DRAFT MINUTES
EDC REGULAR MEETING
December 12, 2024

Present:	Sarah Lansdale, Chair Kevin Harvey, Vice Chair Gregory Casamento, Member Josh Slaughter, Member Brian Beedenbender, Member
Excused Absence:	Cris Damianos, Secretary Sondra Cochran, Treasurer
Also Present:	K. Kelly Murphy, Executive Director / CEO Lori LaPonte, Chief Financial Officer Andrew Komaromi, Esq., Harris Beach PLLC, Transaction Counsel Carolyn Trespasz, Esq., Barclay Damon LLP, Transaction Counsel Barry Carrigan, Esq., Nixon Peabody LLP, Transaction Counsel William Dudine, Esq., Katten Muchin Rosenman, LLP, Transaction Counsel Greg Gordon, ZE Creative Communications Lola Rivera, ZE Creative Communications James Madore, NEWSDAY

Ms. Sarah Lansdale, Chair who is presiding over the Meeting today indicated that the documents for this meeting can be accessed and are posted to the EDC's website at https://www.suffolkedc.org/resources/ under the Board Meetings tab.

The Regular Meeting of the Suffolk County Economic Development Corporation held in Media Room #184 located on the lower level of the H. Lee Dennison Building, 100 Veterans Memorial Highway, Hauppauge, NY was called to order at 10:30 a.m. by Ms. Lansdale, Chair of the EDC.

ROLL CALL

This is the December 12, 2024, Regular Board Meeting of the Suffolk County Economic Development Corporation and for the record, we do have a quorum present. Members of the public may attend the Meeting.

PUBLIC COMMENT

Ms. Lansdale asked if there was any public comment, and Ms. Murphy indicated no comments were received.

NEW BUSINESS

None.

OTHER BUSINESS

Loan Program / Grow America / New York Forward

Sarah Lansdale: Can you tell us a little bit about Grow America and the New York Forward Loan program?

Kelly Murphy: Yes, I'd be happy to, and you'll notice we have Kevin Gremse via video conference. I'll turn it over to him in a couple of minutes. We've been in discussion about how the EDC can assist with small businesses in the county and it's been a very active conversation with this board as well as the legislators. Back in 2020 this EDC Board entered a contract with NDC which is now Grow America for a small business loan program. At the time it was a 20 to 1 match, which was a pretty substantial match. I will let Kevin go through all the details of it. This is it is still an active program. We evaluated the success of that program, and with Greg Gordon's help we put together a 2-pager color handout where we summarize the results from the program to date and what the new program would look like. So today, what we want to do is report on the incredibly exciting and successful results of this program. As a result of investment of $250,000 we were able to provide or participate in more than 3.3 million dollars in loans to 62 qualified small businesses and not for profits.

Greg and I thought it would be helpful to put together a map of Suffolk County and show all of the different towns in which we were successful in administering those loans, the range of loans goes from very small amounts, less than 10,000 all the way up to over 150,000. So it's a really exciting program. And although now it's a 4 to 1 match and not 20-1 we think it is still beneficial for small businesses. I've asked Kevin to put together a presentation for your review today.

Again. I asked Greg to help put together some collateral with the hopes that it is still funded at $67,000, I am proposing that we add an additional 100,000 to the program, and Kevin will help talk about what results we could expect as a result of that, and then answer any questions in the end. Great Kevin, I'm going to turn it over to you.

Kevin Gremse: Okay, thank you, Kelly. Good morning, Board members.

I apologize for not being with you in person today and at the luncheon this afternoon. I'm a panelist on a housing conference this afternoon in New York City. So I think all you all know me based upon presentations that I've made to the IDA Board on various project, seeking IDA assistance through the pilot and the like, but just a brief background on grow America just to demonstrate or just to illustrate the fact that we have other programs that we look to activate in the communities in which we've been working. And we've been working in Suffolk County and with the IDA for the last decade. But as appropriate, we like to activate some of the programs that we've established that are supplemental programs to the client communities in which we serve and want to continue to activate programs as appropriate in Suffolk County. So, Grow America what used to be NDC is a national nonprofit. You know us mostly for the advisory services, but in addition to the advisory services that we provide to municipalities we have a development division. We have an equity division. And then we have a lending division. We have 2 different CDFI’s (community development financial institutions). And that's what I want to talk to you about today. Because, as Kelly mentioned, this has been one of our more successful and better lending partnerships with our client communities. We're in about 100 client Communities. But in the aftermath of Covid we really wanted to get involved, to be responsive to the need, to provide capital to small businesses in New York State at the time, established a program called New York Forward, and because they recognized that Banks weren't going to be doing the small business lending in the aftermath of Covid. So they set up this program, New York Forward, which is, was designed to provide small business loans to businesses throughout the State. It was capitalized from the banks and as well as the States, because the banks recognized that they weren't going to do the lending. So, instead of the banks doing the lending, the lending went through a shared risk pool, capitalized by the banks, and the lending was done by community development financial institutions. And we have 2 of those CDFIs and we utilize our CDFI and then one other 4 other CDFIs throughout the State. Actually, it was a terrific program. We did 1,700 loans throughout New York State for over $500 million. Now, one of the things that we did is that we went to our client communities for raising additional money for at-risk capital, because we had to provide some level of all of the money didn't come from the banks in the State. We had to provide our own capital. So we asked our client communities
for at-risk capital, and the leverage for that was 20 to one, given the fact that we were only funding 5% of the loans. So at the time, in 2020, we went to Suffolk county EDC, and you approved a $250,000 investment. And potentially, we could leverage this over 20 times. That would in essence create a 5 million dollars loan program. We didn't do 5 million dollars, but we're quite proud of the fact, and we're quite happy of the fact that we were able to assist 62 businesses.
The average loan was 53,000. So the really small, really important loans, especially in the aftermath of Covid, to get that credit into the hands and the operations of small businesses. So 3.3 million in loan volume we didn't do a 20 to one leverage, but we did a 13 to one leverage, and we still have additional money available to lend. Now, New York State was quite happy with the program. So they ran out of the money that was raised from the banks, so they went and raised money from a new Federal program and also raised additional money from other banks to to recapitalize the program. But now it's called New York forward 2.0. So, as Kelly mentioned, based upon the initial $250,000 investment. There's $82,000 left and I think the request for you before you today, through the resolution is for an additional $100,000. So we'd like to continue in partnership with Suffolk County EDC to do lending throughout Suffolk County. And we have

actually 3 different loan programs that we could that we could utilize. So we're saying that roughly, we would offer at least a 4 to one leverage. I'm saying to you today that we could top that 4 to one leverage to create at least lending authority for at least a million dollars with your new investment and capitalization. And there's several different loan products that we have available for Suffolk County businesses. As I said, this is a partnership, and this is a truly great public private partnership with many different entities. So, New York State is making the funds available, making it available through 2 CDFIs, and then we use our at risk capital to combine with those funds to make loans. So I'm going to go through 3 very quickly review 3 programs that we have active, and we could utilize for Suffolk County businesses, new York forward 2.0 New York State small business opportunity or a revolving loan fund. And then we also have a separate CDFI for us to do an SBA license. 7. A loan guarantee loans that are guaranteed by SBA, and those are a larger loans. So we'd certainly like to be receptive to the businesses, seeking larger amounts of credits in partnership with Suffolk County, EDC. So very quickly the New York forward lending program.

This is very much similar to New York. Forward 1.0. They're just asking the CDFIs to come up with a higher amount or a larger percentage of at risk capital. So instead of them funding 95% of the loan, they're funding 80% of the or I'm sorry, 80% of the loan, and we're coming up with 20%. And that's the at risk capital that we're looking to fund through your investment. So again, this is like New York forward. This is a CDFI lending collaborative. Our Cdfi is one of 5 different CDFIs that are lending pursuit is another CDFI that has operations on Long Island. That's also lending to businesses. And of note is that not only small businesses, but we could also lend to, not for profits. So it's 150,000 or less. And we're looking at existing small businesses and nonprofits that have been in operation for a year or more. And, generally speaking, it's just working Cap, because it's $150,000 or less. Most of the proceeds are working capital and equipment and funding salaries and funding inventory, which is in essence the working capital component, and the terms are up to 7 years. The rates are not as low as they were for New York forward. 1.1. It's prime plus a spread but for working capital to have a working capital loan as long as 7 years is certainly advantageous to the small businesses. We also have the New York Small business opportunity fund. These loans are for a little bit larger. We also have a few more CDFIs operating in this instead of 5, there's 13 participating CDFIs again. This is for small business and not-for-profits, less than 20 employees and the term of the RLF is limited to 5 years. And then we have for businesses seeking a larger amount of capital through our 7A program. We can do loans as large as 5 million dollars. And for this program we're not going to ask for the unguaranteed portion from Suffolk County. So where we'd make this available based upon our relationship with Suffolk County, EDC. And we could do loans up to 5 million dollars. And of note for the 7A program is that for a lot of businesses that we have lent to a lot of businesses have poorly structured their credit previously. So we do a lot of refinancing to free up cash, flow for them to take on a higher level of debt if they properly structure their credit through a refinance. So that's 1 of the ways in which we've really been able to help a lot of businesses throughout the country. We've done about 500 million dollars of loans through this program over the years. So we want to keep this simple and we have work to do with Kelly and Greg over the next couple of weeks. We like to get your website populated so that you have links to our portal so we have a virtual platform, and then it just instead of them going through and determining which loan program that they apply for. They simply ask, answer a series of questions on our virtual platform, and then we can determine what the most appropriate loan product is for that business in Suffolk County, and we'd be happy to make presentations to Chambers and other business groups to get the word out of this very exciting partnership and a partnership that has really yielded a lot of benefits based upon the 62 businesses that we've been able to assist over the last few years. So with that I'll be happy to take any questions.

Kelly Murphy: Thank you. Kevin.

Brian Beedenbender: Great I didn't understand a part of this. So we initially put in $250,000. And there's $82,000 left. If these were loans, why would we not be receiving Principal back in return?

Kelly Murphy: Kevin probably wants to answer that.

Kevin Gremse: Yeah. Well, our objective is, keep that money. Keep that money revolving in Suffolk County. So in New York, forward 2.0, there was an interest only period of 2 years. So most of these most of these businesses have been underwritten within the last 3 years, so there really hasn't been a whole lot of principal return based upon the terms that we established for New York forward, because after Covid, it was important to give them some level of flexibility for those businesses that were struggling in the aftermath of Covid. So that's why the terms of the initial loans that we did had interest only periods of as much as 2 years.

Kelly Murphy: And Kevin also your partner Ann Finnegan, indicated in a recent call that many of these loans would be coming due in 25, since it was, you know, 5 years was the average length of time, so they anticipate more of the loans being repaid and the fund replenishing within this calendar year.

Brian Beedenbender: What do we make on it?

Kelly Murphy: But I don't think we can make anything on it, do we, Kevin?

Brian Beedenbender: I mean, it's just who's making the interest?

Kevin Gremse: The benefit for Suffolk County EDC is the leverage factor. I mean, when in 2020 you know, the issue arose as to whether or not Suffolk County could create its own loan program. So instead of creating its own loan program, it's a partnership through us. And it's really the leverage factor that we're offering. So we're lending on a spread because there's a cost of capital for us. So we're lending on a spread. But in terms of the benefit of the investment, it's really the lending partnership and the and the leverage factor of your investment.

Kelly Murphy: Administration, also they completely administer.

Brian Beedenbender: My question is, grow. America is lending this money and leveraging it, using Federal dollars. We put money into this, if it was 250,000, is the end of it that we're going to get 250,000 back, and not any more than that.

Kevin Gremse: The capitalization is a combination of State money, Federal money, and bank money.

Greg Casamento: So there's a cost of our funding that we're lending on a spread. So what we're offering to you is continue to revolve that money for lending in Suffolk County. Let me ask it this way. Are we making money on the spread, Kevin? Is that what you're saying? So when we lend the money out? Are we making it an interest rate back? So the agency actually gets what the corporation gets money back, or is it that we're just lending this money and not getting any return to get the economic benefit of the loans.

Kevin Gremse: I think it should be viewed as an investment to make more capital available to Suffolk, Suffolk County businesses as a result. So, we have not offered a return of interest to your investment. It is the at-risk capital for us to bake higher risk, very small business loans.

Greg Casamento: So we could. So we could actually, if we made a $250,000 investment is that we made a $250,000 investment. If some of the loans went bad we might not get all the $250K back paid in principal.

Kevin Gremse: Yeah, I mean, look, we're using a variety of funds also to fund a loan loss reserve. Because this is the at-risk capital, because we're not. Not all the funding we are getting from New York State with the money that they've raised? So with New York forward they were asking us to fund 5% of every loan. And that's why we offer the 20 to 1 leverage. Now, they're asking us to fund 25% of every loan. So, what we're looking to do is to use your investment as the at risk capital to make those loans.

Greg Casamento: So the 250,000 that we would invest in this program would completely be at risk, potentially if it didn't get paid back subject to whatever was in the loss reserve fund that you just raised.

Kevin Gremse: That's correct.

Greg Casamento: Well, how much is in the Lost Reserve Fund.

Kevin Gremse: We look at this collectively with all of our lending that we do throughout the country. So we don't have a specific loss reserve for Suffolk County.

Greg Casamento: Okay. So the 250k is at risk completely if the loans aren't paid back but we get the benefit of the leverage of the economic investment because of the other partners that we're lending with, and the amount that we're able to lend correct?

Kevin Gremse: Yeah. And simply put it. But back in 2020, that 250,000, instead of making maybe 5 loans to small businesses at 50,000 we're able to do 62 loans through our partnership, and we do the underwriting, the servicing and closing, and the servicing and you, you know that your investment has made funds available to make more credit available to Suffolk businesses. Leverage is the benefit of the investment.

Brain Beedenbender: I'm sorry I'm not being critical of your program, but the EDC put up an amount of money that somebody else is making money off of and the best we can hope is just to get it back. Is that a fair description of what we did but like Grow America is making a spread and it's free capital, it's free money. That's what I that's what I don't understand like. So we put up the check. We take all the risk. We have none of the upside.

Kevin Gremse: No, no, we there is still risk. We have to pay back the investors, the banks that made the money available. It's a shared risk pool for the initial New York Forward Program.

Brian Beedenbender: So to share the not the upside.

Kevin Gremse: Right and to do loans that are 50. Again, the average loan is $53,000. So the work for us to do for a 53,000 is the same as 500, and this is why the banks aren't doing these loans. So it's freeing up capital to do the loans that the lenders are simply not doing or commercial banks are not doing.

Andrew Komaromi: you know, at- at the time coming out of Covid, the board felt strongly about supporting. It's interesting historically, that you have another loan program, a smaller one that they did on its own that I can't remember telling how much it was funded with but it ultimately, closed on a single loan.

Greg Casamento: And I'm not critical of the program. I just want a clear understanding and a record of what we put at risk, and what potentially might not get paid back if everything went in the wrong direction. So again, it's not critical. I just wanted to understand how the financing and the money flow worked.

Kevin Harvey: And I do that if we can put in simple terms, we're not getting a monetary return on investment. We're getting an economic development return.

Andrew Komaromi: Yes.

Kevin Harvey: which is a nebulous number.

Kevin Harvey: How do we know what that number is? I mean, is there any way we can qualify it, quantify it.
Andrew Komaromi: I think that's a great question. You know, we can ask Kevin if any studies have been commissioned on that you could potentially commission a separate review of the economic value created through the loans through the 60, some loans that were, we have that right, Kevin.
Kelly Murphy: So that's a 3.3 million dollar number, right?

Andrew Komaromi: As a result of the 2 loans and the math provided is all the different. But that's the total loan, right?

Kevin Gremse: What I mean is, you know how you get cost benefit analysis, sometimes on projects. I don't think the true or estimated economic value of having deployed those loans to the community has been overall, at least to my knowledge, I don't think such study..

Kevin Harvey: And the reason for my question is very simple. We are guardians of the taxpayer. We make a $250,000 investment. I don't want to speak for all the Board members, but we want to be able to answer with some degree of intelligence exactly what that benefit is for as we as we go ahead and continue to with a program or not, continue with program,

Andrew Komaromi: I suspect that it could be measured, possibly by someone I don't know.
Kelly Murphy: Kevin, do you have a comment about that? Whether or not there could be an impact analysis of the loans that have been.

Greg Casamento: There's on the sheet that we have. It says total jobs created. Slash retained 330 and counting right? So that's 1 point of 3.3 million that that's been lent, based on the on the leverage potential. We know that the Fund used to date on that amount was 167,000. We know that 62 small businesses were lent money through the program. Kevin. What other data points exist that could be helpful for us, if any.

Kevin Gremse: We could also look at the profile of the borrowers, two-thirds of the borrowers identified as MWBE borrowers. Two-thirds of the businesses or nonprofits either had no boards that were controlled by minority members, or the ownership is MWBE so it's the jobs it's the composition of. It's the actual profile of the borrowers. And it's a leverage factor. Those are the 3 main analysis points. I think.

Greg Casamento: These are all borrowed, otherwise probably wouldn't be able to borrow at Banks large, larger financial institutions.

Kevin Gremse: Yeah, again, the average loan is 53,000. This is why the banks capitalize the fund based upon a shared risk pool, because there's just no way that they do loans like this. And that's why it continues to be. This is a higher risk type of loan pool that we have worked in, based upon the need to provide those smaller loans to businesses. But up until 3 years ago we were only doing SBA 7a loans which you know it's a pretty thorough underwriting process. This underwriting process is simpler, and it is not as thorough. But the intent is to do, to be able to be responsive to borrowers and small businesses that have a higher risk profile.

Greg Casamento: Do you have an estimate on default rates on these loans?

Kelly Murphy: Kevin?

Kevin Gremse: You know, honestly, when we started with New York forward, we were thinking it was going to be 30, 40% but again we had the interest only period. So what we have been able to we we've been monitoring all of the 1,700 that were done through the New York forward program. And you know you, you have the 60 some odd that done here in Suffolk, and it's honestly, it's a lot better than we had expected. Last I heard it's less than 10%, which is pretty remarkable.

Greg Casamento: Yeah, that is pretty good.

Kevin Gremse: And this we don't. We get personal guarantees from the businesses. But we're not collateralizing these loans and that is a big difference from how we have done underwriting in the past so we're not getting second mortgages. We're not collateralizing it because we're looking to turn these, you know, do quicker underwriting and get the funding out to the businesses.146

Greg Casamento: Okay, I I don't have any more questions of other board members may. Thank you. Kevin. Thank you.

Josh Slaughter: yeah. One question, yeah, Kevin, just a quick question. So you know, I understand. Obviously, you're going to be reinvesting the monies that you know, get back and turn on in the interest. Obviously minus administrative, you know, costs, etc, is a hundred percent of that money being reinvested in the fund?

Kevin Gremse: Yeah, our goal is to continue to revolve it. Based upon the initial resolution that was passed and authorized by EDC. We didn't make any representation of paying back the principal or passing on any interest spread to Suffolk County, EDC. It was, it was purely a matter of a lending partnership for us to lend on your behalf to small businesses and to achieve that leverage factor.

Josh Slaughter: Yeah, just what I guessed. What I'm asking for is we have some sort of, I guess, written guarantee that you know any returns you get from these loans are 100% reinvested in the funds. They can't be used elsewhere, or, you know benefit by grow America.

Kevin Gremse: No, we're taking any principal repayment to be able to continue to revolve in Suffolk County.

Greg Casamento: So, based on the oh, sorry. Just to sum it up, so at current default rates of 10% on a $250,000 investment, there would be $25,000 at risk potentially it defaulted under, based on the current information that we have.

Kevin Gremse: That's correct.

Greg Casamento: Alright. Thank you, Sarah. I'm sorry. I just want to make sure I understand this. So, I because I don't think I did. So we gave $250,000. Will we receive that if everybody paid their loans back? Does EDC get the 250 back?

Kevin Gremse: No.

Brian Beedenbender: Okay. So, we gave $250,000 I've been sorry. I just this seems insane.

Kevin Gremse: You don't get the money back. But the money continues to revolve through other Suffolk County businesses so that we can continue to lend to more Suffolk County businesses.

Brian Beedenbender: We gave capital that was invested in this to give loans that interest will be created for other people. We never get a return on the capital. We never get any interest on the capital

Greg Casamento: That's correct.

Greg Casamento: Enter the principal are used to refund the loan the Loan Fund, so more additional loans can be made. How long do they anticipate this program will run, Kevin?

Kevin Gremse: Well, we don't see an end to it. The capitalization for New York forward, I think, was the second incarnation of it, I think, was another 100 million dollars. I don't know the exact capitalization of it. but again, for the repayments that we get from Suffolk County businesses. We expect to continue to revolve.

Greg Casamento: I see your point, Brian, but to get a fund of the size that we would have for this type of investment that would continue on seems to me at least to be a good opportunity for small businesses.

Sarah Lansdale: Greg, I agree with you. The original board term. Was there a time period associated with the program contract?

Andrew Komaromi: No, I don't believe so. So, this was basically there conditions like as terms of the amount of leverage that we're requesting. So the prior agreement relied on the 20 to one leverage, and one of the changes, as explained in the presentation, is that the anticipated leverage now will be closer to 4 to one. They're going to try to exceed that. But that is what is being represented to the Board at this time.

Kevin Gremse: Yeah, I mean you could look at it this way. We were chosen to participate in this program by New York state and they'd asked us to do it. They're funding some part of it based upon the private bank private money that they raised. They're asking us to. So we're only lending in places where we have at risk capital to fund the loans. It's not the unguaranteed portion, the fund the part that's not funded by the State from the money that they raised from the banks. So it it's really the capital that allows us to lend in Suffolk County, because, although we can lend in any area of the State, we're lending in the areas in which we have partnerships with economic development agencies.

Sarah Lansdale: Right. So, Kevin, I have a couple of questions, one for Kelly in terms of procurement, and our policies with EDC. Was this competitively procured back in 2020?

Kelly Murphy: I wasn't part of the agency at the time.

Andrew Komaromi: This is not a service that was subject to procurement. It was more a partnership, or rather difficult situation, to do on their own in a leverage fashion.

Sarah Lansdale: Okay? And then the administrative costs. Kevin, I know you've noted a couple of times in your presentation. The cost to administer these small loans is just as much as the cost to administer larger loans, that banks are more readily inclined to process. Can you talk about how the administration or the costs of are handled? And is any of the EDC's capital used to cover the administrative costs.

Kevin Gremse: No, the EDC's money is just going to fund the portion of the loans that are not funded from the larger fund. Again, New York forward is 5%. Now, it's 20 to 25%. So it's going to the loans. And honestly, we have stood up a lot of these statewide lending programs. You know, the CDFI collaborative is something that has become a you know, a model that's been replicated in many other States in which we've been involved. But honestly, in terms of factoring and analyzing our operations on these smaller loan funds. We're not making any money. We're lucky if we're Breakeven on these smaller loan operations.

Andrew Komaromi: But I think it's important to add there that you are not for profit, and the CFIs are operated as not for profits, and there's only 4 in the State, right?

Kevin Gremse: Yeah. And that's why the lending is being done through CDFIs, because all of the CDFIs that have been chosen to be that here is. It's a mission driven relationship base program because only if you have CDFIs who are mission driven are these loans being done because this aligns with our mission and that's why we're CDFIs We have a mission to do smaller loans in lower and moderate-income communities and for targeted business profiles. There's a lot to celebrate here folks, 250 results in 3.2 million dollars of loans. And hopefully, we can continue with that leverage because this capital is going to businesses that wouldn't be able to access this capital without this program.

Josh Slaughter: One more question, because I know you know, we're obviously going to now consider infusing an additional $100,000 into the fund. You know you haven't expended all the monies from the initial investment. When would you expect that to be completed? If we didn't infuse another 100,000.

Kevin Gremse: That's a function of how many more Suffolk County businesses and nonprofits we can make this product available to for us to lend. So we like to leverage that remaining 82,000 as quickly as possible, certainly within the next year. And but it's a function of this partnership that we have here, because we're only able to make …And that's why that's why it needs to be a partnership so that we can get more applicants going to our going to our online portal to apply for these funds.

Josh Slaughter: Yeah, I guess my question. Why did Grow America come to us for a request? You know what was the purpose for needing additional funds now? You know, considering you still have monies to loan.

Kelly Murphy: I'll jump in on that, Kevin. So, when we looked at this program, you know we were looking for, and Sarah and I talked about different ways of again helping small businesses and account. And so actually, it was a conversation I started with Andrew, and he said you have 2 different programs they've done. And so he reminded me of this program. And when we started to take a look at it, we saw the results because there were earlier reports back in from 2021. I'm not sure if the Board received those reports. But they looked very encouraging, and really a fit for again the mission and goals of the EDC. As well as helping disadvantaged businesses and MWBEs. And it's a way to really support the small business community. So, we started the conversation again with Kevin and with Kevin's partner, who handles a large share of this and quite frankly, like Kevin said, I was excited about the results that we were able to achieve. In fact, the breakdown of the list. There are a couple of loans that were $500 piece and wanted 3,000, so it was really broad reach of businesses. So, while I don't think the need is the same as it was after Covid. There's still obviously a tremendous need. So that's how the conversation started. And I thought, it important at minimum, to report to you about what the program has done and what results we uncovered in the process. And this is without EDC, even marketing or putting it on its website, or, you know, talking to legislators in the different districts about it. And so that's when I started talking to Greg about how we could put a collateral piece together for the website. And that's how we got to be here today.

Josh Slaughter: Yeah, no. And I don't have the EDC budget in front of me, is this something we budgeted for? What's the impact of the budget? And I guess my my other question would be, is it something that every 3 or 4 years we're going to be continuing to infuse. That's entirely up to the board. And again, I think, one of the points that we discovered, and again in talking to Ann was, we should see a lot of this money coming back into the fund in 2025. So, if the Board, chose any amount today or no amount today, we can see, how that fund does.

Brian Beedenbender: As the money starts to return back in. When a lot of these 5-year loans start to come due just on that point. I thought so. Maybe I'm mistaken. I thought a few minutes ago, when I asked it was said that we're not going to get any of this money back.

Kelly Murphy: Kevin?. The money, when these loans are paid back. Don't they come back into the fund.

Kevin Gremse: Yes.

Kelly Murphy: The fund, but not into the EDC, but not okay.

Brian Beedenbender: I misunderstood what you said.

Josh Slaughter: I guess we don't know the full success of the program. So these, all these loans come due, and how much of that getting reinvested helps fund the program with us, having to infuse more money. But so we may not know that for another year or 2.

Greg Gordon: Kevin Gremse left a message that he had to sign off.

Kelly Murphy: I know that's what was indicated by Kevin. I don't know if you can speak to that aspect of Josh's question. I can certainly find out from Ann Finnegan who is the lead on the project. Where do these contributions come from? You know, from our EDC budget. So, thank you. We did look at the budget, and we do anticipate that there is room in the budget to increase the loan fund. Again, at any amount, the way we're presenting it today was up to a hundred $100,000. So again, in hearing the conversation, if we wanted to make an adjustment to that or review that in our meeting we could.

Our next issue to discuss is the Wyandanch Tech Center which affects the budget in a pretty dramatic way. So yes, there are reserves to pay for this. But I do anticipate, and I think I mentioned it at the last meeting, having to amend the EDC budget in the 1st quarter.

Josh Slaughter: Well, yes, just along the lines of what Brian's been talking about. You know, we're not going to see any Monies come back to our budget from the investment. So I want to make sure we did not anticipate any of the money we're trying to do.

Kelly Murphy: We looked at it purely from a mission driven position.

Sarah Lansdale: Any other questions? Okay, this is a resolution before us.

Kelly Murphy: Yes, it is. I'm just going to interrupt and ask Andrew regardless of the amount that is discussed or agreed upon. Today, we still need to amend the contract. Is that right?

Andrew Komaromi: Well, if they obviously decide to infuse additional amounts, yes. and also, because the old agreement spoke about New York forward and referenced alternative approaches which were ultimately in part used by through Grow America but once, we amend this agreement, or if new monies are provided it would allow them explicitly to use those funds and deploy them in these various alternative programs, each of which would be

Kelly Murphy: So regardless of whether or not we approve no money or $100,000. We still need to amend the contract.

Andrew Komaromi: If you approve of no money. I don't know if we have to amend the contract.

Kelly Murphy: We would have to, because I thought it was New York 2.0.

Andrew Komaromi: Right, there is there enough language in the program that in essence allowed alternative uses for similar programs, as I recall. But if you put in more money. I would definitely suggest doing that.

Sarah Lansdale: Up next the Wyandanch Tech Center. I know that there is a letter that was provided to the Board members. Looking to Andrew for guidance, and Kelly for guidance on this discussion, whether it makes sense for us to go into executive session.

Andrew Komaromi: I would say that the short answer is yes. As this involves potential litigation or threat of litigation.

After further discussion and;

Upon a motion by Mr. Casamento, seconded by Ms. Lansdale, it was:

RESOLVED, to approve the request to fund the Loan Program with the $100,000 request

Carried 4/0/1, abstained Mr. Beedenbender .

Wyandanch Tech Center

A document request letter was sent to the Wyandanch Tech Center December 4, 2024. No response received as of date.

Sarah Lansdale: Looking to Andrew for guidance, and Kelly for guidance on this discussion, whether it makes sense for us to go into executive session.

Andrew Komaromi: I would say that the short answer is yes. As this involves potential litigation or threat of litigation.

Upon a motion by Ms. Lansdale, seconded by Mr. Slaughter, it was:

RESOLVED, to go into Executive Session.

Unanimously carried 5/0.

Andrew Komaromi: Reporting out of executive session. The board is taking no action at this time.

Minutes October 24, 2024 meeting

The Minutes of the October 24, 2024, Board of Directors meeting was presented.

After further discussion and;

> Upon a motion by Mr. Slaughter, seconded by Mr. Harvey, it was:
>
> RESOLVED, to approve the Minutes of the October 24, 2024, meeting of the Board of Directors.

Unanimously carried 4/0/1, abstained Mr. Casamento not in attendance at the meeting.

No other business.

> Upon a motion by Ms. Lansdale, seconded by Mr. Slaughter, it was:
>
> RESOLVED, to adjourn the Regular Meeting of the Suffolk County Economic Development Corporation.

Unanimously carried 5/0.

The Meeting adjourned at 11:40 am.

The next Regular Meeting of the Suffolk County Economic Development Corporation is tentatively scheduled for January 7, 2025.