



MINUTES

VIRGINIA SMALL BUSINESS FINANCING AUTHORITY

BOARD OF DIRECTORS MEETING

December 8, 2020, 12:00 P.M.

By Public Teleconference

(866) 845-1266, 65069804#

- I. Chairman Hopper opened the meeting and welcomed the Board and guests. Mr. Pisons was asked to conduct a roll call for the telephonic meeting.
 - A. Board Members present: Chairman John Hopper, Vice Chairman Neil Amin, Mr. Michael Joyce, Ms. Tracey Wiley, Mr. Corey Holeman, Mr. Ronnie Johnson, Ms. Susana Marino and Manju Ganeriwala.
 - B. Board Members absent: Mr. Linh Hoang, Mr. Sanjay Puri and Mr. William Smith.
 - C. VSBEA Staff present: Mr. Howard Pisons, Ms. Anna Mackley, Ms. Linda Tackett, Ms. Karen White and Ms. Robin Foster.
 - D. Others present: Mr. Don Ferguson (Senior Assistant Attorney General), Mr.T.W. Bruno, (McGuire Woods LLC), Mr. Brad Butler (Chief Financial Officer, University of Virginia Foundation), Mr. Ted Laws (Market President, American National Bank), and Ms. Corrie Teague Bobe (Director, Economic Development, City of Danville, VA).
- II. Chairman Hopper called the meeting to order and read the Emergency Declaration allowing Commonwealth of Virginia public board meetings and hearings to be held by toll free telephonic conferencing due to the COVID19 state-of-emergency.
- III. Approval of the Minutes

With a motion by Mr. Joyce and seconded by Mr. Amin, the November 10, 2020 Board of Directors Meeting minutes were unanimously approved by all present. Mr. Pisons called the roll for the vote. Voting aye: Chairman Hopper, Vice Chairman Amin, Mr. Holeman, Mr. Johnson, Mr. Joyce, Ms. Marino, Ms. Wiley, Ms.Ganeriwala. Voting nay: None.
- IV. The Public Hearing was declared open at 12:06 p.m.

Tax Exempt Transportation Bond Amendment

University of Virginia Foundation – Ms. Mackley presented for approval a resolution to amend certain terms of the 2010 bond issue for the UVA Foundation. The bond currently carries a variable rate of interest but is due for repricing. Based upon the repricing option offered by the lender, Wells Fargo, the Foundation has requested the lender provide a fixed rate. Although the new rate

has not yet been fixed, it is anticipated to be less than 1.5% per annum. Ms. Mackley noted that the bond resolution had been approved by the Virginia General Attorney's Office as to form.

Mr. T.W. Bruno of McGuire Woods LLC, bond counsel for the borrower, spoke briefly, reminding the Board that previous amendments to the bond had been approved by the Board in 2015 and 2018. Mr. Bruno also indicated that there will be no change to the bond's amortization schedule or final maturity as a result of this amendment.

After a motion by Ms. Ganeriwala and seconded by Mr. Holeman, Mr. Pisons called the roll call for the vote. Voting aye: Chairman Hopper, Vice Chairman Amin, Mr. Holeman, Mr. Johnson, Mr. Joyce, Ms. Wiley, Ms. Marino and Ms. Ganeriwala. Voting nay: None.

The resolution was unanimously approved.

V. Cash Collateral Program Application

MEP Ltd and IDA of the City of Danville – Cash Collateral Program support of up to 40% of the loan amount, or a maximum of \$268,800, whichever is less, of a \$672,000 term loan to be extended by American National Bank. Ms. Tackett introduced Mr. Laws of American National Bank and Ms. Teague Bobe, of the City of Danville Economic Development Department. Ms. Tackett then advised the Board that the project had not been officially announced by the Governor's Office and she requested that the Board consider the project confidential and refrain from discussion of the project until the Governor's Office made an official announcement.

Mr. Ferguson, of the Virginia Office of the Attorney General, noted that the Authority's meeting was public, and as such, he advised that the staff's discussion of the transaction exclude any highly sensitive or confidential details.

Ms. Tackett subsequently provided an overview of the application and briefly discussed the financial strength of the IDA of Danville, and the co-borrower. She noted that the company's Danville location will be the first U.S. location for the company, which is headquartered in the United Kingdom. She also briefly discussed the bank's transaction structure and the bank's rationale for requesting VSBFA's Cash Collateral Program support. Ms. Tackett noted that VSBFA's approval is conditioned upon VSBFA's receipt and review of the finalized performance agreement between the IDA of Danville and MEP.

Ms. Teague Bobe, City of Danville, briefly discussed the City's recruitment strategy for new economic development projects, as well as mentioning some of the City's successful project. Mr. Laws, of American National Bank, spoke briefly about the bank's underwriting process for the transaction and the bank's assessment of risk as it pertains to the bank's request for Cash Collateral Program support.

On a motion by Mr. Joyce and seconded by Mr. Johnson, the Board approved the application to provide Cash Collateral Program support of up to 40% of the bank's loan, or a maximum of \$268,800, of the \$672,000 loan to be extended by American National Bank to MEP Ltd and the IDA of the City of Danville. Mr. Pisons called the roll for the vote. Voting aye: Chairman Hopper, Vice Chairman Amin, Mr. Holeman, Mr. Johnson, Mr. Joyce, Ms. Wiley, Ms. Ganeriwala and Ms. Marino. Voting nay: None.

The Cash Collateral Program application was unanimously approved.

VI. Board Review and Ratification of Loan Approved by Staff

Ms. Mackley briefly outlined the staff approval for the \$10,000 Microloan to Mobile Health & Testing Services of VA.

After a motion from Ms. Ganeriwala and seconded by Ms. Marino, Mr. Pisons called the roll for the vote. Voting aye: Chairman Hopper, Vice Chairman Amin, Mr. Holeman, Mr. Joyce, Mr. Johnson, Ms. Wiley, Ms. Marino and Ms. Ganeriwala. Voting nay: None.

VII. Public Comments Period

Chairman Hopper asked for comments from any of the public in attendance. None were made.

VIII. Other Business

Rebuild VA Grant – Mr. Pisons and Ms. Wiley provided an update on the Rebuild VA Grant program. Mr. Pisons updated the Board on the volume of applications processed to date and explained that the applications for the program would likely no longer be accepted after the end of this week.

IX. Adjourn

With there being no further business, Chairman Hopper adjourned the meeting at 1:00 p.m.