

They are requesting a \$568,000 SBA 504 loan to assist with the purchase of land and construction of an 11,500 sq. ft. building for 40% of the project. This loan will be for twenty years at an interest rate to be determined at the time of debenture sale. Hills Bank & Trust will have a \$691,622 first mortgage/UCC loan on the real estate for 50% of the project. The applicants will contribute \$138,332 for 10% of the project. Total project cost is \$1,383,324. Limited personal guarantees will be required on the owners, with corporate guaranty of the operating companies. This project will create 18 new jobs.

Discussion followed concerning the many office locations, conventional financing and staff. Maiers said offices are located in Platteville, Bellevue, Cedar Rapids, Clinton and Dubuque, with possible expansion to the Quad Cities in the future. Offices are also located in Arkansas and Nebraska. Maiers said they are hiring young people with great technology skills. Schroeder noted that SBA loans offer lower interest rates compared to conventional financing.

At this time, Maiers left the meeting.

Closed meeting

Motion by Thiltgen, second by Demmer to move to closed session per Iowa Code Section 21.5 to discuss loan application at 9:15 a.m. Roll call vote: Yes-Gaylor, Yes-Staszewski, Yes-Koos, Yes-Stewart, Yes-Thiltgen, Yes-Steffen, Yes-Demmer.

Request from Law Building Partnership (Honkamp Krueger & Co. PC) for a \$568,000 SBA 504 Loan for a New Building in Hiawatha

Motion by Koos, second by Demmer to approved \$568,000 SBA 504 Loan to Law Building Partnership (Honkamp Krueger & Co. PC). The motion passed unanimously.

Maiers returned to the meeting. Gaylor said the loan was unanimously approved by the board members. Maiers thanked the board members for the loan approval; and invited all to a future open house for the business.

Request from Countertops, Inc. of Dyersville, IA for a \$197,000 SBA 504 Loan

Introductions of Jim Wessels, Patrick Dinan, board members and staff followed. Schroeder said Wessels purchased the land and business from his mom in 2009; he has worked in the business since 1990. His business is currently housed in two locations, but he plans to bring it under one roof with this expansion. Countertops, Inc. is the operating company; JCDUBB LLC is the borrower.

They are requesting a \$197,000 SBA 504 loan to assist with the purchase of the current building with an expansion of a 4,000 sq. ft. addition for 40% of the project. This loan will be for twenty years at an interest rate to be determined at the time of debenture sale. Community Savings Bank will have a \$237,500 first mortgage/UCC loan on the real estate for 50% of the project. The applicants will contribute \$47,500 for 10% of the project. Total project cost is \$475,000. Personal guarantees of the applicants will be required on the owners; with assignment of life

insurance on James Wessels in the amount of the SBA loan. This project will create one job; it meets a Public Policy Goal of Rural Development.

Discussion following concerning commercial accounts, the diversity of the business, and competitors. Wessels said he has accounts with All American Homes, schools, hospitals such as Mayo Clinic, and air force bases in the U.S., but also works in personal homes. His business creates countertops in stone, laminate, granite and quartz. Bringing the employees together under one roof will allow more daily control and be more economical. Some competitors are VanGuard, MountainTop, Imperial and Dubuque Stone & Granite.

At this time Wessels and Dinan left the meeting.

Closed meeting

Motion by Thiltgen, second by Staszewski to move to closed session per Iowa Code Section 21.5 to discuss loan application at 9:30 a.m. Roll call vote: Yes-Gaylor, Yes-Staszewski, Yes-Koos, Yes-Stewart, Yes-Thiltgen, Yes-Steffen, Yes-Demmer.

Request from Countertops, Inc. of Dyersville, IA for a \$197,000 SBA 504 Loan

Motion by Thiltgen, second by Koos to approve a \$197,000 SBA 504 Loan to Countertops, Inc., Dyersville, IA. The motion passed, Stewart abstained.

Wessels and Dinan returned to the meeting. Gaylor said the motion passed; the loan was approved by the board members. Schroeder said a blanket UCC would be accepted behind the bank. He also noted the loan from Wessel's mother would be put on Standby but would receive her payments as long as the loans with the bank and Business Growth remain current. Wessels and Dinan thanked the board members for their approval.

Receive/File Loan Status Report

Closed meeting

Motion by Koos, second by Staszewski to move to closed session per Iowa Code Section 21.5 to discuss loan status at 9:47 a.m. Roll call vote: Yes-Gaylor, Yes-Staszewski, Yes-Koos, Yes-Stewart, Yes-Thiltgen, Yes-Steffen, Yes-Demmer.

Other Business

None.

Adjournment

Motion by Steffen, second by Thiltgen to adjourn the meeting. The motion passed unanimously. The meeting adjourned at 9:52 a.m.

Respectfully submitted,

Kelley Hutton Deutmeyer
Secretary/Treasurer