

Winnebago County Industrial Development Board

Meeting Minutes of June 2, 2009

Location: Lounge Room #60, Winnebago County Courthouse, Oshkosh

Members Present: Stan Kline, Kathy Lennon, Mark Harris, Dave Albrecht, John Bodnar, Mary Krueger, Tim Hamblin, Ken Robl, George Dearborn, Steve Volkert, Elizabeth Hartman

Others Present: Jerry Bougie, Dan Krumrei, Todd Miller, Scott Gorges

Meeting called to order at 1:32 pm by Chairman Kline.

1. Approval of Minutes from May 20, 2009 meeting:

Motion by K. Robl, seconded by K. Lennon to approve the minutes from the May 20, 2009 meeting. Motion passed unanimously.

2. Review and potential decision on CDBG-ED loan application from G&J Litho Printing, Inc., Menasha.

Todd Miller and Scott Gorges, applicants, provided a report on written correspondence they submitted regarding personal guarantee, proposed job creation, and status of a loan match from the applicants financial institution. The applicants are requesting a \$200,000 loan from Winnebago County and a loan match of \$200,000 from National Exchange Bank of Fond du Lac. The bank is meeting later in the week to address the loan match. J. Bougie indicated the loan is proposed to be used for working capital, which would be set-up as a 7-year payback. Proposal is to create 10-12 new jobs as part of this project. Dan Krumrei, West Pointe Bank, indicated that the new information provided does not change any of the original conclusions regarding the underwriting, and therefore it comes down to how much of a risk the County IDB wants to take on.

Discussion pursued on the personal guarantee, other potential collateral, and what loan position the County would accept. Todd Miller indicated that the bank would likely take a first position, and therefore the County may be in second position. M. Harris indicated that the applicant has provided the necessary information requested from the last meeting, and some level of risk may be warranted by the IDB. Additional discussion pursued.

A motion was made by D. Albrecht to approve the \$200,000 loan request by G&J Litho Printing, Inc. contingent upon written submittal of personal guarantee from the owners of the business sufficient to cover the loan amount, and written submittal of a loan match of \$200,000 from National Exchange Bank. In addition, the IDB authorizes Dan Krumrei to come back to the IDB if problems arise with loan processing before the loan closes. Motion seconded by K. Lennon. With a show of hands, the motion passed unanimously.

J. Bougie was directed to confirm the IDB's action in writing to National Exchange Bank to make them aware of the contingencies. In addition, he will provide Dan Krumrei with any necessary information regarding the parameters of the loan, i.e. current interest rates, loan amortization and so on. Also, the applicants were directed to work with West Pointe Bank to provide necessary information during loan processing.

Motion by S. Volkert, seconded by K. Lennon to adjourn the meeting. Motion passed unanimously. Meeting adjourned at 2:05 pm.

Submitted by,

Jerry L. Bougie,
IDB Coordinator