



**Community Development Finance Authority
Credit Committee Meeting**

**14 Dixon Avenue, Suite 102
Concord, NH 03301**

**AGENDA
November 8th, 2022
8:35 AM**

CDFA CREDIT COMMITTEE PRESENT: Peter Rayno and Cynthia Harrington, *Board Chair*.

STAFF: Katherine Easterly Martey, *Executive Director*, Ian Hart, *Chief Financial Officer*, Scott Maslansky, *Director of Clean Energy Finance*, and Felicity Winters, *Executive and Marketing Assistant*.

Ms. Harrington opened the meeting at 8:35 AM and stated there were no announcements or members of the public in attendance. There was no public comment.

Ms. Harrington called for a motion to approve the agenda, as presented.

Motion – 8:35 AM

Mr. Rayno moved to approve the meeting agenda, as presented, Mr. Maslansky seconded, and the motion carried by a unanimous vote of the Committee.

A. Consent Agenda

Ms. Harrington reviewed the Consent Agenda and stated that Mr. Claflin's name needs to be removed from the meeting minutes because he was not present. Ms. Harrington called for questions or comments. None were offered.

Motion – 8:36 AM

There being no questions or comments, Mr. Rayno moved to approve the Consent Agenda, as amended. Mr. Maslansky seconded. The motion carried by unanimous vote of the Committee.

B. Credit Management Policy Revisions and Review – 8:36 AM

Mr. Hart explains how CDFA has historically set rates on an annual basis, but states how the increasingly volatile market for lenders and borrowers favors a formulaic approach to rate setting. Therefore, staff is proposing changes to the Credit Management Policy that would give CDFA the flexibility to adjust the lending rates through the year, based on market rates and other considerations, with discounts that align with our strategic policies.

CDFA is proposing four potential discounts, at 1% each:

- Nonprofit, Municipality, or School

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- Disadvantaged Business (woman-, veteran-, or minority-owned business)
- Borrowers located in an area with a Community Progress Index for Historically Disadvantaged > 35
- Borrowers serving target populations

Borrowers could qualify for multiple discounts. The interest rate floor would be two percent, regardless of discounts.

Mr. Hart asked the Committee if there were any questions.

The committee stated that CDFA should clarify what schools and nonprofits will fall under these discount options. Mr. Hart explained that CDFA would clarify these definitions in the proposed Policy language. CDFA is hoping to have this in place by the new year.

There being no further questions or comments, Mr. Hart informed the proposal would be discussed at the Finance Committee and there would be an update at the next Credit Committee meeting.

C. BP Meredith Update – 8:45 AM

Mr. Hart described that CDFA's counsel reviewed the transfer of sole ownership of BP to Jack Bingham and are not concerned with the structure of the transfer. CDFA is proceeding with the loan.

D. Proposed New Clean Energy Fund Fees – 8:50 AM

Mr. Hart described a number of new proposed fees and explicit cost recovery structures that CDFA is proposing be added to our loan process to ensure applicant commitment and offset costs. The specific charges will be brought before the Finance Committee.

Mr. Hart called for questions or comments. None were offered.

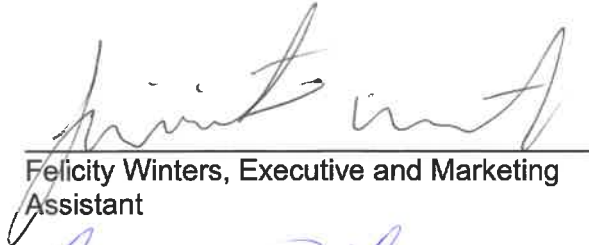
E. Proposed Draw-down Requirements – 8:55 AM

Mr. Hart explained that CDFA wants to propose a new policy that assigns a time requirement to the drawn-down of loans. The policy would address borrowers who tie up funds that they don't fully need or don't need in a timely matter. The draft policy would be added to CDFA's Credit Management Policy and presented at the next meeting.

Mr. Hart called for questions or comments. None were offered.

F. Adjourn – 9:03 AM

Ms. Harrington moved to adjourn the meeting. Mr. Rayno approved the motion, and Mr. Maslansky seconded. The motion carried by a unanimous vote of the Committee.



Felicity Winters, Executive and Marketing
Assistant



Cynthia Harrington, Chair
CDFA Credit Committee