NORTHEAST NEBRASKA ECONOMIC DEVELOPMENT DISTRICT - NENEDD BOARD OF DIRECTORS MEETING WEDNESDAY, AUGUST 30, 2023 - 7:15 p.m.

City of Norfolk Offices - Training Room, 309 N. 5th St., Norfolk, NE 68701

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.

	<u>AGENDA</u>
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 August 30, 2023, agenda and July 12, 2023, meeting minutes (emailed and posted).
V.	Treasurer's Report A. Consideration of acceptance of the July 2023 Treasurer's Report as presented.
VI.	Discussion Items A. None
VII.	 Action Items A. Consideration for approval of a \$140,000 loan to Albion Livestock Market, LLC in Albion. B. Consideration for approval of a \$200,000 loan to Smokin' Diesel Repair, LLC in Laurel
VIII.	Executive Session A. Consideration for Approval to move into Executive Session to discuss personnel at (insert time).
IX.	Chairman/Board Comments
Х.	Next Meeting Date: The Northeast Nebraska Economic Development District will meet on Wednesday, September 27, 2023, at 7:15 p.m. or following the Northeast Economic Development, Inc. meeting. The meeting will be held at the following location: City of Norfolk Offices – Training Room, 309 N. 5 th St., Norfolk, NE 68701.

XI.

Adjournment

NENEDD Board Agenda
Object: Consideration of approval of the August 30, 2023, agenda and July 12, 2023, meeting minutes Contact Person: Thomas L. Higginbotham, Jr.
For: Action
Explanation: The August 30, 2023, agenda has been posted on the website. The July 12, 2023, meeting minutes have been posted on the website.
Motion: Consideration for approval of the August 30, 2023, meeting agenda and the July 12, 2023, board meeting minutes.
Charlie Bahr Sally Ganem Tina Biteghe Bi Ndong Troy Uhlir
Blake Denton Loren Kucera Meghann Buresh Justin Webb Benjamin Benton

	
Object: Acceptance of the July 2023 Treasurer's Report	
Contact Person: Kristen Rosner, Fiscal Officer	
For: Action	
Background: Northeast Nebraska Economic Development District's (NENEDD) July 2023 St. Position and the Statement of Revenues and Expenditures that reflect the month! Budget Variance. Also stated is the Fiscal Year (FY) 2024 Budget for the nonac 2023, through June 30, 2024, Actual, Budget Variance so far this fiscal year and Year 2024 Budget remaining.	ly Budget, Actual and cerual accounts, July 1,
Explanation:	
Additional Information:	
Business Loan Principal Received	34,532.78
Business Loan Disbursements	329,512.00
Restate Net Income	
Year to Date Revenue Over (Under) Expenditures	187,577.11
Year to date Non-Operating Revenue:	
Bad Debt Recovery	-
Year to date Non-Operating Expenditures:	
Donations (To Northeast Economic Development, Inc.)	-
Depreciation Expense	666.49
Loans Written Off	-
Actual Year to date Revenue Over (Under) Expenditures	188,243.60
Business Loan Disbursements: Client #323007, Sunset's Slice DP, LLC, Norfolk, \$200,000 Client #323005, Tornado Alley, LLC, Wisner, \$94,512 Client #323017, Potts Taxidermy, Hartington, \$35,000 NENEDD Business Revolving Loan Funds Available for Lending (All Sources) Motion: Consideration for acceptance of the July 2023 treasurer's report as pres	

Benjamin Benton_

Justin Webb

Loren Kucera_

Troy Uhlir_

Northeast Nebraska Economic Development District

Statement of Financial Position - Overall - Unposted Transactions Included In Report As of 07/31/2023

	Current Period Balance
Assets	
General Cash	
Cash in Bank - Checking	129,069.72
Unrestricted CD-Stanton State Bank #2995	23,155.53
Unrestricted CD-Midwest #882523	27,741.72
Unrestricted-BankFirst #1648078	256,793.50
Unrestricted-BankFirst #1648166	81,710.58
Business RLF Cash	
EDA RLF-BankFirst #1648089	1,209,012.40
IRP RLF-BankFirst #1648122	665,870.87
HUD Business RLF-BankFirst #1648133	204,927.76
IRP #1 Loan Loss Reserve-BankFirst #1648144	37,801.71
IRP #2 Loan Loss Reserve-BankFirst #1648177	13,228.44
EDA CARES Act RLF - Bankfirst #1755625	400,337.75
Accounts Receivable	
Accounts Receivable	154,852.00
Business RLF Loans Receivables	
EDA RLF Loans Receivable	1,139,334.81
IRP RLF Loans Receivable	687,610.08
HUD RLF Loans Receivable	58,260.81
EDA CARES Act RLF Notes Receivable	1,849,923.40
Other Receivables	
Grants Receivable	3,131.25
Prepaid Expenses	
Prepaid Expense	5,882.81
Allowances for Uncollectible Accounts	
Allowance for Uncollectible A/R	(18,778.00)
Allowance for Uncollectible Notes	(516,023.00)
Fixed Assets	
Furniture and Equipment	212,096.30
Accumulated Depreciation	(173,181.66)
Total Assets	6,452,758.78
Liabilities	
Accounts Payable	
Accounts Payable	5,233.41
Other Payables	
Lease Payable	4,685.60
Payroll Payables	
ADD, Life, Vision, Dental Payable	(42.59)
Accrued FICA Payable	4,326.46
Federal Tax Withheld	2,337.99
State Tax Withheld	1,245.66
457 Withheld	856.15
Health Insurance Payable	508.83
Cafeteria Premium Payable	133.04
Child Support Payable	1,500.00
Annual Leave Payable	13,624.49
HSA Contributions	514.00
Accrued Salaries	20,555.36
IRP Loan Payable	
IRP #1 Loan Payable	242,963.67
IRP #2 Loan Payable	238,821.53

Northeast Nebraska Economic Development District

Statement of Financial Position - Overall - Unposted Transactions Included In Report As of 07/31/2023

	Current Period Balance
Deferred Revenue	
Deferred Revenue-EDA Planning	4,105.41
Total Liabilities	541,369.01
Net Assets	
Other	5,911,389.77
Total Net Assets	5,911,389.77
Total Net Assets and Liabilities	6,452,758.78

Northeast Nebraska Economic Development District
Statement of Revenues and Expenditures - Unposted Transactions Included In Report
From 07/01/2023 Through 07/31/2023

		Current Period Budget	Current Period Actual	Current Period Budget Variance	Total Budget	Current Year Actual	Total Budget Variance	Percent Total Budget \$ Remaining
	Revenues							
400	Federal Grants-EDA	5,833.33	0.00	(5,833.33)	70,000.00	0.00	(70,000.00)	(100.00)%
405	Dues-Community	13,500.00	175,789.59	162,289.59	162,000.00	175,789.59	13,789.59	8.51%
406	Dues-Counties	1,200.00	14,640.00	13,440.00	14,400.00	14,640.00	240.00	1.67%
407	Dues-Associates	1,666.67	16,050.00	14,383.33	14,000.00	16,050.00	2,050.00	14.64%
410	State Funding NDED	12,887.25	0.00	(12,887.25)	154,647.00	0.00	(154,647.00)	(100.00)%
418	NED, Inc. Management	19,583.33	23,745.94	4,162.61	235,000.00	23,745.94	(211,254.06)	%(06.68)
420	General Administration Fees	18,750.00	10,296.25	(8,453.75)	225,000.00	10,296.25	(214,703.75)	(95.42)%
425	Lead Based Paint Inspection	1,250.00	0.00	(1,250.00)	15,000.00	0.00	(15,000.00)	(100.00)%
430	Housing Management Fees	9,375.00	8,693.43	(681.57)	112,500.00	8,693.43	(103,806.57)	(92.27)%
433	Construction Management	5,000.00	2,402.50	(2,597.50)	00.000.09	2,402.50	(57,597.50)	(00.96)
444	Loan Closing Revenue	104.17	750.00	645.83	1,250.00	750.00	(500.00)	(40.00)%
445	NPAIT Investment Income	225.00	284.49	59.49	2,700.00	284.49	(2,415.51)	(89.46)%
451	Business Loan Interest	13,333.33	13,116.27	(217.06)	160,000.00	13,116.27	(146,883.73)	(91.80)%
452	Loan Late Fees	50.00	0.00	(50.00)	00.009	0.00	(600.00)	(100.00)%
453	Loan Processing Fee	291.67	0.00	(291.67)	3,500.00	0.00	(3,500.00)	(100.00)%
454	Annual Servicing Fees	1,083.33	356.09	(727.24)	13,000.00	356.09	(12,643.91)	(97.26)%
460	Special Projects	250.00	3,237.50	2,987.50	3,000.00	3,237.50	237.50	7.92%
490	Interest Income	2,083.33	3,388.31	1,304.98	25,000.00	3,388.31	(21,611.69)	(86.45)%
495	In-Kind Contributions	1,250.00	1,250.00	00:00	15,000.00	1,250.00	(13,750.00)	(91.67)%
	Total Revenues	107,716.41	274,000.37	166,283.96	1,286,597.00	274,000.37	(1,012,596.63)	(78.70)%
	Expenditures							
500	Salaries and Wages	60,000.00	56,987.61	3,012.39	720,000.00	56,987.61	663,012.39	92.09%
505	Fringe Benefits	15,000.00	16,024.32	(1,024.32)	180,000.00	16,024.32	163,975.68	91.10%
520	Rent In-Kind	1,250.00	1,250.00	0.00	15,000.00	1,250.00	13,750.00	91.67%
521	Telephone	29.999	438.15	228.52	8,000.00	438.15	7,561.85	94.52%
522	Postage	250.00	(0.02)	250.02	3,000.00	(0.02)	3,000.02	100.00%
523	Office Supplies	833.33	1,685.40	(852.07)	10,000.00	1,685.40	8,314.60	83.15%
524	Training	29.999	0.00	29.999	8,000.00	0.00	8,000.00	100.00%
526	Travel-Staff	2,500.00	1,033.67	1,466.33	30,000.00	1,033.67	28,966.33	96.55%
530	Printing/Publishing	208.33	0.00	208.33	2,500.00	0.00	2,500.00	100.00%
531	Copier Expense	100.00	(0.01)	100.01	1,200.00	(0.01)	1,200.01	100.00%
536	Computer Equipment	416.67	2,043.44	(1,626.77)	5,000.00	2,043.44	2,956.56	59.13%
538	Computer/Software Maintenance	1,266.67	1,141.45	125.22	15,200.00	1,141.45	14,058.55	92.49%
539	Lead Testing Expense	1,250.00	0.00	1,250.00	15,000.00	0.00	15,000.00	100.00%
548	Loan Closing Expense	104.17	508.00	(403.83)	1,250.00	508.00	742.00	29.36%
550	Building Maintenance	333.33	341.00	(7.67)	4,000.00	341.00	3,659.00	91.47%
551	Utilities	00.009	1,023.62	(423.62)	7,200.00	1,023.62	6,176.38	85.78%
553	Dues/Memberships	833.33	1,141.00	(307.67)	10,000.00	1,141.00	8,859.00	88.59%

Northeast Nebraska Economic Development District
Statement of Revenues and Expenditures - Unposted Transactions Included In Report
From 07/01/2023 Through 07/31/2023

	Current Period Budget	Current Period Actual	Current Period Budget Variance	Total Budget	Current Year Actual	Total Budget Variance	Percent Total Budget \$ Remaining
Subscriptions	116.67	0.00	116.67	1,400.00	0.00	1,400.00	100.00%
Advertising/Marketing	125.00	0.00	125.00	1,500.00	0.00	1,500.00	100.00%
Insurance	500.00	371.00	129.00	6,000.00	371.00	5,629.00	93.82%
Legal Services	166.67	516.45	(349.78)	2,000.00	516.45	1,483.55	74.18%
Audit Fees	783.33	0.00	783.33	9,400.00	0.00	9,400.00	100.00%
Other Professional Services	416.67	411.67	5.00	5,000.00	411.67	4,588.33	91.77%
Depreciation Expense	758.33	666.49	91.84	9,100.00	666.49	8,433.51	92.68%
USDA Interest Expense	402.67	0.00	402.67	4,832.00	0.00	4,832.00	100.00%
Loans Written Off	2,083.33	0.00	2,083.33	25,000.00	0.00	25,000.00	100.00%
Bank Fees	20.83	0.00	20.83	250.00	0.00	250.00	100.00%
Vehicle Maintenance	625.00	840.02	(215.02)	7,500.00	840.02	6,659.98	88.80%
Total Expenditures	92,277.67	86,423.26	5,854.41	1,107,332.00	86,423.26	1,020,908.74	92.20%
Total Revenues Over (Under) Expenditures	15,438.74	187,577.11	172,138.37	179,265.00	187,577.11	8,312.11	4.64%

Object: Approve	a \$140,000 loan to Albion Livestock Market, LLC in Albion.
Contact Person:	Jeff Christensen, NENEDD Business Loan Specialist
For: Action	

Background: Tyler Bettencourt and his wife, Landi, are planning the purchase of the Albion Livestock Market (ALM) located at 2518 Sale Barn Rd. in Albion. https://www.facebook.com/albionlivestock ALM is a family owned and operated sale barn giving local and regional livestock producers a safe, well-established and well-maintained establishment to sell or buy livestock. In 2011 NENEDD loaned \$100,000 to the current owners, Wes & Jenna Stokes, who are now wanting to retire. The sale barn was established in 1983. According to Tyler in talking to farmers they said it's been around for a 100 years trading cattle on the railroad way back in the day. It has a lot of history in Albion and Tyler would love to keep it alive. Jon Kennedy was the previous owner before Wes and ran a very successful business but just didn't have the time to continue it as his feed yard continued to grow. Tyler actually worked with Jon sorting cattle as Wes transitioned into the new owner.

ALM has loyal clientele and customer base. The target audience will be 1) the numerous feedlots in the area in need of feeder calves to fill their feedlots; 2) producers in search of bred animals to maintain a young and healthy herd; and 3) bull producers in the surrounding areas for establishment for their annual bull sales.

Services include selling of livestock, unloading/unloading of livestock, and holding of livestock in preparation for sales. Tuesdays will be drop off day before sale date. Wednesday is sale day, and Thursday is load out day. Other days of the week will be for cleaning, preparations, and maintenance. An average of two sales per month is expected with peak periods and lulls. They will offer internet sales resulting in buyers from across the state and country buying livestock through their barn.

The total project costs are \$441,000 which includes \$400,000 for the purchase of the facility, real property, equipment, and consulting services associated with the sale barn business and \$41,000 for facility improvements. Bettencourts and Cedar Rapids State Bank are requesting that NENEDD provide a loan in the amount of \$140,000 for the purchase. The Bank has approved a loan of \$220,000. Boone County Development Agency (BCDA) is providing a \$40,000 loan and Albion Economic Development Corporation (AECD) will provide \$5,000. Bettencourts will inject \$46,000, which is \$5,000 cash and \$41,000 in facility improvements. The project will retain three regular jobs and now include Tyler and his wife, Landi for a total of five jobs. On sale days there are actually about 25 employees that help.

Charlie	Bahr Sally	Ganem Ti	na Biteghe	Bi Ndong	Troy Uhlir
Blake Denton	Loren Kucera	Meghann	Buresh	Justin Webb	Benjamin Benton

Explanation:

Sources →	Bank	NENEDD	BCDA	AEDC	Equity	Total
Uses ↓						
Business	\$220,000	\$140,000	-0-	-0-	\$5,000	\$400,000
Facility improvements	-0-	-0-	-0-	-0-	\$41,000	\$41,000
TOTAL	\$220,000	\$140,000	\$40,000	\$5,000	\$46,000	\$441,000

Cedar Rapids State Bank in Cedar Rapids has approved a loan of \$220,000 for this project. The loan will be set up as a regular real estate/commercial loan, fully amortized over a 30-year term at an interest rate of 8.00% (5 year variable). The bank will require a first deed of trust on the real estate at 2518 Sale barn Road in Albion, personal guaranties from Tyler & Landi, blanket UCC filing for all business assets, and liens on any titled vehicles.

NENEDD will lend Albion Livestock \$140,000 to purchase the Albion Livestock/Sale barn facility, real property, equipment, and consulting services associated with the sale barn business in Albion. This loan will have a term of 20 years at an interest rate of 5.50% (fixed). NENEDD will have a subordinate deed of trust on the business real estate, subordinate lien on all business personal property, and personal guaranty from Tyler & Landi Bettencourt. NENEDD will also file a Deed of Trust on the Bettencourt's personal residence in Albion and require an assignment of life insurance from Tyler for the amount of the loan for the life of the loan.

BCDA has approved a \$40,000 loan at an interest rate of 6.00% for 10 years. AEDC has approved a \$5,000 loan 6.00% for 7 years. Besides these loans, Tyler is also enrolled in Boone County's Energizing Entrepreneurs program. This grant program will award him \$5,000 over the course of 3 years. He will receive the first \$1,500 once he officially purchases the business. Then is awarded \$1,500 on his year 1 anniversary, \$1,500 on year 2, and \$500 on year 3.

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 \$140,000 loan to Albion Livestock Market, LLC in Albion.

Charlie	Bahr Sally (Ganem Tina Biteghe	Bi Ndong	Troy Uhlir
Blake Denton	_ Loren Kucera	Meghann Buresh	Justin Webb	Benjamin Benton

Object: Approve a \$200,000 loan to Smokin' Diesel Repair, LLC in Laurel

Contact Person: Jeff Christensen, NENEDD Business Loan Specialist

For: Action

Background: Josh & Rochelle Fleischmann are planning the purchase of a building at 202 Gilman Ave. in Laurel to expand their business Smokin' Diesel Repair, LLC (Smokin'). They currently operate their business at 115 E. 1st Street in Laurel. Smokin' started in July of 2021. They offer complete diagnostic and repair of modern diesel engines, heavy truck, trailer, agricultural, and automotive equipment including ECM (engine control module) programming. Approximately 10% of his business is mobile repair, where he goes to the client to work on their vehicles. Josh is also a certified AgroEcoPower https://www.agroecopower.com/ technician/sales associate.

Diesel repair is the majority of his business, but approximately 5% of his business is non-diesel repair work such as pickups, passenger vehicles, and even lawnmowers. Smokin' does not offer any parts but does sell diesel additives that clients can purchase for their diesel trucks. The building he currently leases has limited space to expand into additional services. It's also located in an alley where it's tough to get numerous vehicles in at the same time. With this expansion he will start offering service on passenger vehicles, pickups, etc. with the mechanics he plans to hire. He also plans to expand into tire sales/installation. The new building will not require any renovation as it was previously used as a seed corn dealer warehouse and is pretty much wide open.

The total project costs are \$600,000. This is for the purchase of the building on 4.65 acres. The Fleischmann's and Citizens State Bank in Laurel are requesting that NENEDD provide a loan in the amount of \$200,000 and Cedar Knox Public Power District (CKPPD) provide a loan in the amount of \$60,000 for the project. The bank is considering a loan not to exceed \$300,000 loan. The Fleischmann's have \$60,000 cash for equity injection. The project will retain three current jobs (including Josh & Rochelle) and will create an additional three jobs for a total of six.

Explanation:

Sources →	Bank	NENEDD	CKPPD	Equity	Total
Uses ↓					
Building/real estate	\$280,000	\$200,000	\$60,000	\$60,000	\$600,000
TOTAL	\$280,000	\$200,000	\$60,000	\$60,000	\$600,000

Citizens State Bank in Laurel is considering a loan not to exceed \$300,000 to Smokin' Diesel Repair, LLC to purchase a building at 202 Gilman Ave. in Laurel to expand the business to a new facility. The loan will be set up as a regular commercial real estate loan fully amortized over a 20 year term at an interest rate of 7.50% (variable). In addition to a first deed of trust on the commercial real estate, they will require a first lien UCC, and personal guaranty from Josh & Rochelle.

Charli	e Bahr Sally	Ganem Tina Bite	eghe Bi Ndong	_ Troy Uhlir
Blake Denton	Loren Kucera_	Meghann Buresh	Justin Webb	Benjamin Benton

NENEDD will lend Smokin' Diesel Repair, LLC \$200,000 to purchase the same commercial real estate at 202 Gilman Ave. in Laurel. This loan will have a term of 20 years at an interest rate of 5.50% (fixed). NENEDD will have a subordinate (2nd) lien position on the business real estate and business personal property. NENEDD will also file a Deed of Trust on the Fleischmann's personal residence in Laurel, require personal guaranty from Josh & Rochelle, and require an assignment of life insurance from Josh for the amount of the loan for the life of the loan. NENEDD will share its collateral position with CKPPD on a pro rata basis...77% NENEDD and 23% CKPPD.

CKPPD will lend Smokin' Diesel Repair, LLC \$60,000 to purchase the same commercial real estate at 202 Gilman Ave. in Laurel. This loan will have a term of 20 years at an interest rate of 6.50% (fixed). (rate to be confirmed at time of approval) CKPPD will have a shared subordinate (2nd) lien position with NENEDD on the business real estate and business personal property. CKPPD will also file a Deed of Trust on the Fleischmann's personal residence in Laurel, require personal guaranty from Josh & Rochelle, and require an assignment of life insurance from Josh for the amount of the loan for the life of the loan.

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 \$200,000 loan to Smokin' Diesel Repair, LLC in Laurel

	Charlie Bah	r Sally G	anem′	Гina Biteghe Bi	Ndong _	Troy	Uhlir	
Blake Den	tonLo	oren Kucera	Meghan	n Buresh	_ Justin W	ebb	Benjamin Benton_	

Object: Executive Session – Personnel						
Contact Person: Thomas L. Higginbotham Jr. For: Action						
Motion made by:_	2nd:					
Motion: Consideration regular session	ation for Approval to move out of Executive Session and reconvene on(insert time).					
Motion made by:_	2nd:					
Executive Session	(Name) restated for the record the only item discussed in a was personnel.					
Blake De	Charlie Bahr Sally Ganem Tina Biteghe Bi Ndong Troy Uhlir enton Loren Kucera Meghann Buresh Justin Webb Benjamin Benton					

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