

City of Scottsbluff, Nebraska
Wednesday, July 28, 2021
Regular Meeting

Item 1

Approval of minutes for meeting of July 8, 2021.

Staff Contact: Starr Lehl

CITY OF SCOTTSBLUFF
ECONOMIC DEVELOPMENT APPLICATION REVIEW COMMITTEE
July 8, 2021

A meeting of the Economic Development Application Review Committee was held on July 8, 2021 at 1:30 p.m. at City Hall, 2525 Circle Drive, Scottsbluff, Nebraska.

Present were committee members Jim Trumbull, Marla Marks, Dave Schaff, Hod Kosman, and Dennis Hadden. Also present were Starr Lehl, Economic Development Director, Dustin Rief, City Manager, and Adam Hoesing, Deputy City Attorney.

The meeting was called to order by Vice Chairman Schaff at 1:30 p.m.

It was moved by member Trumbull and seconded member Hadden to approve the Minutes of the May 20, 2021 Application Review Committee Meeting. Voting yes: Marks, Schaff, Trumbull, Hadden and Kosman. Voting no: None.

The next item on the agenda was consideration of an application from Brandon Brown, Brittany McDonald, and Kevin Harriger regarding the purchase of Quick Care Medical Services in Scottsbluff. All three applicants were available to present on their application.

The Applicant is presenting an application to assist with the purchase of the Quick Care Medical Urgent Care business in Scottsbluff Nebraska. All three applicants are current employees of the business, and are seeking to obtain funding from the City in order to purchase the business and the assets of the business as a going concern from the owner. The Applicants stated that there was a potential the business could close if the current owner could not locate buyers for the business. The current owner is physically unable due to illness to continue owning and operating the business much longer. Currently, the business has about 18 employees, and the applicants would attempt to increase employment by roughly four employees in the next three to five years through the growth of corporate cliental. The Applicants stated that the current business has about 150 corporate clients, which generally are businesses that provide referrals or that direct their employees to the business for their employees urgent care needs. The Applicants also stated that the business provides a needed service to the community, in that it decreases the burden upon other urgent care facilities, including the emergency room at the hospital, to provide primary and urgent care services.

The Applicants stated that as part of the purchase, they would be assuming a \$150,000 loan currently with the SBA that was provided by the SBA as part of the pandemic economic stimulus. The loan had a very low interest rate, and included a very favorable amortization schedule with a low payment per month. Outside of that, the Applicants were seeking to buy the assets of the business from the current owner, which would include an X-Ray machine, chair, exam tables, computer, and general office equipment.

The Applicants were asked by the Committee what other urgent care and primary care services are being provided in the area. The Applicants believe that current competitors are Urgent Care owned by Regional West, Complete Care Family Practice LLC, a clinic in Torrington

Wyoming, and the emergency room at the hospital. The Applicants stated that current patients for the Quick Care Clinic include patients from around the Panhandle of Nebraska, as well as patients from Eastern Wyoming and Northern Colorado. The business does attract multi state patients and provides services to many within the greater Panhandle area. The Committee also asked the Applicants whether they reside in the community. Dr. Brown states that he resides in California and commutes both by technology and once a month in person. Ms. McDonald lives in Cheyenne Wyoming and commutes, and Mr. Harriger lives locally.

The Applicants were also asked if they had alternative plans if the full amount of funding requested from the Committee and the City was not approved. The Applicants stated they would have to renegotiate or re-discuss the terms of the purchase from the current owner of the business and that there was some flexibility if that were to occur. The Applicants were asked regarding the ownership of the building for the clinic, and as part of purchase the Applicants stated that they would receive a five-year lease that included a right of first refusal as well as an option to renew or purchase at the end of the five years.

Following presentation from the Applicants, the Committee discussed possible funding of assistance for the Applicants. General discussion was concern with the lack of clarity or preciseness of the manner in which Applicants would be purchasing the current business from the owner. It was felt that there were too many unknowns to move forward with funding the application, and staff was directed to request more information from the Applicants regarding outstanding issues for the Committee. Therefore, no action was taken on the application and the matter was continued to a further time upon receipt of further information.

Following discussion and direction to staff, the Meeting was adjourned at 2:30 p.m.



Starr Lehl, Economic Development Director