

NORTHEAST NEBRASKA ECONOMIC DEVELOPMENT DISTRICT - NENEDD
BOARD OF DIRECTORS MEETING
WEDNESDAY, JANUARY 25, 2023 - 7:15 P.M.

City of Norfolk Offices – Training Room, 309 N. 5th St., Norfolk, NE 68701
West Point Chamber of Commerce – 200 Anna Stalp Ave., West Point, NE 68788
City of Columbus Offices – 1st Floor Mayor’s Office, 2424 14th St., Columbus, NE 68601

The Chairman and Board of Directors reserve the right to adjourn into closed session as per Section 84-1410 of the Nebraska Open Meetings Act.

AGENDA

- I. Call to Order:** Inform the public about the location of the Open Meetings Act and that it is accessible to the public (LB 898).
- II. Roll Call**
- III. Introduction of Guests**
- IV. Secretary’s Report**
 - A.** Consideration of approval of the January 25, 2023, agenda and December 14, 2022, meeting minutes.
- V. Treasurer’s Report**
 - A.** Consideration of acceptance of the November 2022 Treasurer’s Report as presented.
 - B.** Consideration of acceptance of the December 2022 Treasurer’s Report as presented.
- VI. Discussion Items**
 - A.** Quarterly Loan Review.
- VII. Action Items**
 - A.** Consideration to approve a \$164,000 loan to Murray Lumber, LLC, d/b/a West Lumber in Newman Grove.
- VIII. Chairman/Board Comments**
- IX. Next Meeting Date:** The Northeast Nebraska Economic Development District Board of Directors will meet on Wednesday, February 22, 2023, at 7:15 p.m. or following the Northeast Economic Development, Inc. meeting. The meeting will be held via conference call.
- X. Adjournment**

Charlie Bahr_____ Sally Ganem_____ Tina Biteghe Bi Ndong _____ Troy Uhler_____
Blake Denton_____ Loren Kucera_____ Judy Mutzenberger_____ Meghann Buresh_____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

NENEDD Board Agenda

Object: Consideration of approval of the January 25, 2023, agenda and December 14, 2022, meeting minutes

Contact Person: Thomas L. Higginbotham Jr., Executive Director

For: Action

Explanation: The January 25, 2023, agenda has been posted on the website. The December 14, 2022, meeting minutes have been posted on the website.

Motion: Consideration for approval of the January 25, 2023, meeting agenda and the December 14, 2022, board meeting minutes.

Charlie Bahr _____ Sally Ganem _____ Tina Biteghe Bi Ndong _____ Troy Uhler _____
Blake Denton _____ Loren Kucera _____ Judy Mutzenberger _____ Meghann Buresh _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

IV. Secretary's Report A

NENEDD Board Agenda

Object: Acceptance of the November 2022 Treasurer's Report

Contact Person: Kristen Rosner, Fiscal Officer

For: Action

Background:

Northeast Nebraska Economic Development District's (NENEDD) November 2022 Statement of Financial Position and the Statement of Revenues and Expenditures that reflect the monthly Budget, Actual and Budget Variance. Also stated is the Fiscal Year (FY) 2023 Budget for the nonaccrual accounts, July 1, 2022, through June 30, 2023, Actual, Budget Variance so far this fiscal year and Percent of the Fiscal Year 2023 Budget remaining.

Explanation:

Additional Information:

Business Loan Principal Received	58,315.08
Business Loan Disbursements	74,000.00

Restate Net Income

Year to Date Revenue Over (Under) Expenditures	169,618.32
Year to date Non-Operating Revenue:	
Bad Debt Recovery	(757.48)

Year to date Non-Operating Expenditures:

Donations (To Northeast Economic Development, Inc.)	-
Depreciation Expense	3,836.65
Loans Written Off	-
Actual Year to date Revenue Over (Under) Expenditures	<u>172,697.49</u>

Business Loan Disbursements:

Client #323002, Acacia, Inc. Just Love Coffee, Plainview, \$74,000

NENEDD Business Revolving Loan Funds Available for Lending (All Sources): \$2,437,772

Motion: Consideration for acceptance of the November 2022 treasurer's report as presented.

Charlie Bahr _____ Sally Ganem _____ Tina Biteghe Bi Ndong _____ Troy Uhlir _____
Blake Denton _____ Loren Kucera _____ Judy Mutzenberger _____ Meghann Buresh _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

V. Treasurer's Report A

Northeast Nebraska Economic Development District
Statement of Financial Position - Overall - Unposted Transactions Included In Report
As of 11/30/2022

	Current Period Balance
Assets	
General Cash	
Cash in Bank - Checking	110,432.64
Unrestricted CD-Stanton State Bank #2995	23,155.53
Unrestricted CD-BankFirst #34875	54,926.71
Unrestricted CD-Midwest #882523	27,741.72
Unrestricted CD-Midwest #881867	1,728.31
Loan Payment Account	10,000.00
Unrestricted-BankFirst #1648078	216,790.92
Unrestricted-BankFirst #1648166	81,227.62
Business RLF Cash	
EDA RLF-BankFirst #1648089	1,209,156.57
IRP RLF-BankFirst #1648122	549,332.50
HUD Business RLF-BankFirst #1648133	197,948.00
IRP #1 Loan Loss Reserve-BankFirst #1648144	37,578.28
IRP #2 Loan Loss Reserve-BankFirst #1648177	13,176.55
EDA CARES Act RLF - Bankfirst #1755625	481,335.02
Accounts Receivable	
Accounts Receivable	111,262.18
Business RLF Loans Receivables	
EDA RLF Loans Receivable	1,094,245.07
IRP RLF Loans Receivable	824,857.23
HUD RLF Loans Receivable	62,090.39
EDA CARES Act RLF Notes Receivable	1,740,769.42
Prepaid Expenses	
Prepaid Expense	16,572.08
Allowances for Uncollectible Accounts	
Allowance for Uncollectible A/R	(24,849.00)
Allowance for Uncollectible Notes	(573,194.46)
Fixed Assets	
Furniture and Equipment	212,096.30
Accumulated Depreciation	(167,143.86)
Total Assets	6,311,235.72
Liabilities	
Accounts Payable	
Accounts Payable	(3,973.88)
Other Payables	
Lease Payable	7,889.12
Payroll Payables	
ADD, Life, Vision, Dental Payable	550.43
Accrued FICA Payable	3,945.46
Federal Tax Withheld	2,208.30
State Tax Withheld	1,062.90
457 Withheld	821.20
Health Insurance Payable	12,202.58
Cafeteria Premium Payable	(23.72)
Dependent Care Payable	0.34
Child Support Payable	1,500.00
Annual Leave Payable	12,273.49
HSA Contributions	430.00
Accrued Salaries	18,254.61
IRP Loan Payable	

Northeast Nebraska Economic Development District
Statement of Financial Position - Overall - Unposted Transactions Included In Report
As of 11/30/2022

	<u>Current Period Balance</u>
IRP #1 Loan Payable	272,080.37
IRP #2 Loan Payable	257,471.80
Deferred Revenue	
Deferred Revenue-EDA Planning	<u>20,930.40</u>
Total Liabilities	<u>607,623.40</u>
Net Assets	
Other	<u>5,703,612.32</u>
Total Net Assets	<u>5,703,612.32</u>
Total Net Assets and Liabilities	<u><u>6,311,235.72</u></u>

Northeast Nebraska Economic Development District
 Statement of Revenues and Expenditures - Unposted Transactions Included In Report
 From 11/01/2022 Through 11/30/2022

	Current Period Budget	Current Period		Current Period Budget Variance	Total Budget	Current Year Actual	Total Budget Variance	Percent Total Budget \$ Remaining
		Actual	Budget					
Revenues								
400	7,916.00	2,253.60	(5,662.40)	95,000.00	41,241.07	(53,758.93)	(56.59)%	
405	13,500.00	(660.00)	(14,160.00)	162,000.00	168,460.77	6,460.77	3.99%	
406	1,200.00	0.00	(1,200.00)	14,400.00	14,560.00	160.00	1.11%	
407	1,154.00	0.00	(1,154.00)	13,850.00	16,050.00	2,200.00	15.88%	
410	12,887.00	0.00	(12,887.00)	154,647.00	77,323.38	(77,323.62)	(50.00)%	
415	42.00	0.00	(42.00)	500.00	555.00	55.00	11.00%	
418	19,167.00	22,334.31	3,167.31	230,000.00	108,897.13	(121,102.87)	(52.65)%	
420	18,750.00	10,991.25	(7,758.75)	225,000.00	52,108.66	(172,891.34)	(76.84)%	
425	1,250.00	0.00	(1,250.00)	15,000.00	0.00	(15,000.00)	(100.00)%	
430	5,000.00	4,470.00	(530.00)	60,000.00	26,305.28	(33,694.72)	(56.16)%	
433	5,000.00	922.50	(4,077.50)	60,000.00	7,563.33	(52,436.67)	(87.39)%	
444	105.00	274.25	169.25	1,250.00	907.50	(342.50)	(27.40)%	
445	167.00	253.71	86.71	2,000.00	1,068.52	(931.48)	(46.57)%	
451	13,333.00	10,940.20	(2,392.80)	160,000.00	57,996.76	(102,003.24)	(63.75)%	
452	50.00	0.00	(50.00)	600.00	40.00	(560.00)	(93.33)%	
453	292.00	0.00	(292.00)	3,500.00	1,840.00	(1,660.00)	(47.43)%	
454	1,083.00	231.20	(851.80)	13,000.00	1,555.48	(11,444.52)	(88.03)%	
460	250.00	(2,079.03)	(2,329.03)	3,000.00	(860.28)	(3,860.28)	(128.68)%	
489	0.00	0.00	0.00	0.00	757.48	757.48	0.00%	
490	917.00	2,556.65	1,639.65	11,000.00	9,609.61	(1,390.39)	(12.64)%	
495	1,250.00	1,250.00	0.00	15,000.00	6,250.00	(8,750.00)	(58.33)%	
	103,313.00	53,738.64	(49,574.36)	1,239,747.00	592,229.69	(647,517.31)	(52.23)%	
Expenditures								
500	57,201.00	54,148.53	3,052.47	690,000.00	271,649.71	418,350.29	60.63%	
505	14,166.00	14,848.78	(682.78)	170,000.00	73,635.61	96,364.39	56.68%	
520	1,250.00	1,250.00	0.00	15,000.00	6,250.00	8,750.00	58.33%	
521	666.00	402.08	263.92	8,000.00	2,133.78	5,866.22	73.33%	
522	250.00	141.02	108.98	3,000.00	508.84	2,491.16	83.04%	
523	834.00	486.91	347.09	10,000.00	2,093.44	7,906.56	79.07%	
524	667.00	20.60	646.40	8,000.00	3,018.85	4,981.15	62.26%	
526	1,500.00	1,935.31	(435.31)	18,000.00	10,586.47	7,413.53	41.19%	
530	208.00	0.00	208.00	2,500.00	2,663.13	(163.13)	(6.53)%	
531	100.00	(0.02)	100.02	1,200.00	758.13	441.87	36.82%	
536	333.00	330.59	2.41	4,000.00	3,203.08	796.92	19.92%	
538	1,267.00	1,177.50	89.50	15,200.00	6,170.79	9,029.21	59.40%	
539	1,250.00	2,500.00	(1,250.00)	15,000.00	4,600.00	10,400.00	69.33%	
548	104.00	137.75	(33.75)	1,250.00	978.40	271.60	21.73%	
550	288.00	291.00	(3.00)	3,450.00	1,455.00	1,995.00	57.83%	

Northeast Nebraska Economic Development District
Statement of Revenues and Expenditures - Unposted Transactions Included In Report
From 11/01/2022 Through 11/30/2022

	Current Period Budget	Current Period Actual	Current Period Budget Variance	Total Budget	Current Year Actual	Total Budget Variance	Percent Total Budget \$ Remaining
551	600.00	668.82	(68.82)	7,200.00	2,688.21	4,511.79	62.66%
553	750.00	541.00	209.00	9,000.00	3,881.00	5,119.00	56.88%
554	117.00	0.00	117.00	1,400.00	0.00	1,400.00	100.00%
555	125.00	0.00	125.00	1,500.00	612.28	887.72	59.18%
556	500.00	371.00	129.00	6,000.00	2,726.00	3,274.00	54.57%
560	167.00	205.59	(38.59)	2,000.00	590.32	1,409.68	70.48%
561	783.00	9,400.00	(8,617.00)	9,400.00	9,400.00	0.00	0.00%
562	417.00	166.67	250.33	5,000.00	2,967.38	2,032.62	40.65%
565	758.00	767.33	(9.33)	9,100.00	3,836.65	5,263.35	57.84%
567	292.00	0.00	292.00	3,500.00	4,150.49	(650.49)	(18.59)%
572	441.00	0.00	441.00	5,296.00	0.00	5,296.00	100.00%
580	2,083.00	0.00	2,083.00	25,000.00	0.00	25,000.00	100.00%
590	21.00	0.00	21.00	250.00	15.00	235.00	94.00%
602	417.00	44.37	372.63	5,000.00	2,038.81	2,961.19	59.22%
	<u>87,555.00</u>	<u>89,834.83</u>	<u>(2,279.83)</u>	<u>1,054,246.00</u>	<u>422,611.37</u>	<u>631,634.63</u>	<u>59.91%</u>
Total Revenues Over (Under) Expenditures	<u>15,758.00</u>	<u>(36,096.19)</u>	<u>(51,854.19)</u>	<u>185,501.00</u>	<u>169,618.32</u>	<u>(15,882.68)</u>	<u>(8.56)%</u>

NENEDD Board Agenda

Object: Acceptance of the December 2022 Treasurer's Report

Contact Person: Kristen Rosner, Fiscal Officer

For: Action

Background:

Northeast Nebraska Economic Development District's (NENEDD) December 2022 Statement of Financial Position and the Statement of Revenues and Expenditures that reflect the monthly Budget, Actual and Budget Variance. Also stated is the Fiscal Year (FY) 2023 Budget for the nonaccrual accounts, July 1, 2022, through June 30, 2023, Actual, Budget Variance so far this fiscal year and Percent of the Fiscal Year 2023 Budget remaining.

Explanation:

Additional Information:

Business Loan Principal Received	60,762.15
Business Loan Disbursements	128,800.00

Restate Net Income

Year to Date Revenue Over (Under) Expenditures	112,407.91
Year to date Non-Operating Revenue:	
Bad Debt Recovery	(757.48)

Year to date Non-Operating Expenditures:

Donations (To Northeast Economic Development, Inc.)	-
Depreciation Expense	4,603.98
Loans Written Off	-
Actual Year to date Revenue Over (Under) Expenditures	<u>116,254.41</u>

Business Loan Payoffs
Client #321008, Cor Therapeutic Services, LLC, \$22,663.46

Business Loan Disbursements:
Client #323004, Circle M Feed and Trailer Sales, O'Neill, \$128,800

NENEDD Business Revolving Loan Funds Available for Lending (All Sources): \$2,397,736

Motion: Consideration for acceptance of the December 2022 treasurer's report as presented.

Charlie Bahr _____ Sally Ganem _____ Tina Biteghe Bi Ndong _____ Troy Uhlir _____
Blake Denton _____ Loren Kucera _____ Judy Mutzenberger _____ Meghann Buresh _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

V. Treasurer's Report B

Northeast Nebraska Economic Development District
Statement of Financial Position - Overall - Unposted Transactions Included In Report
As of 12/31/2022

	Current Period Balance
Assets	
General Cash	
Cash in Bank - Checking	28,509.01
Unrestricted CD-Stanton State Bank #2995	23,155.53
Unrestricted CD-BankFirst #34875	54,926.71
Unrestricted CD-Midwest #882523	27,741.72
Unrestricted CD-Midwest #881867	1,728.31
Unrestricted-BankFirst #1648078	217,001.18
Unrestricted-BankFirst #1648166	81,287.04
Business RLF Cash	
EDA RLF-BankFirst #1648089	1,097,086.84
IRP RLF-BankFirst #1648122	560,855.11
HUD Business RLF-BankFirst #1648133	198,878.39
IRP #1 Loan Loss Reserve-BankFirst #1648144	37,605.77
IRP #2 Loan Loss Reserve-BankFirst #1648177	13,182.94
EDA CARES Act RLF - Bankfirst #1755625	540,915.87
Accounts Receivable	
Accounts Receivable	111,367.97
Business RLF Loans Receivables	
EDA RLF Loans Receivable	1,214,253.13
IRP RLF Loans Receivable	818,224.13
HUD RLF Loans Receivable	61,614.26
EDA CARES Act RLF Notes Receivable	1,695,908.44
Prepaid Expenses	
Prepaid Expense	14,670.45
Allowances for Uncollectible Accounts	
Allowance for Uncollectible A/R	(24,849.00)
Allowance for Uncollectible Notes	(573,194.46)
Fixed Assets	
Furniture and Equipment	212,096.30
Accumulated Depreciation	(167,911.19)
Total Assets	6,245,054.45
Liabilities	
Accounts Payable	
Accounts Payable	1,125.29
Other Payables	
Lease Payable	7,523.93
Payroll Payables	
Accrued FICA Payable	3,945.52
Federal Tax Withheld	2,208.30
State Tax Withheld	1,062.90
457 Withheld	821.20
Health Insurance Payable	870.54
Cafeteria Premium Payable	(203.25)
Dependent Care Payable	0.34
Child Support Payable	1,500.00
Annual Leave Payable	13,475.73
HSA Contributions	430.00
Accrued Unemployment	43.84
Accrued Salaries	18,253.62
IRP Loan Payable	
IRP #1 Loan Payable	272,080.37

Northeast Nebraska Economic Development District
Statement of Financial Position - Overall - Unposted Transactions Included In Report
As of 12/31/2022

	<u>Current Period Balance</u>
IRP #2 Loan Payable	257,471.80
Deferred Revenue	
Deferred Revenue-EDA Planning	<u>18,042.41</u>
Total Liabilities	<u>598,652.54</u>
Net Assets	
Other	<u>5,646,401.91</u>
Total Net Assets	<u>5,646,401.91</u>
Total Net Assets and Liabilities	<u><u>6,245,054.45</u></u>

Northeast Nebraska Economic Development District
 Statement of Revenues and Expenditures - Unposted Transactions Included In Report
 From 12/01/2022 Through 12/31/2022

	Current Period Budget	Current Period		Current Period Budget Variance	Total Budget	Current Year Actual	Total Budget Variance	Percent Total Budget \$ Remaining
		Actual	Budget					
Revenues								
400	7,916.00	2,887.99		(5,028.01)	95,000.00	44,129.06	(50,870.94)	(53.55)%
405	13,500.00	0.00		(13,500.00)	162,000.00	168,460.77	6,460.77	3.99%
406	1,200.00	0.00		(1,200.00)	14,400.00	14,560.00	160.00	1.11%
407	1,154.00	0.00		(1,154.00)	13,850.00	16,050.00	2,200.00	15.88%
410	12,887.00	0.00		(12,887.00)	154,647.00	77,323.38	(77,323.62)	(50.00)%
415	42.00	0.00		(42.00)	500.00	555.00	55.00	11.00%
418	19,167.00	15,993.48		(3,173.52)	230,000.00	124,890.61	(105,109.39)	(45.70)%
420	18,750.00	11,276.25		(7,473.75)	225,000.00	63,384.91	(161,615.09)	(71.83)%
425	1,250.00	0.00		(1,250.00)	15,000.00	0.00	(15,000.00)	(100.00)%
430	5,000.00	3,441.27		(1,558.73)	60,000.00	29,746.55	(30,253.45)	(50.42)%
433	5,000.00	555.00		(4,445.00)	60,000.00	8,118.33	(51,881.67)	(86.47)%
444	105.00	250.00		145.00	1,250.00	1,157.50	(92.50)	(7.40)%
445	167.00	244.54		77.54	2,000.00	1,313.06	(686.94)	(34.35)%
451	13,333.00	11,651.04		(1,681.96)	160,000.00	69,647.80	(90,352.20)	(56.47)%
452	50.00	0.00		(50.00)	600.00	40.00	(560.00)	(93.33)%
453	292.00	2,233.12		1,941.12	3,500.00	4,073.12	573.12	16.37%
454	1,083.00	1,524.78		441.78	13,000.00	3,080.26	(9,919.74)	(76.31)%
460	250.00	2,547.78		2,297.78	3,000.00	1,687.50	(1,312.50)	(43.75)%
489	0.00	0.00		0.00	0.00	757.48	757.48	0.00%
490	917.00	2,660.18		1,743.18	11,000.00	12,269.79	1,269.79	11.54%
495	1,250.00	2,500.00		1,250.00	15,000.00	8,750.00	(6,250.00)	(41.67)%
	103,313.00	57,765.43		(45,547.57)	1,239,747.00	649,995.12	(589,751.88)	(47.57)%
Expenditures								
500	57,201.00	87,627.27		(30,426.27)	690,000.00	359,276.98	330,723.02	47.93%
505	14,166.00	17,067.23		(2,901.23)	170,000.00	90,702.84	79,297.16	46.65%
520	1,250.00	2,500.00		(1,250.00)	15,000.00	8,750.00	6,250.00	41.67%
521	666.00	401.96		264.04	8,000.00	2,535.74	5,464.26	68.30%
522	250.00	(0.02)		250.02	3,000.00	508.82	2,491.18	83.04%
523	834.00	371.29		462.71	10,000.00	2,464.73	7,535.27	75.35%
524	667.00	0.00		667.00	8,000.00	3,018.85	4,981.15	62.26%
526	1,500.00	1,360.02		139.98	18,000.00	11,946.49	6,053.51	33.63%
530	208.00	0.00		208.00	2,500.00	2,663.13	(163.13)	(6.53)%
531	100.00	685.37		(585.37)	1,200.00	1,443.50	(243.50)	(20.29)%
536	333.00	169.32		163.68	4,000.00	3,372.40	627.60	15.69%
538	1,267.00	1,130.00		137.00	15,200.00	7,300.79	7,899.21	51.97%
539	1,250.00	0.00		(1,250.00)	15,000.00	4,600.00	10,400.00	69.33%
548	104.00	281.75		(177.75)	1,250.00	1,260.15	(10.15)	(0.81)%
550	288.00	291.00		(3.00)	3,450.00	1,746.00	1,704.00	49.39%

Northeast Nebraska Economic Development District
Statement of Revenues and Expenditures - Unposted Transactions Included In Report
From 12/01/2022 Through 12/31/2022

	Current Period Budget	Current Period Actual	Current Period Budget Variance	Total Budget	Current Year Actual	Total Budget Variance	Percent Total Budget \$ Remaining
551	600.00	618.69	(18.69)	7,200.00	3,306.90	3,893.10	54.07%
553	750.00	545.00	205.00	9,000.00	4,426.00	4,574.00	50.82%
554	117.00	0.00	117.00	1,400.00	0.00	1,400.00	100.00%
555	125.00	0.00	125.00	1,500.00	612.28	887.72	59.18%
556	500.00	871.00	(371.00)	6,000.00	3,597.00	2,403.00	40.05%
560	167.00	0.00	167.00	2,000.00	590.32	1,409.68	70.48%
561	783.00	0.00	783.00	9,400.00	9,400.00	0.00	0.00%
562	417.00	281.63	135.37	5,000.00	3,249.01	1,750.99	35.02%
565	758.00	767.33	(9.33)	9,100.00	4,603.98	4,496.02	49.41%
567	292.00	0.00	292.00	3,500.00	4,150.49	(650.49)	(18.59)%
572	441.00	0.00	441.00	5,296.00	0.00	5,296.00	100.00%
580	2,083.00	0.00	2,083.00	25,000.00	0.00	25,000.00	100.00%
590	21.00	0.00	21.00	250.00	15.00	235.00	94.00%
602	417.00	7.00	410.00	5,000.00	2,045.81	2,954.19	59.08%
	<u>87,555.00</u>	<u>114,975.84</u>	<u>(27,420.84)</u>	<u>1,054,246.00</u>	<u>537,587.21</u>	<u>516,658.79</u>	<u>49.01%</u>
	<u>15,758.00</u>	<u>(57,210.41)</u>	<u>(72,968.41)</u>	<u>185,501.00</u>	<u>112,407.91</u>	<u>(73,093.09)</u>	<u>(39.40)%</u>
	Total Revenues Over (Under) Expenditures						

NENEDD Board Agenda

Object: Quarterly Loan Review

Contact Person: Kristen Rosner, Fiscal Officer/Jeff Christensen, Business Loan Specialist

For: Discussion

Background: Following are the loan receivables for all NENEDD funding sources on the loans that have been closed.

NENEDD Loan Review
January 17, 2023

Loan ID	Close Date	Loan Amount	Principal Balance	Cumulative Payments		Latest Payments		Past Due Amount	Days Past Due	Notes
				Principal	Interest	Amount	Date			
314005	06/06/2014	140,000.00	99,289.94	40,710.06	57,520.02	963.04	01/03/2023			
321001	07/30/2020	22,500.00	12,649.79	9,850.21	1,752.15	414.37	01/03/2023			
314010	06/17/2014	35,000.00	24,730.77	10,269.23	14,288.29	240.76	01/03/2023			
312003	04/05/2012	100,000.00	39,248.55	60,751.45	48,399.47	843.86	01/03/2023			
322006	05/26/2022	91,967.93	87,765.58	4,202.35	2,469.63	953.14	01/03/2023			
321003	12/28/2020	30,000.00	25,387.14	4,612.86	2,538.30	310.92	01/03/2023			
321005	11/30/2020	50,750.00	41,427.83	9,322.17	1,885.11	466.97	01/03/2023			
321012	08/20/2021	101,250.00	88,969.66	12,280.34	2,625.90	931.64	01/03/2023			
317005	02/01/2018	38,000.00	28,522.03	9,477.97	8,251.53	300.5	01/03/2023			
323003	10/03/2022	34,500.00	34,500.00		360.55	360.55	01/03/2023			
319004	02/08/2019	130,000.00	107,166.11	22,833.89	23,427.46	1,028.03	01/03/2023			
309006	10/06/2008	26,400.00	3,552.62	22,847.38	14,579.66	222.78	01/03/2023			
301014	03/26/2010	65,000.00	13,782.85	51,217.15	27,427.89	514.02	01/03/2023			
323004	12/19/2022	128,800.00	128,800.00							
316001	12/14/2015	40,000.00	31,317.50	8,682.50	13,605.55	431.74	01/03/2023			
321010	01/27/2021	70,950.00	4,811.88	66,138.12	2,038.99	358.92	01/03/2023			
321017	06/22/2021	200,000.00	159,601.21	40,398.79	5,564.03	2,553.49	01/03/2023			
321015	05/04/2021	202,250.00	140,723.21	61,526.79	5,828.02	3,544.99	01/03/2023			
320004	12/02/2019	120,000.00	103,217.16	16,782.84	17,379.36	948.95	01/03/2023			
315002	07/08/2015	15,000.00	4,825.31	10,174.69	3,505.79	155.46	01/03/2023			
319007	06/27/2019	70,000.00	62,676.69	7,323.31	12,900.53	481.52	01/03/2023			
316004	04/29/2016	29,000.00	19,069.86	9,930.14	8,186.93	229.33	01/03/2023			
314003	01/06/2014	156,000.00	50,272.04	105,727.96	48,654.85	1,700.24	01/03/2023			
320005	12/20/2019	200,000.00	172,134.90	27,865.10	26,340.30	2,072.77	01/03/2023			
314001	02/04/2014	60,000.00	30,524.58	29,475.42	20,819.46	474.48	01/03/2023			
321007	11/02/2020	117,410.00	69,841.46	47,568.54	3,948.88	2,127.10	01/03/2023			
320006	04/20/2020	105,000.00	98,611.77	6,388.23	15,280.17	722.28	01/03/2023			
321002	08/31/2020	151,750.00	120,928.79	30,821.21	7,310.86	1,541.09	01/03/2023			
314007	05/02/2014	175,000.00	106,921.14	68,078.86	70,912.54	1,203.80	01/03/2023			

NENEDD Loan Review
January 17, 2023

Loan ID	Close Date	Loan Amount	Principal Balance	Cumulative Payments		Latest Payments		Past Due Amount	Days Past Due	Notes
				Principal	Interest	Amount	Date			
322005	11/01/2021	42,300.00	38,191.38	4,108.62	951.24	389.22	01/03/2023			
321009	01/11/2021	30,550.00	27,175.68	3,374.32	1,147.25	196.59	01/03/2023			
319001	11/01/2018	50,000.00	46,233.44	3,766.56	11,022.86	343.94	01/03/2023			
322004	11/08/2021	64,000.00	57,758.60	6,241.40	1,414.17	588.89	01/03/2023			
317004	07/31/2017	60,000.00	50,195.90	9,804.10	16,610.62	412.73	01/03/2023			
322001	07/06/2021	32,500.00	28,333.46	4,166.54	917.14	299.04	01/03/2023			
323002	11/07/2022	74,000.00	74,000.00							
316007	07/01/2016	19,000.00	7,909.41	11,090.59	4,071.48	196.91	01/03/2023			
314002	06/05/2014	141,000.00	100,917.57	40,082.43	56,705.37	979.09	01/03/2023			
321013	03/01/2021	202,250.00	182,044.83	20,205.17	7,126.33	1,301.50	01/03/2023			
316005	02/01/2016	36,600.00	23,474.37	13,125.63	10,607.63	289.43	01/03/2023			
311007	06/06/2011	100,000.00	33,067.18	66,932.82	49,519.86	843.86	01/03/2023			
320002	08/01/2019	122,500.00	88,190.22	34,309.78	16,473.02	1,269.57	01/03/2023			
313	08/18/2003	59,500.00	9,345.66	50,154.34	47,446.71	427.79	01/03/2023			
320003	09/30/2019	95,000.00	68,718.82	26,281.18	12,116.66	984.56	01/03/2023			
314009	06/05/2014	250,000.00	177,362.34	72,637.66	102,773.78	1,719.72	01/03/2023			
321016	05/10/2021	26,510.00	22,694.33	3,815.67	819	243.93	01/03/2023			
318002	05/17/2018	150,000.00	142,349.06	7,650.94	37,749.57	1,031.83	01/03/2023			
322002	07/12/2021	70,000.00	65,737.16	4,262.84	2,015.09	369.29	01/03/2023			
321004	10/29/2020	202,250.00	62,890.12	139,359.88	5,559.71	5,888.55	01/03/2023			
322003	10/01/2021	175,000.00	163,513.05	11,486.95	4,279.01	1,126.14	01/03/2023			
323001	09/29/2022	70,000.00	70,000.00		969.04	484.52	01/03/2023			
321006	01/04/2021	141,650.00	130,629.39	11,020.61	5,459.58	716.53	01/03/2023			
321014	05/04/2021	101,250.00	92,114.05	9,135.95	3,243.50	651.55	01/03/2023			
Totals		5,022,387.93	3,674,116.39	1,348,271.54	866,800.84	46,851.92				

Loan Count 53

NENEDD Board Agenda

Object: Approve a \$164,000 loan to Murray Lumber, LLC, d/b/a West Lumber in Newman Grove

Contact Person: Jeff Christensen, NENEDD Business Loan Specialist

For: Action

Background:

Branden and Abbie Murray are planning the purchase of West Lumber located at 215 S. 4th Street in Newman Grove. West Lumber began decades ago and the current owner, Harvey Young, took possession from his father-in-law in 1992 and has been managing the company for the past 30 years. Harvey will not be employed by the new ownership but will be available for any necessary training.

The company’s primary product is lumber materials. The majority of their income comes from building shipping crates for Lindsay Irrigation in Lindsay. These crates are only shipped within the U.S. Another lumber company makes crates that are shipped outside the U.S. West Lumber had the foreign crate contract at one time, but due to an abundance of other requirement (special types of lumber), Harvey decided he didn’t want to have that part of the business. Lindsay Irrigation does not have a contract to have crates made but has had a supply agreement with West Lumber which is filled quarterly. Murrays have arrangements with Lindsay that they will continue to supply Lindsay their U.S. shipping crates as the new owners.

West Lumber offers typical lumber yard services such as glass cutting, screen repair, chain saw chain sharpening, and building and handyman services. Harvey did not aggressively pursue the retail side of the lumber yard. In addition to increasing Branden’s construction business, Murrays plans to expand the lumber yard inventory to meet a greater customer base. Their short term goals are to gain steady traffic on social media, build small outdoor sheds for sale, and create storage units in some of the unused buildings within one to two years.

The total project costs are \$977,866 which includes \$275,000 for the real estate, \$300,000 for inventory, \$200,000 for working capital, \$109,800 for equipment, \$61,200 for rolling stock, and \$30,000 for goodwill. Murrays and BankFirst in Norfolk are requesting that NENEDD provide a loan in the amount of \$164,000 for the project. The Bank is considering a loan of \$468,000. Murrays will inject \$72,000 cash. The current owner is financing \$275,000 for the real estate portion of the business. The project will retain four full-time and four part-time jobs including Abbie and Branden.

Explanation:

Uses ↓	Sources →	Bank	NENEDD	Owner Financing	Equity	Total
Real estate		-0-	-0-	\$275,000	-0-	\$275,000
Inventory		\$200,000	\$70,000	-0-	\$30,000	\$300,000
Working Capital/fees		\$133,333	\$46,667	-0-	\$20,000	\$200,000
Equipment		\$73,200	\$25,620	-0-	\$10,980	\$109,800
Rolling Stock		\$40,800	\$14,280	-0-	\$6,120	\$61,200
Good Will/Lindsay Supply Agreement		\$20,000	\$7,000	-0-	\$3,000	\$30,000
TOTAL		\$467,334	\$163,566	\$275,000	\$71,986	\$977,886

BankFirst in Norfolk is considering a loan of up to \$468,000 for this project. The term loan will be set up as a regular commercial loan, fully amortized over a 10-year term at an interest rate of 9.00% (3 year variable). The bank will require a first lien position on the business assets and second lien on the business real estate and personal residence of Branden and Abbie.

NENEDD will lend Murray Construction, LLC, d/b/a West Lumber \$164,000 to purchase West Lumber in Newman Grove. This loan will have a term of 10 years at an interest rate of 4.50% (fixed). NENEDD will have a subordinate deed of trust on the business real estate (3rd position), subordinate lien on all business personal property, and personal guaranty from Branden and Abbie. NENEDD will also file a Deed of Trust on the Murray's personal residence in Newman Grove and require an assignment of life insurance from Branden for the amount of the loan for the life of the loan.

The current owner, Harvey Young will provide a \$275,000 loan for the commercial real estate. This loan will be a five year loan at 4.25%. Harvey will have a lien only on the real estate in a 1st position.

The Northeast Revolving Loan Fund (RLF) committee was presented information on credit scores, net worth, collateral, and financial information as part of the loan summary and recommends this loan for approval.

Motion: Consideration for approval of a \$164,000 loan to Murray Lumber, LLC, d/b/a West Lumber in Newman Grove

Charlie Bahr _____ Sally Ganem _____ Tina Biteghe Bi Ndong _____ Troy Uhler _____
Blake Denton _____ Loren Kucera _____ Judy Mutzenberger _____ Meghann Buresh _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

VII. Action Items A