

**COLUMBIA RIVER GORGE NATIONAL SCENIC AREA
OREGON INVESTMENT BOARD**

*****Wednesday, April 24, 2024*****
**** 3:00 P.M. ****

Virtual via zoom: <https://us06web.zoom.us/j/85638875039>
Or call in: 669-900-6833, Meeting ID: 856 3887 5039

AGENDA

| <u>Topic</u> | <u>Time</u> | <u>Item</u> | |
|--|--------------------|--------------------|-------------|
| Call to Order, Introductions | 2 minutes | | Information |
| February 2024 Minutes | 2 minutes | | Approval |
| Financials | 5 minutes | | Approval |
| FY25 OIB Budget | 15 minutes | | Approval |
| Funded Loan Updates <i>Big Buddha Yoga</i> | 10 minutes | | Information |
| <i>Executive Session per ORS 192.660 (f) (Exempt Documents)</i> <i>Regular Session Reconvened</i> | | | |
| Loan Action | 5 minutes | | Approval |
| Staff Updates | 5 minutes | | Information |
| Board Member Updates | 5 minutes | | Information |
| Other New Business, Good of the Order | | | |
| Adjourn | | | |

The meeting location is accessible to persons with disabilities. If you have a disability that requires any special materials, services or assistance please contact MCEDD at (541) 296-2266 at least 48 hours before the meeting so arrangements for appropriate accommodations can be made.

Executive Session Protocol Oregon Investment Board

After discussion agenda items are presented in open session by OIB staff, the OIB Chair will state the following:

Pursuant to ORS 192.660(f), Exempt Documents, I call the executive session of the Oregon Investment Board to order. Representatives of the news media are allowed to attend but are specifically directed not to report on any of the deliberations during the executive session other than to state the general reason for the session as previously announced. All others besides staff and OIB members are asked to leave the meeting. If clients for loans being discussed are present, they also may be asked to join part of the executive session. No decision may be made, nor final action taken in executive session. We will return to regular session in approximately ___ minutes, at which time we may take action.

OIB Chair asks those not allowed in the executive session to leave the meeting. Staff will explain to visitors where they can wait and that they will be invited into Executive Session when their agenda item will be discussed.

For each discussion item on the agenda for Executive Session, the OIB Chair will follow the following procedural steps:

1. Invite the loan applicant (or their representative) into the Executive Session for the presentation of their loan request. OIB Chair requests a brief presentation from OIB staff on a summary of the loan proposal or other discussion item.
2. After presentation of information by staff, the OIB Chair asks if there are any questions for the loan applicant or OIB staff.
3. Following questions and discussion by the OIB, the loan applicant (and/or their representative) is asked to leave Executive Session with instruction that they will be invited into the Open session when Executive Session is adjourned.
4. OIB Chair asks OIB members if there is any discussion related to loan request that needs to take place before inviting the next loan applicant or other persons in to Executive Session for the next discussion item.
5. Additional discussion between the OIB members takes place then Steps 1-5 are repeated for each following discussion item for Executive Session.

At the end of discussion, the OIB chair will close the Executive Session. The OIB moves back to open session. At this point, the OIB Chair can ask for a motion of the decision items in open session. Open session is when the OIB can make decisions on agenda items.

**COLUMBIA RIVER GORGE NATIONAL SCENIC AREA
OREGON INVESTMENT BOARD
WEDNESDAY, FEBRUARY 28, 2024
ZOOM TELECONFERENCE**

ATTENDANCE

OIB Members: Gil Kelley, Jorge Barragan, Marlee Boxler, Craig Bowder

Staff: Jessica Metta (MCEDD Executive Director), Ami Beaver (Loan Fund Manager), Jill Brandt (Administrative Assistant)

CALL TO ORDER/ INTRODUCTIONS

Chair Gil Kelley called the meeting to order at 3:10 pm.

MINUTES APPROVAL

Gil asked for any comments or questions on the November 29, 2023 minutes. *There were none.*

Craig Bowder motioned to approve the November 2023 minutes as presented. Jorge Barragan seconded the motion. All voted in favor, and the motion passed.

FINANCIALS

Jessica reported that Dana Woods has resigned effective at the end of this month. On the financials ending on January 31, 2024, the OIB's standard account had just over \$1.5 available to grant/loan, and the USDA fund had bit under \$393,455 available to lend.

Discussion: Ami gave an update on the client Ankhiale Outdoors, whose latest new product (yak beanie hat) was now available.

Jorge Barragan motioned to approve the financials as presented. Marlee Boxler seconded the motion. All voted in favor and the motion passed unanimously.

FUNDED LOAN UPDATE: BIG BUDDHA YOGA

Jessica asked to enter Executive Session to consider a confidential update on existing client Big Buddha Yoga.

EXECUTIVE SESSION

Executive Session per ORS 192.660 (f) (Exempt Documents) was called to order at 3:15 pm. Chair Gil Kelley read aloud the full requirements pertaining to Executive Session.

Regular Session reconvened at 3:30 pm.

LOAN ACTION: BIG BUDDHA YOGA

Craig Bowder motioned to approve staff to engage a collection agency as an attempt to collect this debt per the discussion in Executive Session, with the condition that this will not cost the OIB money. Jorge Barragan seconded the motion. All voted in favor and the motion passed.

STRATEGIC PLAN CHECK-IN FOR 2024

Jessica reviewed her memo in the packet with staff activity over the past year as directed by the Board's strategic planning. She asked if there were any further ideas or interests for staff to pursue this year.

Discussion: Gil thanked staff for the recap and the follow through on the past year's strategic planning. Craig commended staff for taking classes on underwriting, noting that his own training has been a tremendous benefit in this line of work.

Gil recommended keeping a focus on ways to get more loan applications: ie, easier access and increased public knowledge. He asked if Ami's class on emerging industries has given new ideas to reach new sectors that have not been accessed in the past. Ami replied that gaining more understanding of how other RLFs connect to industries has been valuable. She added that compared to her first year in this position, the volume of applications and interest in the OIB's program is markedly higher. While this does not always translate into a proposal before the board, building relationships and awareness of the OIB in the community is happening.

Jessica noted that there were 25 applications last year, and that the lending total was the higher compared to the past few years. She added that there is an application in the pipeline right now for a large loan.

Ami observed that loan requests are often either \$300,000 or above, or microloans at \$40,000 or below, with few mid-range applications. Microloans are a lot of work, requiring a lot of contact with clients and answering questions. Microloans have certainly expanded our visibility, connections, and availability within the community.

Gil asked Jorge for his perceptions on business and the economy. Jorge explained that people no longer feel that Covid controls today's general economy. The restaurant industry is not doing well because everything is so expensive now and people have less money to spend. They eat out less and coupled with the extremely high costs of goods and labor equals a recession. Business is erratic, some days have no customers and other days there are SO many people that it is impossible to plan. Scheduling and finding people to work is very challenging because full 8-hour shifts do not work with the inconsistent demand. In this new economy, people must adapt to survive.

Gil asked about prospects for lending to emerging industries, citing Ankhiale Outdoors mountaineering equipment company as an example. He suggested shifting focus there in addition to the more traditional retail and restaurant applications. Jessica said that this aligns with MCEDD's (and the State's) economic development focus. Current Oregon and Washington grant funding is focused on promoting entrepreneurship and innovation through networking events, pub talks and pitch fests.

Gil noted that the website changes that guide applicants directly to MCEDD, where staff then decide which funding is best for the client, was more streamlined and effective. Jorge admired the Board for learning what is new out there, what people are doing, and staying connected to industry.

Marlee asked Ami for more detailed information on the inquiries that do not make it to the Board. Which sectors of the economy have applicants- restaurants, tourism, manufacturing? What are

people trying to create in the region? Ami responded that the primary sector for applicants has been retail and restaurants. Marlee appreciated knowing which types of business were seeking loans to look at possibilities for the tourism industry, both regional and state.

Craig asked if applicants were existing businesses or startups. Ami answered it is both. Oftentimes the funding is for an expansion to an existing business and for an existing client. Ami offered to compile this information for the Board.

Gil asked for clarification on the proviso that a client must be rejected by a traditional bank to be eligible for OIB financing. He asked if there are applications that utilize a mix of loans, that do have a portion of traditional bank financing for larger projects. Ami affirmed this and added that she was currently working on a combination financing project with a traditional bank. She noted that proposals for larger projects that have joint financing are less risky for the Board.

Jessica noted that all the loan portfolios that MCEDD manages are supposed to give new or risky businesses a positive record so that they can graduate to commercial bank financing. We make payments affordable with a big balloon so they can refinance the remainder at a traditional bank. She listed the OIB clients who have done this recently. Ami offered to research how clients paid off their balloon payments, and report back her findings. There was no further discussion.

STAFF UPDATES

Jessica reported that there were two applicants from Wasco County for Rod Cole's vacant seat. These applications have been sent to Wasco County, who will make their recommendation to the governor's office.

BOARD MEMBER UPDATES

Gil shared his appointment to the Hood River Replacement Bridge Design Committee as a representative of the OIB. He described the Design Committee's makeup and purpose and offered to report activity back to the Board.

Discussion: Craig expressed his interest in keeping informed, and the others nodded in general agreement.

OTHER NEW BUSINESS/ GOOD OF THE ORDER

There was no business brought forward.

ADJOURN

Gil Kelley adjourned the meeting at 4:10 pm.

Respectfully submitted by Jill Brandt, Administrative Assistant