



CLIMBER Small Business Loan Program

Oversight Board

Meeting Minutes

October 8, 2020

Board Members In Attendance:

Treasurer Dave Young, Board Chair
Akasha Absher
Peter Calamari
Rosy McDonough
Doug Price

Additional Attendees:

Emily Buckley, Assistant Attorney General
Erin Gallegos, Treasury Staff
Sean Gould, OEDIT Staff
Steve Johnson, CHFA ED
Jeff Kraft, OEDIT Staff
Emma Ragona, Treasury Staff
Mary Wickersham, Treasury Staff

2:05 — 2:06 Welcome, roll call: Dave Young

2:06 — 2:10 Meeting minutes from previous meetings: Dave Young

- Peter moved approval of the minutes from the October 1, 2020 Oversight Board meeting. Akasha seconded the motion.
 - Akasha Absher – yes
 - Peter Calamari – yes
 - Rosy McDonough – yes
 - Doug Price – yes
 - Dave Young – yes

- Akasha moved approval of the minutes from the August 26, 2020 Underwriting Working Group meeting. Doug seconded the motion.
 - Akasha Absher – yes
 - Peter Calamari – yes
 - Rosy McDonough – yes
 - Doug Price – yes
 - Dave Young - yes

2:11 — 2:37 Updates:

- **Treasury Position:** Dave Young, Mary Wickersham
 - Mary reported that the Treasury selection committee has narrowed the applicants to three finalists. The selection committee is composed of the Deputy Treasurer, Eric Rothaus, Treasury CFO/COO Charlies Scheibe, and Mary. Rosy volunteered to participate in the final interviews representing the Board.
- **Fundraising:** Peter Calamari, Mary Wickersham
 - Mary explained Community Reinvestment Act (CRA) considerations related to fundraising with private sector banks.
- **Timeline:** Mary Wickersham
 - Mary indicated she had sent the Board members an updated version for the CLIMBER timeline spreadsheet. She said that a lot of progress had been made in several areas. The Board should vote on the definition of a business at the next meeting to stay on schedule.

2:38 — 3:02 Women-, minority-, and veteran-owned businesses and rural business targets:

Jeff Kraft

- Jeff presented a revised proposal for targets for women-, minority-, and veteran-owned businesses and rural businesses.
- Doug moved approval of the revised proposal for the women-, minority-, and veteran-owned businesses and for rural businesses. Akasha seconded the motion.
 - Akasha Absher – yes
 - Peter Calamari – yes
 - Rosy McDonough – yes
 - Doug Price – yes
 - Dave Young – yes

3:03 — 3:26 Definition of a business and how to count employees: Jeff Kraft, Mary Wickersham, Sean Gould

- Jeff proposed a revised definition of a business, which the Board would include in their policies for the CLIMBER program. He indicated that LoriAnn Knutson, Assistant AG, had provided Jeff and Mary with added insight regarding the definition of business as it is contained in the Colorado Revised Statutes. The Board discussed whether to include nonprofits in the definition. Chair Dave Young asked Mark Turner, with the Colorado Nonprofit Association, to provide the Board with information about the wide array of entities that operate within Colorado's nonprofit community. Mary suggested to Mark that the Colorado Nonprofit Association consider providing written input for next

week's meeting. Jeff recommended the Board consider adding W-2 employees and 1099 workers as part of the Board's policy for how to count employees.

3:27 — 3:50 Discussion: CLIMBER products and underwriting terms—

Loan participation: Akasha Absher, Doug Price, Jeff Kraft

- Jeff reported that he and Mary have had conversations with CDFI's. He presented lender incentives for the CLIMBER product design. He mentioned there is still a need for deeper work on the rules for refinancing existing debt. Next steps will include further conversations with CDFI's. Jeff also discussed credit enhancement to ensure the Board's product design serves underserved communities. Jeff adjusted the numbers in the model to make the product design more attractive ensure the design will drive loans. Steve Johnson with CHFA added there is no one perfect set of numbers and that the model will need to be monitored.

3:51 — 3:52 Public comments: facilitated by Dave Young

- Written Comments
 - There were no written comments
- Verbal Comments
 - There were no verbal comments during this segment, though public comments were provided earlier in the meeting by Mark Turner with the Colorado Nonprofit Association at the request of Chair Dave Young.

3:53 – 3:54 Next steps/meetings: Dave Young, Mary Wickersham

- Oct. 15, 2020
- Oct. 22, 2020

The meeting was adjourned at 3:54 p.m.