

Islesboro Economic Sustainability Corporation – Board Meeting

Tuesday February 27th, 2024 – 3:30PM – Town Office Conference Room and via Zoom

Join Zoom Meeting

<https://us06web.zoom.us/j/87523158090?pwd=Q9E6cyckW4vsq7rvdrPldhvVdhvk1.1>

Meeting ID: 875 2315 8090

Passcode: 184887

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Agenda (All Materials Posted on www.sustain04848.com)

- All Online Participants Mute Their Lines
- Call to Order, Establish Quorum & Determine Everyone Can Hear and Be Heard.
- Opening Comments – Roger Heinen
- Board Meeting
 - Approve Minutes December 18th, 2023 Board Meeting - *attached*
 - Recurring Reports & Topics - *attached*
 - Financial Reports
 - Review status of loan program and the status of assets at risk
- Business:
 - Follow up on January Meeting of Loan Recipients – TomT
 - 111-113-115 Main Property Status & Discussion –
 - House and Market Building Maintenance Work
 - Parking & Right of Way for Boardman Rd Status
 - Action: *Determine Who/What/When re Further Activity*
 - Review Loan Program Status
 - Recent Loan Requests
 - Delinquent Loan Situation – Islesboro Oyster, Seth Wilbur, et al
 - Review 2024 Survey – *attached*
 - Review 2024 *Town Report* Report – *attached*
 - Discuss Board Member Qualifications for SelectBoard to Use in Naming Members for Vacant Seats
 - Brainstorm how to help island entrepreneurs with financial controls/software, health care,...
- Other Business?
- Wrap Up Comments
- Adjourn

Islesboro Economic Sustainability Corporation – Board Meeting Minutes

Monday December 18th, 2023 – 3PM – Town Office Conference Room and via Zoom

Agenda (All Materials Posted on www.sustain04848.com)

- Call to Order, Establish Quorum & Determine Everyone Can Hear and Be Heard.
 - *Board members present in room or via zoom – Heinen, Tutor, Hughes, Wherren, Jones, Chiles, Anderson, Bruce*
- Opening Comments – Roger Heinen
 - *Primary purpose for the meeting is to review the progress on our Main Rd property projects. However, also of interest is to discuss/develop our philosophy on delinquent loans.*
- Board Meeting
 - Approve Minutes December 18th, 2023 Board Meeting
 - *Motion to approve was made by TomT and seconded by LoisC. Approved via a show of hands.*
 - Recurring Reports & Topics
 - Financial Reports
 - *BonnieH reviewed the reports for the board.*
 - Review status of loan program and the status of assets at risk
 - *BonnieH lead a discussion of the loan status report. Noting the upcoming agenda topic, RogerH made a motion to accept the current level of risk (\$343,000) and to continue the program as implemented by the Executive Committee. Motion seconded by GladJ. Approved by a show of hands.*
- Business:
 - 111-113-115 Main Property Status & Discussion –
 - *Action: Determine Who/What/When re Further Activity*
 - *BarryW reported that the generator was on site at the store and in the process of being hooked up for operation. The propane tank for the generator is currently with Josh Leach and ready to be connected when the gen is ready. Most of the gen work will hopefully be down before the year's end.*
 - *James Nelson had begun construction on the bath/loading dock but has held off because of the new foundations closeness to existing septic tanks. This issue was worked through with Dave Dyer, and Laura G. has generated new plans to mitigate the problem. There is still an issue with one of the freezer condensers on the current back deck in that it is in the way of the proposed addition. Sky has been trying to get his refrigeration people to relocate this condenser, and at the same time make the condenser that services the outdoor walk-in freezer able to be moved up when that freezer is elevated to meet the new loading deck height. Barry mentioned that if the new foundation was shortened by a foot on its northern boundary, the deck condenser could remain as it is.*
 - *Tom noted that the plans for the parking lot renovations had been approved and needed to go out to bid. It was noted that JPA had specifically asked to be included in the bid process, and it was decided that an RFP would go out to all earth moving contractors on the island. Tom will get the notification out.*
 - Review Delinquent Loan Situation – Islesboro Oyster, Seth Wilbur
 - *BonnieH reviewed the status of several loans that were not current. She noted that the majority of the current amount loaned out is to JPA, and he has been extremely reliable in paying back his loan. The loan to Looney was fully paid off at the close of her business. Dustin Reidy has resumed his payment schedule after requesting a pause due to illness last summer. She noted that sometimes Dylan appears to be in arrears, but this is not the case as he tends to pay it forward via over-payments when his installment is due. Seth Wilbur notified IESC via email that because of Lyme's disease and family issues he had fallen behind with his loan, but he did state that he would meet his obligations including interest and penalties. TomT noted correspondence with Kim Grindle, acknowledging her delinquency and stating her plan to repay the loan by selling off*

a boat, some land, and the equipment she utilized to run her business. There was notation that Babe Hatch had missed his last payment, but there was high confidence that this was an oversight, and he would reliably pay his loan. Discussion ensued. TomT, RogerH and BonnieH updated the board about in-progress loan discussions. The board consensus was to immediately notify the delinquent loan recipients re their status and encourage them to become current.

- Review Quicksilver Business Proposal
 - *TomT Reviewed the on-going discussions re Quick Silver-like services. Discussion ensued. Board reinforced the need for the QS-like transport of educational students, health emergencies, and for passengers. Janet indicated that she didn't think the town would necessarily expend town money. The board clearly defined that it did not want to be in the marine passenger business, but also clearly resolved to aid the continuation of QS-like operation if it were possible. Details of the discussions with Dillion and Earl were presented, illuminating possibilities and pitfalls. Glad brought up the concept of a possible private/public joint operation, and will look into a charter operation in Camden that may have an interest. LaurenB, as our selectboard member, discussed how she could review these discussion points up when/id the selectboard discussed this topic.*
- Brainstorm how to help island entrepreneurs with financial controls/software, health care, ...
 - *Tom proposed inviting the existing loan recipients to a casual get together in order to exchange ideas and issues that could perhaps aid other prospective clients. To this end he will organize an informal meeting of board members and recipients at his home on 1/1/24 at 4:30pm for an open discussion. Bloody Mary's to abound!*
- Other Business?
- Wrap Up Comments
- Adjourn
 - *A motion to adjourn was made, seconded and approved via a voice vote at 4:15PM*

Islesboro Economic Sustainability Corporation

Balance Sheet

As of February 20, 2024

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
Checking (5715)	67,978.43
MoneyMarket (5798)	203,359.09
Total Bank Accounts	<u>271,337.52</u>
Other Current Assets	
Charles Schwab 6827-0461	
Charles Schwab Cash	112,220.13
Charles Schwab Securities at Face Value	485,000.00
Prepaid Interest & Premium	-2,886.06
Total Charles Schwab 6827-0461	<u>594,334.07</u>
Interest Receivable (Schwab)	1,896.33
Prepayments and Deposits	12,126.00
Total Current Assets	<u>879,693.92</u>
Fixed Assets	
Accumulated Depreciation	-11,878.00
Garage - 115 Main Road	0.00
House - 111 Main Road	189,430.60
Island Market Building	230,224.00
Construction in Progress - Island Market	32,102.00
Island Market Equipment	69,595.21
Land - 111/113/115 Main Road	120,807.81
Total Fixed Assets	<u>630,281.62</u>
Notes Receivable	332,850.89
TOTAL ASSETS	<u>1,842,826.43</u>
LIABILITIES AND EQUITY	
Liabilities	0.00
Equity	
Retained Earnings	1,817,276.10
Net Income	25,550.33
Total Equity	<u>1,842,826.43</u>
TOTAL LIABILITIES AND EQUITY	<u>1,842,826.43</u>

Islesboro Economic Sustainability Corporation

Income by Category - Current Year to Date

July 2023 - January 2024

	HOUSE	ISLAND MARKET	LOANS	NOT SPECIFIED	TOTAL
Income					
Donations				5,000.00	\$5,000.00
Interest Earned			2,476.73	171.11	\$2,647.84
Investment Earnings				18,734.74	\$18,734.74
Rental Income	5,000.00	10,400.00			\$15,400.00
Total Income	\$5,000.00	\$10,400.00	\$2,476.73	\$23,905.85	\$41,782.58
GROSS PROFIT	\$5,000.00	\$10,400.00	\$2,476.73	\$23,905.85	\$41,782.58
Expenses					
Insurance	1,900.00	4,392.27		2,776.00	\$9,068.27
Legal & Professional Services		105.00	105.00		\$210.00
Office Supplies & Software				970.00	\$970.00
Other Business Expenses				132.01	\$132.01
Property Tax	3,218.60	1,707.20			\$4,925.80
Repairs & Maintenance	322.37	2,060.91			\$2,383.28
Total Expenses	\$5,440.97	\$8,265.38	\$105.00	\$3,878.01	\$17,689.36
NET OPERATING INCOME	\$ (440.97)	\$2,134.62	\$2,371.73	\$20,027.84	\$24,093.22
NET INCOME	\$ (440.97)	\$2,134.62	\$2,371.73	\$20,027.84	\$24,093.22

Islesboro Economic Sustainability Corporation
Outstanding Loan Balances
February 20, 2024

	<u>Balance</u>	<u>Last Payment</u>
Babe Hatch	10,033.16	2/2/24
Bruce Babbidge	38,776.13	1/25/24
Dustin Reidy	27,013.94	1/25/24
John Apelquist	133,260.58	2/13/24
Kim Grindle	19,657.31	8/8/23
Loony Mahan	0.00	9/25/23
Seth Wilbur	25,000.00	None (due 9/30)
Silas Babbidge #1	8,191.49	1/27/24
Silas Babbidge #2	36,260.89	1/27/24
Dylan Purington	14,861.56	2/5/24
The Fen	19,795.83	2/8/24
TOTAL	332,850.89	

Islesboro Essential Services & Businesses Survey 2024

The Islesboro Economic Sustainability Corporation (IESC) needs your help to understand what our island's essential services and business are. This annual survey data guides our time and financial investments.

An *essential* business or service is one that is critical for island people to provide in order to support our daily island life. *Non-essential* means it's a nice to have but not essential that an islander provides it for us.

The survey asks separate questions about general, food and health businesses and services. Thank you for helping!

1. Essential on-island businesses? Please check the businesses you feel are essential for island people to provide in order to support your daily life on the island.

- Plumbers
- Electricians
- Painters
- Carpenters
- Landscapers
- Sand, Gravel and Excavation Contractors
- Small Engine Repair
- Auto Repair
- House Cleaning & Maintenance
- Haircare
- Caretakers
- Hardware & Building Supplies
- Boat Yards & Maintenance
- Laundromat

Other (please specify)

2. Health-related services? Please check the health-related services you feel are essential for island people to provide in order to support your daily life on the island.

- Islesboro Health Center
- Islesboro Ambulance Assoc - EMT & EMS
- Boardman Cottage
- In-home services care services
- Counseling
- Physical Therapy
- Rx Delivery
- Telemedicine
- Masseuse

Other (please specify)

3. Food-related businesses? Please check the food-related businesses you feel are essential for island business people to provide to support your daily life on the island.

- Groceries & Food Markets
- Locally Grown Produce, CSA and Farmer's Markets
- Restaurants, Coffee Shops & Cafes - Prepared Food.

Other (please specify)

4. What services, if they were available near the Ferry Terminals, would help support your daily life on the island?

- Uber
- Taxi Service
- Car Share, Rental Alternatives
- Parking

Other (please specify)

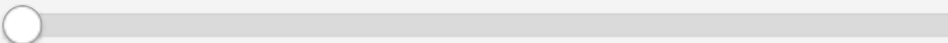
5. How important is an on-island retail gas pump?

Not Important Nice to Have Very Important



6. How important is a public Level 3 (fast) Electric Vehicle charger?

Who cares? Somewhat Important Very Important




7. How many times do you or your family ride Quicksilver?

- Almost every day
- Once or more in a week
- A few times a month
- Less than once a month
- Never

8. How important is an after-ferry-hours transportation service like Quicksilver to Islesboro's quality of life?

Not critical Nice but we can live without it Absolutely essential



9. Should town budget tax dollars be used to subsidize a Quicksilver service?

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

10. Please tell us your thoughts on the current options for deliveries onto the island. For example, USPS, Penobscot Air UPS, FedEx or Dylan Purington's DeliverME for larger items. Are these working for you?

11. Full-time family housing is a recurrent topic on the island. Is the community is doing enough to solve this apparent problem?

- No
- Yes

Comments?

12. If you could choose **ONE** project for IESC to support or promote, what would it be? Be as specific as possible.

13. Do you have other comments or suggestions for the IESC Board to consider?

Islesboro Economic Sustainability Corporation FY2024
Visit us at: www.sustain04848.com

IESC is a quasi-municipal non-profit created by the Islesboro voters in 2019. Our big idea was to solicit private donation dollars to seed a \$1.5-2M working capital fund that could support essential island services and businesses that we need to underpin a vital, full-time community. This fund supports local entrepreneurs creating on-island jobs and attracting new families. We provide mentoring, information, business expansion loans and direct investments in infrastructure projects. The IESC accepts no tax-payer funds and pays its appropriate property tax. It is run by an all-volunteer board appointed by the Select Board and its financials are audited every year by an independent audit firm.

Highlights of this year:

- Improvements to the 111-113-115 Main Road – Island Market Property. We continue to invest in these properties to recondition the home and improve the Island Market infrastructure. Our project to update the market parking lot has been approved by the Planning Board and ready to be implemented. We installed a new septic system for the property, a generator for the market building, a new energy-efficient HVAC system for the market and work is progressing on a remodel of the rear deck entrance and a new staff restroom. We will continue to invest in this property as a keystone of our town center.
- Island Business Loan Program – As of this writing we have \$332,000 loaned to eleven island entrepreneurs. All but two are paid and current. Our loan program is available to all island businesses to help with small equipment purchases, business startup or expansion or equipment down-payment assistance. Loans are extended at minimal interest for 5 years.
- Essential Businesses and Services Survey in January – Our yearly study informs our priorities and loan program focus. Results are published in the Islesboro Island News.

We owe a sincere thank you to all the generous community members who have helped us finance Islesboro sustainability and showed their belief in Islesboro's potential.

We invite everyone to learn more, support us financially or share your thoughts, suggestions, and questions. Tax deductible donations can be made to the "Town of Islesboro" and designated for IESC. Email us at: board@sustain04848.com or visit our website www.sustain04848.com

Board: Roger Heinen, chair; Tom Tutor, vice chair; Bonnie Hughes, treasurer; Barry Wherren, secretary; Janet Anderson, Lois Chiles, Gladstone Jones, and Lauren Bruce