

NORTHEAST ECONOMIC DEVELOPMENT, INC. – NED, INC.
BOARD OF DIRECTORS MEETING
WEDNESDAY, MARCH 26, 2025 - 7 P.M.

City of Norfolk Offices – Training Room, 309 N. 5th St., Norfolk, NE 68701
Columbus Community Building – Room 223, 2500 14th St., Columbus, NE 68601
West Point Chamber of Commerce, 200 Anna Stalp Ave., West Point, NE 68788
Fremont Municipal Building, 400 E. Military Ave., Fremont, NE 68025

The President and Board of Directors reserve the right to adjourn into closed session
as per Section 84-1410 of the Nebraska Open Meetings Act.

AGENDA

- I. Call to Order:** Inform the public about the location of the Open Meetings Act and that it is accessible to the public (LB 898).
- II. Roll Call**
- III. Introduction of Guests**
- IV. Secretary’s Report**
 - A. Consideration for approval of the March 26, 2025, agenda and February 26, 2025, meeting minutes.
- V. Treasurer’s Report**
 - A. Consideration of acceptance of the February 2025 Treasurer’s Report as presented.
- VI. Discussion Items**
- VII. Action Items**
 - A. Consideration for approval to appoint a 2025-2026 budget/nominating committee.
 - B. Consideration for approval of applicant #101799 for housing rehabilitation funds up to the amount of \$35,000.00.
 - C. Consideration for approval of a \$200,000 loan to Norton Treats, LLC in West Point.
 - D. Consideration for approval to accept \$46,000 (+/-) CDBG RLF funds from Knox County for a loan to Premier Cable Services, LLC in Creighton, and approve a loan up to \$50,000 from NED, Inc.’s RLF for a loan to Premier Cable Services, LLC in Creighton.
- VIII. Executive Session** (if needed)
- IX. President/Board Comments**
- X. Next Meeting Date:** The next Northeast Economic Development, Inc., Board of Directors meeting will be on Wednesday, April 30, 2025 at 7:00 p.m. The meeting will be held at Tornado Alley, 507 Avenue E, Wisner, NE 68791. Food will be provided.
- XI. Adjournment**

Rich Jablonski _____ Kurt Dostal _____ Loren Kucera _____
Sally Ganem _____ Jim McCarville _____ Jim Hans _____
Tod William Voss, MD _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

NED, Inc. Board Agenda

Object: Consideration for approval of the March 26, 2025, agenda and the February 26, 2025, meeting minutes.

Contact Person: Mary Fleer, Administrative Assistant

For: Action

Explanation: The March 26, 2025, agenda has been posted on the website. The February 26, 2025, meeting minutes have been posted on the website.

Motion: Consideration for approval of the March 26, 2025, agenda and the February 26, 2025, meeting minutes.

Rich Jablonski _____ Kurt Dostal _____ Loren Kucera _____
Sally Ganem _____ Jim McCarville _____ Jim Hans _____
Tod William Voss, MD _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

NED, Inc. Board Agenda

Object: Acceptance of February 2025 Treasurer’s Report

Contact Person: Jill Godfrey

For: Action

Background:

Northeast Economic Development, Inc.’s (NED, Inc) February 2025 Statement of Financial Position and the Statement of Revenues and Expenditures that reflect the monthly Budget, Actual and Budget Variance. Also stated is the Fiscal Year 2025 budget for the nonaccrual accounts, July 1, 2024 through July 31, 2025, Actual Budget Variance so far this fiscal year and Percent of the fiscal year 2025 Budget Remaining.

Explanation:

Additional Information:

Business Loan Principal Received	98,819.04
Housing Rehab Principal Received	4,798.97
Direct Homebuyer Assistance (DHA) Principal Received	500.00
Business Loan Disbursements	120,000.00
Housing Rehab Loan Disbursements	0
Direct Home Buyer Assistance Loan Disbursements	0
Emergency Home Repairs	0

Business Loan Disbursements:

Loan #625010 Cahoy General Store d/b/a/ Mighty Mojo Coffee \$120,000

NED, Inc. Reuse Funds Available for Lending:

Owner-Occupied Rehabilitation (HOME & Trust): \$ 726,286

Direct Home Buyer Assistance (HOME & Trust): \$ 323,732

Business Revolving Loan Funds (All Sources): \$ 2,570,782

Motion: Consideration for acceptance of the February 2025 treasurer’s report.

Rich Jablonski _____ Kurt Dostal _____ Loren Kucera _____ Sally Ganem _____
Jim McCarville _____ Jim Hans _____ Tod William Voss, MD _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

NED Inc
Statement of Financial Position - Unposted Transactions Included In Report
As of 2/28/2025

	Current Period Balance
Assets	
General Cash	
Loan Payment Account	2,294.77
Cash in Bank-BF #1695334	146,068.61
Business RLF Cash	
IRP Loan Fund-BankFirst 7884171	82,100.62
RLF-BankFirst 7884203	10,463.04
IRP Loan Loss Reserve-BankFirst 7884195	9,576.84
RBEG Loans-BankFirst 7884203	33,875.45
RMAP Loan Fund-BankFirst #7898549	1,312.18
IRP #2 Loan Fund-Bank First #7898560	146,624.45
RMAP LLR Fund-BankFirst #8571	8,040.52
NE Micro Loan Fund BF 7911287	308,758.42
NDO Defederalized BF 1703694	1,903,593.42
IRP #2 Loan Loss Reserve - #7884195	43,473.72
NE Micro Loan Fund #7 BF 7911287	41,451.85
NE Micro Loan Fund #8 BF 7911287	31,711.83
NE Micro Loan Fund #9 BF 7911287	2,850.00
Housing Cash	
Trust DHA - EVB 3035418	260,126.50
HOME Rehab-BankFirst 7858547	460,056.67
Trust Rehab Pinnacle 4400292230	87,567.41
HOME DHA - EVBT 3067890	63,605.11
HOME Rehab Pinnacle 4400292249	124,742.67
Trust Rehab BF 7930372	53,919.58
Receivables	
Grants Receivable	5,732.39
Business RLF Notes Receivable	
Business RLF Notes Receivable	104,393.10
Business IRP Notes Receivable	160,100.20
IRP #2 Notes Receivable	507,909.88
NDO Business Notes Receivables	4,520,017.94
RMAP Business Notes Receivable	181,251.69
NE Micro Loan Receivable	2,052,153.72
Housing Notes Receivable	
DHA Notes Receivable	1,947,199.10
Regional Rehab Notes Receivable	689,146.00
Fixed Assets	
Furniture and Equipment	2,250.00
Accumulated Depreciation	(2,250.00)
Allowance for Uncollectibles	
Allowance for uncollectable losses	(2,930,260.65)
Total Assets	11,059,857.03

NED Inc
Statement of Financial Position - Unposted Transactions Included In Report
As of 2/28/2025

Liabilities	
Accounts Payable	
Accounts Payable	154,841.21
Accounts Payable-Other	250.00
Notes Payable	
RMAP Loan Payable	207,211.88
IRP Loan Payable	137,964.70
IRP #2 Loan Payable	<u>436,382.55</u>
Total Liabilities	<u>936,650.34</u>
Net Assets	
Other	<u>10,123,206.69</u>
Total Net Assets	<u>10,123,206.69</u>
Total Net Assets and Liabilities	<u>11,059,857.03</u>

NED Inc

**Statement of Revenues and Expenditures - Unposted Transactions Included in Report
From 2/1/2025 Through 2/28/2025**

	Current Period Budget	Current Period Actual	Current Period Budget Variance	Total Budget - Original	Current Year Actual	Total Budget Variance	Percent Total Budget Remaining
Revenues							
405	5,000.00	0.00	(5,000.00)	47,000.00	0.00	(47,000.00)	(100.00)%
421	0.00	0.00	0.00	12,000.00	0.00	(12,000.00)	(100.00)%
424	0.00	0.00	0.00	137,570.00	0.00	(137,570.00)	(100.00)%
427	0.00	0.00	0.00	15,000.00	25.00	(14,975.00)	(99.83)%
428	79.67	0.00	(79.67)	1,434.00	0.00	(1,434.00)	(100.00)%
439	10,416.67	0.00	(10,416.67)	250,000.00	0.00	(250,000.00)	(100.00)%
442	0.00	120,000.00	120,000.00	0.00	157,200.00	157,200.00	0.00%
443	2,500.00	0.00	(2,500.00)	30,000.00	0.00	(30,000.00)	(100.00)%
444	250.00	0.00	(250.00)	3,000.00	4,250.00	1,250.00	41.67%
445	0.00	0.00	0.00	0.00	1,400.00	1,400.00	0.00%
451	10,833.33	64,465.51	53,632.18	130,000.00	251,900.46	121,900.46	93.77%
452	116.67	0.00	(116.67)	1,400.00	15,468.07	14,068.07	1,004.86%
453	500.00	1,650.00	1,150.00	6,000.00	1,900.00	(4,100.00)	(68.33)%
454	1,000.00	3,527.89	2,527.89	12,000.00	9,263.69	(2,736.31)	(22.80)%
470	0.00	0.00	0.00	0.00	150.00	150.00	0.00%
471	666.37	0.00	(666.37)	8,000.00	3,467.03	(4,532.97)	(56.66)%
490	3,000.00	4,426.03	1,426.03	11,000.00	38,411.32	27,411.32	249.19%
Total Revenues	34,362.71	194,069.43	159,706.72	664,404.00	483,435.57	(180,968.43)	(27.24)%
Expenditures							
523	16.67	0.00	16.67	200.00	0.00	200.00	100.00%
543	20.83	0.00	20.83	100.00	50.00	50.00	50.00%
548	8.33	0.00	8.33	100.00	7.00	93.00	93.00%
549	0.00	0.00	0.00	12,000.00	0.00	12,000.00	100.00%
553	0.00	0.00	0.00	15,000.00	0.00	15,000.00	100.00%
557	2.08	0.00	2.08	20.00	0.00	20.00	100.00%
558	0.00	0.00	0.00	0.00	12,000.00	(12,000.00)	0.00%
561	987.50	0.00	987.50	7,500.00	12,650.00	(5,150.00)	(68.67)%
572	0.00	2,460.36	(2,460.36)	0.00	675.53	(675.53)	0.00%
573	844.17	380.85	463.32	12,030.00	7,448.89	4,581.11	38.08%
574	19,166.67	0.00	19,166.67	230,000.00	58,964.00	171,036.00	74.36%
580	12,083.33	0.00	12,083.33	145,000.00	0.00	145,000.00	100.00%

NED Inc

**Statement of Revenues and Expenditures - Unposted Transactions Included In Report
From 2/1/2025 Through 2/28/2025**

	Current Period Budget	Current Period Actual	Current Period Budget Variance	Total Budget - Original	Current Year Actual	Total Budget Variance	Percent Total Budget Remaining
584 Rehab Loans Forgiven	2,583.33	0.00	2,583.33	66,000.00	(34,573.71)	100,573.71	152.38%
590 Miscellaneous	0.00	0.00	0.00	0.00	4,608.13	(4,608.13)	0.00%
Total Expenditures	<u>35,712.91</u>	<u>2,841.21</u>	<u>32,871.70</u>	<u>487,950.00</u>	<u>61,829.84</u>	<u>426,120.16</u>	<u>87.33%</u>
Total Revenues Over (Under) Expenditures	<u>(1,350.20)</u>	<u>191,228.22</u>	<u>192,578.42</u>	<u>176,454.00</u>	<u>421,605.73</u>	<u>245,151.73</u>	<u>138.93%</u>

NED, Inc. Board Agenda

Object: To appoint a budget and nominating committee

Contact Person: Mandy Gear, Executive Director

For: Action

Background: On an annual basis a budget and nominating committee is appointed to review and recommend to the full board of directors the next year's budget as prepared by staff and to review and recommend to the full board of directors' new board members and new officers.

Explanation: Last fiscal year this committee consisted of Kurt Dostal, Jim Hans and Sally Ganem.

The following board members have been nominated to serve in 2024-2025: Kurt Dostal, Tod Voss, MD, Sally Ganem.

Motion: Consideration for approval to appoint a 2025-2026 budget/nominating committee.

Rich Jablonski _____ Kurt Dostal _____ Loren Kucera _____
Sally Ganem _____ Jim McCarville _____ Jim Hans _____
Tod William Voss, MD _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

VII. Action Items A

Ned, Inc. Board Agenda Item

Object: Recommendation to approve applicant # 101799 for owner occupied housing rehabilitation funds up to the amount of \$35,000.00

Contact Person: Martin Griffith

For: Action

Background: Level A (66% to 120% Median Income) – 2% Loan up to 20 years

Property Location:	Columbus
House Square Footage:	1010
Cost of Repairs:	\$35,000.00
Cost per Square Foot:	\$34.65
Funding Source:	NED, Inc. 24-TFHO-15012 Grant

Explanation: The house under consideration is structurally sound, in good condition, and after repairs will meet or exceed all of the required Minimum Rehabilitation Standards, therefore is deemed economically feasible for the NED, Inc. Owner Occupied Housing Rehabilitation Program. Funding will be provided by NED, Inc. 24-TFHO-15012 grant.

See list of repairs below.

Repairs

Cover (wrap) any exterior painted wooden surfaces exposed while replacing windows.

Replace eleven wooden sash main floor windows with low e argon gas filled insulated glass units.

Install additional attic insulation required to obtain R-38 value.

Replace the Northwest basement window with an egress type window.

Install two smoke detectors.

Replace rod iron railings on front and rear porches.

Re-install homeowner provided handrail to stairs leading to the basement.

Replace dryer vent hood.

This property is currently valued at - \$175,621.05
After rehabilitation property value - \$201,871.05
1st Lien - Current Mortgage – \$58,250.00
2nd Lien - NWNEN \$20,00000 Down Payment Assistance
3rd Lien - HELOC loan \$17,900.00
NED, Inc. Lien Position - 4th

After Rehab Property Value Calculation:

County: Platte

Tax Valuation: \$166,840.00

% of Value: 95%

100% RE Tax Valuation: \$175,621.05

Total Rehab Spent: \$35,000.00

75% of Rehab Spent: \$26,250

After Rehab Value: \$201,871.05

**2024 tax year
(Pre-Rehab value)**

Recommendation based on the condition of the house, cost of repairs, (Section 4.4 Economic Feasibility for Rehabilitation of the Housing Rehabilitation Guidelines), along with the after-rehabilitation value of house, balance of mortgage, and the lien position of NED, Inc.

Motion: Consideration for approval of applicant #101799 for housing rehabilitation funds up to the amount of \$35,000.00.

Rich Jablonski _____ Kurt Dostal _____ Loren Kucera _____ Sally Ganem _____
Jim McCarville _____ Jim Hans _____ Tod William Voss, MD _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

NED, Inc. Board Agenda

Object: Approve a \$200,000 loan to Norton Treats, LLC in West Point.

Contact Person: Jeff Christensen, NENEDD Business Loan Specialist

For: Action

Background:

Alex and Jamie Norton are planning the purchase of the local Dairy Queen business in West Point. They have formed Norton Treats, LLC as the business entity and Norton Properties, LLC as the real estate holding company. Alex believes the DQ has been in West Point since 1980's at the same location at the corner of Hwy 275 (Lincoln St.) and Garfield St. It used to be a walk up, then dine in/take out, and now full service with a drive thru and mobile ordering. DQ has agreements of modernization every 10 years. The last update was spent on the outside to use the 2.0 DQ look/style. It was completed in 2018/2019.

The West Point Livestock Auction is located just across the street to the south, Ultra Bright car wash, Minnick Funeral Home, and Wagner Tire and Auto Repair are across the street to the east, D&S Tires is adjacent to the north and west of the West Point DQ.

Alex has a bachelor's degree from Wayne State College in Business Management and Human Resource Management. He was the General Manager of the West Point Dairy Queen, owned by Six Averys/Red Spoon Enterprises, from 2017 to 2021. In 2021 he was promoted to the Operations Manager for Red Spoon Enterprises. This involved overseeing the General Managers and store performance of three of the Red Spoon stores including being responsible for expanding their franchises and the startup/building a ground up DQ in Schuyler.

Jamie has an Exercise Science degree from Hastings College and she attended Northeast Community College where she became a Physical Therapy Assistant. In 2018, she became a Certified Manager of the West Point DQ until 2024. She now works for Steffensmeier Insurance Agency as a Customer Service Representative where she is currently training to be a licensed Insurance Agent.

The total project costs are \$1,075,000 which includes \$500,000 for the real estate (land and building), \$75,000 for equipment, and \$500,000 for the Dairy Queen business (good will). Nortons and F & M Bank in West Point are requesting that NED, Inc. provide a loan in the amount of \$200,000 for the purchase of the DQ business. The bank is considering a loan of up to \$875,000. The Nortons will inject \$107,500 for the project. The project will create/retain 10 jobs including Alex.

Explanation:

Sources → Uses ↓	Bank	NENEDD	Equity	Total
Real estate (land & bldg)	\$375,000	\$125,000	-0-	\$500,000
Equipment	\$50,000	\$25,000	-0-	\$75,000
Good Will	\$342,500	\$50,000	\$107,500	\$500,000
TOTAL	\$767,500	\$200,000	\$107,500	\$1,075,000

F & M Bank in West Point is considering a loan for \$875,000. However, they anticipate lending \$767,500. The loan is set up as a regular real estate/commercial loan fully amortized over a 20-year term at an interest rate of 7.29% (5-year variable) In addition to a first deed of trust on the building at 677 S. Lincoln St. in West Point, they will require unlimited personal guarantees from all owners of the purchasing company, 1st lien blanket security agreement on all company chattels and fixtures, and approval from NENEDD.

NED, Inc. will lend Norton Treats, LLC \$200,000 to purchase the West Point Dairy Queen. This loan will have a term of 20 years at an interest rate of 6.50% (fixed). NENEDD will file a subordinate deed of trust on the same commercial real estate owned by Norton Properties, LLC, NED, Inc. will obtain a company guaranty from Norton Properties, LLC, and a UCC filing on all business personal property of Norton Treats, LLC and Norton Properties, LLC. NENEDD will require a personal guaranty from Alex and Jamie Norton and request a life insurance assignment on Alex for the amount of the NED Inc. loan for the life of the loan. NED, Inc. will also file a deed of trust on Norton’s personal residence in Dodge.

The Northeast Revolving Loan Fund (RLF) committee was presented information on credit scores, net worth, collateral, and financial information as part of the loan summary and recommends this loan for approval.

Motion: Consideration for approval of a \$200,000 loan to Norton Treats, LLC in West Point.

Rich Jablonski _____ Kurt Dostal _____ Loren Kucera _____ Sally Ganem _____
 Jim McCarville _____ Jim Hans _____ Tod William Voss, MD _____

Y (In Favor of Motion) N (Against Motion) ABS (Abstain) A (Absent)

NED, Inc. Board Agenda

Object: Approve accepting \$46,000 (+/-) CDBG RLF funds from Knox County for a loan to Premier Cable Services, LLC in Creighton and approve up to \$50,000 from NED, Inc.'s RLF for a loan to Premier Cable Services, LLC in Creighton.

Contact Person: Jeff Christensen, NENEDD Business Loan Specialist

For: Action

Background:

Bill Arnold is planning the buy-out of his two business partners of Premier Cable Services (PCS). They have been in the industry 19 + years. The other two members of PCS also own CenCon of Kansas which does mostly underground construction within the Kansas market. The three of them started PCS in 2021 within the Nebraska market with the intentions of Bill buying them out in the future. Together they have a vast knowledge of all parts of communications from fiber and coax design, planning, and construction of inside/outside plant to fiber and coax splicing, business installs and fiber to the home (FTTH). They currently have two splicers and trailers that are both based out of Nebraska (Central Nebraska/Kearney and Northeast Nebraska/Creighton)

They are equipped with Sumitomo Core Aligning Splicers, a type of fusion splicing machine designed to precisely align the cores of optical fibers before fusing them together, resulting in high-quality, low-loss fiber connections with exceptional accuracy, particularly useful for single-mode fibers. They also have Viavi OTDR'S (Optical Time Domain Reflectometer) which is a device used to measure and visualize the characteristics of a fiber optic cable by sending light pulses through the fiber and analyzing the reflected signals to identify potential faults or issues along the cable route; essentially, it acts as a tool to troubleshoot and maintain fiber optic networks.

Premier Cable Services also networks with contactors around the state of various specialties enabling them to allocate manpower, resources and expertise to accommodate a vast scope of work in a timely matter to fulfill client needs and schedules. Some of the work they are equipped to do would be the following.

- Fiber Testing/troubleshooting
- Coax splicing, and activating copper
- Fiber splicing
- Auditing fiber cases/walk out of existing plant
- Knowledgeable with CWDM (Coarse Wavelength Division Multiplexing), a fiber-optic technology that sends multiple data streams over a single fiber cable. It's a cost-effective way to increase the bandwidth of a network) and DWDM (Dense wavelength-division multiplexing), a technology that combines multiple data streams onto a single optical fiber. It's used in fiber-optic networks to increase bandwidth and transmit large amounts of data.
- Cutovers/Business installs
- Emergency restoration on fiber, coax and
- Underground construction

PCS provides these services to various telecom providers. They are currently the provider to Hamilton Telecommunications since 2013 and Consolidated Telephone Company. Both telecom companies provide services throughout Nebraska and award as much work to PCS as they want. Bill has also worked with the construction manager with Viero on different projects for different companies for the last 15 years. PCS hasn't worked with Viero wireless yet just because PCS has been maxed out on time and workforce and couldn't squeeze them in. However, he will start a project for Viero in June.

The total project costs are estimated to be \$175,000, which includes all equipment, assets, and good will owned by Premier Cable Services LLC. There is no bank involved in this project due to the favorable interest rate of the Knox County RLF. Bill Arnold is requesting that Knox County provide a loan in the amount of up to \$50,000 for the purchase of the business. The current Knox County RLF balance was approximately \$46,000 as of its 12-31-24 program income report. We intend to use the remaining balance of the Knox County RLF and will use \$4,000 (+/-) of NED, Inc's DED Micro loan fund for a total loan of \$50,000. Bill will inject \$11,250 cash towards the purchase of PCS and the remaining cash balance of the company, \$63,750, will go to the two other members. The other two members will also provide a \$50,000 carryback loan. This will retain three jobs and plans to hire two additional persons in the future.

Explanation:

Uses ↓	Sources →	Knox County Balance of RLF	NED, Inc.	Equity	Existing owner carryback loan	Total
LLC Business Assets		\$46,000 +/-	\$4,000 +/-	\$35,000	-0-	\$85,000
Good Will		-0-	-0-	\$40,000	\$50,000	\$90,000
TOTAL		\$46,000	\$4,000	\$75,000	\$50,000	\$175,000

There is no bank involved in this project. Knox County will meet April 3rd to approve approximately \$46,000 (up to \$50,000), or the remaining balance of the Knox County RLF, for this project. These funds will be sub-granted to NED, Inc., as a Non-profit Development Organization (NDO), who will in turn lend approximately \$46,000 (balance of the RLF) to Premier Cable Services, LLC for this project. This is the process approved by the Nebraska Department of Economic Development (DED) to de-federalize CDBG funds in our local communities. NED, Inc. will provide the balance (+/- \$4,000) for a total loan of \$50,000. The \$50,000 NDO loan will have a 10-year term at 3.50% (fixed). Payments will be made to NED, Inc. In the event Knox County funds are not approved and sub-granted, NED, Inc. will provide a \$50,000 10-year loan at 5.50% (fixed).

NED, Inc. will file a first position UCC lien on all the business personal property of Premier Cable Services, LLC, including all vehicles and trailer titles. NED, Inc. will require a personal guaranty from Bill Arnold and request a life insurance assignment from Bill for the amount of the loan for the life of the loan.

The current owners/members will provide a \$50,000 loan to Bill for the purchase of the LLC assets. This loan will have a 3-year term at 8.50%. Bill and the other members anticipate additional cash will accumulate with the business within the next 30 days, which will decrease the amount of the carryback loan.

The Northeast Revolving Loan Fund (RLF) committee was presented information on credit scores, net worth, collateral, and financial information as part of the loan summary and recommends this loan for approval.

Motion: Consideration for approval to accept \$46,000 (+/-) CDBG RLF funds from Knox County for a loan to Premier Cable Services, LLC in Creighton, and approve a loan up to \$50,000 from NED, Inc.'s RLF for a loan to Premier Cable Services, LLC in Creighton.

Rich Jablonski _____ Kurt Dostal _____ Loren Kucera _____ Sally Ganem _____
 Jim McCarville _____ Jim Hans _____ Tod William Voss, MD _____

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