



MINUTES

VIRGINIA SMALL BUSINESS FINANCING AUTHORITY

BOARD OF DIRECTORS MEETING

September 14, 2021, 12:00 P.M.

101 N. 14th Street, 11th Floor Board Room

Richmond, Virginia 23219

By Public Teleconference

(866) 845-1266, 65069804#

- I. Chairman Holeman called the meeting to order 12:00 p.m. and welcomed the Board and guests.
 - A. Board Directors present: Mr. John Dane, Mr. Linh Hoang, Chairman Corey Holeman, Mr. Ronnie Johnson, Mr. Michael Joyce, Mr. Jay Mahone, designee for Ms. Manju Ganeriwala, Ms. Susana Marino and Ms. Jennifer Mayton
 - B. Board Directors absent: Ms. Manju Ganeriwala, Mr. Sanjay Puri and Mr. William Smith
 - C. VSBFA Staff present: Mr. Howard Pisons, Ms. Anna Mackley, Ms. Linda Tackett, Ms. Karen White, Ms. Robin Foster, Ms. Todd Boyle, Ms. Bonnie Hite and Ms. Angela Reese
 - D. Others present: Mr. Don Ferguson (Senior Assistant Attorney General), Mr. Corrie Bobe (Director, City of Danville), Ms. Katie Sanders (Project Manager, Pittsylvania County), Mr. Matthew Rowe (Executive Director, Pittsylvania County), Mr. Thomas William (T.W.) Bruno (Partner, McGuireWoods), Mr. Steve Jones (Chief Financial Officer, VFP)

II. Approval of Minutes

On a motion made by Mr. Holeman and seconded by Mr. Hoang, the August 10, 2021 Board of Directors Meeting Minutes were unanimously approved. Voting aye: Mses. Marino and Mayton and Messieurs Dane, Hoang, Holeman, Johnson, Joyce, and Mahone. Voting nay: None.

The Public Hearing was declared open at 12:16 p.m.

III. Tax-Exempt Bond Projects

Church School in the Diocese of Virginia, Inc. – Final Resolution \$5,250,000

Ms. Anna Mackley presented the final resolution for a \$5,250,000 bond to Church Schools in the Diocese of Virginia, Inc., followed by presentations from Mr. TW Bruno giving an overview of Church School in the Diocese of Virginia, Inc.

The resolution is to refinance the Authority's Educational Facilities Revenue Bond (Church Schools in the Diocese of Virginia), Series 2019C, which: (i) financed and refinanced projects at Stuart Hall, which are located in and around 235 West Frederick Street and at 107 West Beverley Street in the City of Staunton, VA, and at 74 Quicks Mill Road, Verona, VA; and (ii) the financing of capitalized interest, costs of issuance and other financing expenses related to the issuance of the Bonds.

Mr. TW Bruno presented an overview of Church School in the Diocese of Virginia, Inc. Pursuant to questions from members of the board Chairman Holeman called for the motion to approve the final resolution. Mr. Hoang motioned for approval which was seconded by Mr. Dane and approved unanimously by the Board. Voting aye: Mses. Marino and Mayton and Messieurs Dane, Hoang, Holeman, Johnson, Joyce, and Mahone. Voting nay: None.

IV. Economic Development Loan Fund Request

IDA of Danville and IDA of Pittsylvania – City of Danville – \$1,500,000

Ms. Linda Tackett presented the Economic Development Loan Fund request for the IDA of Danville and IDA of Pittsylvania followed by presentations from Ms. Katie Sanders, and Messieurs Corrie Bobe and Matthew Rowe.

The IDAs for the City of Danville and Pittsylvania County Virginia (Co-Borrowers) are requesting total financing in the amount of \$3 million to be provided by Virginia Community Capital (VCC). VSBFA is seeking approval to purchase a \$1.5 million (50%) participation interest in VCC's \$3 million loan. Loan proceeds will be used to finance the construction of a new 30,000 square foot speculative industrial shell building to be located on 10.17 acres in Danville's Cyber Park, known as Lot 10B. Cyber Park is a 330 acre technology park located on U.S. Route 58 and U.S 29 Bypass. This request will be supported by Moral Obligations from the City of Danville and Pittsylvania County. As Co-borrowers, the IDAs will be jointly and severally responsible for the entire \$3 million loan.

Ms. Katie Sanders, and Messieurs Corrie Bobe and Matthew Rowe presented an overview of the IDA of Danville, IDA of Pittsylvania and development plans of the shell building. Pursuant to inquiries by Messieurs. Hoang, Holeman and Johnson, Chairman Holeman called for a the motion to approve the Economic Development Loan Fund request. Mr. Johnson motioned for approval which was seconded by Mr. Joyce and approved unanimously by the Board. Voting aye: Mses. Marino and Mayton and Messieurs Dane, Hoang, Holeman, Johnson, Joyce, and Mahone. Voting nay: None.

V. Board Review and Ratification

Ms. Linda Tackett and Mr. Steve Jones presented an overview of VFP, Inc. project and loan approval by management for ratification. Ms. Anna Mackley also presented several loan approvals by management for ratification.

Chairman Holeman called for the motion to ratify the loan decisions made by management. Mr. Joyce motioned to ratify management's loan decisions, which was seconded by Ms. Marino and approved unanimously by the Board. Voting aye: Mses. Marino and Mayton and Messieurs Dane, Hoang, Holeman, Johnson, Joyce, and Mahone. Voting nay: None.

Public Comment Period

Chairman Holeman called for comments from the attending public. Hearing none the comment period and the Public Hearing was closed at 1:55 p.m.

VI. Other Business

- A. Small Business Investment Grant (SBIG) presented by Ms. Bonnie Hite. VSBFA opened up applications for SBIG for five (5) weeks and received fifty-four (54) applications through the portal created through DocuSign. Forty-three (43) awards have been made.
- B. General Ledger Software presented by Ms. Bonnie Hite. VSBFA's current software LAPro will no longer be supported as of December of 2022. This is an opportunity to locate a new software that can meet the needs of VSBFA. Currently we are performing a needs assessment and are in the early planning stages, we are hopeful that this will make things more efficient.
- C. An update on Rebuild VA Grant Fund was presented by Mr. Pisons and Ms. Mayton. The General Assembly Special Budget Session offered another \$250 million of funding from the American Rescue Plan granted to Virginia from the federal government. We are awaiting the appropriation which may come as early as this week, and plan to keep going through the 9,000 applications that are in the pipeline. The approval rating has gone up from 47% to 65% and the average approval is \$60,000.
- D. SSBCI Grant Fund presented by Mr. Pisons. VSBFA has been placed in charge of administering the \$188 million SSBCI grant fund for Virginia, which will eventually be reallocated to multiple agencies and private sector partners. The new Grant Manager will consolidate all of the partner applications into a single state application for the \$188 million federal appropriation; collect partner program data; track funds it allocates to its partners; and creates-manages all quarterly SSBCI reporting for the state.
- E. Ms. Jennifer Mayton announced that she will be leaving SBSB after being with the agency for 5 and a half years. Jennifer Mayton has made a major impact on SBSB having grown the agency by 30%, during her tenure, with over 15 positions added thus far. Ms. Mayton will be missed and we wish her well in her next position.
- F. VSBFA Credit Policy presented by Mr. Pisons. The credit policy was a heavy lift and will greatly help VSBFA to be concise in how it handles its day to day workings. The changes proposed to increase authorization and credit limits will be reviewed by the Board at the next Board Meeting. We will also seek approval of the policy at that time.

VII. Board Election of the Vice-Chairman

Chairman Holeman opened the floor for nominations for Vice-Chairman at 1:57 p.m. Ms. Jennifer Mayton nominated Mr. Michael Joyce and Mr. Ronnie Johnson nominated Mr. Linh Hoang for Vice Chair.

Floor closed for nominations at 2:02 p.m.

The nominees left the room for the Board to vote after giving a brief introduction-presentation of their service and interest in becoming Vice-Chairman. Mr. Holeman called the Board to vote for each nominee by a show of hands. Mr. Holeman invited the nominees back to the room and announced that Mr. Hoang was elected to Vice-Chairman by majority vote. He welcomed Mr. Hoang to his new role and thanked Mr. Joyce for his service and commitment to the Board.

VIII. Having no further business the meeting was adjourned at 2:14 pm.