

**Community Development Finance Authority
Credit Committee Meeting**

**CDFA Office
102 Dixon Avenue
Concord, NH 03301**

**February 13, 2024
8:50 AM**

CDFA FINANCE COMMITTEE PRESENT: Peter Rayno, *Chair*, Kyle Schneck, *Credit Committee Member*, Ian Hart, *CDFA Chief Financial Officer*, Scott Maslansky, *CDFA Director of Clean Energy Finance*.

STAFF: Felicity Winters, *Executive and Marketing Assistant*.

1 Mr. Rayno called the meeting to order at 8:50 AM. Mr. Rayno noted there were no announcements. As there were no members of the public in attendance, there was no public comment.

Motion – 8:50 AM

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

2 Consent Agenda – 8:51AM

Mr. Rayno called for questions or comments on the November 7, 2023 draft minutes. Mr. Schneck noted that his official title at Saint Mary's Bank is Chief Lending Officer.

Motion – 8:52 AM

There being no further questions or comments, Mr. Hart moved to approve the Credit Committee minutes, with the change to Mr. Schneck's title. Mr. Maslansky seconded, and the motion carried by a unanimous vote of the Committee.

3.1 Review & Consideration: Ambix Manufacturing Clean Energy Fund Loan – 8:53 AM

Mr. Maslansky informed the Committee that Ambix Manufacturing, Inc., a small contract manufacturer in Albany, New Hampshire, requested a \$309,015 Clean Energy Fund loan for the installation of a 136.8 kilowatt rooftop solar array. The solar arrays are expected to produce 138,338 kilowatt hours per year, which would offset approximately 57% of their annual electricity use, and result in approximately \$24,000 in annual avoided costs. The loan term is 10 years with a borrowing rate of 5.5%, which reflects a 1% discount for being a woman-owned business, and a 1% discount for being located in a priority community. The financial review indicated strong historic cash flow, significant management expertise and time in business, strong collateral, and a prime location. The Clean Energy Fund has approximately \$830,000 available

to lend, and if this loan was approved, CDFA would still have more than \$520,000 in Clean Energy Fund lending capacity.

The Committee asked what the cash assets for the business were, and Mr. Maslansky stated that the cash assets were \$341,000.

Motion – 8:59 AM

There being no further questions or comments, Mr. Hart moved to approve the loan as presented. Mr. Schneck seconded, and the motion carried with yes votes from Mr. Rayno, Mr. Schneck, and Mr. Hart, and an abstention from Mr. Maslansky.

4.1 Loan and Allowance Listing: December 31, 2023 – 9:00 AM

Mr. Hart presented CDFA's Loan and Allowance Listing for Fiscal Year 2024 Quarter Two. He called out highlights and other significant items in the Community Development, Predevelopment, Better Buildings, and Clean Energy funds. Mr. Rayno asked about CDFA's collateral position for the BEDC Laconia Colonial Theater loan, for which payment is late. Mr. Hart stated he would report back to the Committee at the next meeting.

The Committee asked about the general usage of the Better Buildings Program, and Mr. Maslansky stated that the funds were originally energy block grants with the remainder converted to a Revolving Loan Fund. Future financing would be primarily limited to nonprofit or municipal energy efficiency and small municipal solar projects.

With no further questions, the Committee proceeded to the following Agenda item.

4.2 Gateway Community Services Predevelopment Loan – 9:15 AM

Mr. Maslansky informed the Committee of staff's intent to proceed with a \$100,000 Predevelopment Loan to Gateways Community Services. The nonprofit serves nearly 3,000 children and adults with disabilities, children with Autism, and aging adults in need of long-term care. The Predevelopment Fund loan would be used to prepare redevelopment of 4 Beard Street in Nashua, replacing the existing single-family home with a new 6-10 unit, three-story apartment building, dedicated to housing individuals with Developmental Disabilities as well as Direct Care Workers. The loan term is 25 months with a borrowing rate of 4.5%, which reflects a 1% discount for being a non-profit, a 1% discount for being located in a priority community, and a 1% discount for serving a priority population. Financial analysis, based on the Borrower's audited FY22 and FY23 financials, suggests a stable financial situation for the organization, with no long-term debt as of June 30, 2023. There are no apparent issues or concerns that would limit the applicant's ability to repay the predevelopment loan—even if no other funds were approved or awarded from outside sources.

Mr. Hart explained that because the loan was \$100,000, it did not require Committee or Board approval under CDFA's Credit Management Policy. The Committee spoke favorably of the loan. With no questions, the Committee proceeded to the following Agenda item.

4.3 Tri-State Bankers CFO Conference – 9:24 AM

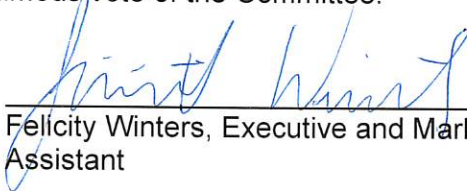
Mr. Hart stated that CDFA was invited by the New Hampshire Bankers Association to submit a presentation proposal to the Tri-State Bankers CFO Conference in May. CDFA submitted a

proposal on its mission-based lending rates, and Mr. Hart asked for the Committee's advice on what points would be best to emphasize to bank CFOs. The Committee's suggestions included creating awareness of CDFA's work and how its programs could potentially benefit their clients. Mr. Hart asked if there were any further questions, none were offered.

5 Adjourn

Motion – 9:27 AM

Mr. Rayno requested a motion to adjourn the meeting. Mr. Hart moved to adjourn, Mr. Schneck seconded, and the motion carried by a unanimous vote of the Committee.



Felicity Winters, Executive and Marketing
Assistant



Peter Rayno, Chair
CDFA Credit Committee