

MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

OPEN MEETING MINUTES

July 27, 2017

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	Anthony Williams
Mara Sierocinski	Mark Harrison
Chuck Martin	Randy Croxton
Paul Taylor	Robin Harris
Gina Ramsay	
Laura Pasternak	
Andrew Friedson	

Attorney General's Office
Colleen Lamont, Assistant Attorney General

The closed session of the June 22, 2017, was summarized. The Authority Board meeting was attended by Mara Sierocinski, Paul Taylor, Gina Ramsay, Andrew Friedson, Chuck Martin, Laura Pasternak, and Les Hall. 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 two new transactions discussed were Museum Properties, LLC and Admit Advantage, Inc. d/b/a Admit.me. Both transactions were approved.

MMG Staff summarized the following 5 extensions and 1 modification:

EPIP – EXTENSION

Presenter: Anthony Williams

Applicant: K. Dixon Architecture, PLLC
Loan Amount: \$100,000 Line of Credit
Use of Proceeds: Working Capital
Request: Extension of the maturity date to September 14, 2017

EPIP – EXTENSION

Presenter: Anthony Williams
Applicant: Washington Fields Protective Services, LLC
Loan Amount: a) \$250,000 Line of Credit
b) \$100,000 Term Loan
Use of Proceeds: a) Working Capital
b) Equipment
Request: Extension of the approval dates to September 14, 2017.

SURETY BOND/EPIP – EXTENSION

Presenter: Randy Croxton
Applicant: L&G Exclusive Cleaning Services, Inc.
Loan Amount: a) \$400,000 Surety Bonding Line of Credit
b) \$75,000 Line of Credit
Use of Proceeds: a) Bid, Payment, and Performance Bonds
b) Working Capital
Request: Extension of the approval dates to September 14, 2017.

CONTRACT FINANCING – EXTENSION

Presenter: Randy Croxton
Applicant: MainStreet Technologies, Inc.
Loan Amount: \$750,000 Line of Credit

Use of Proceeds: Working Capital

Request: Extension of the maturity date to September 14, 2017.

EPIP – EXTENSION

Presenter: Mark Harrison

Applicant: Bliss Staffing, LLC

Loan Amount: \$50,000 Line of Credit

Use of Proceeds: Working Capital

Request: Extension of the approval date to September 14, 2017.

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

EPIP – MODIFICATION

Presenter: Anthony Williams

Applicant: Carmen B. Young/ B & J Carryout, Inc.

Loan Amount: \$250,000 Term Loan

Use of Proceeds: Business Acquisition

Request: The following was requested:

- a) Reduce the original commitment from \$250,000 to \$150,000.
- b) Reduce the original annual rate from 8% per annum to 7% per annum.
- c) MSBDFa shall take a 3rd lien, instead of a 2nd lien, on the personal real estate properties owned by Mr. Young so that Eagle Bank can take a 2nd lien on these properties.
- d) Mr. Young shall reduce his salary draws during the first 3 years of the business operations by \$20,000 a year and place \$20,000 each year in an escrow account to be pledged as collateral for the MSBDFa loan.

Discussion: There was limited discussion regarding the type of escrow account to be established by Mr. Young.

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

ADJOURNMENT OF MEETING

The meeting adjourned at approximately 1:45 p.m.

APPROVED:



Celester A. Hall

Chairman

DATE:

8-25-17