

# The Economic Alliance Board Meeting

April 23, 2014  
Koala Street Grill, Omak

## **Attending Board Members:**

Kurt Danison, City Planner  
Coleen Couch, Treasurer, Mgr. Sterling Saving  
Rich Watson, NCW Business Loan Fund  
George Brady, Cascade Biological Supply, Pateros  
Stacey Luckensmeyer, WVC (alternate for Mary Watson, WVC)

Arnie Marchand, Oroville VIC  
Chris Branch, OCTC Rep.  
Lael Duncan, OCCAC  
Janet Wilson, City of Okanogan  
Sheilah Kennedy, County Commissioner

## **Absent Board Members:**

Kyle Desautel, Chairman, CCT Planner  
Melanie Wyss, Gebbers Farm  
Amanda Jackson-Mott, Secretary  
Ted Piccolo, Image Communications  
Debbie Atuk, Business Director, Colville Tribal Federal Corp.  
Dr. Erik Swanson, Omak School Superintendent

John Andrist, No. Cascades Broadcasting  
Alison Gillette, Twisp Works  
Methow Valley #2 -- Vacant  
Nespelem/Coulee Dam Position #2 – Vacant  
County Commissioner Rep. #2 – Vacant

## **Staff & Guests:**

Roni Holder-Diefenbach, Executive Director  
Carolyn Davis, Admin. Assistant  
Lanie Johns, Clerk of the Board, Ok. County

Jeff Brender, North Cascades Bank  
Patrick Plumb, Mayor city of Tonasket  
David Niesser, Omak Wood Products

1<sup>st</sup> Vice Chairman, Kurt Danison called the meeting to order and asked for introductions.

Lael Duncan made a motion to approve the minutes from March 26, 2014. Rich Watson seconded.  
Motion passed.

## **Guest Speaker**

Jeff Brender, Vice President and Loan Officer at North Cascades National Bank in Omak spoke about financing for businesses. He stated that commercial real estate loans are the best, they have owner occupied, which has the best rate and non owner occupied loans. Rates are 4 ½ to 6 ½, depending on the strength of the borrower. Usual term is 20 – 25 years. They also do lines of credit, which typically helps businesses for the short term to cover cash flow shortages. These are secured by accounts receivable and inventory. Equipment loans to purchase equipment usually are 5 to 7 years or the length of the value of the equipment. Unsecured loans are reserved for the strongest customers. Mr. Brender spoke about the 5 C's of Credit. Number 1 is Character of the borrower; Number 2 is capacity (how much can they cover; Number 3 is Capital (how much has the borrower invested / equity in business; Number 4 is secondary source of payment; and Number 5 is Conditions (current economic conditions). He also looks at trends, overall growth, profits, experience of owners (at least 3 year is preferred). It is also helpful if the business has survived a down cycle. He said typical reasons for borrowing are buyout of owners or expansion of the business. They don't deal locally with the state or federal agencies on export loans, but they do offer SBA guarantee loans. North Cascades National Bank was merged with Glacier Bank, but operates under the original name and in most cases with original staff, but they did combine credit policies. Since the merger, they have more capital to do bigger loans. Mr. Brender stated that loans to loggers use to be very common, but then dried up, now they are coming back again and he has seen more strength than anticipated. Jeff Brender can reach at 826-1018.

Coleen Couch, AVP Store Manager of Umpqua Bank in Brewster, spoke about the recent merger between Sterling Bank and Umpqua Bank. She stated that most banks underwrite loans the same way and are govern by the same regulations. Umpqua Bank can do up to \$500,000 locally, but anything over that goes to another level. Umpqua Bank has a specialized department for SBA loans. Ms. Couch likes

to send people that are in the process of requesting funds either for a startup or some existing businesses to the Economic Alliance's Small Business Development Center. She stated that they normally look at businesses that have been operating for two years or more and has some history. She suggested that it is a good idea for businesses to shop for banks. Usual turnaround time on a loan is at least 30 or more days. If it is a real clean package, it can be done in a week, but these are unusual. She invites anyone that is interested in learning more to give her a call at 509 689-2541.

### **Executive Director Report**

Roni Holder-Diefenbach distributed a report for April (see attachment #1). Roni Holder-Diefenbach reported she attended the NCW Economic Development District meeting and listened to a presentation from Carbon Cycle Crush, who is expanding facilities in the Oroville area. She reported that she was nominated to sit on the Wenatchee Valley College Foundation Board and is now a member of that Board.

Roni Holder-Diefenbach reported that the draft of the Okanogan County Fact Sheet was received from the OCCAC Vista Volunteer and she hopes to have a final version by the next meeting.

She reported that the first billing on the Workstart contract with the Department of Commerce from Omak Wood Products has been sent and funds were received, which were passed through to Omak Wood Products.

Roni reported that the Colville Tribal Federal Corporation informed her that the draft MOU was put on hold. They are going through some transitions and requested that the Economic Alliance meet with them again and identify projects that the Economic Alliance is able to assist them with. Economic Alliance's Executive Director will continue working with Debbie Atuk to finalize a MOU.

Roni Holder-Diefenbach reported that a survey was sent out via Survey Monkey to our contacts to gather information from local businesses on what type of workshops or training they would like to see presented or sponsored by the Economic Alliance. She also reported that there were four people that attended the last Startup 101 workshop that was held at the end of March. Stacy Luckenberger asked if the survey had a closing date. Roni stated she will keep it opened until Mid-May.

### **Board Business**

Vacant Positions: The Economic Alliance has three vacant positions on the Board, the Nespelem/Coulee Dam #2 position, the Methow Valley #2 position, and the county representative #2. Lanie Johns, Clerk of the Board, was recommended by the county commissioners to fill Nan Kullunki's vacant position as an Okanogan County Commissioner's Representative. Coleen Couch made a motion to seat Lanie Johns to the vacant Okanogan County Commissioners Representative #2 position. Rich Watson seconded. Motion passed. Roni Holder-Diefenbach is still working to fill the other two positions

### **Standing Committee Reports**

**Treasurers Report:** Coleen Couch reported that an updated budget was available on the back table with actual through March. Some income was delayed in March, but has since been received in April and will be reflected in next month's report.

**Communication Committee:** No report.

**Infrastructure Committee:** Chris Branch reported that the committee is scheduled to meet with the County Commissioners on June 17, 2:30 p.m. They will discuss the history and give an overview of the Public Facility Fund. Mayor of Tonasket, Patrick Plumb, stated that the city Tonasket has an Emerging Opportunities application that he would like to submit. Roni explained that we were told by the county

several years ago that there were no extra funds in the Public Facility Fund and then we in turn informed the cities that this account was on hold and we were not taking any applications. Roni Holder-Diefenbach stated that if we are again accepting applications for the Emerging Opportunities funds, we need to let the other cities know. It was felt that we owe it to the county commissioners to keep them informed of emerging opportunities that are out there. After further discussion, Chris made a motion to accept emerging opportunities applications. Lael Duncan seconded. Discussion: It was felt that this needed to go to the Infrastructure Committee before any final decision was made. Chris amended his motion to include that this goes to the Infrastructure Committee for further discussion. Lael accepted the amendment. Motion passed.

Sheilah Kennedy stated that she would like to have a meeting with the Infrastructure Committee to talk about the fund.

**Business Education Committee:** No Report.

### Old Business

None

### New Business

Kurt Danison reported that Chelan and Douglas Counties were no longer part of the North Central Regional Transportation Planning Organization (RTPO). He stated that Okanogan County is looking at working with Ferry, Pond Oreille, Stevens Counties. A RTPO is formed through an association with local governments within a county or contiguous counties. RTPO members include cities, counties, WSDOT, tribes, ports, transportation service providers, and private employers. WSDOT provides administrative and technical assistance, supports RTPO coordination activities, and actively participates in the regional transportation planning process. The RTPO's help direct planning and federal dollars for regional transportation projects. The Heavy Haul Corridor in North County was a product of the RTPO.

Lael Duncan reported that OCCAC is still taking applications from senior citizens to have their homes repaired. They have expanded the area to include Omak and Malott. This will take place the week of June 22. She also reported that tomorrow is the immersion training, Bridges out of Poverty, at the fairgrounds Agriplex.

Patrick Plumb stated that the Tonasket founders Day Rodeo is scheduled for May 30 & 31. There will also be a street dance with a live band until 11:00 p.m. This is a community celebration and he encouraged everyone to come and participate.

Lael Duncan made a motion to adjourn. Arnie Marchand seconded. Motion passed. Meeting adjourned 12:40.

Next Meeting May 28, 2014, 11 – 1, at the Koala Street Grill. Please mark your calendars! Deana Zakar with Kinross Gold & Braden Draggoo with community outreach project will be guest speakers.

Respectfully submitted,  
Carolyn Davis, Administrative Assistant



ECONOMIC ALLIANCE

Economic Director Report

April 2014

**April:**

- NCW Economic Development District
- WVC Foundation Board Meeting
- Okanogan Fact Sheet-update
- Dept. of Commerce-WorkStart billing
- ADO Quarterly reporting
- 2014 Business Survey Completed
- April Newsletter completed
- Farm Bureau meeting w/ J. Wyss on April 24<sup>th</sup> re: Dinner/Speaker

During the month of April we had to complete all of our quarterly reporting to the Department of Commerce for our ADO contract as well as the first billing for the WorkStart contract. At this time we are on track to meet all of our annual goals as outlined in our Annual Workplan and contract.

Received information from CTFC that they are now putting our MOU on hold. They are going through some transitions and are requesting that we sit back down and identify more projects for us to assist them with. I will continue working with Debbie Atuk on this.

We had 4 individuals attend the Small Business 101 training course held in March. They appreciated the information that was provided and since it was such a small class they received a lot of individualized assistance. We are now circulating our annual small business survey to help us obtain information from Okanogan County Businesses on what they need, and how the Economic Alliance can best assist them. I will bring the compiled data to our May 2014 board meeting, and share the results.

The Economic Alliance's Small Business Development Center has continued to be busy, we have had many people accessing our services in the month of April for new business startup, and business expansion and retention services. In May we will provide the data on the first quarter of 2014.