

In The Matter Of:

*Rio Nuevo
Board Meeting*

August 25, 2020

August 25, 2020

Kathy Fink & Associates

2819 E 22nd St

Tucson, AZ 85713

520/624/8644



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2 RIO NUEVO MULTIPURPOSE FACILITIES DISTRICT
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8 BOARD MEETING
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10 Tucson, Arizona
11 August 25, 2020
12 1:00 p.m.
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17 REPORTED BY:
18 John Fahrenwald, RPR
19 Certified Reporter No. 50901
20
21
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1
2 **BOARD MEMBERS PRESENT:**
3 Fletcher McCusker, Chair
4 Chris Sheafe, Treasurer
5 Mark Irvin, Vice-Chair, Secretary
6 Edmund Marquez
7 Jeffrey Hill
8
9 **ALSO PRESENT:**
10 Mark Collins, Board Counsel
11 Brandi Haga-Blackman, Operations Administrator
12 Dan Myers, Chief Financial Officer
13 * * * *
14
15 BE IT REMEMBERED that the meeting of the Board of
16 Directors of the Rio Nuevo Multipurpose Facilities District
17 was held via ZOOM, in the City of Tucson, State of Arizona,
18 before JOHN FAHRENWALD, RPR, Certified Reporter No. 50901,
19 on the 25th day of August, 2020, commencing at the hour of
20 1:00 p.m.
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22
23
24
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1 PROCEEDING
2
3 **CHAIRMAN McCUSKER:** 1:01. We'll call this
4 meeting of the Rio Nuevo District Board to order. I don't
5 have a gavel, but there you go. Meeting called to order.
6 And if I was smart, I'd have kept the agenda
7 close by.
8 **MR. COLLINS:** If you look at the PDF that I
9 showed you it has an agenda on the front end of it.
10 **CHAIRMAN McCUSKER:** So let's do the pledge.
11 It's probably simplest for me to lead that. Let's try that.
12 We are doing the under God version in case.
13 (Pledge was recited.)
14 **CHAIRMAN McCUSKER:** Brandi, go ahead and call
15 the roll.
16 **MS. HAGA-BLACKMAN:** Chris Sheafe.
17 **TREASURER SHEAFE:** Here.
18 **MS. HAGA-BLACKMAN:** Fletcher McCusker.
19 **CHAIRMAN McCUSKER:** I'm here.
20 **MS. HAGA-BLACKMAN:** Edmund Marquez.
21 **MR. MARQUEZ:** Here.
22 **MS. HAGA-BLACKMAN:** Jeffrey Hill.
23 **MR. HILL:** Here.
24 **MS. HAGA-BLACKMAN:** Mark Irvin.
25 **MR. IRVIN:** I am here.

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1 **CHAIRMAN McCUSKER:** In the Reagan White
2 House.
3 **MR. IRVIN:** In the Reagan White House.
4 **CHAIRMAN McCUSKER:** And Jannie Cox is an
5 excused absence, so indeed we have a quorum.
6 You have the minutes sent to you in your
7 packet. They are transcribed. So unless you have a
8 question, concern, or change, someone can move to approve.
9 **MR. IRVIN:** Motion to approve.
10 **MR. MARQUEZ:** Second.
11 **CHAIRMAN McCUSKER:** All in favor say "aye."
12 (Ayes.)
13 **CHAIRMAN McCUSKER:** And, John, you're
14 following all this?
15 **THE COURT REPORTER:** Yes.
16 **CHAIRMAN McCUSKER:** And this is the time set
17 for Executive Session. We need a motion to recess.
18 **MR. IRVIN:** So moved.
19 **MR. MARQUEZ:** Second.
20 **CHAIRMAN McCUSKER:** All in favor say "aye."
21 (Ayes.)
22 **CHAIRMAN McCUSKER:** So we're going to leave
23 this meeting and click on the link for Executive Session.
24 (Recess at 1:04 p.m.)
25 (Record resumes at 2:05 p.m.)

1 **CHAIRMAN McCUSKER:** Good afternoon, everyone.
2 We're waiting for the Board to reconvene. As soon as I have
3 a quorum, we'll call the meeting back to order. I'm showing
4 35 participants.
5 I'll take a motion to reconvene.
6 **TREASURER SHEAFE:** So moved.
7 **MR. MARQUEZ:** Second.
8 **CHAIRMAN McCUSKER:** All in favor say "aye."
9 (Ayes.)
10 **CHAIRMAN McCUSKER:** Thank you. Good
11 afternoon, everyone. We took exactly an hour for Executive
12 Session. We were apparently pushing our limits with our
13 Zoom account. But thank you for your participation.
14 You can see this is a relatively short
15 meeting. Some remarks from the peanut gallery. I think at
16 the last meeting I might used the word "schizophrenic" to
17 describe how we feel about everything right now. And some
18 people have suggested maybe I'm more unstable than I'd
19 thought.
20 But it's a very trying time for those of us
21 that are in economic development. On one hand, the very
22 survival of everything that we built is at-risk. And we're
23 very worried about the arts. If you look at the Fox Theatre
24 and the Rialto -- and the ballet and the symphony -- and of
25 course our arena is dark -- the essence of our downtown.

1 this. And I think you're going to see our downtown thrive.
2 And as you'll hear us talk about today -- create some real
3 dilemmas for us because we're also focused on our own
4 survival. But the most important thing for us is that the
5 people that feed into the Rio Nuevo system survive all this.
6 So, Dan, your financial report becomes really
7 important as we think about these things now. So tell us
8 how we're doing.
9 **MR. MEYERS:** This is Dan Meyers, CFO here at
10 Rio Nuevo. See my cash balance sheet report there. Let me
11 share some good news -- is we somewhat unexpectedly got
12 \$930,000 for June, which I don't think we had much of an
13 idea what we were going to get. So that was great news. A
14 big chunk of it is big-box retail. We all go by the various
15 big-box stores and we see the parking lots full. And then
16 our restaurants, chains, and fast food establishments did
17 pretty well. And then we had a nice amount of revenue from
18 the construction activity.
19 So those three items are primarily
20 responsible for us getting at \$930,000. Interestingly
21 enough, if we do a year-to-year comparison, retail in 2020
22 came in at 85 percent of 2019, and restaurants and bars were
23 62 percent.
24 Again, you know, I think the chain
25 restaurants look like they're pretty busy, but our local

1 And what put Tucson on the map was its arts and cultural
2 scene; and it's gone. And some of these organizations might
3 very well not survive. So we worry about them. We're going
4 to talk today if there's anything else we can do.
5 And then, of course, our event sponsorships.
6 We've been very generous to organizations that will bring a
7 crowd to downtown; whether it's El Tour de Tucson, or the
8 jazz festival, and Second Saturday, they are equally as
9 dark. So it's just a dreary time.
10 And the restaurant sector continues to really
11 struggle.
12 On the other hand, we continue to take
13 in-bound requests for very large-scale projects. The
14 Bautista -- we talked about -- has closed. The One South
15 Church property is closed. The DoubleTree and Hilton
16 properties remain on track. Our own work at the TCC remain
17 on track.
18 We're going to talk about a law firm today
19 that wants to move downtown. When I talked to Sun Corridor
20 last week, Joe Snell indicated to me they've never received
21 more inbound interest in Tucson, Arizona than we enjoyed
22 today. And these are companies from the Midwest, from
23 Seattle, from Portland, looking to relocate a marquee
24 business to Tucson.
25 So somehow, some way, we'll get through all

1 restaurants, we're seeing a lot of zeros. So I don't know
2 what to really expect for July. It appears that most of our
3 amendments and corrections are behind us -- although we
4 always get a few smaller ones. But I think Brandi and I
5 have done a pretty good job of going back and chasing people
6 down and we will keep on that.
7 Okay. So as of July 31st, we had about
8 \$8.8 million in the bank. However, some of that is
9 restricted -- and I got an error on my spreadsheet there --
10 the total restricted funds is \$2.1 million.
11 The reason those are restricted is because we
12 got money for our debt service before the end of the month.
13 So that's going to turn and go right back out into the debt
14 service accounts. And then we also got an advance for
15 reimbursement of the TCC costs; and some of those invoices
16 were not paid until August.
17 So a net cash on-hand as of July 31st, about
18 \$6.7 million -- we had the 930 for what came in today. So
19 we've got about \$7.6 million available.
20 You see our commitments on the bottom of the
21 page. Total commitments, 6.1 million. About 5.3 of that
22 have been deferred. So the only commitments we've really
23 got on our books right now that we are absolutely committed
24 to is about \$800,000. That consist of 123 South Stone, the
25 balance on Sunshine Mile, final payment retention from

1 Caterpillar, and then our monthly payments.
 2 So I feel like we're in pretty good shape
 3 now. Do I know what's coming at us down the road? No, I
 4 don't really have a clue; although I think if we go through
 5 this, we can start to see some trends if we go back to 2019.
 6 So I'm going to be spending some time trying to do some
 7 analysis on that. And think we could get a little better
 8 idea what could be coming in for the next few months.
 9 **CHAIRMAN McCUSKER:** Dan, and I think in our
 10 last meeting we undeferred Rocco's and Lerua's. So we
 11 recommitted ourself to those. We should probably share
 12 those obligations.
 13 **TREASURER SHEAFE:** Fletcher, is that true
 14 for Rocco's? Rocco's has not indicated that they're ready
 15 to move forward.
 16 **CHAIRMAN McCUSKER:** Yeah, we've undeferred
 17 them. That was a Board action. So I think technically
 18 they're no longer deferred. We're working with both of
 19 those restaurants about the timing of their development.
 20 But I do think the appropriate booking of them would be
 21 we've released the hold on both of those funds.
 22 **TREASURER SHEAFE:** Okay. And, you know, I
 23 didn't realize we had done Rocco's. Because the last word I
 24 got was that he was very much up in the air about moving
 25 forward.

1 **CHAIRMAN McCUSKER:** No -- I'm dealing only
 2 with Board action, as opposed to --
 3 **TREASURER SHEAFE:** Yeah. All right.
 4 **CHAIRMAN McCUSKER:** -- you know -- they're
 5 --I think it's a technical separation here where, you know,
 6 we've obligated ourselves. But in terms of cash, you know,
 7 it may be that Dan wants to forecast it differently. But we
 8 did recommit ourselves to both of those projects.
 9 **TREASURER SHEAFE:** Okay. Well, let me double
 10 check and I will get back to the group.
 11 **CHAIRMAN McCUSKER:** It may just be how we
 12 report them on the -- on the commitment column.
 13 **TREASURER SHEAFE:** Mark, do you have any
 14 comment there? Not to Rocco's but the last -- more recently
 15 than anybody.
 16 **MR. IRVIN:** Rocco's knows that he's off the
 17 deferred list and that he's got some work to do. Doesn't
 18 mean he's ready yet to go a hundred miles an hour, but he
 19 knows that we're ready to go. And I visited with his
 20 architect as well. So that ball is in their court. And my
 21 hope is they stick their head in soon.
 22 **MR. MARQUEZ:** In regards to Lerua's, they're
 23 ready to go. They're just waiting on a few things.
 24 **TREASURER SHEAFE:** Everything we've learned
 25 about Lerua's is they are a hundred percent wanting to move

1 forward.
 2 **MR. MARQUEZ:** And Dan and Brandi, good job
 3 here. I mean, the fact that you guys have gone out and gone
 4 above and beyond in collecting is fantastic. And I think
 5 kind of the mile high for everyone watching is we're in much
 6 better shape than we thought we'd be.
 7 So if I remember correctly, we thought June,
 8 July, August, and September, would be zero months of income.
 9 But each time we are showing up to a Board meeting, you're
 10 finding hundreds of thousands of dollars of income for us.
 11 And I love the fact that you gave us the
 12 85 percent and the 65 percent of restaurants -- that are
 13 retail restaurants. So I think the bottom line is if you're
 14 looking at Rio Nuevo, we're in a much healthier position
 15 than we thought. We're obviously still playing it
 16 conservatively because we don't know what's coming, but
 17 we're in good shape. So I just want to say thank you.
 18 **MR. MEYERS:** I think the bottom line here --
 19 in my opinion, this was going to be a three-month deal, and
 20 then we were going to start popping out of it. We really
 21 don't know how long this is going to be -- to continue. So
 22 I still think we need to be a little cautious and keep that
 23 in mind as we take on other commitments. But I agree,
 24 Edmund, we're a lot better than I thought we'd be right now.
 25 Also our debt service payments are still

1 coming out of our debt in Oklahoma. So we've got one more
 2 payment that comes out of that fund. And then as far as our
 3 agreement, I think we need to start paying our debt service
 4 of 630,000 a month on October 31st. So we've got to keep
 5 that in mind as well.
 6 **CHAIRMAN McCUSKER:** Yeah, driving down
 7 Broadway lately, it's very busy -- busy of course with the
 8 construction. But major chains are open and doing really
 9 well. The Cheddar's and the Chili's, Target, Home Depot,
 10 Walmart. The mall's open, the arcade is open. So I think,
 11 Dan, we can be cautiously optimistic that our projections
 12 were based on the fact that these things would probably not
 13 reopen to the degree they have.
 14 The smaller restaurants are primarily
 15 downtown. And those are the ones I think that are really
 16 struggling. But you look to the big chains, they all seem
 17 to be open for business and figuring out either patio
 18 service or takeout service and some of the retail
 19 establishments -- particularly the big-box stores -- are
 20 maybe busier than ever.
 21 **MR. MEYERS:** Well, I think what's
 22 interesting, from my analysis here is that I was comparing
 23 our June revenues to our January revenues. And some of the
 24 restaurants are pretty darned close. So I guess that tells
 25 us that if they're not going to our local eateries, they

1 still like dining out. So they're going to go to the chains
 2 that are open. But, again, the numbers are higher than I
 3 was anticipating.
 4 **TREASURER SHEAFE:** I know that I was talking
 5 to some of the people connected with El Pollo. And they
 6 actually -- their volume went up. They're doing more
 7 takeout than they used to, including their sit-downs. So
 8 there's a lot of people going and buying food and getting
 9 them from the restaurants. And there are a few
 10 organizations that have actually benefited from all of this.
 11 **MR. MEYERS:** I just find it interesting to
 12 look at these numbers and kind of see the trends and maybe
 13 start doing projections for the rest of the year that might
 14 make a little more sense.
 15 **CHRIS SHEAFE:** Dan, you and I are going to
 16 talk right afterwards too. Because there's a couple things
 17 that we need to kind of get addressed.
 18 **MR. MEYERS:** Okay.
 19 **TREASURER SHEAFE:** And I'll talk to you
 20 after the meeting -- but it is interesting how organizations
 21 shift and have managed to get their priorities a little
 22 different. And I think Mark Irvin will tell you that there
 23 are a few restaurants that are now building more on their
 24 takeout and downsizing their -- again, service sit-down
 25 space, in terms of how they want to look forward.

1 instead of three -- that allows our auditors to kind of move
 2 ahead a little more quickly. So it kind of sounds to me
 3 like they didn't want to wait for one more month to come in
 4 so they can just kind of see if that trend continues. But
 5 confirmations are out, most of the field work is done. They
 6 got back to a few questions this week. So I think the audit
 7 is moving along very nicely and getting it out the door.
 8 Anybody have any questions?
 9 **CHAIRMAN McCUSKER:** Dan, you guys have done a
 10 nice job chasing sales tax. For people that are new to the
 11 Rio Nuevo scene, if you are a merchant in our district, you
 12 have to self-code your tax returns. And if you don't, we
 13 don't get the money. And a lot of the most guilty people
 14 about that are our big-box stores who are out of town. And
 15 some accountant in Burlington, Vermont didn't know they were
 16 supposed to be put a number on there. So you guys have done
 17 an unbelievable job -- and chasing that construction sales
 18 tax. Because another timing issue that became really
 19 important. So thank you.
 20 **MR. MEYERS:** Well, I think that that's really
 21 our most important job is to get the money in the door. If
 22 you can't get the money in the door, you can't spend it as
 23 you need to. So I think we work really hard to make that a
 24 high priority.
 25 **CHAIRMAN McCUSKER:** Any other questions for

1 Who knows? We might be entering quite a
 2 different world even though that this problem may get
 3 solved, the patterns of buying may have changed. And they
 4 will stay that way for quite some time. We're fine, as long
 5 as the revenue is still there and people are out still, you
 6 know, spending dollars and doing things to help the economy.
 7 **MR. MEYERS:** Just a couple more quick notes.
 8 We're expecting about \$160,000 from our hockey Roadrunner
 9 ticket surcharge, which half of that goes into a restricted
 10 fund, so that -- soon as we get our check, that will give us
 11 400,000. Again, that's -- we talk about it at every
 12 meeting, I think, but that's pretty much money that needs to
 13 be restricted for hockey-related improvements at the TCC.
 14 And then our audit --
 15 **TREASURER SHEAFE:** Is that in your report?
 16 Do you identify that?
 17 **CHAIRMAN McCUSKER:** It's a footnote in his
 18 report, yeah.
 19 **MR. MEYERS:** Yeah, it's a footnote in there.
 20 And it's just all restricted. I don't put it up here
 21 because --
 22 **TREASURER SHEAFE:** Yeah, I didn't think so.
 23 **MR. MEYERS:** And then finally our audit as
 24 well is underway. I think it's going very well. I mean,
 25 the fact we're giving our TIFF revenue now two months

1 Dan?
 2 Okay. Thank you very much.
 3 First up on the agenda, I think everyone's
 4 familiar with this building. The former Visit Tucson
 5 building in the former La Placita complex. It was not
 6 acquired as part of the development of the residential units
 7 around that. And the risk was it would become a cornerstone
 8 eyesore forever.
 9 A local law firm has purchased that, which
 10 we're excited to see. A very well-known law firm moving
 11 downtown, spending their own money on a building. They've
 12 asked us for some help on things we've very traditionally
 13 offered to primary employers. That mainly is the GPLET,
 14 some rebate around their construction sales tax, and
 15 probably some sort of parking assistance. So this is brand
 16 new proposal. First time we've seen it at the board level.
 17 So, members, what's your pleasure?
 18 **TREASURER SHEAFE:** Well, Mr. Chairman, I
 19 would like to suggest that there is some communications that
 20 needs to go that's unique to this one deal. So when I -- in
 21 order to move this along -- because it is an opportunity for
 22 downtown -- I suggest that the executive officers be
 23 authorized to negotiate directly with the law firm, and be
 24 authorized to move forward to direct counsel to establish a
 25 written commitment based upon the outcome of those

1 negotiations; and that we be authorized to move on that as
2 time allows in the next few weeks by the remainder of the
3 Board.

4 **MR. MARQUEZ:** I'll second that. And this is
5 a great local company. It would be great to have them
6 downtown. And then the fact it's the Visit Tucson building,
7 which is such a visible property, the fact that they've
8 invested in it is fantastic.

9 **CHAIRMAN McCUSKER:** It's a long-winded
10 motion, but I think in summary, it's authorizing counsel and
11 the executive officers to finalize a deal.

12 Did that include, Mr. Sheafe, closing on
13 that? Or do you expect that to come back to the Board?

14 **TREASURER SHEAFE:** I hadn't thought it
15 through to that point. I don't know the timing. I would
16 like to get full authorization so that we can respond as
17 necessary to make the deal go forward. If we can bring it
18 back to the Board, that would be good. But I made it
19 independent so that if we need to make a commitment, we know
20 that we're on solid footing making that commitment.

21 **CHAIRMAN McCUSKER:** Let's put some parameters
22 around the economics of this then because the parking
23 appears to be very modest.

24 Mr. Irvin, I think they've requested just a
25 few spaces or a subsidy for a few downtown spaces. And that

1 doesn't seem to be very onerous. The GPLET is a statutory
2 formula. We don't have a flexibility except to do it or not
3 do it. And of course we've done sales tax rebates for
4 construction. So I think if you stay within those
5 parameters, a modest parking subsidy, a traditional GPLET,
6 and a traditional construction sales tax rebate, then
7 there's nothing out of the ordinary here.

8 **TREASURER SHEAFE:** Well, let me amend my
9 motion to include all three items. I don't want to put a
10 number on the parking spaces because we're not sure. But
11 what I have in my mind is about ten spaces and a limit of
12 three years. So I will amend my motion for those three
13 elements, and we'll call it a traditional GPLET, a
14 traditional sales tax on the construction dollars rebate,
15 and a parking subsidy that would be limited three years and
16 a maximum of ten spaces.

17 **MR. MARQUEZ:** I'll second that again. And
18 just a side note -- obviously, keep in mind the dollar
19 investment into the property and then fact it's only 22
20 people downtown.

21 **CHAIRMAN McCUSKER:** You contradicted yourself
22 because you indeed locked yourself into a parking number
23 there.

24 **TREASURER SHEAFE:** If we need to make a
25 change, I will, but I think I provided adequate --

1 **CHAIRMAN McCUSKER:** You have a motion and a
2 second that described it adequately. You just surprised me
3 because you didn't want to put a number on it when you
4 began.

5 **TREASURER SHEAFE:** I said that initially,
6 didn't I?

7 **MR. IRVIN:** If I could just ask Chris -- I
8 think your motion said a maximum of ten spaces in three
9 years; that's what I heard. Did I miss --

10 **TREASURER SHEAFE:** Yeah. And I'm
11 comfortable with that. If the rest of the Board is
12 comfortable with that, I'll leave it even though I started
13 off saying the opposite.

14 **CHAIRMAN McCUSKER:** Yeah. So your motion I
15 think is pretty clear. And I think John is tracking us --
16 you have a motion and a second to authorize the executive
17 officers and counsel to finalize a GPLET -- at least to
18 finalize a sales tax rebate for the construction costs and
19 to finalize a parking subsidy not to exceed ten spaces.

20 **TREASURER SHEAFE:** -- in three years.

21 **CHAIRMAN McCUSKER:** That's the motion and
22 second. So unless there's any further questions, Brandi
23 will you please call the roll?

24 **MS. HAGA-BLACKMAN:** Chris Sheafe.

25 **TREASURER SHEAFE:** Yes.

1 **MS. HAGA-BLACKMAN:** Edmund Marquez.
2 **MR. MARQUEZ:** Aye.

3 **MS. HAGA-BLACKMAN:** Chris Hill.

4 **MR. HILL:** Aye.

5 **MS. HAGA-BLACKMAN:** Mark Irvin.

6 **MR. IRVIN:** Aye.

7 **MS. HAGA-BLACKMAN:** Fletcher McCusker.

8 **CHAIRMAN McCUSKER:** Aye.

9 (The Board voted and the motion carries 5-0.)

10 So that passes unanimously. If we get bogged
11 down, we'll bring that back to the Board; otherwise, expect
12 that to move pretty quickly. And we're excited see that
13 building be occupied by a prestigious firm. So, again,
14 thank you everybody.

15 Item next. This is very timely given Dan's
16 comments. This is not going to be a surprise to I think
17 anybody online. But you probably all now know that anything
18 that's relative to downtown in attracting people has been
19 canceled for 2020. And that includes what we call the big
20 five. These are events where we are a significant sponsor
21 to them because they attract large crowds of people. And we
22 all know the ROI around those economics. And that includes
23 the DUSK Festival, now dark for 2020; the El Tour de Tucson,
24 now canceled for 2020 -- that was just recently last week.
25 The Arizona Bowl had no choice to cancel when their leagues

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1 canceled the entire season. And that also disrupts the New
2 Years Eve block party, which was hugely successful last
3 year. 2nd Saturday is dark. That's attracted as many as
4 20,000 people a month to downtown. And, of course, the Jazz
5 Festival, which last year's attendance I think was over
6 22,000.

7 So they are all dark. And I can tell you
8 they are all struggling. They have, for the most part,
9 furloughed their staff. All of them did have some sort of
10 PPP assistance. But that's an artificial stimulus because
11 it only allowed you to employ people for 60 days. That
12 money's come and gone. I think we're at real risk for any
13 or maybe all of these to cancel. I think the Arizona Bowl
14 might be able to scrape it together. But the smaller events
15 that literally live from event-to-event are at some real
16 risks. My hope is that, given that we're a little better
17 financially than we thought, that we might entertain
18 something to help with our major events.

19 **MR. MARQUEZ:** I think what's important now
20 obviously to help these great events that are downtown and
21 drive traffic and sales tax generation downtown, I think we
22 need to figure out a dollar amount that we're comfortable
23 with regards to the other obligations that we have, so maybe
24 asking Treasurer Chris Sheafe to come up with a number for
25 us.

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1 I know myself and Fletcher -- we've been
2 knee-deep working with the marketing. I know that obviously
3 community leader Mark Irvin would probably be a great voice
4 in this. It would be nice to see Chris to come up with a
5 number that is financially healthy for us and have the three
6 us work on a conversation with these events and see what
7 we're able to do for them. And not only just do for them,
8 but what would they actually use the dollars for, and how do
9 we help them survive. We want to make sure they've
10 obviously made the cuts needed to -- themselves up to not
11 having an event this year, also what would they be using the
12 dollars for, kind of like a return on investment, or at
13 least their financial strategy to get through to the future.

14 **MR. IRVIN:** Edmund, I concur with you on the
15 need for our friend, Mr. Sheafe, to give us some guidance on
16 a number. I think we've all reached out and had discussions
17 with all these people in trying to figure out what's the
18 best way -- if we can do anything, what's the best way to
19 kind of do that. I think we explored and had discussions on
20 pro rata, and this, that, and the other, and we really
21 haven't gotten there. I think you nailed it. And that's
22 sitting down with these various groups, some of which need
23 some help, some of which can probably get by okay -- don't
24 have some of the fixed expenses the other ones do, and just
25 to try to say, what can we do? And, again, I'm not sure I

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1 want you use the word prop-up, because these are kind of
2 weird and strange times, but I think there's a time when we
3 need to build, and there's a time we need to preserve. And
4 I think we're kind of right now taking -- to me, I look at
5 these big buys, and just trying to figure out a way -- is
6 there a way we can help? I'm just glad everybody is kind of
7 on that same page with, you know, what can we do and how
8 does that look? And I don't even know what the number is.

9 **CHAIRMAN McCUSKER:** Do we want to put some
10 parameters around that? The sense I'm getting is we want to
11 do something, and we want to assure that these events come
12 back in 2021. It's different for each one of those, as you
13 discussed. I think our objective would be to provide enough
14 assistance to assure ourselves that they return. And we
15 don't necessarily know what that is. It's not a
16 multimillion dollar conversation. It's a -- \$200,000
17 conversation, I think, at best.

18 **MR. IRVIN:** As most, right.

19 **MR. MARQUEZ:** I think the question for Chris
20 Sheafe is, could we come up with \$250,000, which I'm not
21 sure you can answer right now without looking through the
22 financials. I'm not sure if Mark Collins -- if this takes a
23 motion -- if there's a motion asking Chris Sheafe with -- to
24 see if we can come up with 250,000 -- for myself, Mark, and
25 Fletcher to have a conversation with these events. I don't

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1 think we need to tie ourselves to a dollar amount per event.
2 We just need a pot of dollars to play with in order to see
3 who needs what help.

4 Does that take a motion, Mark Collins?

5 **CHAIRMAN McCUSKER:** If we don't take some
6 action, it will be September before you get that
7 information.

8 **MR. MARQUEZ:** Yeah, we need action now. And
9 I'll make a motion. I move that we ask Chris Sheafe to
10 study our financials to see if he can come up with \$250,000
11 that we could invest into the big five events; whereas
12 myself, Fletcher, and Mark Irvin would have conversations
13 with these events to see how we could help them sustain
14 until 2021.

15 **MR. IRVIN:** And, Edmund, that -- in your
16 mind, that would be a max number. And we'd obviously do
17 everything we could to not spend that, which, assuming Chris
18 says he's got 250 we could play with, if we don't spend it
19 all, he gets really happy.

20 **MR. MARQUEZ:** Right. Up to \$250,000.

21 **MR. IRVIN:** So I'll second that motion.

22 **CHAIRMAN McCUSKER:** Do you want to add the
23 "up to" to that, Edmund, because your motion was a hard
24 number. Mr. Irvin suggested an "up-to" number.

25 **MR. MARQUEZ:** Yes. I'd like to amend up to

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1 \$250,000.
 2 **MR. IRVIN:** Second.
 3 **CHAIRMAN McCUSKER:** All right. So we have a
 4 motion and a second on the floor to authorize the District
 5 to expend the -- up to \$250,000 subject to the Treasurer's
 6 approval. Any further conversation?
 7 **MR. HILL:** Well, Mr. Chairman, I just want to
 8 point out this is somewhat akin to political campaigns and
 9 other entities that have a tendency, when I hear somebody
 10 say, well, let's have some reserves set aside when the
 11 election is over -- well, if you don't win on election day,
 12 that's moot. I think that applies here. If we let these --
 13 if we get niggardly, and if we do have money, and if we
 14 don't spend it on these entities to maintain them, we end up
 15 with money in the bank a year from now and no activity.
 16 And I think that's a self-defeating exercise.
 17 So I guess I'm urging that we don't play the game of what
 18 they call, you know, bean heads, or what have you, that want
 19 to have money in bank. In this case, I think it really
 20 wouldn't do us any good because we'd never be able to raise
 21 any more if these go under. So that's just my thoughts on
 22 it.
 23 **CHAIRMAN McCUSKER:** Well said.
 24 Brandi, go ahead and do the roll call.
 25 **MS. HAGA-BLACKMAN:** Mark Irvin.

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1 **MR. IRVIN:** Aye.
 2 **MS. HAGA-BLACKMAN:** Chris Sheafe.
 3 **TREASURER SHEAFE:** Aye.
 4 **MS. HAGA-BLACKMAN:** Edmund Marquez.
 5 **MR. MARQUEZ:** Aye.
 6 **MS. HAGA-BLACKMAN:** Jeff Hill.
 7 **MR. HILL:** Aye.
 8 **MS. HAGA-BLACKMAN:** Fletcher McCusker.
 9 **CHAIRMAN McCUSKER:** Aye.
 10 (The Board voted and the motion carries 5-0.)
 11 **CHAIRMAN McCUSKER:** That passes unanimously.
 12 I'm sure they will welcome that news. And we'll discuss
 13 what we've done in the next meeting.
 14 And then the final item, Sunshine Mile. Just
 15 to refresh everyone's memory, we separated the architectural
 16 design in the Sunshine Mile into three. We had
 17 conversations with three different firms around taking a --
 18 basically a block to help us with the design. One of those
 19 firms ultimately faded. We could get an agreement as to the
 20 fees. Subsequent to that, we've negotiated a replacement
 21 firm. So, Mr. Collins, I'll turn that over to you.
 22 **MR. COLLINS:** Mr. Chairman, Members of the
 23 Board, the Chairman has described what has gone on before
 24 accurately. And now, one of the firms that made a submittal
 25 in response to the RFQ has now made another submittal. And

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1 it would be FORS architecture do the work on these "Donut
 2 Hole" Solot lot -- Solot block. Excuse me.
 3 **CHAIRMAN McCUSKER:** You got your blocks mixed
 4 up.
 5 **MR. COLLINS:** I did. I apologize. Shame on
 6 me.
 7 **CHAIRMAN McCUSKER:** This is the directly
 8 across the street from the FORS office.
 9 **MR. COLLINS:** Yes. So they made a proposal.
 10 I think what the Board needs to do is to discuss and perhaps
 11 approve the engagement of FORS for the Solot lot design.
 12 **CHAIRMAN McCUSKER:** What are those economics?
 13 **MR. COLLINS:** The estimate for the
 14 preliminary building assessment is \$2,650. And then the
 15 assessment for the concept plan is \$17,000.
 16 **CHAIRMAN McCUSKER:** So 19 in change.
 17 **MR. COLLINS:** Correct.
 18 **CHAIRMAN McCUSKER:** Entertain a motion.
 19 **MR. IRVIN:** So moved.
 20 **MR. MARQUEZ:** Second.
 21 **TREASURER SHEAFE:** I move to approve those
 22 numbers and to authorize counsel to execute whatever
 23 documents need to be executed in order to move forward on
 24 that project.
 25 **CHAIRMAN McCUSKER:** Mr. Irvin might have beat

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1 you to the punch. So he so moved, which I assume was in
 2 response to my --
 3 **MR. IRVIN:** It was.
 4 **CHAIRMAN McCUSKER:** -- estimate of the
 5 dollars. And Mr. Marquez seconded that. So I think we have
 6 a motion and a second to authorize FORS as a new architect
 7 for the Solot Plaza.
 8 Brandi, call the roll.
 9 **MS. HAGA-BLACKMAN:** Mark Irvin.
 10 **MR. IRVIN:** Aye.
 11 **MS. HAGA-BLACKMAN:** Chris Sheafe.
 12 **TREASURER SHEAFE:** Aye.
 13 **MS. HAGA-BLACKMAN:** Edmund Marquez.
 14 **MR. MARQUEZ:** Aye.
 15 **MS. HAGA-BLACKMAN:** Jeff Hill.
 16 **MR. HILL:** Aye.
 17 **MS. HAGA-BLACKMAN:** Fletcher McCusker.
 18 **CHAIRMAN McCUSKER:** Aye.
 19 (The Board voted and motion carries 5-0.)
 20 We're on a consensus roll today.
 21 **MR. MEYERS:** This is Dan again. I have one
 22 thing I forgot to mention on my report. We need to keep in
 23 mind when this construction revenue comes into us, we got a
 24 rebate on almost all our projects down there. So that could
 25 turn around and half of that could go back to our -- the

1 developer. So I just want to make sure we don't forget that
2 -- that outflow.

3 **CHAIRMAN McCUSKER:** The moral to that story,
4 I understand, is you're now in the forecast business. You
5 and Mr. Sheafe's career is now to forecast our various
6 revenues.

7 **TREASURER SHEAFE:** We have a kind of a
8 moniker that's up on the wall that basically says we're at a
9 point now where nothing can go wrong.

10 **CHAIRMAN McCUSKER:** That's the last of the
11 agenda. We don't get to do call to the audience on Zoom.
12 We're becoming quite proficient "Zoomers."

13 Without further comment, I would entertain a
14 motion to adjourn.

15 **MR. IRVIN:** So moved.

16 **MR. MARQUEZ:** Second.

17 **CHAIRMAN McCUSKER:** All in favor say "aye."
18 (Ayes.)

19 All right. We stand adjourned. We'll see
20 you all in September, unless some pressing need calls for a
21 special meeting.

22 (2:41 p.m.)

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I, John Fahrenwald, certify that I
took the shorthand notes in the foregoing
matter; that the same was transcribed under my
direction; that the preceding pages of
typewritten matter are a true, accurate, and
complete transcript of all the matters adduced
to the best of my skill and ability.

John Fahrenwald, RPR

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