

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, February 9, 2017

Meeting Minutes

<u>Attendees</u>	<u>Excused</u>	<u>Staff in Attendance</u>	<u>Guests</u>
Blake Thomas	Kelly Hartnett	Stephnie Gyllenskog, SLCo	Craig Wangsgard,
Whit Johnson	Melissa Jensen	Gordy Holt, UBLC	SLCo District Attorney
Andrew Larsen	Mike Lunt	Brad Bertoch, Venture Capital.org	
Ken Krull	Beth Colosimo		
Karen Wiley			
Ching Xu			
Laura Hayes			
Kent Vance			

1. **Welcome** – Karen Wiley welcomed members in Mike Lunt and Andrew Larsen’s absence (Andrew arrived shortly after the meeting began)
2. **Approval of Minutes** – Ching made a motion to approve the minutes. Karen seconded. Minutes approved.
3. **Salt Lake County District Attorney** – Craig Wangsgard, a SLCo District Attorney, reviewed the Open & Public Meetings Act in a PowerPoint presentation for members.
4. **Company Update Report** –
 - a. **Arterial Insight** – Brad mentioned that they have recently met with the Zions Bank workout manager, and are trying to put together a plan to work something out for everyone to get paid. They are also waiting for financials from a CPA so they can help them control costs.
 - b. **Adamatic** – There are no new updates since last month. Brad is still in the process of working out a plan for approval with them.
 - c. **Extreme Ozone** – There was a workout plan sent out to members via email. Brad mentioned the numbers listed are to bring them current by the end of the year, not to pay the loan off, but Brad did provide the payoff amount as well. They have recently sold 48 units, but there is a time lag getting his invoices paid since he deals mostly with public schools. There was extensive discussion regarding the options to

move forward with the defaulted loan. Some suggestions made by members include an incentive plan including a customer address list, monthly bank statements, and a CFO. Members ultimately decided to first involve the Advisory Committee members before moving forward with any plan. If there is a loan modification or if the loan is re-written with the terms mentioned, the Mayor also has to approve this. A decision was made to have two options written. One to pay off the default with the County loan loss reserve; or two, to re-write the loan/modify the original loan. Members will present the recommended options to the Advisory Committee and the Mayor. Subsequent to the meeting, it was determined that based on Recital D of the Master Participation Agreement, our Loan Credit Committee can approve an amendment/modification for recommendation to the Mayor. The Advisory Committee does not need to be involved. Recital D indicates our committee "is responsible for recommending to the Mayor....the terms of Loans...**and amending such terms.**" Andrew circulated a revised proposal for a workout plan to committee members via e-mail on February 10, 2017 (see attachment). Seven committee members voiced support for the revised workout plan. Brad and Debra are reviewing the proposal and there will need to be further discussion at the next meeting.

5. **Loan Applicant Presentation** – No presentations
6. **Pipeline** – Brad went over some new information with the pipeline and brought members up to date. There are four new applications that are in the review process. There should be two presentations for the March meeting.
7. **Reporting** – There were a couple minor adjustments to the January monthly report provided to members.
8. **Other business** – None reported
9. **Next Scheduled Meeting** – March 9, 2017
10. **Adjourn** – 5:30 p.m.