In The Matter Of:

Louisiana Economic Development Corporation Board of Directors

March 10, 2022

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	2
1	MR. ROY:
2	Good morning. I'll call to order the
3	Board of Directors of the Louisiana
4	Economic Development. Good morning.
5	Role Call?
6	MS. SIMMONS:
7	A. J. Roy?
8	MR. ROY:
9	Here.
10	MS. SIMMONS:
11	Louis Reine?
12	Cal Simpson?
13	Charles Jackson?
14	MR. JACKSON:
15	Here.
16	MS. SIMMONS:
17	Brad Lambert?
18	MR. LAMBERT:
19	Here.
20	MS. SIMMONS:
21	Andy Adler?
22	MR. ADLER:
23	Here.
24	MS. SIMMONS:
25	Norisha Glover?

1 MS. GLOVER: 2 Here. 3 MS. SIMMONS: 4 Stephen David? 5 We have a quorum. 6 MR. ROY: 7 All present and awake. I'll ask everyone to please silence 8 9 their devices. And, first order of business here is minutes of February the 10 11 tenth. MS. GUESS: 12 13 Mr. Roy, we don't have these minutes. They weren't ready. We've contacted the 14 15 transcription service, so we'll have them 16 for our next meeting. 17 MR. ROY: 18 Okay. Very good. Next order of business is the LEDC 19 Policy Meeting yesterday. Mr. Cal 20 21 Simpson, the Chairman, couldn't make it 22 today, but Mr. Jackson was there as well 23 as Ms. Glover, and we appreciate all of 24 their time and effort. To that point, 25 they spent three diligent hours going

through things and wading through it, and did an excellent job. And the Board appreciates all of their work, so -- as well as that of staff. Staff has done an excellent job putting all this together. So, collectively, thank you-all for all of your hard work. And, with that said, Mr. Jackson, I think has a recommendation for us?

MR. JACKSON:

Yes, sir. Mr. Chairman. I do have a one page summary that staff reduced it to, to help make it a part of the record that incorporates the changes that may help you make it. As you noted, we did have about a three hour meeting yesterday that was well done, covered both of them, and staff was really very helpful in helping us to understand how those programs are going to work. Unless they are specific questions, Mr. Adler, I think, was the only one that wasn't there. Most of the changes were not super substantial. Probably the biggest three were to add crypto currencies and non-fungible tokens to the

1	list of things that are not acceptable for
2	collateral in both of the programs. We
3	also clarified the handling of personal
4	guarantees as not being part of
5	collateral, but being certainly something
6	that could be offered to help get people
7	through. And, we also have asked staff to
8	look at adding to the language related to
9	interest rate caps to include comptroller
10	currency benchmarks in addition to credit
11	union benchmarks. So, they'll be doing
12	that. So, overall with the changes as
13	noted on the sheet here, it is the
14	recommendation of the Policy Committee
15	that we approve the drafts submitted
16	yesterday on the micro lending program,
17	and on the collateral support program.
18	MR. ROY:
19	Any questions or comments?
20	Hearing none, I'll entertain a
21	motion.
22	MR. ADLER:
23	I'll make that motion.
24	MR. ROY:
25	All right Mr Adlor thank you

1	MR. JACKSON:
2	Second.
3	MR. ROY:
4	Any discussion?
5	Any comments from the public?
6	Hearing none, all in favor aye.
7	ALL:
8	Aye.
9	MR. ROY:
10	All opposed?
11	Without objection, so ordered.
12	Thank you very much, Mr. Jackson.
13	The next order of business, moving
14	right along, with the
15	secretary-treasurer's report. As you
16	might recall, we were not able to make it
17	through the entire agenda last meeting, so
18	we have two secretary-treasurer's reports
19	and two accounts reports.
20	So, Ms. Villa?
21	MS. VILLA:
22	Good morning. I'll give you the
23	secretary-treasurer's report. As of
24	January 27, 2022, on the first page of it,
25	we have our overall budget for FY 22 of

\$18,924,485. We have approved projected expenditures of \$4,430,200 and we have project summary review of \$875,000, which leaves a projected year-end balance of \$13,619,285. You go to the next page, it breaks out our small business credit initiative program, which is currently zero and our financial assistance program, which is \$190,000. So, whenever we get the approved application and projects start to come in for the second round of SSBCI will show up on this page.

On the next page is our capital outlay appropriation. And it's broken up between our EDAP award and our EDRED program. We have projected for that program -- I'm sorry -- we have projected approved expenditures of \$4,430,200 broken up by these projects, and we have a projects in review of \$875,000 that are being reviewed currently. And we have a balance projected of \$10,993,323. In the EDRED program, we have nothing that's expected right now. I think we entered a lot of contracts prior to this fiscal year

and we currently have \$2,435,962 available for future funding.

Onto the next page, we have our general appropriation fund balance available that's protected for FY 22 of \$31,469,092, and we have project commitments of \$16,234,181, which leaves a projected fund balance through, should be, 6/30/22 of \$15,234,911.

On the next secretary-treasurer's report, as of February 23, 2022, we have our budget for the fiscal year of \$18,926,985 and we have still approved project expenditures of \$4,430,200 and we have a balance that's expected for project -- I'm sorry -- we have projects under review of \$1,975,000, which gives us a projected year end balance of \$12,521,785.

Yes, ma'am?

MS. GLOVER:

I just have a question. In capital outlays, I just noticed a slight increase. Is that just interest that is causing that budget to increase funding on the previous

1 report?

MS. VILLA:

The \$16,301,000. Let me go look and see. It could be also that we have recoupments that we received from clawbacks, so it could be that. I'd have to check with staff, but I think that's probably, maybe, the difference there.

Or, I don't think it's interest. I'm looking at -- yeah, because we don't get interest on that now.

MS. GLOVER:

Okay.

MS. VILLA:

But I'll double check and see what
the delta is there. If you go onto the
next page, again, it's the same as January
where we have 190,000. That's in the
Financial Assistance Program and zero
currently in the State Small Business
Program Initiative. For the capital
outlay appropriation, we have a budget of
\$18,736,985 and we also have projects that
are under review under the EDAP program of
\$4,430,200 and the detail of the projects

that are under review as of the February 1 report is \$1,975,000, which leaves a 2 projected balance over-all of \$12,331,785 3 for the two programs together, EDAP and 4 5 EDRED. Our projected FY 21/22 projected 6 7 revenue is \$31 -- I'm sorry -- is 8 \$12,553,595. We had a carryover from an 9 FY 21 of \$18,915,428, which gives you projected fund balance available of 10 \$31,469,092. And our LED project 11 commitments of \$16,234,181. After that, 12 we have available fund balance of 13 \$15,234,911. 14 15 And that concludes both secretary-treasurer reports for January 16 and February. Do you have any questions? 17 18 I look into that delta and get back with you at the next board meeting? 19 Any questions? 20 21 MR. ROY: Questions, comments? 22 23 Any comments from the public? 24 Questions? 25 All right. Hearing none, I'll

1	entertain a motion to approve that portion
2	of the treasurer's report.
3	MR. LAMBERT:
4	So moved.
5	MR. ROY:
6	All right. Second?
7	MR. JACKSON:
8	Second.
9	MR. ROY:
10	All in favor aye, all opposed nay.
11	ALL:
12	Aye.
13	MR. ROY:
14	Motion passes.
15	Ms. Villa, anything else?
16	MS. VILLA:
17	No, sir. Thank you.
18	MR. ROY:
19	Next order of business is the
20	accountant's report.
21	MS. DALGO:
22	Hello. I'm Crystal Dalgo, and I'll
23	be presenting to you the LEDC account
24	status report. The first report I'm going
25	to go over is December 31, 2021. There

were 19 SSBCI 1.0 guaranteed loans totaling \$3,115,228 and the allowance for the SSBCI 1.0 guaranteed loan loss is \$561,349. It's reflected in a blended rate of 18.02 and that's 18 percent current loans and 25 percent allowance for TDS Trucking. They are current as of next month.

As of January 31, 2022, the EDAP loan portfolio has three loans, which is Town of Colfax, City of Bastrop, and Town of Vivian. This portfolio totals \$365,341. The allowance for the EDAP loan losses is \$54,801. It is reflected at 15 percent.

And as of December 31, 2021, again, the EDAP guaranteed loan portfolio is \$846,501 and consists of one loan. The allowance for the LEDC guaranteed loan losses is \$152,370 and it's reflected at the current rate of 18 percent.

Now we move onto the next report.

All right. As of January 31, 2022, there were 19 SSBCI 1.0 guaranteed loans totaling \$3,160,726. The allowance for the SSBCI loan 1.0 guaranteed loan losses

is \$568,931 and is reflected at the 1 current rate of 18 percent. And then as 2 of February 23, 2022, the EDAP loan 3 portfolio still has three loans, Town of 4 5 Colfax, City of Bastrop, and Town of Vivian. That portfolio totals \$362,841 as 6 7 of February 23, 2022. 8 MS. GLOVER: 9 Quick question. MS. DALGO: 10 Uh-huh (yes)? 11 12 MS. GLOVER: I notice in the EDAP loan portfolio, 13 I'm assuming they're paying monthly --14 15 correct me if I'm wrong -- City of Bastrop and Town of Vivian see a decrease, but 16 there wasn't one for the Town of Colfax. 17 18 MS. DALGO: 19 It pays annually, once a year. MS. GLOVER: 20 21 Okay. MS. DALGO: 22 23 And that's in October. And, 24 actually, this October is due for the last 25 payment.

1	MS. GLOVER:
2	Okay. Thank you.
3	MS. DALGO:
4	You're welcome.
5	All right. And the allowance for
6	EDAP loan losses is \$54,426 and is
7	reflected at 15 percent. And then, as of
8	January 31, 2022, the LEDC guaranteed loan
9	portfolio is \$878,080 and consists of one
10	loan. The allowance for the LEDC
11	guaranteed loan losses is \$158,054 and is
12	reflected at the current rate of
13	18 percent.
14	And that concludes my report. Are
15	there any questions?
16	MR. ADLER:
17	Question, clarification on SSBCI 1.0
18	portfolio?
19	MS. DALGO:
20	Uh-huh (yes).
21	MR. ADLER:
22	It looks like January, the guaranteed
23	amount is more than the current amount.
24	I'm assuming the original loan amount was
25	our guarantee?

1 MS. DALGO: The guaranteed amount is 75 percent 2 of the original loan amount and it's that 3 whatever they get a loan for we guarantee 4 5 75 percent. It goes here and it stays there as the guaranteed amount. 6 7 MR. ADLER: 8 Even though the loan -- even though 9 Bobi Jeans's loan is only \$80,900, our guarantee is part of the loan amount? 10 11 MS. DALGO: 12 We just show the reflected guaranteed 13 amount. MS. RANEY: 14 15 That was the original current amount. 16 MR. JACKSON: 17 We update the loan amount at the time 18 that the amount --19 MS. RANEY: At the time the loan account is 20 21 called, we will alter the loan amounts at that time. But it does stay at the 22 23 guaranteed loan amount. 24 MR. ADLER: 25 Thank you, Kelly.

1 MR. ROY: 2 Any other questions, comments? 3 I have one, how much do we think -- I know it's guessing, but how much do we 4 5 think will recycle on round one? MS. RANEY: 6 7 Round one, I'm going to estimate to be \$6.2 million, because that's roughly 8 9 what is approximated to go to collateral support. And, actually, that is not the 10 case. Withdraw another \$3.2 million, 11 because that is added to the collateral 12 support program. So, we look for those 13 dollars to recycle there, at least in 14 15 tranche one. We are intending to utilize 16 recycled dollars for the guarantee program through cycle one, since we do have those 17 18 funds available and reserving SSBCI dollars to fund later any SSBCI. 19 MR. ROY: 20 21 Okay. 22 MS. VILLA:

about two to three million.

I think currently we have roughly

MS. DALGO:

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Three million. 1 MS. VILLA: 2 3 That's currently recycled from the first SSBCI that's available for us. 4 5 MR. JACKSON: That's the earliest loans that paid 6 7 out early? 8 MS. VILLA: 9 That's correct. That's correct. those are available for any loan pickups 10 prior to this getting the new round of 11 funding from the U.S. Treasury. We have 12 those funds available to use for loan 13 guarantee. 14 15 MR. JACKSON: Okay. Because I think the flip side 16 of that question is: We've talked about 17 18 our losses being so very, very low. Most of what we got out of SSBCI just recycled. 19 MS. VILLA: 20 21 That's right. All but one or two 22 percent. We had eight million that went 23 first-round that went to loan guarantee, so that's why when we were presenting, you 24

know, talking with the Board about

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1	allocations, that's why we didn't allocate
2	as much loan guarantee, because we have
3	these recycled dollars from the first
4	round that we knew we currently had in the
5	bank, and we knew it would be rolling off
6	future loans.
7	MR. JACKSON:
8	Now, will those loans be reported as
9	SSBCI 2.0?
10	MS. VILLA:
11	No.
12	MR. JACKSON:
13	So, we're actually going to have a
14	category for recycled?
15	MS. VILLA:
16	We have a separate report today for
17	you-all, because it's not co-mingled with
18	the new restricted funds, because those
19	will be restricted to the federal
20	guidelines for 2.0.
21	MR. JACKSON:
22	Okay.
23	MR. ROY:
24	Do we know what the performance of
25	other states relative to round one, and

how available ratios versus ours?

MS. GUESS:

I'm not sure what other states do,
but I know there was a report that was
published by Treasury at the end of, I
want to say, 2017 when the program ended,
and I don't know if that information was
actually captured, but I can check to see
for next month's and let you know. It was
a combination of the best practices by
every state and to give a final report on
what we actually -- was actually done, and
so we can see what that is.

MR. JACKSON:

Because it certainly would be a pat on the back if we've got an extremely low loss rate relative to the other states, but by the same token that could highlight we're too much of an outlier.

MS. GUESS:

That's right.

MR. JACKSON:

That we need to loosen up a little bit more and we could still be reasonably settled.

1 MS. GUESS:

I want to just point out, too, when we were having prior discussion as Anne mentioned, if we look at our portfolio we'll see the maturity date on the loans. Those are -- I see we have at least three that will be falling off this year, probably, hopefully not before we receive our other dollars, but that will be money that will be going back into our recycled funds on our guarantee program, and that's when those either -- our maturity -- the maturity dates for the end of the loans are -- it will be whether the guarantee will fall off and those funds will go back to our recycled dollars.

MR. ROY:

Very good. Any questions or comments from the public?

Hearing none, Ms. Dalgo, are you finished?

MS. DALGO:

Yes. I was finished.

MR. ROY:

I'll entertain a motion from the

1 Board, to accept the accountant's report. 2 MR. ADLER: I'll make a motion. 3 4 MR. ROY: 5 So moved. MR. LAMBERT: 6 7 Second. 8 MR. ROY: 9 Second. Any further discussion? Hearing none, all in favor aye? 10 11 ALL: 12 Aye. MR. ROY: 13 Motion passes. 14 15 All right. So, it's our privilege to have Mr. Lambert with us here today. He's 16 17 going to give us the President -- the 18 Treasurer's report. 19 MR. LAMBERT: Thank you, Mr. Chairman. 20 21 appreciate the opportunity to be here. Just a handful of things, kind of what's 22 23 going on at LED perspective. As most of 24 you probably know, Monday, March 14th, is 25 the start of the 2022 regular legislative

1 session. It's a non-fiscal session, so a 90 day session. Our top priority will be 2 the reauthorization of the Quality Jobs 3 Program, Statutory Incentive Program, 4 5 really one of our workhorse incentives. It's scheduled to sunset at the end of 6 7 this fiscal year, so there will be a bill 8 that will need to move through the 9 legislature to reauthorize that program. 10 That's really our top priority for these next 90 days. The next day, on 11 12 March 15th, is also an opportunity 13 hopefully to attract some additional federal dollars down to the state as part 14 15 of the American Rescue Plan Act. 16 Economic Development Administration launched a Grow Back Better Grant 17 Challenge. There were 529 applications 18 that went in from all around the country. 19 Louisiana was fortunate to have two of the 20 21 60 semifinalists. That semifinal deadline for submission of those second updated 22 23 applications is Tuesday. The two projects for Louisiana are one that's being led by 24 25 Greater New Orleans, Inc. and really

encompassing all of South Louisiana. called H2TheFuture, kind of a green hydrogen renewable energy project, again, from the energy capital, arguably, in Lake Charles all the way to the tip of the boot, and will -- and opportunities perhaps to deploy offshore wind to then get to shore to help to turn that into green hydrogen and the development of fuel in the future, some of the harder to be (INAUDIBLE) parts of our economy. I think that application is going to request about \$74 million and there will be a 20 percent requirement on the state match. The other project is a biosciences project, really, from Baton Rouge to New Orleans, kind of being led on the north side Pennington Biomedical Research Center and at the southern side of the corridor by the New Orleans BioInnovation Center, NOBC. again, we've got two bites at the apple for some fairly significant kind of transformational type of projects that we could see funding on. March 15th, that's Tuesday, is the second deadline and then

days or so later they could choose 25 of the 30 projects to fund. Again, from a \$25 million range up to as high as \$100 million range. So, again, we're talking about significant dollars potentially transformational projects, both in the biosciences and in the energy transition space. So, another bite at the apple in addition to the SSBCI dollars of attracting federal dollars to the state. There has been a couple of very significant project announcements since the last LEDC meeting on February 10th. On February the 15th, Syrah Resources in Vidalia announced a \$176 million expansion and it's key in that Syrah is going to add about a 180,000 square feet building and processing space and install some of equipment and systems for processing natural graphite into active anode material that's used it lithium-ion batteries for the EV industry. So, again, another one of these energy transition projects. And the expansion comes on the

heels of the December 2021 offtake
agreement from Tesla to Syrah. So, again,
it's a potential link-up with Tesla and
the EV battery space. And then the next
day, February 16th, Origin Materials
announced a \$750 million biomass
manufacturing facility in Ascension
Parish. Key thing about that project, the
company chose to locate on an LED
certified site, 150 acre Parks Geismar
site in Ascension Parish that had already
gone through the EDRED process, and
essentially a much more build-ready site.
So, again, kudos for our site program.

And the last thing that I'll mention is, if you weren't aware, on January 31st, the Louisiana Climate Initiative Task

Force approved the first ever climate action plan for the State of Louisiana.

It's the only climate action plan in a Gulf South state. And so, basically, after about 15 or so months of work, this report was approved. I serve on the Climate Initiative Task Force. Yesterday afternoon we had our first meeting to

begin to turn these words on paper kind of into an implementation phase, so there's going to be a lot of work done over the next 22 months to try to really establish Louisiana as the leader in energy transition space.

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As the governor said yesterday afternoon, it will take and all-of-the-above approach. We will continue to be, for the foreseeable future, a traditional fossil fuel energy state, but there will be numerous different and new forms of energy, like hydrogen, like a carbon capture, like biofuels, like offshore wind, so we are definitely leading forward on this and working very closely with other state agencies, like our State Energy Office within the Department of Natural Resources, the governor's office, coastal activities, as we try to leverage Louisiana's advantage and position the state for the next 30, 40, 50 years in the energy space.

So, those are a handful of things

that I'll mention, and certainly if anybody has any questions I'll try my best to answer them. 3

MS. GLOVER:

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First of all, thank you for that report. That's really a lot of exciting things for the State of Louisiana. the two proposals that you were discussing that are up for consideration by the federal government, the bioscience one that's led by Pennington, what's the size of that proposal?

MR. LAMBERT:

I'm not sure what their final ask is going to be. I can find that out for you and get it back to you. But I do know we heard a report from Anthony Baudoin at GMO, Inc. yesterday afternoon that the H2TheFuture project was going to request about \$74 million. One hundred was the top end of the requests. They came in at about \$74 million. I think it's going to require about a 20 percent state match if they are successful in being awarded that.

MS. GLOVER:

1 Okay. Thank you. MR. ROY: 2 3 Thank you. Any other business for the Board? 4 5 MS. RANEY: We do have the LEDC resolution 6 7 attached to the agenda for review and 8 approval by the Board, which expands the 9 in-house authority to approve loan 10 programs, expanding it from the current small business loan guaranty program not 11 12 to exceed the deposit amount of \$250,000. MR. ROY: 13 Does the staff care to comment for 14 15 us -- to send us to --MS. GUESS: 16 17 There's -- currently, there's a 18 resolution of the Board approved -- that the Board approved back in 2014, I 19 believe, that gave us the in-house ability 20 21 as an internal community within the 22 department to approve loans up to a 23 certain amount and that amount remains at \$500,000. Now that we are -- if approved 24 25 today, the collateral support program we

have to add that to the resolution 1 authorizing and giving staff the green 2 light to include the collateral support 3 deposit that's also not to exceed \$250,000 4 on the staff level. It's sort of like 5 desk authority. 6 7 MR. ROY: 8 Okay. 9 MS. VILLA: And, just like we do with other --10 with these loan guaranty programs, we 11 always give you-all an update at each 12 Board meeting. So, we'd continue that 13 practice with giving an update here on the 14 15 collateral support program in addition to 16 that for any internally reviewed loans that we have. 17 18 MR. ROY: 19 Okay. Any -- pleasure of the Board? MS. VILLA: 20 21 And/or motions? MR. ROY: 22 23 We have a motion to -- motion for the 24 approval of the resolution. Any second? Any discussion? 25

1	MR. JACKSON:
2	Is there any action needed for the
3	micro lending program?
4	MS. GUESS:
5	No. The micro lending program will
6	not be handled internally by our staff or
7	committee as far as the approval process.
8	MR. JACKSON:
9	Okay. So, once one of the lenders
10	has got a candidate in there, we just put
11	the mechanism in place?
12	MS. GUESS:
13	Yes, sir.
14	MR. JACKSON:
15	Okay.
16	MS. VILLA:
17	Us CPAs must think alike, because I
18	asked the same question.
19	MR. ROY:
20	Any comments from the public?
21	Hearing none, all in favor aye.
22	ALL:
23	Aye.
24	MR. ROY:
25	All opposed nay.

Without objection. Thank you very much.

Any other business before the Board?
MS. VILLA:

I just have one comment, maybe Brenda or Kelly would like to elaborate, but we did get notification from U.S. Treasury that the technical assistance component of the SSBCI 2.0, the application deadline has been pushed out. It was going to be in March. It's been pushed out to June, and we also did receive some additional guidelines on SSBCI 1.0. So, regarding the underserved communities and making sure that we employ those into our programs. So, that was the only update I think. If you guys want to elaborate any more on that.

MS. RANEY:

So, the U.S. Treasury office did provide an updated bulletin with an FAQ and expanded upon the definition of social and economically disadvantaged individuals as it relates to SSBCI 2.0 in addition to CDFI investment areas. It is also

1	detailing an interim rule which will allow
2	lenders to provide demographic information
3	of their borrowers that typically may be
4	prohibited, and we are digesting that
5	information as it has just come out, yes.
6	MS. VILLA:
7	And the new deadline?
8	MS. RANEY:
9	I'm sorry. The new deadline for the
10	technical system is June 30th.
11	MS. VILLA:
12	June 30th. Okay.
13	MR. ROY:
14	Okay. Thank very much. Anything
15	else?
16	Hearing none I'll entertain a motion
17	to adjourn.
18	MR. JACKSON:
19	So moved.
20	MR. ROY:
21	Thank you for coming.
22	
23	THE MEETING CONCLUDED AT 10:03 a.m.
24	
25	

REPORTER'S PAGE.

I, Elizabeth A. Brock, Certified Court Reporter, in and for the State of Louisiana, the officer, as defined in Rule 28 of the Federal Rules of Civil Procedure and/or Article 1434(b) of the Louisiana Code of Civil Procedure, before whom this sworn testimony was taken, do hereby state on the Record:

That due to the interaction in the spontaneous discourse of this proceeding, dashes (--) have been used to indicate pauses, changes in thought, and/or talkovers; that same is the proper method for a court reporter's transcription of proceeding, and that the dashes (--) do not indicate that words or phrases have been left out of this transcript;

That any words and/or names which could not be verified through reference material have been denoted with the phrase "(phonetic)."

Elizabeth A. Brock, CCR Certified Court Reporter

	\$54,426 (1)	adjourn (1)	27:17	
\$	14:6	32:17	apparently (1)	В
	\$54,801 (1)	Adler (10)	24:1	_
\$1,975,000 (2)	12:14	2:21,22;4:21;5:22,	apple (2)	back (7)
8:17;10:2	\$561,349 (1)	25;14:16,21;15:7,24;	23:21;24:9	10:18;19:16;20:10,
\$10,993,323 (1)	12:4	21:2	application (3)	15;22:17;27:16;28:19
7:22	\$568,931 (1)	Administration (1)	7:10;23:12;31:9	balance (9)
\$100 (1)	13:1	22:16	applications (2)	7:4,22;8:4,8,15,18;
24:4	\$6.2 (1)	advantage (1)	22:18,23	10:3,10,13
\$12,331,785 (1)	16:8	26:22	appreciate (2)	bank (1)
10:3	\$74 (3)	afternoon (3)	3:23;21:21	18:5
\$12,521,785 (1)	23:13;27:20,22	25:25;26:8;27:18	appreciates (1)	basically (1)
8:19	\$750 (1)	again (9)	4:3	25:21
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