

Minutes
of the
Regular Meeting of Board of Directors of
The Industrial Development Authority of the County of Maricopa
(the "Authority")

Date: April 9, 2019, 9:30 a.m.

Place: Maricopa County Administration Building
Board of Supervisors Conference Room
301 West Jefferson, 10th Floor
Phoenix, Arizona

Presiding: Jeremey Stawiecki

Present: Jeremey Stawiecki, Ronald J. Castro, Jr., Rebecca Burnham,
Steven Bales, Jr. (telephonically), Jim Rounds (telephonically),
Maria Spelleri (telephonically) and Ron Westad
(telephonically)

Absent: Lisa A. James

Executive Director: Shelby L. Scharbach

Administrators: Janis L. Larson and Kathleen Jakubowicz

Business Development
Officer: Gregg J. Ghelfi

Attorney: William F. Wilder and John J. Fries of Ryley Carlock &
Applewhite

Mr. Stawiecki called the Regular Meeting of the Board of Directors of the Authority to order at 9:31 a.m., noting the presence of a quorum.

1. APPROVAL OF MINUTES OF THE REGULAR MEETING OF THE BOARD HELD ON MARCH 12, 2019.

On motion made by Ms. Burnham and seconded by Mr. Castro, the minutes of the March 12, 2019 Regular Meeting were approved as submitted.

The motion passed unanimously by a vote of (7-0).

2. PRESENTATION AND UPDATE FROM UMOM REPRESENTATIVES REGARDING THE WORKFORCE INNOVATION PROGRAM.

Ms. Scharbach introduced Steven Stivers, Chief Operating Officer of UMOM, to update the Board on the progress of UMOM's Workforce Innovation Program.

Ms. Scharbach reminded the Board Members of the two grants the Authority gave to UMOM in the past – (a) \$200,000 in August 2015 for the UMOM New Day Centers, (b) along with approximately \$1,400,000 in September 2017 (awarded over a period of two years) for their Workforce Development Innovation Program.

Mr. Stivers reported UMOM adopted a new workforce development strategy that integrates workforce as a critical component of their case management services across all of UMOM's 15 different programs. Rather than just having housing case managers, there are case managers that work with their clients on housing and income. UMOM also shifted from doing job fairs where clients received information about the existence of jobs to actual hiring events. UMOM has an employer network whereby they receive commitments from those employers that they have actual job opportunities to offer on site or immediately following every hiring event. UMOM typically hosts two large hiring events per month, which have approximately 10 to 20 employers attending. UMOM also holds weekly events for a featured employer.

UMOM opened a New Day Employment Center at their main campus in January 2019. More than 40 UMOM clients visit the center to work on workforce development every day. There are also job readiness programs in that center, along with GED classes, vocational training, computer labs and resources to obtain and retain employment.

Since opening the center, workforce development engagement has increased by 22%.

One of UMOM's goals for the grant was to ensure they assist 350 clients per year to obtain a job. In 2018 UMOM supported over 750 clients with obtaining jobs, and anticipate that number should rise in 2019 with the opening of the New Day Employment Center.

Another goal for the grant was to access at least 350 clients, those being homeless families, single women and youth, to identify the appropriate interventions depending upon their unique needs. In 2018, UMOM accessed 1,000 clients.

Training and education is a large part of the grant as well. 100% of the clients UMOM works with are now offered opportunities in training and education. Once UMOM moved to workforce development and integrated all 15 programs they operate, they built in assessments to make sure that with every conversation UMOM's staff has with their clients they talk about housing and income.

Mr. Stivers also reported on UMOM's Homegrown Training course, which is a 6-week food service training program including 3 weeks of barista training and 3 weeks of culinary training.

UMOM also partners with St. Joseph the Worker in a common shared space which allows for shared job leads and specialists.

Mr. Stivers explained that the Authority's grant allowed them to make sure they are giving all of the resources they need to their clients to assist them in retaining jobs – making sure their clients have the proper clothes, transportation, etc.

The Authority's grant has sparked energy and life into the workforce development initiative of UMOM and has helped UMOM to sustain those efforts as they continue to grow their shelter, housing, and youth programs.

Mr. Stivers thanked the Authority for their support.

3. LEGISLATIVE REPORT, DISCUSSION AND ACTION AS DETERMINED.

Courtney LeVinus was in attendance to report on current issues.

Ms. LeVinus explained there are no major legislative issues pending that would affect industrial development authorities.

Ms. LeVinus reported on miscellaneous matters happening in the House and Senate. April 23, 2019 will be the 100th day in session, which is statutorily when session is supposed to be over; however, it is anticipated the Legislature will vote to continue session for as long as they need to finalize their outstanding work.

4. ORAL REQUEST FROM BRISBEN TIERRA ANTIGUA LIMITED PARTNERSHIP, OWNER OF TIERRA ANTIGUA APARTMENTS, FOR THE AUTHORITY TO WAIVE THE 30-DAY NOTICE OF PREPAYMENT OF THE AUTHORITY LOAN, AUTHORIZATION FOR EXECUTIVE DIRECTOR TO EXECUTE A WAIVER INSTRUMENT AND ACTION AS DETERMINED.

Mr. Wilder explained the Authority issued bonds for the Tierra Antigua Apartments in 2001, which were refinanced in 2010. FreddieMac currently owns all of the bonds. The project owner plans to sell the project and close in April 2019. The bond documents require a 30-day notice be given for the prepayment of the loan to the Authority. The project owner is requesting a waiver of the 30-day notice.

After further discussion and upon motion made by Ms. Spelleri and seconded by Mr. Bales, the following was adopted:

RESOLVED to authorize the Authority's Executive Director to execute a form of waiver, as approved by counsel to the Authority, waiving notice to the Authority of the intention of Brisben Tierra Antigua Limited Partnership to prepay the loan by the Authority of the proceeds of the bonds issued by the Authority for the acquisition and construction of the Tierra Antigua Apartments project.

The motion passed unanimously by a vote of (7-0).

5. FINANCIAL REPORT.

Ms. Scharbach referred to the unaudited financial statements for the period ended March 31, 2019. A copy of the unaudited financial statements is attached hereto.

Ms. Scharbach reviewed the March 31, 2019 unaudited financial statements and answered questions regarding the same.

Ms. Scharbach reminded the Board of the grants awarded by the Authority over the past six years totaling \$23.6 million.

6. DISCUSSION AND ACTION AS DETERMINED REGARDING THE 2012 HOME IN FIVE ADVANTAGE MORTGAGE ORIGINATION PROGRAM.

Ms. Scharbach explained the program is beginning to pick up again with the changes that were recently made to the program.

Mr. Ghelfi reported the mortgage interest rates are lower and now more competitive with the State's program, with more options than the Authority's prior program.

Mr. Ghelfi referred to the Freddie Mac's HFA Advantage Cashflow Program, which is a 10-year forgivable down payment assistance program, wherein Freddie Mac funds the additional down payment assistance. Freddie Mac requires a housing finance authority to serve as a conduit for payment of the down payment assistance funds. The resolution before the Board is an authorization for the Authority to be a conduit whereby Freddie Mac would pay monies to the Authority, and then the Authority would, in turn, transfer the funds over to George K. Baum.

After further discussion and upon motion made by Ms. Burnham and seconded by Mr. Castro, the following was adopted:

RESOLVED to adopt the Resolution in the form presented to the meeting authorizing Shelby L. Scharbach, Kathleen Jakubowicz and Janis L. Larson as authorized employees under the Federal Home Loan Mortgage Corporation HFA Advantage Cashflow Program.

The motion passed unanimously by a vote of (7-0).

7. PAYMENT OF INVOICES.

Ms. Scharbach referred to the invoices previously distributed to the Board Members for the month ended March 31, 2019.

Ms. Burnham moved to approve the payment of invoices as submitted for the period ended March 31, 2019. Ms. Spelleri seconded the motion.

The motion passed unanimously by a vote of (7-0).

8. BUSINESS DEVELOPMENT OFFICER.

Mr. Ghelfi reported Banner Health has now resumed its bond financing started back in 2018 that was temporarily put on hold.

Mr. Ghelfi reminded the Board of the upcoming Authority/Ryley Carlock & Applewhite joint event to be held at Lon's at the Hermosa Inn on April 17, 2019 and the Dress for Success/St. Joseph the Worker check presentation to be held at 11:00 a.m. on April 18, 2019 at their facility on Buckeye Road.

9. PRESIDENT'S REPORT.

Mr. Stawiecki has no report.

10. EXECUTIVE DIRECTOR'S REPORT.

Ms. Scharbach had no report.

11. LEGAL COUNSEL REPORT.

Mr. Wilder reiterated the Banner Health financing is back on track.

12. COMMENTS FROM BOARD MEMBERS.


There were no comments from the Board Members.

13. CALL TO THE PUBLIC.

No members of the public commented.

ADJOURNMENT

With no further business to come before the Authority, upon motion made and duly seconded, the Regular Meeting was adjourned at 10:15 a.m., without objection.

A handwritten signature in blue ink is written over a horizontal line. The signature is stylized and appears to be the initials 'JH'.