



Minutes
of the
Community Investment Committee
The Industrial Development Authority of the County of Maricopa
(the “Authority”)

Date: March 3, 2015, 12:00 p.m.

Place: Ryley Carlock & Applewhite
One North Central Avenue, 12th Floor
Phoenix, Arizona 85004

Present: Victor D. Vidales, William McAllister and Charles P. Thompson
(Gregg Ghelfi was also present)

Absent: David Adame

Executive Director: Shelby L. Scharbach

Administrators: Janis L. Larson and Kathleen Jakubowicz

Attorney: John J. Fries and William F. Wilder

Guests: None

Mr. Vidales called the meeting to order at 12:10 p.m., noting the presence of a quorum.

The Authority’s Community Investment Committee (“CIC”) met to discuss, consider and take legal action as determined on the following:

- 1. CONTINUED DISCUSSION REGARDING AN AUTHORITY LOAN AND GRANT POLICY, INVESTMENT OF AUTHORITY FUNDS THROUGH THE ENGAGEMENT OF ARIZONA COMMUNITY FOUNDATION (“ACF”) TO ASSIST IN GRANT PROCESS AND RELATED MATTERS, CONSIDERATION OF PROPOSED BOARD RESOLUTION, AND ACTION AS DETERMINED.**

Mr. Vidales referred to the minutes distributed in the Committee Member packages.

MOTION by Mr. McAllister and seconded by Mr. Thompson to approve the minutes from the February 3, 2015 Community Investment Committee meeting.

The motion passed unanimously by a vote of (3-0).

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Mr. Fries reviewed the proposed resolution previously distributed to the Committee Members.

After discussion regarding the proposed resolution, it was determined the name of the donor advised fund in Section 1 of the resolution would be changed to "Maricopa County IDA Community Investment Fund."

Ms. Scharbach said she will report to the Board at least quarterly regarding the status of the investments with Arizona Community Foundation ("ACF"). The investment reporting statement by the Executive Director will also be added to the resolution.

MOTION by Mr. Thompson and seconded by Mr. McAllister to recommend to the full Board the form of proposed resolution with the changes discussed.

The motion passed unanimously by a vote of (3-0).

It was estimated the grant program should be available by the beginning of June 2015.

Mr. Fries explained that ACF recommended the Authority narrow down its scope of acceptable applicants/projects for grant requests.

Mr. McAllister explained that the normal application process will be done in two cycles per year. An applicant will first submit a letter of interest for a grant through ACF's website. ACF will vet and approve the applicant and forward the request to the CIC. If approved by ACF and the CIC, ACF will notify the applicant that they may submit an application for the grant. The CIC will then have the ability to interview the various applicants prior to recommending the application(s) to the full Board.

Mr. Thompson said he would like to see some type of recommendation by ACF for grant requests.

3. CONSIDERATION OF ASU PROPOSAL FOR VETERAN SCHOLARSHIPS, AND ACTION AS DETERMINED.

Ms. Scharbach said she received this proposal from Eric Spicer of Arizona State University (“ASU”), and the request is being sponsored by Mr. Thompson.

Mr. Thompson explained that this grant request is for scholarship monies that would be used to train veterans in the teaching field or various areas of the healthcare industry. Mr. Thompson said retention rates for veterans in these particular fields are much higher than normal retention rates in the same fields. He noted ASU is hoping to receive a grant to be used for the next academic year.

There were questions whether veterans already receive ample funding through government programs.

After much discussion, the Committee agreed to hold this matter until the moratorium ends. Ms. Scharbach agreed to contact Mr. Spicer to notify him of the continued moratorium.

It was noted that ASU will also be requesting grant funds for their Summer Health Institute Program. Ms. Scharbach will notify them of the continued moratorium.

Ms. Scharbach said she also has numerous “pending” grant requests, and she will continue to apprise the potential applicants of the moratorium.

4. DISCUSSION REGARDING GREATER PHOENIX ECONOMIC COUNCIL VELOCITY PROPOSAL.

Mr. Ghelfi said he met with Margery Brown of Greater Phoenix Economic Council (“GPEC”) to discuss the Authority’s concerns with the Velocity program. Mr. Ghelfi noted he had also been made aware of some concerns from members of the Maricopa County Board of Supervisors with this program. GPEC will be working through some of the issues to alleviate the concerns of the Authority and the Supervisors. Mr. Ghelfi said he plans to meet again with Ms. Brown.

2. DISCUSSIONS AND ACTION AS DETERMINED REGARDING ESTABLISHING A MARKETING PROGRAM.

Ms. Scharbach distributed a number of documents relating to business development and reviewed the same. Ms. Scharbach laid out a number of ideas that the Committee may want to consider for developing new business, including how to attract new tax-exempt financings, creating new products, building relationships with the community and existing and past clientele, marketing, redesigning the website, the possibility of staffing a business development person, and building a workforce program.

Mr. Wilder suggested that one way of building a stronger relationship with one of the Authority's current clients is offering a predevelopment loan for the construction of a new facility, which could later be paid back out of bond proceeds.

Committee Members discussed inviting the full Board to the next CIC meeting in order to receive input for business development, after giving the Board a brief overview at the March 10th Board meeting.

The Committee agreed to meet again at noon on April 7, 2015.

ADJOURNMENT:

With no further business to come before the Community Investment Committee, the meeting adjourned at 1:45 p.m.