

**MINUTES**  
**THE ST. LOUIS LOCAL DEVELOPMENT COMPANY**  
**BOARD OF DIRECTORS**  
**RESCHEDULED REGULAR BOARD MEETING**  
**ST. LOUIS DEVELOPMENT CORPORATION**  
**1520 MARKET STREET-SUITE 2000**  
**ST. LOUIS, MISSOURI 63103**  
**SLDC BOARDROOM**  
**THURSDAY, NOVEMBER 17, 2016**  
**3:00 P.M.**

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**DIRECTORS**

**PRESENT:** Ms. Loura M. Gilbert, President  
Mr. James C. Seitz, Vice President  
Mr. Thomas J. Pickel, Treasurer (By Phone)  
Mr. Steven M. Buesching  
Mr. Don Reeves

**DIRECTORS**

**ABSENT:** Mr. Michael Holmes, Secretary  
Mr. David McCreery  
Mr. Edward L. Bryant

**STAFF**

**PRESENT:** Mr. Rodney Crim  
Ms. Linda Behrmann  
Mr. Ron Epps  
Mr. Jeremy Scott  
Ms. Judy Cromer  
Mr. Chris Maguire  
Ms. Ivie Clay  
Mr. Zachary Wilson  
Ms. Mary Giammanco

**COUNSEL**

**PRESENT:** Ms. Jacqueline Harris

**GUESTS**

**PRESENT:** Mr. Ken Riddick (SLATE)  
Mr. Pat Schuchard, Boo Cat Catering, LLC  
Ms. Erinn Stevens, Boo Cat Catering, LLC

**GUESTS**

**MEDIA:** None

**CALL TO ORDER**

A quorum being present, Director Gilbert called the Rescheduled Regular Board Meeting to order on Thursday, November 17, 2016, at 3:03 p.m.

**Roll Call:**

Director Gilbert  
Director Seitz  
Director Pickel  
Director Buesching  
Director Reeves

**APPROVAL OF MINUTES**

Director Gilbert called for approval of the October 13, 2016 Regular Board Meeting Minutes. Director Reeves made a motion to approve the minutes, and Director Seitz seconded the motion. Following a voice vote, the October 13, 2016 Regular Board Meeting Minutes were approved, with four directors present voting Aye and one director abstaining.

**Roll Call:**

Director Gilbert – Aye  
Director Seitz – Aye  
Director Pickel – Aye  
Director Buesching – abstained  
Director Reeves – Aye

Director Gilbert called for approval of the November 4, 2016 Special Board Meeting Minutes. Director Seitz made a motion to approve the minutes, and Director Reeves seconded the motion. Following a voice vote, the November 4, 2016 Special Board Meeting Minutes were approved, with for directors present voting Aye and one director abstaining.

**Roll Call:**

Director Gilbert – Aye  
Director Seitz – Aye  
Director Pickel – Aye  
Director Buesching – Abstained  
Director Reeves – Aye

**RESOLUTION NO. 16-LDC-22 AUTHORIZING A LOAN TO 2200 WASHINGTON, LLC**

Ron Epps presented Resolution No. 16-LDC-22 seeking approval of a \$2,032,454 SBA 504 loan to 2200 Washington, LLC in connection with the purchase and renovation of the building located at 2200 Washington Avenue. The building will house Civil Design, Inc., an engineering and surveying firm owned by Vicki LaRose.

The loan will have a term of 20 years and an interest rate to be determined by the debenture sale. It will be secured by a second deed of trust on the building being purchased. The loan will be guaranteed by Civil Design, Inc., Vicki and Dennis LaRose, and the LaRose Family Revocable Trust.

The total cost of the project is \$5,081,135. The project is expected to result in the creation of six new full-time and two new part-time jobs

Director Gilbert called for a motion to approve Resolution No. 16-LDC-22. Director Buesching moved to approve Resolution No. 16-LDC-22, and Director Seitz seconded the motion. Following a voice vote, Resolution No. 16-LDC-22 was approved with five directors present voting Aye.

**Roll Call:**

Director Gilbert – Aye

Director Seitz – Aye

Director Pickel – Aye

Director Buesching – Aye

Director Reeves – Aye

**RESOLUTION NO. 16-LDC-24 AUTHORIZING A LOAN TO 4749 GRAVOIS LLC**

Ron Epps presented Resolution No. 16-LDC-23 seeking approval of a \$716,000 SBA 504 loan to 4749 Gravois LLC in connection with the purchase and renovation of The Bevo Mill building located at 4749 Gravois Avenue. The building will represent the 3<sup>rd</sup> location for Patrick and Carol Schuchard’s wedding/special event venue business. The operating company associated with this location will be the same as their other two locations, Boo Cat Catering, LLC.

The loan will have a term of 20 years and an interest rate to be determined by the debenture sale. It will be secured by a second deed of trust on the building being purchased. The loan will be guaranteed by Boo Cat Catering, LLC and Patrick and Carol Schuchard.

The total cost of the project is \$1,746,240. The project is expected to result in the creation of twelve new jobs

Director Gilbert called for a motion to approve Resolution No. 16-LDC-24. Director Seitz moved to approve Resolution No. 16-LDC-24, and Director Reeves seconded the motion. Following a call for previous roll, Resolution No. 16-LDC-24 was approved.

**Roll Call:**

Director Gilbert – Aye  
Director Seitz – Aye  
Director Pickel – Aye  
Director Buesching – Aye  
Director Reeves – Aye

**AMENDED RESOLUTION NO. 16-LDC-18 AUTHORIZING A LOAN TO PIED PIPER, LLC**

Ron Epps presented Resolution No. 16-LDC-18 seeking approval of an EDA loan in the amount of \$210,260 to Pied Piper, LLC in connection with the purchase of a building located at 2111 Olive Street. The building will house Know Ink, LLC and Tally, LLC, which provide election technology to help election officials run elections more efficiently. All three companies are owned by Scott Leiendecker.

The loan will have a term of 10 years, amortized over 20 years, at an interest rate of 4%. It will be secured by a second deed of trust on the building being purchased. The loan will be guaranteed by Know Ink, LLC, Tally, LLC, and Scott and Courtney Leiendecker.

The total cost of the project is \$525,650, which is the purchase price of the subject property. The project is expected to result in the creation of six new jobs.

Director Gilbert called for a motion to approve Resolution No. 16-LDC-18. Director Reeves moved to approve Resolution No. 16-LDC-18, and Director Buesching seconded the motion. Following a call for previous roll, Resolution No. 16-LDC-18 was approved.

**Roll Call:**

Director Gilbert – Aye  
Director Seitz – Aye  
Director Pickel – Aye  
Director Buesching – Aye  
Director Reeves – Aye

**LOAN UPDATE REPORT**

Ron Epps presented the Loan Update Report and discussed the status of loans previously approved by the Board.

**STATUS OF ACCOUNTS**

Chris Maguire presented the Financial Summary for the period ending October 31, 2016.

## **OTHER BUSINESS**

Rodney Crim introduced Judy Cromer to the LDC Board Members. Ms. Cromer recently joined the St. Louis Economic Development Partnership as its new Vice President of Operations for Business Finance.

Mr. Crim also told the LDC Board that Jeremy Scott will be leaving the St. Louis Economic Development Partnership as of December 1, 2016, and thanked Mr. Scott for his work for LDC. Rodney added that Ron Epps has been doing a very good job for LDC and that he and Jamie Edgerton have been meeting with a lot of bankers in the region, which should result in increased loan volume.

There was no other business at this meeting.

## **NEXT MEETING**

The next Board Meeting is scheduled for Thursday, December 8, 2016, at 3:00 p.m.

## **ADJOURNMENT**

There being no further items for discussion, Director Gilbert then sought a motion to adjourn the Rescheduled Regular Board Meeting. The motion for adjournment was made by Director Pickel and seconded by Director Seitz. The motion carried unanimously.

The meeting adjourned at 3:37 p.m.

Executed version is kept on file at:  
St. Louis Development Corporation  
1520 Market St.  
Ste.# 2000  
St. Louis, MO 63103

Respectfully Submitted,

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Laura Gilbert, President