeting for the remainder of the day.

Loan Presentation:

Green Lantern Development, LLC – Waterbury – Commercial Energy - \$5,000,000 LOC

S. Buckley explained Green Lantern Development, LLC is requesting a renewal and increase to \$5,000,000 of its revolving line of credit. Proceeds from the line will be eligible for general working capital purposes in addition to developing permitted projects.

After discussion regarding risk concentration limit, liquidity and the solar industry, on a motion by J. Goldstein, seconded by T. Gallagher, the Commercial Energy line of credit request

was approved by those Members of the Authority present by a vote of 12 to 0 with the Chair abstaining.

There being no other business to properly come before the Authority, on a motion by M. Pieciak, seconded by J. Goldstein, the meeting adjourned at 10:42 a.m.

ATTEST:

Vermont Economic Development Authority

By: *Cassandra F. Polhemus*
Cassandra F. Polhemus, Chief Executive Officer

VERMONT AGRICULTURAL CREDIT CORPORATION

Minutes

May 26, 2023

A meeting of the Vermont Agricultural Credit Corporation (VACC) convened on May 26, 2023, beginning at 10:43 a.m. Directors of the Corporation present: S. Voigt, Chair; E. Delhagen (designee for J. Tierney); C. Carpenter; D. Marvin; D. Fitzko; J. Goldstein (designee for L. Kurrle); K. Bourgeois; M. Pieciak; P. Elwell; T. Foster and T. Gallagher. Director present via teleconferencing: A. Eastman (designee for A. Tebbetts). Staff present in VEDA's Montpelier office: C. Polhemus, President; P. Samson, Vice President; T. Richardson, Treasurer; S. Isham, Secretary; R. Grzankowski, Assistant Secretary; J. Emens-Butler, Assistant Secretary; C. Houchens, Chief Risk and Resource Officer; S. Buckley, Director of Energy and Broadband Lending; S. Croft, Deputy Director of Commercial Lending; A. Wood, Deputy Director of Agricultural Lending; E. Denny, Senior Commercial Loan Officer; A. Krone, Senior Commercial Credit Analyst; S. Parette, Loan Closing Officer and A. Wright, Executive Assistant and Office Manager. Members from the public joining the meeting: Jeff Del Trecco of Bentley University and Simon Rosenbaum of Vanderbilt University, Interns with the Vermont State Treasurer's office. Those Directors present constituted a quorum.

Consent Agenda

Approval Item

1. Minutes of April 28, 2023

Informational Items

2. Staff Authority – Loan Approvals

Name	Town	Loan Amount
Hoolie Flats, LLC; Betit, Michael J.	Calais	\$50,000
Soaring Meadow Farm LLC; Carter, Amanda M. and Kenneth L. II	Poultney	Loan 1: \$30,000 LOC: \$15,000
Maple Wind Farm, Inc.; Bruce Hennessey Trust; Elizabeth Whiting Trust; Hennessey, Bruce K. and Whiting, Elizabeth K.	Richmond	\$45,000
Blais Produce, LLC; Blais, David C.	Springfield	\$42,000
Hammond, Leonard S. and Joanne L.	Newport Center	\$100,000

3. Staff Authority – Other Business

On a motion by M. Pieciak, seconded by J. Goldstein, the Minutes of April 28, 2023 were approved by the Directors of the Corporation by a vote of 9 to 0 with A. Eastman, D. Fitzko and the Chair abstaining.

Agricultural Update

A. Eastman provided a legislative update including the continuation of the Organic Dairy Assistance Grant Program, Working Lands, and the Small Farmer Transition Grant Program. Next, A. Eastman noted the damage caused by recent frost to vineyards and fruit trees, with some losing 60% of their crop. A. Eastman closed her update with the on-going Farm Service Agency’s pause on the approval of FSA guaranteed loans.

T. Foster noted the decrease in milk prices, which may be below cost of production as expenses of feed and seed continue to increase.

VACC Loan Policy Updates

S. Isham outlined the updates within the Agricultural Loan Policy, noting policy changes include guidelines for industrial hemp growers; denial language and Credit Risk Classification changes to align with the Commercial Loan Policy. C. Polhemus noted changes are reviewed by the Board once per year to comply with Enterprise Risk Management Policy requirements.

There being no other business to properly come before the Corporation, on a motion by T. Foster, seconded by M. Pieciak, the meeting adjourned at 10:52 a.m.

ATTEST:

Vermont Agricultural Credit Corporation

By: *Sarah C. Isham*
Sarah C. Isham, Secretary

VERMONT 504 CORPORATION

Minutes

May 26, 2023

A meeting of the Vermont 504 Corporation convened on May 26, 2023 beginning at 10:53 a.m. Directors of the Corporation present: C. Carpenter; E. Delhagen (designee for J. Tierney); D. Marvin; D. Fitzko; J. Goldstein (designee for L. Kurrle); K. Bourgeois; M. Pieciak; P. Elwell; T. Foster and T. Gallagher. Director present via teleconferencing: A. Eastman (designee for A. Tebbetts). Staff present in VEDA's Montpelier office: C. Polhemus, President; P. Samson, Vice President; T. Richardson, Treasurer; S. Croft, Secretary; R. Grzankowski, Assistant Secretary; J. Emens-Butler, Assistant Secretary; C. Houchens, Chief Risk and Resource Officer; S. Buckley, Director of Energy and Broadband Lending; S. Isham, Director of Agricultural Lending; A. Wood, Deputy Director of Agricultural Lending; E. Denny, Senior Commercial Loan Officer; A. Krone, Senior Commercial Credit Analyst; S. Parette, Loan Closing Officer and A. Wright, Executive Assistant and Office Manager. Members of the public joining the meeting: Jeff Del Trecco of Bentley University and Simon Rosenbaum of Vanderbilt University, Interns with the Vermont State Treasurer's office. Directors T. Gallagher and C. Carpenter have commercial lending experience. Those Directors present constituted a quorum.

C. Polhemus chaired the meeting.

Welcome New Director – Danielle “Danny” Fitzko

C. Polhemus welcomed Danny Fitzko as Director to the Vermont 504 Corporation.

Consent Agenda

Approval Items

1. Minutes of April 28, 2023 Meeting
2. Correction to the Minutes of March 31, 2023 Meeting

On a motion by J. Goldstein, seconded by P. Elwell, the Minutes of April 28, 2023 were approved as presented, and the Minutes of March 31, 2023 were approved as corrected, by those Directors of the Corporation present by a vote of 9 to 0 with A. Eastman and D. Fitzko abstaining.

There being no other business to properly come before the Corporation, on a motion by T. Gallagher, seconded by T. Foster, the meeting adjourned at 10:55 a.m.

ATTEST:

Vermont 504 Corporation

By: 

Sandra Croft, Secretary

By: 

Vermont 504 Corporation Director

VERMONT SMALL BUSINESS DEVELOPMENT CORP.

Minutes

May 26, 2023

A meeting of the Vermont Small Business Development Corp. (VSBDC) convened on May 26, 2023 beginning at 10:56 a.m. Directors of the Corporation present: C. Carpenter; E. Delhagen (designee for J. Tierney); D. Marvin; D. Fitzko; J. Goldstein (designee for L. Kurrle); T. Foster; K. Bourgeois; M. Pieciak; P. Elwell and T. Gallagher. Director present via teleconferencing: A. Eastman (designee for A. Tebbetts). Staff present in VEDA's Montpelier office: C. Polhemus, President; P. Samson, Vice President; T. Richardson, Treasurer; S. Croft, Secretary; R. Grzankowski, Assistant Secretary; J. Emens-Butler, Assistant Secretary; C. Houchens, Chief Risk and Resource Officer; S. Buckley, Director of Energy and Broadband Lending; S. Isham, Director of Agricultural Lending; A. Wood, Deputy of Agricultural Lending; E. Denny, Senior Commercial Loan Officer; A. Krone, Senior Commercial Credit Analyst; S. Parette, Loan Closing Officer and A. Wright, Executive Assistant and Office Manager. Those Directors present constituted a quorum.

C. Polhemus chaired the meeting.

Consent Agenda

Approval Item

1. Minutes of April 28, 2023

Informational Items

2. Staff Authority – Loan Approvals

Name	Town	Loan Amount
J2KL Inc	Pittsford	\$110,000
Green Mountain Ice LLC	East Montpelier	\$308,800
Baby Monster LLC and Rabbit Hole Inc. DBA Crate Escape (The)	Richmond	\$250,000

3. Staff Authority – Other Business

On a motion by K. Bourgeois, seconded by J. Goldstein, the Minutes of the April 28, 2023 meeting were approved by those Directors of the Corporation present by a vote of 9 to 0 with A. Eastman and D. Fitzko abstaining.

There being no other business to properly come before the Corporation, on a motion by T. Gallagher, seconded by J. Goldstein, the meeting adjourned at 10:57 a.m.

ATTEST:

Vermont Small Business Development Corp.

By: 
Sandra Croft, Secretary