

Salt Lake County Community Resources and Development  
County Government Center, 2001 South State Street, South Building – Room S-2950  
Economic Development Revolving Loan Fund (EDRLF)

Thursday, March 9, 2017

Meeting Minutes

**Attendees**

Blake Thomas  
Andrew Larsen  
Ken Krull  
Melissa Jensen  
Karen Wiley  
Ching Xu  
Laura Hayes  
Kent Vance  
Whit Johnson

**Excused**

Kelly Hartnett  
Beth Colosimo  
Mike Lunt

**Staff in Attendance**

Stephnie Gyllenskog, SLCo  
Gordy Holt, UBLCo  
Stuart Clason, SLCo  
Brad Bertoch, VentureCapital.org  
Debra Beresini, VentureCapital.org

1. **Welcome** – Andrew Larsen welcomed members in Mike Lunt’s absence.
2. **Approval of Minutes** – Ching made a motion to approve the minutes. Laura seconded. **Minutes approved.**
3. **Company Update Report** –
  - a. **Adamatic** – Debra informed the board that Adamatic has a potential buyer, and Jordan Bentley (Founder) committed to keeping her informed as the sale progresses. The acquisition price exceeds the amount needed to pay off the EDRLF loan. Debra will keep board members updated between meetings. Adamatic will continue to be delinquent until the sale happens, with the hope that the sale closes by April.
  - b. **Arterial Insight** -Todd Eldredge (President) has been very engaged with Debra. Arterial Insight has a cash flow projection but Debra received it the night prior to the meeting and has not had time to review the proposal. She is working with two people at Zions Bank to find a way to restructure Arterial Insight’s debt and develop a workout plan. Moving forward, the goal of the board is to get the full principal, interest, and penalty amounts paid. Zions Bank has the first lien on equipment and the EDRLF has the first lien on accounts receivable.
  - c. **Extreme Ozone** – Debra has not been able to get in touch with Kyle (CEO). Gordy met with Kyle a week ago, after he returned from Texas, and he was still in the process of selling the remainder of his inventory. There has been no response from him regarding the board’s

proposed workout plan. Debra requested giving Kyle another week to respond. Per the requirements of the Master Participation Agreement, members agreed to start foreclosure if they have not heard from him in a week. Gordy committed to find the date of the notice of default he sent Kyle last year.

4. **Loan Applicant Presentation** – No presentations
5. **Pipeline** – Brad discussed some of the prospects he has in the pipeline and gave an update on the status of them. He mentioned that he’s still in the process of getting verifications from some of the companies in order to approve funding. There have been struggles with some of the companies in getting their year-end numbers and timely responses. Debra is in the due diligence phase with some of the companies as well.
6. **Reporting** – The February monthly report was provided to members for review. Brad went over the current information with members. All companies are current except for the three mentioned in the company update report. Debra hopes to have updated financials and a one-page summary on the three delinquent companies before the next meeting.
7. **Other Business** – There was a request for the internal 2016 year end statement from Venture Capital. Brad said he will provide this to the board. He also mentioned their review won’t be done until the May or June statement. Karen mentioned the Utah Microenterprise Loan Fund open house information that was provided to members.
8. **Next Scheduled Meeting** – April 13, 2017
9. **Adjourn** – 4:00