

MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

OPEN MEETING MINUTES

September 13, 2018

The regular meeting of the Maryland Small Business Development Financing Authority convened at 1:00 p.m. via teleconference.

The following were in attendance at this meeting:

Authority Members	MMG Staff
Les Hall	Mark Harrison
Mara Sierocinski	Randy Croxton
Laura Pasternak	Anthony Williams
Gina Ramsey	Tim Smoot
Sharon Pinder	Robin Harris

Attorney General's Office
Colleen Lamont, Assistant Attorney General

AGENDA

EXTENSION

BingeNow, LLC

Domesticity, LLC and Real Creative, LLC

New City Construction, LLC

Paniagua's Enterprises, Inc.

Phenomenal, LLC – Withdrawn. The approval will expire.

Physical and Sports Rehab, Inc. – Withdrawn. The loan closed on September 5, 2018

Strum Contracting Company, Inc.

RENEWAL

Pinnacle Enterprise Business Solutions, LLC

MODIFICATION

Estime Enterprises, Inc

Precise Telehealth, Inc.

The closed session of the August 23, 2018, meeting was summarized. The Authority Board meeting was attended by Mara Sierocinski, Laura Pasternak, Les Hall, Clemis Kaikis, and Chuck Martin. The meeting was closed to comply with requirements of the Maryland Public Information Act so that there would not be disclosure of confidential, commercial, and financial information associated with the applicants. The meeting was held to discuss the new requests of 204 Baltimore Pike, LLC and International Cosmetology, Inc. dba Aveda Institute Maryland; renewal of Mahogany, Inc.; and modification of The Great Gourmet, Inc.. All of the requests were approved.

MMG Staff presented the following extensions for approval:

EXTENSION

Presenter: Randy Croxton

Applicant: Domesticity, LLC and Real Creative, LLC

Loan Amount: \$225,000 EPIP Term Loan

Original Approval Date: April 26, 2018

Request: Extension of the approval date to November 8, 2018 was requested.

EXTENSION

Presenter: Randy Croxton

Applicant: Paniagua's Enterprises, Inc.

Loan Amount: \$300,000 Contract Financing Line of Credit

Original Approval Date: February 26, 2015

Request: Extension of the maturity date to November 8, 2018 was requested.

Discussion: There was limited discussion regarding the health of the business and the company's use of the line of credit.

EXTENSION

Presenter: Randy Croxton

Applicant: Strum Contracting Company, Inc.

Loan Amount: \$250,000 EPIP Line of Credit
(mobilization funding up to \$75,000)

Original Approval Date: June 28, 2018

Request: Extension of the approval date to November 8, 2018 was requested.

Discussion: There was limited discussion regarding MSBDFA's lien position on the pledged collateral and the subordination agreements.

EXTENSION

Presenter: Tim Smoot

Applicant: New City Construction, LLC

Loan Amount: a) \$135,000 EPIP Term Loan
b) \$75,000 EPIP Revolving Line of Credit

Original Approval Date: a) December 17, 2013
b) February 8, 2018

Request: Extension of the approval dates to November 8, 2018 was requested.

Discussion: There was limited discussion regarding the transfer of the EPIP Revolving Line of Credit to the Guaranty Fund program.

EXTENSION

Presenter: Mark Harrison

Applicant: BingeNow, LLC

Loan Amount: \$400,000 InvestMaryland Convertible Note

Original Approval Date: April 12, 2018


Request: Extension of the approval date to November 8, 2018 was requested.

Discussion: There was limited discussion regarding the projected closing of the required fund raising and the sufficiency of the approval date extension period.

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved all of the extensions as presented.

The Meeting then closed at 1:25 p.m. upon motion made and seconded, and approved by all voting members, the meeting was closed pursuant to General Provisions Article, Section 3-305(b) (13), “to comply with a specific... statutory... requirement that prevents public disclosures about a particular proceeding or matter”, that is, the Maryland Public Information Act prohibits disclosure of trade secrets, confidential commercial and confidential financial information.

APPROVED:



Celester A. Hall
Chairman

DATE: 10-1-18