

**Beulah JDA
Board Meeting Minutes
Special Meeting on May 13, 2020
4:30 PM – Public Conference Call**

Attendance: Nathan Richter, Beaver Brinkman, Travis Frey (exited prior to roll call vote), Vern Muscha, Gloria Olheiser, Kim Kessler, Clyde Schulz, Scott Solem Jerry Isaak

Absent: Mary Lou Horning, Blake Seibel, Michael Woods

- A. **Call Meeting to Order**-Nathan called the meeting to order at 4:32 pm.
- B. **Agenda Approval** - Jerry moved approval of the agenda, Vern seconded. Motion approved.
- C. **New Business Grant Request**

Beaver asked JDA to consider providing some form of financial assistance to a new business that plans to open at the end of the month. Natasha Sailer will be purchasing the Shear Energy Salon from Linda Schnaidt to open a women's apparel boutique. There is a joint understanding that Linda and one other stylist will continue to offer salon services at the location for at least one year with Natasha converting a portion of the space over to retail along with taking over management of the salon. Part of the sale agreement includes Natasha purchasing the salon equipment plus approximately \$8,000 of the salon's product inventory.

A loan from Dakota Business Lending has been approved for the purchase of the business under the Main Street Program. Similar financing agreements generally do not include financing for inventory and Dakota Business Lending will not provide financing for the purchase of the salon's inventory. Beaver is now bringing it before JDA to determine what if any financial assistance they may be able to provide to cover the bank's shortfall.

There was a general understanding that JDA would like to assist Natasha in being able to move forward with the purchase. Discussion included what if anything JDA might provide as financing and if it would be in the form of a grant or loan. Scott noted that state statutes for JDA are broad and would likely give discretion to JDA as to how the financing would be structured. The benefits and drawbacks of loans and grants were discussed. Kim noted that there is a need for a strategic plan when considering financing options.

There was a consensus that the financing be done in the form of a loan. The loan could be structured as either a lump sum payment or payable in monthly installments.

Beaver moved that he be authorized to negotiate a deal on behalf of JDA with Dakota Business Lending, Natasha Sailer and Linda Schnaidt for an amount of approximately \$8,000 that would provide a monthly dollar amount that JDA would pay to the lender and also to negotiate some means of payback from Natasha to JDA for some or all of loaned amount for a period of time, approximately three (3) years, at a low interest rate; Clyde seconded. **Roll call vote found Richter, Brinkman, Muscha, Olheiser, Isaaks, Kessler, Schulz and Solem in favor**

Adjourn-meeting was adjourned at 5:00 pm

Submitted by,
Beaver Brinkman
Beulah JDA