

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

Date: October 8, 2024, 9:30 a.m.

Place: GoToMeeting – virtually

Presiding: Rebecca Burnham

Present: Rebecca Burnham, Lisa A. James, Ronald J. Castro, Jr.,
Jeremey Stawiecki, Jose Martinez, and Leah Landrum Taylor

Absent: Vanessa Valenzuela Erickson and Freddie Bracamonte

Executive Director: Shelby L. Scharbach

General Counsel: Julie Arvo MacKenzie

Special Counsel: Brigitte Finley Green of Squire Patton Boggs

Administrators: Janis L. Larson, Mary Misic and Adriana Taylor

Guests: Courtney LeVinus, Ty Lorts, Chuck LeVinus and Chris
Camacho

Ms. Burnham called the Regular Meeting of the Board of Directors to order at 9:32 a.m., noting the presence of a quorum.

1. APPROVAL OF MINUTES OF THE REGULAR MEETING OF THE BOARD HELD ON SEPTEMBER 17, 2024.

On motion made by Mr. Stawiecki and seconded by Mr. Castro, the minutes of the September 17, 2024, Regular Meeting were approved as written.

The motion passed unanimously by a vote of (5-0).

2. DISCUSSION AND ACTION AS DETERMINED REGARDING A GRANT REQUEST FROM SUSTAINABLE HOME IMPROVEMENT LOANS OF ARIZONA (“SHILA”) – GREEN BANK.

Ms. James joined the meeting at 9:34 a.m.

Ty Lorts and Chuck LeVinus of Sustainable Home Improvement Loans of Arizona (“SHILA”) were present in support of the grant request.

Mr. Lorts explained that SHILA provides low-to-moderate income homeowners with low cost, unsecured home improvement loans in an attempt to keep the homeowner in their homes and address the affordable housing crisis. Sustainable home improvements also help the environment, along with providing jobs for contractors.

Mr. Lorts said SHILA has a partner in Florida that has been providing sustainable home improvement loans for the past 14 years. That partner has also provided the loan capital for SHILA.

Mr. Lorts requested a one-time grant in the amount of \$500,000 for SHILA’s green bank project to cover administrative costs. The grant will enable SHILA to issue between \$5 to \$8 million in home improvement loans for low-to-moderate income homeowners in Maricopa County.

Mr. Castro added there is a significant amount of federal funding available to homeowners in Arizona; however, those funds must go through a green bank. Federal funding was made possible through the Infrastructure Investment and Jobs Act and the Inflation Reduction Act.

Mr. Castro remarked a project such as this would have substantial benefits to the citizens of Maricopa County, would align with the Authority’s Mission Statement, and provide economic development opportunities, environmental benefits and social benefits.

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

RESOLVED to approve a grant to Sustainable Home Improvement Loans of Arizona for their green bank project in the amount of \$500,000.

The motion passed unanimously by a vote of (6-0).

3. DISCUSSION AND ACTION AS DETERMINED REGARDING A GRANT REQUEST FROM GREATER PHOENIX ECONOMIC COUNCIL – INTERNATIONAL PROGRAM.

Chris Camacho of Greater Phoenix Economic Council (“GPEC”) explained that GPEC is requesting a \$500,000 grant commitment from the Authority that would, hopefully, be supplemented by a request of \$250,000 to the City of Phoenix along with the use of private sector resources with a focus on expanding international business development and marketing branding work that has been in the works for the last several years.

Mr. Camcho explained that GPEC has now elevated the percentage of their total pipeline to 27% (as compared to 4% in 2017) for international companies like bioscience, semiconductor and advanced electronic companies considering investing in the United States.

This grant will allow GPEC to market to these companies to drive high wage jobs to Maricopa County.

Mr. Castro added this is a 3-year program and the benefit to the County is substantial from an economic development perspective. The local economy is hot, and Phoenix is becoming a world-class city, partially because of the great work being done by Mr. Camcho/GPEC. Mr. Castro said his opinion is that it is the Authority's duty to "strike while the iron is hot." GPEC currently has approximately 60 prospects in the pipeline and reported that Mr. Camacho expects within the first year of this grant, they should be able to double the number of prospects.

Mr. Castro said he fully supports GPEC's grant request.

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

RESOLVED to approve a grant to Greater Phoenix Economic Council for their international marketing project in the amount of \$500,000.

The motion passed unanimously by a vote of (6-0).

Ms. Burnham thanked Mr. Castro for his review of the grant proposals and explained to Board Members she had previously asked Mr. Castro to review the grant proposals submitted today as Mr. Castro always takes a hard look at whether an investment is worthwhile. Ms. Burnham said other Board Members are welcome to participate in the review process in the future.

4. LEGISLATIVE REPORT, DISCUSSION AND ACTION AS DETERMINED.

Courtney LeVinus updated the Board on Legislative matters and the pending elections. Ms. LeVinus reported that Arizona's income is higher than estimated in the State's budget by at least \$119 million at this point.

The Arizona Department of Housing went through a sunset review process, including the Auditor General's review of the Department's transactions. The review pointed out the Department lacks some performance measurements and safeguard protections. The Department is implementing corrective measures.

Ms. LeVinus then reported on the ongoing elections and responded to Board Member questions.

5. FINANCIAL REPORT.

Ms. Scharbach referred to the financial statements for the period ended September 30, 2024, and reviewed the same. Ms. Scharbach said she was comfortable with consideration of the three grant requests that came before the Board in August because of the Authority's healthy net position. Fee income has declined from the previous years, mainly due to the decrease in the use of the Home in Five "Advantage" program; however, at some point in the future, the Authority will start seeing revenue from the Home in Five "Platinum" program.

Ms. Scharbach pointed out that the trend for administrative fees is now to pay a one-time upfront fee, rather than semi-annual payments over the life of the bonds.

Ms. James left the meeting at 10:12 a.m.

6. PAYMENT OF INVOICES, AND ACTION AS DETERMINED.

Ms. Scharbach referred to the invoices previously distributed to the Board Members for the month ended September 30, 2024, and requested approval by the Board.

Ms. Landrum Taylor moved to approve payment of the invoices as submitted for the month ended September 30, 2024. Mr. Castro seconded the motion.

The motion passed unanimously by a vote of (5-0).

7. PRESIDENT'S REPORT.

Ms. Burnham had no report.

8. EXECUTIVE DIRECTOR'S REPORT.

Ms. Scharbach introduced Adriana Taylor, who will be replacing Janis Larson after her retirement.

9. LEGAL COUNSEL REPORT.

Ms. Arvo MacKenzie referred to the legal counsel report included in the Board Member packages and updated the Board on pending potential bond issues. Three or four bond financings will be closing in the very near future and a few others will close in January 2025, if they receive volume cap.

Ms. Arvo MacKenzie also reported she is in the process of updating the Authority's bond financing application. Ms. Arvo MacKenzie then updated the Board on the Home in Five programs.

10. COMMENTS FROM BOARD MEMBERS.

There were no comments from the Board.

11. CALL TO THE PUBLIC.

No members of the public commented.

ADJOURNMENT

With no further business to come before the Authority, the Regular Meeting adjourned at 10:21 a.m.


