

MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

OPEN MEETING MINUTES

September 26, 2019

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	Randy Croxton
Kenny Oreagba	Tim Smoot
Gina Ramsey	Mark Harrison
Laura Pasternak	Robin Harris
Clemis Kaikis	
Mara Sierocinski	
Chuck Martin	

Attorney General's Office  
Colleen Lamont, Assistant Attorney General

AGENDA

MINUTES

September 12, 2019

EXTENSIONS

Flight Fab, Inc.  
Unified Solutions Services, LLC

MISCELLANEOUS

Lendistry, LLC AKA B.S.D. Capital, LLC

MODIFICATION

DAR Healthcare Services, LLC and New Daycare Operating Company (TBD)

NEW REQUEST

Innovative Treatment Products, LLC

The closed session of the September 12, 2019, meeting was summarized. The Authority Board meeting was attended by Les Hall, Gina Ramsay, Laura Pasternak, and Kenny Oreagba. 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 closed to discuss the new requests of DAR Healthcare Services, LLC and Visionary Women's Health, LLC. DAR Healthcare Services, LLC was approved. Visionary Women's Health, LLC failed for lack of a motion to approve.

MMG Staff presented the following minutes for approval:

**MINUTES**

September 12, 2019

**Action Taken:** Upon motion duly made and seconded, the Authority unanimously approved the minutes with amendments.

**NOTE:** Mara Sierocinski was not present during this request.

**EXTENSION**

**Presenter:** Timothy Smoot

**Applicant:** Flight Fab, Inc.

**Loan Amount:** \$800,000 Contract Financing Line of Credit

**Original Approval Date:** June 8, 2017

**Request:** Extension of the maturity date to October 24, 2019, was requested.

**Discussion:** There was limited discussion regarding the MMG's efforts to verify the value of the inventory and the federal government's inventory audit methods and inventory audit report. MMG was requested to provide a copy of the federal government's audit report with the renewal request.

**Action Taken:** Upon motion duly made and seconded, the Authority unanimously approved the request as presented. MMG was requested to add an inventory monitoring plan as part of the renewal request.

**NOTE:** Mara Sierocinski was not present during this request.

**EXTENSION**

**Presenter:** Randy Croxton

**Applicant:** Unified Solutions Services, LLC

**Loan Amount:** \$120,000 Contract Financing Line of Credit  
(up to \$30,000 in mobilization)

**Original Approval Date:** March 15, 2012

**Request:** Extension of the maturity date to November 14, 2019, was requested.

**Discussion:** There was limited discussion regarding the documents pending to prepare the renewal request.

**Action Taken:** Upon motion duly made and seconded, the Authority unanimously approved the request as presented.

**NOTE:** Mara Sierocinski was not present during this request.

**REPORT**

**Presenter:** Randy Croxton

**Applicant:** Lendistry, LLC AKA B.S.D. Capital, LLC

**Request:** Lendistry, LLC A/K/A B.S.D. Capital, LLC (“Lendistry”) is requesting that its Traditional Term loan product be able to receive MSBDFA guaranties under the Guaranty Fund.

**Discussion:** The following was discussed:

- a) The statutory basis for the Authority to approve a lender in addition to the Department of Commerce.
- b) Maximum exposure
- c) Ensuring the deals with Lendistry fit the statutory requirements of the MSBDFA program
- d) Maximum amount of loans that the MSBDFA program guarantees per lender; leverage ratio reporting by lender
- e) Source of documentation used to underwrite Lendistry deals and ultimately to create the board package

**Action Taken:** Upon motion duly made and seconded, the Authority unanimously approved the request as presented subject to MMG providing a summary report of the Guaranty Fund leverage ratio when any guaranty request is presented.

**NOTE:** Chuck Martin abstained from voting. M&T Bank may be a possible investor to Lendistry.

The Meeting then closed at 1:40 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:**

  
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Celester A. Hall  
Chairman

**DATE:** 10-24-19