



Lake Champlain - Lake George
Regional Planning Board
THE COUNTIES OF
CLINTON, ESSEX, HAMILTON, WARREN & WASHINGTON

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REVOLVING LOAN FUND LOAN ADMINISTRATIVE COMMITTEE

February 28, 2020

1:00 pm

Lake Champlain – Lake George Regional Planning Board office, Lake George, NY

Agenda:

1. Welcome and Introductions
2. Loan Application – Izzy's Market/Sarah Greco

Attendance:

Carol Calabrese, Essex County IDA
Chris Hay, Dannemora Federal Credit Union – via video conference
Chad Richards, Glens Falls National Bank
Christy Wilt, Hamilton County IDA
Andrea Palmer, Economic Development Coordinator
Carrie Yakush, Senior Account Clerk
Sarah J Greco, Izzy's Market
Laura L Greco, Izzy's Market

Ms. Palmer called the meeting to order at 1:00 P.M. at the LCLGRP office, Lake George, New York

WELCOME AND INTRODUCTIONS:

Andrea Palmer, Economic Development Coordinator, introduced herself and gave a brief overview of her background.

LOAN APPLICATION – IZZY'S MARKET/SARAH GRECO

Ms. Palmer asked the committee if everyone had a chance to look over the packet distributed via email on Izzy's Market. She asked if the committee wanted to discuss anything before Sarah's arrival. Chris Hay mentioned, not particular to this request because the cash flow is fine, that our loan packages don't get into or analyze the business cash flow or global cash flow for the owners. So, it is hard to determine without





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doing our own math whether the borrower has the capacity to repay the loan. For this particular request Mr. Hay did his own analysis and it looks like the cash flow is strong. Mr. Hay thinks that this should be a documented part of our packages to help defend if the loan goes bad down the road. Chad Richards stated he has Excel spreadsheets that will help.

It was discussed to request interim financial statements.

Mr. Hay questioned if Jeffrey and Laura Greco, Sarah's parents, are personally guaranteeing? Ms. Palmer stated that she did believe that they are personally guaranteeing. It will be requested for our loan like it is for GFNB. Mr. Hay said that she isn't leaving herself a lot of working capital. We could increase the loan to \$60,000.

Discussion ensued about the term of the loan.

Sarah Greco and Laura Greco arrived at 1:30 P.M. Ms. Palmer asked Sarah to tell the committee about herself and what she wants to do at Izzy's and anything she wants to share. Sarah said she is 25 years old and has been working for Izzy's since 2012. She is very comfortable with the business. Laura said it is a very profitable business. Laura said Sarah likes baking, cooking and dealing with the public. Ms. Palmer asked what hopes Sarah has with the market. Sarah stated she would like to keep the same thing going and make some small improvements. Sarah's father, Jeffrey, is a contractor and can help Sarah figure things out and make improvements. Ms. Palmer asked what the biggest strengths of the market are. It was stated that the market is year-round verses other places that close a couple of days during the week. The AirBnB, upstairs, does good business. The rafting community generates a lot of sales. The rafting community contracts with Izzy's Market to make lunches during the summertime. Mr. Richards asked if breakfast was offered. Sarah stated yes. Mr. Richards also asked if there were other items sold besides food. Sarah stated that there are retail items for sale also. Mr. Richards asked if the people that provide the items now will continue to work with Sarah. Sarah said they will continue to work with Izzy's Market after the sale. Mr. Richards asked if there was seasonality to the business. Sarah stated that summertime is very good. Winter is good and fall is also good. Laura stated that April and November are the 2 slowest months but that cashflow is good the rest of the year that the other months sustain the 2 slower months. Sarah discussed some ideas she has for the market. Sarah would like to market more especially on social media. Mr. Hay asked if the existing menu and all the recipes are part of the sale. Sarah stated it is part of the sale. Mr. Hay asked Laura if they had interim financial statements. Laura said they do not have them.

Upon the departure of Sarah and Laura, discussion ensued by the committee. The committee feels this is one of the stronger loan applications. Mr. Richards stated for an extra level comfort to require the parents to be personal guarantors. The voting process was discussed. Ms. Palmer will ask Beth Gilles about the procedure.

Ms. Palmer will reach out to the committee when the next meeting to approve the loan will be.

Meeting adjourned at 1:48 P.M.

