

**In The Matter Of:**

*Rio Nuevo  
Board Meeting*

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*11/17/2020  
November 17, 2020*

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*Kathy Fink & Associates  
2819 E 22nd St  
Tucson, AZ 85713  
520/624/8644*



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1 RIO NUEVO MULTIPURPOSE FACILITIES DISTRICT

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7 BOARD MEETING

8 Conducted via Zoom Videoconferencing

9 Tucson, Arizona

10 November 17, 2020

11 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 PROCEEDINGS

2 (1:07 p.m.)

3 CHAIRMAN McCUSKER: Good afternoon, everyone.

4 We're going to call this meeting to order. It's 1:07 p.m.

5 by my clock.

6 I see the flags. Everybody see a picture of

7 a flag? Let's do the pledge of allegiance. Please stand

8 for that.

9 (Pledge.)

10 CHAIRMAN McCUSKER: Go ahead and call the

11 roll. Everybody is on except Mr. Hill, who has an excused

12 absence. Brandi, let's do an official roll call.

13 MS. HAGA-BLACKMAN: Chris Sheafe.

14 TREASURER SHEAFE: Here.

15 MS. HAGA-BLACKMAN: Jannie Cox.

16 MS. COX: Here.

17 MS. HAGA-BLACKMAN: Edmund Marquez.

18 MR. MARQUEZ: Here.

19 MS. HAGA-BLACKMAN: Mark Irvin.

20 MR. IRVIN: Here.

21 MS. HAGA-BLACKMAN: Fletcher McCusker.

22 CHAIRMAN McCUSKER: I'm here.

23 You have the transcription from the

24 October 19th meeting. It's verbatim. So if no one has a

25 change or edit, I would need motion to approve.

1 BOARD MEMBERS PRESENT:

2 Fletcher McCusker, Chair

3 Chris Sheafe, Treasurer

4 Mark Irvin, Vice-Chair, Secretary

5 Edmund Marquez

6 Jannie Cox

7

8 ALSO PRESENT:

9 Mark Collins, Board Counsel

10 Brandi Haga-Blackman, Operations Administrator

11 Dan Meyers, Chief Financial Officer

12 \* \* \* \*

13

14 BE IT REMEMBERED that the meeting of the Board of

15 Directors of the Rio Nuevo Multipurpose Facilities District

16 was held virtually via ZOOM, in the City of Tucson, State of

17 Arizona, before JOHN FAHRENWALD, RPR, Certified Reporter No.

18 50901, on the 17th day of November, 2020, commencing at the

19 hour of 1:07 p.m.

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1 MR. IRVIN: So moved.

2 MR. MARQUEZ: Second.

3 CHAIRMAN McCUSKER: All in favor say "aye."

4 (Ayes.)

5 Any nays? This is the time we set aside for

6 executive session. So I would need a motion to recess to

7 exec.

8 MS. COX: So moved.

9 MR. IRVIN: Second.

10 CHAIRMAN McCUSKER: All in favor say "aye."

11 (Ayes.)

12 So you got to leave this meeting. For those

13 of you that are attendees, the public session will start

14 around 2:00.

15 (Whereupon the Board leaves the public

16 session and convenes for Executive Session at 1:08 p.m.)

17 (The Board reconvenes for public session at

18 2:11 p.m.)

19 CHAIRMAN McCUSKER: We have a quorum. If

20 someone wants to make a motion to reconvene.

21 MR. IRVIN: So moved.

22 MR. MARQUEZ: Second.

23 CHAIRMAN McCUSKER: All in favor say "aye."

24 (Ayes.)

25 CHAIRMAN McCUSKER: Okay. We're back in

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1 business. I'm showing 30 participants. Welcome to the  
2 world of government via Zoom.  
3 I don't know about everybody else; I'm pretty  
4 tired of Zoom meetings. But I think it's going to be a long  
5 winter, spring, and summer. Schizophrenia is still the  
6 banner around here. We talked to some of our entertainment  
7 venues yesterday. It's highly likely -- we've heard from  
8 the entertainment business that there won't be any concerts  
9 or live events booked for all of 2021. The Fox, the Rialto,  
10 the symphony, the ballet, the Arena itself, Music Hall --  
11 could literally be dark for another year. So the  
12 survivability of that is a real challenge for all of us.  
13 On the other hand, we continue to see these  
14 projects of huge scale advance. The Bautista on the far  
15 West Side, 1 S. Church, the TCC itself -- when it reopens,  
16 it's going to be an extraordinary facility. On our agenda  
17 today a number of items to continue to improve that  
18 environment. And we're beginning to rethink how we redress  
19 the IT infrastructure. What we've heard from conventioners  
20 is that the convention of the future will be a hybrid. If  
21 you have a 1500-person convention, 400 of them are going to  
22 be here physically and the rest of them connected through  
23 technology. So we've got to try to make sure that the  
24 Tucson Convention Center is competitive in that kind of  
25 environment.

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1 In the meantime, the DoubleTree intends to  
2 open in January. The Hilton, around the corner, intends to  
3 open not too far behind that. So you still see an  
4 unbelievable future for us a year and a half, two years  
5 down.  
6 In the meantime, it's going to be hard -- for  
7 our little people particularly -- to survive. We've lost  
8 three great restaurants since we last met: Cafe Poca Cosa,  
9 Janos, Elvira's, have all shut down. I think you'll see  
10 more behind that, frankly.  
11 Downtown was never of dining destination;  
12 it's an entertainment destination. So you'd go downtown to  
13 a show, or a concert, or hockey, symphony, ballet, and get  
14 something before or after. And on the weekends of course it  
15 thrived. None of that is existent today.  
16 Just to give you a perspective of the  
17 economics of this -- and Dan is going to talk about some of  
18 of this in his report -- but our revenue in February,  
19 pre-prepandemic, was almost \$2 million a month. Our revenue  
20 last month was \$425,000.  
21 Now, when you -- we're about \$2.5 million off  
22 of revenue this time this year over where we were this time  
23 last year. And if you interpolate that, you understand that  
24 we get about 2.5 percent of the revenue that people enjoy  
25 when they pay state taxes. So that means that the

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1 businesses that support us, their revenue, year over year,  
2 is off by a hundred million dollars. A hundred million  
3 dollars. And that's just the Rio Nuevo District. It's  
4 economically disastrous.  
5 And we continue to look to the government to  
6 help all of us. The stimulus package at the federal level  
7 has been stalled out. That includes some money for the  
8 arts, that includes money for government jurisdictions,  
9 which Rio Nuevo and the City of Tucson would be in that  
10 package. We don't know the outcome or the timing of any of  
11 that at this point. So you can imagine if we're struggling  
12 just to survive what's happening at these small businesses  
13 that have made Rio Nuevo successful.  
14 So we're continuing to push for things that  
15 help you. You probably saw the City Council -- last  
16 meeting, thanks to an initiative out of the Mayor's Office,  
17 is going to release a million dollars in grants --  
18 nonrepayable grants to Rio Nuevo merchants. We hope to see  
19 that money start to flow here in a matter of days. And then  
20 we're going to look to the State and to federal government  
21 to do what we can.  
22 It's imperative that all of this survive.  
23 Having a hundred million dollar high-rise downtown is not  
24 going to matter if the Fox goes out of business, and the  
25 Rialto goes out of business -- and the ballet, and our

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1 locally owned restaurants. It's the very soul of downtown  
2 that we're now fighting for. So we're here for the fight.  
3 We've continued to lobby on behalf of all of our merchants.  
4 We're going to do what we can to help you stay alive.  
5 It's going to be a bleak Christmas. The  
6 Christmas Parade's been canceled. They've canceled events  
7 all the way into April, I think, that are related downtown.  
8 So there's not going to be any reason to come downtown other  
9 than to support the very people that we're talking about.  
10 And you're starting to see some interesting things in that  
11 regard. Restaurants are popping up on the sidewalk, they're  
12 opening outdoor space. People are trying to be creative to  
13 continue to support your patronage. Galas have gone online.  
14 The Fox gala event, which is their primary fundraiser, was  
15 totally virtual this year but almost as successful as last  
16 year's live event. So patrons are really supporting  
17 charitable organizations. So we're going to see us  
18 advancing huge projects that benefit Tucson.  
19 We still see more inbound interest in  
20 Tucson's future than we ever have. Sun Corridor echoes that  
21 every week in terms of inbound activity. House sales --  
22 home sales are going to a lot of out-of-state residents. So  
23 Tucson's going to be fine. We have to get there from here.  
24 So, Dan, let's see how you're doing. Go  
25 ahead and do your financial report.

1           **MR. MEYERS:** This is Dan Meyers. I'm the CFO  
2 of Rio Nuevo. As of October 31st, we had cash balances of  
3 about 7.1 million. Commitments for the next year are about  
4 6.5 million; however, some of those have been deferred. So  
5 we're showing a cash outflow for projects with the next year  
6 about \$2.1 million.  
7           We've not received our TIF revenue.  
8 Normally, we know before a board meeting what our revenue  
9 would be, but we've not received our September numbers yet.  
10          I've run all kinds of ratios and then all  
11 kinds of analysis and it's still kind of a wild guess. But  
12 I'm expecting something between \$550,000 and \$600,000 for  
13 revenue from September.  
14          One thing on this page here that shows  
15 Southern New Hampshire University -- that's a \$650,000  
16 commitment -- they've just made their first request for the  
17 first chunk of that and they've asked for 1/5 of that, or  
18 132,000. So not all of that 650 is anticipated going out  
19 during this next year.  
20          So I'm breaking down the types -- the classes  
21 of our taxpayers and trying to figure out where things  
22 stand. For example, the restaurant and bars, it looks like  
23 compared to 2019, we're getting about 65 percent of that.  
24 Retail -- and the restaurants and bars are primarily the  
25 chain restaurants, drive-ins -- as Fletcher mentioned

1 earlier, some of the local ones are getting beat up pretty  
2 badly. Retail, we're looking at about 85 percent. Again,  
3 those are primarily the big-box stores; the smaller stores  
4 are, again, getting beat up a little bit.  
5          As Fletcher mentioned, the amusement are the  
6 ones that are getting hammered the worst. Nothing going on  
7 at the TCC, Fox, Rialto, even the movie theaters.  
8          Our one saving graces at this point in time  
9 is our sales tax we get from the construction industry.  
10 We've got roadwork going on, we've got hotels being built,  
11 we've got the TCC. We've got quite a bit of income coming  
12 in from that. So that's kind of keeping us going.  
13          Also, as Fletcher mentioned, I compared 2020  
14 year-to-date to 2019 and 2018. And as he mentioned, we're  
15 about \$2.5 million lower than that time the previous years.  
16 I think the big question for us for these next few months is  
17 what is holiday spending going to be like without having the  
18 big Christmas parties, and the malls being packed, and  
19 people doing a lot of online shopping. And typically our  
20 baselines go up in November and December because of black  
21 Friday and the holiday spending. So I really have no idea  
22 of what's going to come in for the rest of the year. I'm  
23 kind of using about \$600,000 as my spot, and we'll kind of  
24 just have to see what happens.  
25          Anybody have any questions? Comments?

1           **TREASURER SHEAFE:** Dan, that's your best  
2 estimate? We're kind of guessing at the wind right now?  
3           **MR. MEYERS:** Yeah, I've been comparing  
4 month-to-month for the last four months compared to 2019.  
5 And I'm pretty comfortable with those ratios. They're  
6 consistent. Again, I think December is going to be a little  
7 different just because of the volume that normally takes  
8 place and what's going to actually happen. I think that's  
9 the best number I can come up with at this point in time.  
10          **CHAIRMAN McCUSKER:** Any idea, Dan, what the  
11 delay in the ADOR revenue --  
12          **MR. MEYERS:** Well, we're a week early -- our  
13 Board meeting. They've gone from three months to two  
14 months, so really they're doing a heck of a job getting us  
15 the information. There was a holiday last week. I hope to  
16 have it later this week. They've been very cooperative and  
17 helpful during this time.  
18          **CHAIRMAN McCUSKER:** That would be true in  
19 December. I think our December meeting is the 15th, right?  
20 So we probably won't know December revenue by then.  
21          **MR. MEYERS:** And, again, this used to take  
22 three months. So they're doing a much better job. And I  
23 push them as hard as I can.  
24          **CHAIRMAN McCUSKER:** And you've gone back -- I  
25 know we were missing some construction revenue. And I think

1 we've pretty much found everything.  
2          **MR. MEYERS:** That was actually just a fact  
3 that they didn't -- there was no payments made to them for  
4 two months. And we anticipate it was missed. So they're  
5 going to get caught up. I'm anxious to see those numbers.  
6          **TREASURER SHEAFE:** There was about 150,000  
7 coming out of that, a little more than that. And it's kind  
8 of a found piece of revenue, which pushes it up. But  
9 Fletcher started at the beginning of the meeting referencing  
10 the fact we were at about 430 and then it jumped up close  
11 the 6. Well, that's that construction revenue for  
12 September. But it will drop right back down if we don't get  
13 volume increases in the sales activity. And it's hard to  
14 tell right now whether that's going to occur or not.  
15          **MR. MEYERS:** I've come to this from several  
16 different ways to try to get a better idea, and it kind of  
17 just keeps coming to this same point that we're somewhere  
18 between \$500,000 and \$600,000. But there are going to be  
19 anomalies in there that are going to drive that up a bit, or  
20 possibly drop it a bit.  
21          The good news is we were expecting our debt  
22 service to jump to \$870,000 February 1st. Well, I finally  
23 worked it out with the trustee, and that number's actually  
24 going to settle closer to 750 from this point forward.  
25 That's going to help a little bit once February gets here.

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1 Right now it's at 630. So we've been using our excess cash  
2 from the big loan we did last year to cover that. And that  
3 money is pretty much going to run out after December. So  
4 we're going to have to come back and start paying that  
5 out-of-pocket unless we come up with some other creative way  
6 of doing so. Our cash will start going pretty quickly once  
7 January 1st gets here.

8 **TREASURER SHEAFE:** The essence is that we're  
9 currently living a little bit beyond our means. We've tried  
10 to keep a lot of things going and use money effectively to  
11 help businesses downtown, and probably with some success.  
12 But we've got a long ways to go to recover. And it would be  
13 helpful if we could start getting events scheduled downtown  
14 and more activity. And just recently, it's sort of gone the  
15 other way. But who knows? Maybe we'll get the vaccine  
16 rolling and attitudes will improve.

17 **CHAIRMAN McCUSKER:** With the election over,  
18 I've been asked to brief the legislature on what's going on  
19 here, and they've been huge supporters of us. There's  
20 probably a big line of people going up there looking for  
21 money. But they will soon understand the risk that  
22 everything we built is at without some continued support  
23 from the State. And I feel cautiously optimistic that any  
24 consideration of how to use state dollars or federal  
25 dollars, it's important for our downtown and what we've all

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1 collectively built to survive.  
2 And then I do think there will be a federal  
3 stimulus now -- probably not until after the inauguration --  
4 but if that holds, there's money in there for the arts that  
5 could go directly to some of the venues that we've  
6 described. And there's money in there for government. So  
7 we've got some other bites at the apple that aren't totally  
8 dependent on revenue. I don't think our revenue picture's  
9 going to get any better. If you drive down Broadway,  
10 there's a lot of activity -- and as Dan mentioned, the chain  
11 restaurants are doing really well. The malls seem to be  
12 doing real well. It's really the downtown that's struggling  
13 with pedestrian traffic. So hopefully some balance will be  
14 created.

15 Mr. Marquez.  
16 **MR. MARQUEZ:** So, as many of you know, I  
17 emcee events around town, and it's been interesting to watch  
18 people to try to figure it out, as nonprofits like the Fox  
19 has just had theirs online, et cetera. People continue to  
20 progress and adapt, which is exciting. So what I'm seeing  
21 from when COVID just happened -- I know we're talking about  
22 our marketing budget later. As COVID first happened, I  
23 found myself alone on the stage of the Fox Theater with a  
24 camera on me as I jumped between Channel 13 and a Facebook  
25 live feed as I emceed an event. Now they're doing hybrid

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1 events. And you mentioned hybrid in regards to the TCC.  
2 Now, you're starting to see events -- which I just emceed  
3 one two weeks ago -- Tucson Values Teachers -- at the U of  
4 **A. It was the largest event the U of A had had so far with**  
5 **an attendance. There was about 40 people in audience, me on**  
6 **stage, teachers getting awards. People are starting to**  
7 **figure it out. And I think if we can continue to look for**  
8 **those opportunities to move them downtown, it will help.**  
9 **And, obviously, based on the update financially here, we**  
10 **need to try to get some of those events downtown.**

11 **CHAIRMAN McCUSKER:** Any questions for Dan?  
12 That's a good segue into the next item. You know, we're  
13 going to go through a six- or seven-item list of things  
14 going on at the TCC. And for those that aren't following  
15 that, the good news is that project was financed  
16 independently, thanks to BBVA bank. And that \$65 million is  
17 not dependent on sales tax revenue. It's not co-mingled  
18 with Rio Nuevo's. It's not available for anything other  
19 than TCC. And so far, we've been able to stay on budget,  
20 and actually a little ahead of schedule. And we're still  
21 proud of what's going to happen there. That's going to  
22 become an extraordinary venue. We've increased the size of  
23 the meeting room addition where we've extended the size of  
24 the parking garages. We're going to continue to work on the  
25 Plaza and other events. You're going to be -- when you can

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1 get back there, you're going to be really proud of that.  
2 So, Mr. Swaim, I see you online. Part of  
3 what we're also going to talk about today -- Edmund touched  
4 on it -- you can barely get a cell signal in the Arena right  
5 now. It was never built for the kind of technology that  
6 we're heading toward. And we fully understand now, and  
7 working with the City and other vendors, looking at what  
8 other cities are doing, the technology aspects of the TCC  
9 really need to advance. And part of what we're going to  
10 discuss today is bringing in a consultant to actually help  
11 us masterplan that entire complex.

12 So, Phil, if you want to take through your  
13 items -- I usually start with an update how we're doing --  
14 that would be great. And then go through the contract  
15 amendments and additional work that you have for the TCC.

16 **MR. SWAIM:** Sounds great. Thank you. Phil  
17 Swaim, Swaim Associates Architects.

18 Mr. Chairman, Members of the Board, the  
19 project really is going extremely well at the Tucson  
20 Convention Center. We've got a great team. The Lot A  
21 parking garage along Church Avenue will be completed within  
22 the next two weeks. So after Thanksgiving, hopefully we'll  
23 be able to start parking there if you so choose. That's  
24 coming along very well. The adjacent upper historic plaza  
25 along Church also is wrapping up. Most of the trees have

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1 been planted -- part of the million tree planting program.  
2 And I think people will really be excited with the care, the  
3 restoration, for that historic component.  
4 The renovation within the convention center  
5 is also wrapping up here over the next couple of weeks. And  
6 for the existing meeting rooms, the ballroom, and the  
7 Exhibition Halls, that work is just about done -- wrapping  
8 up the restroom work there. And we're waiting for the  
9 furnishings for the new board room that I think everybody is  
10 excited about.  
11 We have a variety of architects working on  
12 the team. GLHN Architects & Engineering have been doing the  
13 renovation work, doing a great job. ARC Studios is leading  
14 the restoration. BWS Architects is proceeding with the  
15 design for the restoration of the Music Hall. And that's  
16 just completing the schematic design, with the goal of  
17 getting that work done over the next year.  
18 So that, again, is proceeding well with that  
19 gem. And Eglin + Bresler Architects are in the design phase  
20 for the Lot C Parking Garage behind the Music Hall, which  
21 will be great to support those patrons and give us  
22 significant capacity on site and help reduce parking within  
23 our neighbors and that sort of thing.  
24 One of the other key components that we  
25 talked about is the meeting room addition. Getting some

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1 state of the art meeting rooms to go along with the  
2 exhibition space as you've said is absolutely critical and  
3 Sundt-Concord has come forward -- we're ready to start  
4 construction here November 30th actually. And so before us,  
5 they have their first guaranteed maximum price for the earth  
6 work and foundation work for that project that they've  
7 submitted to us -- it's actually GMP No. 5 -- for a total of  
8 \$4,111,450 that will get them going on that work. I think  
9 that's been in front of you.  
10 And I don't know if we want to take these an  
11 item at a time, Fletcher?  
12 **CHAIRMAN McCUSKER:** Yeah, that's exactly what  
13 we're going to do. Remind us, Phil, of the total budget for  
14 the new garage -- and I think we upsized that a little bit  
15 to accommodate going from 8 meeting rooms to 10. So just  
16 give everybody an update on the status of that.  
17 **MR. SWAIM:** Let me grab -- I apologize for  
18 that. I think we're at about -- for the meeting room  
19 addition, the total project budget is about 13.4 million,  
20 the construction I believe is about 11.9.  
21 **CHAIRMAN McCUSKER:** It's up from our original  
22 budget by a million and a half bucks, something like that?  
23 **SPEAKER:** About \$2 million, correct. We've  
24 increased the size from 25,000 square feet to about 35,000  
25 square feet to get some additional meeting room space. But,

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1 more importantly, it's all the additional back-of-house  
2 space that really makes the ASM functional, to be able to  
3 put on great facilities or great functions, as well as just  
4 more prefunction space, and that sort of thing.  
5 **CHAIRMAN McCUSKER:** For budget watchers, we  
6 approved a \$65 million renovation project at the TCC. Swaim  
7 and Associates have done an unbelievable job keeping us on  
8 budget. We had about a 10 percent contingency included in  
9 that budget, which we're going to use on some of the  
10 projects that you're hearing. The \$2 million is coming from  
11 those contingency funds -- right Phil? -- that will enable  
12 us to upsize the scale of the meeting room project.  
13 **MR. SWAIM:** That's correct. We have right  
14 now about a \$4.3 million project contingency that I think  
15 over the next few weeks we're going to get together and be  
16 able to confirm how that is going to be supported for the  
17 meetings rooms, the garage, and some of the code-required  
18 site work.  
19 **CHAIRMAN McCUSKER:** We've seen the proposal  
20 in Executive Session. The Board, you have in front of you  
21 the GMP No. 5.  
22 **TREASURER SHEAFE:** Let's propose that we  
23 instruct counsel to proceed as instructed in this Executive  
24 Session to finalize the authorization for Sundt-Concord to  
25 move forward on their proposal since it's within the budget.

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1 **MR. IRVIN:** Second.  
2 **CHAIRMAN McCUSKER:** Okay. You have a motion  
3 and a second to improve that item. Phil, tell us the amount  
4 again.  
5 **MR. SWAIM:** That's \$4,111,450.  
6 **CHAIRMAN McCUSKER:** Okay. Brandi, call the  
7 roll. Any other questions before that? Okay. Brandi, call  
8 the roll.  
9 **MS. HAGA-BLACKMAN:** Edmund Marquez.  
10 **MR. MARQUEZ:** Aye.  
11 **MS. HAGA-BLACKMAN:** Jannie Cox.  
12 **MS. COX:** Aye.  
13 **MS. HAGA-BLACKMAN:** Chris Sheafe.  
14 **MR. SHEAFE:** Aye.  
15 **MS. HAGA-BLACKMAN:** Mark Irvin.  
16 **MR. IRVIN:** Aye.  
17 **MS. HAGA-BLACKMAN:** Fletcher McCusker.  
18 **CHAIRMAN McCUSKER:** Aye.  
19 (The Board voted and the motion passes 5-0.)  
20 **CHAIRMAN McCUSKER:** So that passes  
21 unanimously. They're doing a great job, by the way.  
22 Sundt-Concord is quite a team, Phil, and we're very grateful  
23 to you and the team for being ahead of the project and on  
24 budget.  
25 **MR. SWAIM:** Thank you. So one item -- and

1 Mark Collins and I -- I potentially had a 5th on my list.  
2 But let me go ahead and bring it up now. As for the GLHN  
3 Architects and Engineers, for that meeting room addition,  
4 because the size of the building, it would increase in  
5 budget, and it went from 25,000 to 35,000 square feet. They  
6 have requested an additional service fee for their  
7 engineering team because of -- it takes a redesign of the  
8 mechanical system at this stage of the game and the  
9 increased scope of that project. They are requesting  
10 about -- about \$46,000. We have a \$17,000 credit within  
11 their existing contract that is unused. So they are -- we  
12 would request an additional service to their fee of \$29,753.

13 **CHAIRMAN McCUSKER:** So we have a little  
14 wrinkle there that we've never really come up against  
15 before. The Rio Nuevo Board has a \$500,000 limit on our  
16 scope of authority for professional services. So this would  
17 put them over that amount, which is something we're not  
18 comfortable doing. So the only real option we have right  
19 now is to approve up to that amount and continue to work  
20 with you and them; or, we would have to bid out, Phil,  
21 anything about \$500,000.

22 So I think, Mr. Collins, Phil, you may have  
23 the exact amounts. I think if we approve that at the ask,  
24 it puts us over that threshold.

25 **MR. SWAIM:** That is correct. I do not have

1 their exact existing contract amount. But we might be able  
2 to work with them if necessary to pull some of the existing  
3 fees out and get that done in some other way through --  
4 because we have a variety of contracts that -- another one  
5 we have through Grenier structural engineering and civil  
6 engineering for site work and things we might be able to  
7 pull that out to make that work.

8 **CHAIRMAN McCUSKER:** It wasn't because -- or I  
9 wasn't on the ball, but as you suggested, that project scale  
10 increased about 25 percent so you would expect the fees to  
11 go up. We just can't approve anything north of \$500,000.  
12 So, Board, what's your pleasure?

13 **TREASURER SHEAFE:** Well, we have no choice  
14 but to do what you're suggesting. And I'm not clear in my  
15 own mind if we can approve up to like the 499,999 level, and  
16 then whatever is hanging over into the 500 is not approved?  
17 Is that what you were thinking, Mr. Chairman? Or did you  
18 want to just table the whole matter?

19 **CHAIRMAN McCUSKER:** Mr. Collins, I think I  
20 would like to approve so they can keep working. Phil  
21 suggested there may be some value engineering that we  
22 haven't done yet.

23 Mr. Collins, is there any reason we can't  
24 have a motion that approves the request subject to the cap?

25 **MR. COLLINS:** There's no reason in the world

1 you can't do that. So you'd do the motion to approve it up  
2 to but not to exceed \$500,000.

3 **TREASURER SHEAFE:** Well, that will become the  
4 motion then; that we approve up to and not to exceed  
5 \$500,000. And that's as much as we can approve for this  
6 particular contract.

7 **MR. IRVIN:** Second.

8 **CHAIRMAN McCUSKER:** Who was first? Was that  
9 Mr. Irvin? Any questions about that? Brandi, let's call  
10 the roll.

11 **MS. HAGA-BLACKMAN:** Edmund Marquez.

12 **MR. MARQUEZ:** Aye.

13 **MS. HAGA-BLACKMAN:** Jannie Cox.

14 **MS. COX:** Aye.

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

16 **MR. SHEAFE:** Aye.

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

18 **MR. IRVIN:** Aye.

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

20 **CHAIRMAN McCUSKER:** Aye.

21 (The Board voted and the motion passes 5-0.)

22 **CHAIRMAN McCUSKER:** So that passes  
23 unanimously as well. Phil, we'll work with you if there's  
24 some kind of problem. Of course, we always have the option  
25 bid out anything above this threshold. So we'll stay in

1 touch.

2 **MR. SWAIM:** Great. We will work with TLHN  
3 and counsel to be able to come back with a hopefully  
4 reasonable proposal for you.

5 **CHAIRMAN McCUSKER:** All right. Go ahead.

6 **MR. SWAIM:** So the next item you were  
7 mentioning is technology. That's something that we  
8 confirmed early on just ourselves, as well as from the  
9 competitors around the country that technology really has  
10 the capability of setting the Tucson Convention Center apart  
11 with their competitors, especially with this renovation work  
12 going on.

13 We've been fortunate to have an IT  
14 consultant, Technology Plus, that has national experience  
15 with convention centers and other cutting-edge venues on our  
16 team. They've already done the design for the renovation of  
17 existing meeting rooms and are currently designing the IT  
18 portion for the meeting room addition. They also completed  
19 a complete assessment of the convention center, the status  
20 and kind of the gap analysis of what we've got in place  
21 currently, which, you know, as we anticipated was -- is  
22 pretty outdated.

23 So with their report, what we are  
24 recommending -- well, so the first priority that they have  
25 within the two and a half million dollars that we do have

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1 budgeted for IT, they -- we have a design proposal from them  
 2 to design the -- the intelligent backbone system that will  
 3 go through the convention center that can then support all  
 4 of the other components of wi-fi and digital signage and  
 5 other elements of security that need to go into the  
 6 convention center. So that would be our next proposal in  
 7 front of you. They have a fee proposal of \$119,200 to  
 8 design that system. That is within our budget and we  
 9 recommend approval.

10 **TREASURER SHEAFE:** I would move that we  
 11 approve a proposal at 119,200, as you stated; and that we  
 12 move forward with Technology Plus.

13 And I might just say and backup: This sounds  
 14 like a quick decision; it's not. There's an 82-page report.  
 15 There's been a lot of effort put into this. And it fits to  
 16 our end goal, which is to have a state-of-the-art facility  
 17 for a medium-sized convention facility so that we can  
 18 accommodate high-tech conventions at a level that simply is  
 19 not easily duplicated around the country. And that's going  
 20 to be our unique advantage.

21 So my proposal is based on that and a whole  
 22 bunch of background work. And I appreciate how you guys put  
 23 this together so you made it possible to put together a very  
 24 large amount of information and condense it down to an  
 25 understandable level.

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1 So specifically the motion is: To approve  
 2 the Tech Plus engagement at the 119-thousand and some change  
 3 level.

4 **MR. IRVIN:** Second.

5 **CHAIRMAN McCUSKER:** Okay. I think we  
 6 understand this is infrastructure support, not the end game,  
 7 but an important step. Any other questions for Mr. Swaim?  
 8 Brandi, go ahead and call the roll.

9 **MS. HAGA-BLACKMAN:** Edmund Marquez.

10 **MR. MARQUEZ:** Sorry -- aye.

11 **MS. HAGA-BLACKMAN:** Jannie Cox.

12 **MS. COX:** Aye.

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

14 **MR. SHEAFE:** Oh, yeah -- aye.

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

16 **MR. IRVIN:** Aye.

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

18 **CHAIRMAN McCUSKER:** (No audible response.)  
 19 (The Board voted and the motion passes  
 20 unanimously.)

21 **CHAIRMAN McCUSKER:** You're your own  
 22 comedians. Aye, aye, I vote aye, I'm sorry. Blame it on  
 23 Zoom.

24 **CHRIS SHEAFE:** -- got us all fouled up.

25 **CHAIRMAN McCUSKER:** Yeah. Blame it on Zoom.

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1 So that motion passes unanimously.  
 2 I think the master plan is next and last.

3 Phil, is that the only other item? I know we want to talk  
 4 about the dashers too. Maybe we should just get that out of  
 5 the way, Mr. Collins. We have a request from the Arena and  
 6 the hockey team to replace the dashers. We have a proposal  
 7 to do that. The money's coming from the hockey reserve.

8 So, Mr. Collins, if you would interrupt  
 9 Mr. Swaim just touch base on that.

10 **MR. COLLINS:** Always enjoy interrupting  
 11 Mr. Swaim.

12 Yes, Mr. Chairman, Members of the Board, the  
 13 dasher boards have served well for some time. AMG (sic) and  
 14 Glenn Grabski have advised that they need to be replaced,  
 15 which is fine. But they can't be just replaced with basic  
 16 dasher boards. They have to be something called soft cap  
 17 dasher boards. And there is, in my judgment, only one  
 18 source of such materials. And they put out a bid for  
 19 \$304,440 less \$9,000 for the trade-in value of the current  
 20 dashers for a total expenditure of \$295,440.

21 Based on all the discussions I've had with  
 22 all the parties, that money would come from the reserve that  
 23 has been set aside during the course of the Roadrunners'  
 24 occupation of the arena, and the set aside of monies from  
 25 the ticket sales. So that's -- that's the proposal: if you

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1 approve that, put together an appropriate agreement, and  
 2 satisfy the requirements of the sole source selection with  
 3 an opinion letter from me.

4 **MR. IRVIN:** That's a proposal. But also  
 5 includes, you know, that side door and what have you for  
 6 the --

7 **MR. COLLINS:** Correct.

8 **MR. IRVIN:** And I think, you know, I've had  
 9 discussion with both Kevin Guy and also Bob Hoffman and  
 10 they've both confirmed that this works -- and I know we've  
 11 got the money in the fund.

12 I would like to make a motion to approve.  
 13 But I'd also like for that motion to include that we confirm  
 14 with Bob Hoffman and our friends over at the Roadrunners  
 15 that they're cool with everything. I know we've talked  
 16 about it verbally, but let's get something in writing from  
 17 them. That's my motion.

18 **MR. COLLINS:** Yes, sir.

19 **MS. COX:** Second.

20 **CHAIRMAN McCUSKER:** So Mr. Irvin just made a  
 21 long-winded motion basically to approve it subject to  
 22 Roadrunners concurring, and Jannie seconded that.

23 Dan touched on in his report -- there's more  
 24 than enough money in that fund to cover this. So without  
 25 any other questions, Brandi, go ahead and call the roll.



1 **MS. HAGA-BLACKMAN:** Edmund Marquez.  
 2 **MR. MARQUEZ:** Aye.  
 3 **MS. HAGA-BLACKMAN:** Jannie Cox.  
 4 **MS. COX:** Aye.  
 5 **MS. HAGA-BLACKMAN:** Chris Sheafe.  
 6 **MR. SHEAFE:** Aye.  
 7 **MS. HAGA-BLACKMAN:** Mark Irvin.  
 8 **MR. IRVIN:** Aye.  
 9 **MS. HAGA-BLACKMAN:** Fletcher McCusker.  
 10 **CHAIRMAN McCUSKER:** Aye.  
 11 (The Board voted and the motion passes 5-0.)  
 12 Thank you very much for that. I know the  
 13 teams will appreciate that. And I think we had a memo from  
 14 the NFL (sic) -- it's not like we had a lot of choices, we  
 15 were going to have to upgrade the dashers.  
 16 **MR. COLLINS:** It's the NHL.  
 17 **CHAIRMAN McCUSKER:** NHL.  
 18 And then item last still -- is that the  
 19 master plan item from Technology Plus?  
 20 **MR. SWAIM:** Yes. And I've got one very small  
 21 item after that I believe that Mr. Collins wanted me to go  
 22 through to clean up on that.  
 23 **CHAIRMAN McCUSKER:** Let's do the small item  
 24 first so we have plenty of time to talk about Technology  
 25 Plus.

1 **MR. SWAIM:** So as part of the expansion of  
 2 the convention center, with the meeting room addition, we  
 3 will now hit over the 25 percent expansion of the overall  
 4 square footage of -- and that actually is an accumulative  
 5 thing going back to when the ticket -- the ticket office was  
 6 built in the East lobby, the hotel, with this puts us beyond  
 7 the 25 percent, which requires we bring the entire  
 8 convention center site up to code. So that is in process  
 9 from a design standpoint.  
 10 The last item that we needed to get done was  
 11 designing the -- upgrading the site lighting to make the  
 12 dark sky ordinance and also -- fortunately, by switching  
 13 some of those to LEDs, it will eventually pay for itself  
 14 over time through energy efficiency. But GLH Engineers have  
 15 requested an additional service fee of \$7,156 and, of course,  
 16 80-cents, to design the site lighting. And that is, again  
 17 -- was within our budget and we recommend approval.  
 18 **MR. SHEAFE:** And so moved as stated in the  
 19 amount. And I think that's Grenier, isn't it? -- that's  
 20 part of this?  
 21 **MR. SWAIM:** All the site work is underneath  
 22 Grenier Engineering. So you are correct, Chris, that that  
 23 contract extension is actually to Grenier Engineering for  
 24 their subconsultant.  
 25 **MR. SHEAFE:** All right.

1 **MR. IRVIN:** Second.  
 2 **CHAIRMAN McCUSKER:** Okay. We have a motion  
 3 and a second to approve the site lighting proposal. Any  
 4 questions? Brandi, call the roll.  
 5 **MS. HAGA-BLACKMAN:** Jannie Cox.  
 6 **MS. COX:** Aye.  
 7 **MS. HAGA-BLACKMAN:** Edmund Marquez.  
 8 **MR. MARQUEZ:** Aye.  
 9 **MS. HAGA-BLACKMAN:** Chris Sheafe.  
 10 **MR. SHEAFE:** Aye.  
 11 **MS. HAGA-BLACKMAN:** Mark Irvin.  
 12 **MR. IRVIN:** Aye.  
 13 **MS. HAGA-BLACKMAN:** Fletcher McCusker.  
 14 **CHAIRMAN McCUSKER:** Aye.  
 15 (The Board voted and motion passed 5-0.)  
 16 Okay. So one of the most important things  
 17 we're going to talk about today is the development of an IT  
 18 plan for the entire TCC complex. We've done a lot of work  
 19 with the City. I think they're totally on board with us  
 20 now. We really want to advance the TCC's technology. If  
 21 there's any positive outcome from the pandemic, having to  
 22 rethink how convention space like this is utilized, and of  
 23 course Technology Plus has been a great consultant. They've  
 24 worked in Phoenix and San Diego and other markets that are  
 25 going through this -- in fact, are competitive to us. So

1 the idea is, let's do this right once. Now, you know, you  
 2 heard Mr. Sheafe mention the 82-page report we got from,  
 3 you know, the various weaknesses in the TCC, which, you  
 4 know, are not insurmountable, but quite significant. Rather  
 5 than to piecemeal a bunch of responses to that from a bunch  
 6 of different people, we thought it would be smart to bring  
 7 in someone to help us masterplan the entire IT  
 8 infrastructure.  
 9 There's no one better, no one more  
 10 recommended to us, no one more experienced in this space,  
 11 than Technology Plus, who has also done all the evaluation  
 12 work for us. So we have a proposal for them -- from them  
 13 now for \$250,000 to do exactly what I described: do the  
 14 entire master plan for all aspects of IT, wireless 5G fiber  
 15 conduit -- whatever, on that entire complex and make  
 16 recommendations then to Rio Nuevo and the City of Tucson.  
 17 Phil, do you want say anything else about  
 18 that proposal? We've all seen it. But you might want to  
 19 comment.  
 20 **MR. SWAIM:** Sure. And that is actually an  
 21 hourly not-to-exceed contract. They will actually -- in  
 22 addition to the items that you talked about, they will also  
 23 help recommend and assist with the procurement process if we  
 24 want to be able to do -- request proposals from some of  
 25 the -- some of the national organizations or locals as well,

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1 whether it's with wi-fi systems, 5G digital signage --  
 2 there's a variety of ways we can procure this. And also to  
 3 coordinate with City IT to take advantage of existing  
 4 contracts that they have with security systems. So this --  
 5 the report and the approach is a very collaborative  
 6 approach. We're thinking that this master-planning role for  
 7 them would last the next couple of years to really get us  
 8 through the hard times and set up and procure as much of  
 9 this as possible.

10 So I think you're absolutely right. They are  
 11 a tremendous asset for us. They get along extremely well  
 12 and coordinate well with the City IT. And ASM is also very  
 13 much on board. They've had their national CIO involved  
 14 analyzing the proposal and integrating with them. So we  
 15 think this is a great solution that can ensure that we are  
 16 the most efficient and effective moving forward with IT.

17 **CHAIRMAN McCUSKER:** I should add -- so I  
 18 don't get too far ahead of our friends at the City of  
 19 Tucson -- they've seen this, but they've not had the time to  
 20 officially approve it in their own right. So if we were to  
 21 approve it today, it would be subject to the City of Tucson  
 22 concurring. So if you make a motion, make sure you keep  
 23 that in mind.

24 **TREASURER SHEAFE:** There's another aspect to  
 25 this too which I'd like to enlarge on because it may not

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1 have come through in the way Phil was explaining it, which  
 2 was very complete, but if you don't have a background you  
 3 may not realize -- at least I wouldn't have until I saw the  
 4 bigger picture -- one of the advantages we have is that when  
 5 we have a master plan in place and we know where all this is  
 6 going, it allows Technology Plus and others to work with  
 7 potential revenue sources to help us identify how we could  
 8 cover the cost for an awful lot of the infrastructure that  
 9 would go in -- and remember, we're at two and a half million  
 10 and we're looking for 10 million.

11 And there's a lot of ways that some of that  
 12 money can be generated and covered and that infrastructure  
 13 be put in place. We don't know really, looking at it right  
 14 now, just what those possibilities are. What we do know is  
 15 that other convention centers have very effectively done  
 16 this. And Technology Plus seems to be at the leading edge  
 17 of having the contacts to open up those opportunities for  
 18 us.

19 So what Phil was referring to is that they  
 20 bring to the table not only the ability to set up a master  
 21 plan that everybody can see, but they can also put that plan  
 22 in front of a lot of different players who might want to  
 23 approach us and say, you know, we'd like to cover this part  
 24 of the expense, or that part of the expense, and let you  
 25 move forward -- for convention centers where this has been

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1 done very effectively, to the financial benefit of the host  
 2 City that had that particular convention center. And it's  
 3 really exciting because we're going to need all the help we  
 4 can get. So part of our approval is to get that process  
 5 underway.

6 Phil, have I misstated anything?  
 7 **MR. SWAIM:** No, Chris, I think that's  
 8 perfect. Thank you.

9 **CHAIRMAN McCUSKER:** Any questions about the  
 10 master plan proposal? So it's capped -- I misspoke. It's  
 11 not \$250,000, it's an hourly rate capped at \$250,000. So we  
 12 would need a motion to proceed.

13 **TREASURER SHEAFE:** We'll make the motion to  
 14 approve the cap at 250,000 for Technology Plus to complete a  
 15 master plan for the electronic infrastructure for the TCC.

16 **MR. IRVIN:** You forgot the things about the  
 17 City.

18 **TREASURER SHEAFE:** And whatever I forgot with  
 19 the City.

20 **MR. IRVIN:** -- just subject to --  
 21 **TREASURER SHEAFE:** -- that the City approve  
 22 this as well.

23 **CHAIRMAN McCUSKER:** You got it.  
 24 **MR. IRVIN:** Second.  
 25 **CHAIRMAN McCUSKER:** So we have a motion and a

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1 second to approve the Technology Plus master plan. Any  
 2 other questions?  
 3 Comments?  
 4 Brandi, call the roll.

5 **MS. HAGA-BLACKMAN:** Jannie Cox.  
 6 **MS. COX:** Aye.  
 7 **MS. HAGA-BLACKMAN:** Edmund Marquez.  
 8 **MR. MARQUEZ:** Aye.  
 9 **MS. HAGA-BLACKMAN:** Chris Sheafe.  
 10 **TREASURER SHEAFE:** Aye.  
 11 **MS. HAGA-BLACKMAN:** Mark Irvin.  
 12 **MR. IRVIN:** Aye.  
 13 **MS. HAGA-BLACKMAN:** Fletcher McCusker.  
 14 **CHAIRMAN McCUSKER:** Aye.  
 15 (The Board voted and motion passed 5-0.)  
 16 That passes unanimously. Phil, thanks for  
 17 your leadership here. I think we've been really focused on  
 18 the aesthetics and usability of the arena and it kind of  
 19 forced our hand to really rethink how we address technology.  
 20 And for us to commit to being state-of-the-art I think is  
 21 only going to make that venue more competitive. So in a  
 22 couple of years, we're going to have a state-of-the-art  
 23 facility, the highest tech you can get, and surrounded by  
 24 hotels. So if that doesn't attract conventions then I don't  
 25 know what else we could do.

1 Mr. Marquez.  
 2 **MR. MARQUEZ:** Phil, Jannie and I had the  
 3 pleasure of touring about three weeks ago --  
 4 **MS. COX:** About a month ago, yeah.  
 5 **MR. MARQUEZ:** -- yeah -- walking through the  
 6 TCC. I just want to say thank you. It's really looking  
 7 great. And it's interesting -- two pieces that are  
 8 interesting for those that haven't been there or seen it  
 9 lately is, number one is, you walk into a room and it kind  
 10 of just makes sense. And you think, well, gosh, we just  
 11 spent a lot of money and invested in the TCC. But it's just  
 12 because it looks like 2020 and not 1972 or whatever. So  
 13 that's number one.  
 14 And number two is walking out and seeing the  
 15 DoubleTree hotel with the parking garage. Jannie and I  
 16 literally had to look off for monuments just -- we didn't  
 17 know where we were. It was a whole new front of the TCC.  
 18 And I'm so excited for the people of Tucson to finally, as  
 19 they come downtown, kind of open their present and see  
 20 what's being created at the TCC. It's really fantastic,  
 21 from the meeting rooms, to the brand new bathrooms to, heck,  
 22 even the drinking fountains are cool. I just wanted to say  
 23 thank you.  
 24 **TREASURER SHEAFE:** I want you to know,  
 25 Edmund, after you've lived here for a while, you'll have

1 Speaking of impressive, I failed to mention  
 2 in my opening remarks we just heard this week that the  
 3 Caterpillar building on the West Side has received the  
 4 highest honor from the American Institute of Architects.  
 5 And that's a real feather in our cap, and SmithGroup and  
 6 Swaim and Sundt obviously involved in that. But what's  
 7 happening, again, when we speak to where Tucson is going,  
 8 the architecture, the state of the art, the hotel  
 9 development, the new apartments, everything that we're doing  
 10 would put Tucson at a premier destination. And COVID just  
 11 pulled the rug out from underneath us. But we're  
 12 certainly -- one of the things we haven't had is this kind  
 13 of infrastructure support. And we're going to hear from Sun  
 14 Corridor, there's a real shortage now of Class A office  
 15 space to accommodate in-bound interest; and there's a real  
 16 shortage of industrial warehouse kind of space. So, you  
 17 know, the market is pushing Tucson to grow. And the good  
 18 news is I think we're doing a great job on the aesthetics.  
 19 Swaim, your firm's been a big part of that. Thank you very  
 20 much.  
 21 Speaking of projects of scale, 75 East  
 22 Broadway is literally within days of closing, or not, you  
 23 know? So we've probably taken every advantage of delays in  
 24 time and, you know, reconfigurations and lender  
 25 conversations and developer switch-outs to keep that project

1 much less confusion as to understanding where you are.  
 2 **MR. MARQUEZ:** That's valid. Valid. Maybe  
 3 another 47 years I'll figure it out.  
 4 **TREASURER SHEAFE:** Yeah.  
 5 **MS. COX:** I have to agree with Edmund. That  
 6 tour was just fantastic. And although some of the rooms  
 7 were not structurally changed, they had a whole new face and  
 8 new lighting and new covering on the wall and new air doors  
 9 and it just looked like a brand new place. It was so  
 10 impressive to see.  
 11 And I've asked so many friends, have you seen  
 12 what's going on around the TCC? Well, of course there are a  
 13 lot of people that haven't been downtown for a long time.  
 14 So they are in for a treat when they actually see it  
 15 happening.  
 16 **CHAIRMAN McCUSKER:** The DoubleTree is  
 17 planning some sort of ribbon-cutting and open house  
 18 seriously in January. Of course, no one can attend that.  
 19 So we're thinking about some ways to do what you've done  
 20 virtually, with a drone, or a video tour, or some other  
 21 things that people could maybe Facebook live or something to  
 22 allow people to see some of the work. Because it's going to  
 23 be awhile before there's an event scheduled down there. So  
 24 I think it really is impressive, Phil. And we're very  
 25 grateful.

1 alive. This is the last time, come hell or high water, that  
 2 we will see this document sit. And we've had to accommodate  
 3 some very sophisticated east coast lenders, namely New York  
 4 and Boston based. It remains a hundred million dollar  
 5 20-story project. It's just extraordinary that it's even  
 6 advanced during the pandemic. And we're literally one  
 7 review away from our approval, which is a big piece of that.  
 8 The lenders get a final shot at it. And of course Pima  
 9 County has to take it back to the board of sup.  
 10 So our action today will determine if it  
 11 advances. And we're -- Mr. Collins has done a yeoman's job  
 12 of keeping up with the documents that are required for  
 13 something this complex and this sophisticated. But we stand  
 14 really ready for the final approvals of everything we can do  
 15 to enable the 75 East Broadway project.  
 16 So, Mr. Collins, with that introduction, what  
 17 do you need from us?  
 18 **MR. COLLINS:** Mr. Chairman, Members of the  
 19 Board, with that introduction, we are at the end of the road  
 20 here. I would ask you to make a motion to authorize and  
 21 direct me to finalize the sublease in accordance with the  
 22 instructions that you provided to me in e-session and to do  
 23 so as quickly as possible so that we can satisfy the  
 24 deadlines of the lenders and Pima County.  
 25 **TREASURER SHEAFE:** Well, you made the motion,

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1 Mark. I could paraphrase it and say that my motion is that  
2 we authorize counsel to finalize the lease documents as  
3 rapidly as possible in accordance with our discussion in  
4 e-session.  
5 **MR. MARQUEZ:** Second.  
6 **CHAIRMAN McCUSKER:** Mr. Irvin, your so moved  
7 was muted. So we have a motion from Mr. Sheafe, second from  
8 --  
9 **MR. IRVIN:** -- so moved.  
10 **CHAIRMAN McCUSKER:** -- Mr. Marquez. We got  
11 it, I think, with a motion and a second, to do precisely as  
12 Mr. Collins suggested. So we will execute those documents,  
13 deliver them to the developer and lender, and deliver them  
14 to Pima County for their deliberation, as I understand it,  
15 in the next board of supervisors meeting.  
16 So any other questions of Mr. Collins?  
17 Brandi, call the roll.  
18 **MS. HAGA-BLACKMAN:** Jannie Cox.  
19 **MS. COX:** Aye.  
20 **MS. HAGA-BLACKMAN:** Edmund Marquez.  
21 **MR. MARQUEZ:** Aye.  
22 **MS. HAGA-BLACKMAN:** Chris Sheafe.  
23 **MR. SHEAFE:** Aye.  
24 **MS. HAGA-BLACKMAN:** Mark Irvin.  
25 **MR. IRVIN:** Aye.

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1 **MS. HAGA-BLACKMAN:** Fletcher McCusker.  
2 **CHAIRMAN McCUSKER:** An extraordinarily loud  
3 yes.  
4 (The Board voted and motion passed 5-0.)  
5 Yeah, for this project to survive -- and knock on wood, it  
6 isn't done yet -- there's still hurdles. But it shows the  
7 outside interest. These are New York-, Boston-based firms.  
8 They're not financing a lot of hundred million dollar  
9 projects anywhere right now. And to see Tucson as something  
10 capable of that kind of scale is just really quite  
11 extraordinary. I didn't declare the motion approved, did I,  
12 Mr. Collins?  
13 **MR. COLLINS:** You haven't.  
14 **CHAIRMAN McCUSKER:** The vote was 5-0; that  
15 motion passes.  
16 **MR. COLLINS:** Mr. Chairman, it occurred to me  
17 during the voting process something that I'm not sure you  
18 approved yet. So let me hit you with it on the fly.  
19 In addition to the sublease, there needs to  
20 be an amendment to the ground lease that we have with the  
21 Pima County. As you recall, Pima County owns the property.  
22 We are leasing it under a ground lease. That ground lease  
23 was entered into back when JE Dunn was the lead developer.  
24 It had deadlines in it and various other requirements that  
25 have now become obviated by the passage of time.

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1 I have worked with the folks at Pima County.  
2 And have agreed upon the terms of an amendment to that  
3 ground lease that merely addresses the passage of time and  
4 establishes the new benchmarks that will need to be met by  
5 the developer. And I would ask you -- I'm happy to answer  
6 any questions that you might have -- but to the extent that  
7 I wasn't already authorized to do that, I'd ask you to  
8 authorize me to finalize and the executive officers to  
9 execute a first amendment to the sublease -- or to the  
10 ground lease.  
11 **MR. IRVIN:** So moved.  
12 **MR. MARQUEZ:** Second.  
13 **CHAIRMAN McCUSKER:** Yeah, I think that's a  
14 good catch, Mr. Collins. I think what we approved -- and  
15 Mr. Sheafe's motion, was between us and the  
16 lender-developer. So this would authorize you to make the  
17 changes you need to make with the agreements with Pima  
18 County.  
19 So we have a motion and a second. Any other  
20 questions for Mr. Collins?  
21 Brandi, call the roll on the motion to amend  
22 the Pima County sublease.  
23 **MS. HAGA-BLACKMAN:** Jannie Cox.  
24 **MS. COX:** Aye.  
25 **MS. HAGA-BLACKMAN:** Edmund Marquez.

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1 **MR. MARQUEZ:** Aye.  
2 **MS. HAGA-BLACKMAN:** Chris Sheafe.  
3 **MR. SHEAFE:** Aye.  
4 **MS. HAGA-BLACKMAN:** Mark Irvin.  
5 **MR. IRVIN:** Aye.  
6 **MS. HAGA-BLACKMAN:** Fletcher McCusker.  
7 **CHAIRMAN McCUSKER:** Aye.  
8 (The Board voted and motion passed 5-0.)  
9 So Mr. Collins, I think you have everything  
10 you need to go close this deal.  
11 **MR. COLLINS:** Yes, your -- yes, sir.  
12 **CHAIRMAN McCUSKER:** You could say "your  
13 Honor" that's where you were going. You were going there.  
14 My mother always thought I'd be a good judge.  
15 **MR. IRVIN:** And jury.  
16 **CHAIRMAN McCUSKER:** The last item on the  
17 agenda. We recycle it. I think we know the answer to the  
18 question, but you certainly have the opportunity to weigh  
19 in.  
20 We've promised ourselves to take a look every  
21 month at the marketing budget. We've gone dark on all of  
22 our support regarding marketing events downtown. Most of  
23 them have been canceled anyhow. We've supported some of  
24 those canceled events with some stipends. And I don't  
25 really see anything happening in the future that's going to

1 cause us to change. But what are your thoughts?  
2 Mr. Marquez.  
3 **MR. MARQUEZ:** Whereas I understand that we  
4 aren't really in a position to use our normal monthly income  
5 to recreate our marketing budget -- I totally understand  
6 that -- a question: Is there an opportunity to use even a  
7 small portion of the City's dollars that they're giving to  
8 Rio Nuevo to invest into our local vendors and restaurants,  
9 is there an opportunity to say -- even take \$50,000 of it  
10 and support ten different events happening downtown that  
11 might be hybrid at even \$5,000 a piece to help drive traffic  
12 into the downtown area?

13 **CHAIRMAN McCUSKER:** Mr. Irvin is vigorously  
14 shaking his head no. I think there are other opportunities  
15 with the City, particularly with the mayor reaching out to  
16 us that could support other kind of things that could  
17 benefit downtown. This is exclusively designed to go to  
18 merchants directly. But given that Winterhaven is canceled,  
19 the Parade of Lights has canceled -- it would be interesting  
20 for us to discuss doing something downtown that would  
21 attract people for the holidays even if it was a  
22 drive-through event. Even if there was some merchant  
23 special we could do to celebrate however we can. And the  
24 mayor's been very receptive to those kind of conversations.  
25 So I'll work on that independent of the Cares dollars and,

1 obviously, we have very limited resources to contribute to  
2 that.  
3 Mr. Irvin.  
4 **MR. IRVIN:** Fletcher, are we going to -- I  
5 think I know the answer to this, but didn't we make a  
6 collective decision to have the brakes on even the ice rinks  
7 this year?

8 **CHAIRMAN McCUSKER:** Yes. Everything you can  
9 imagine occurring downtown has been tabled: Second  
10 Saturdays, El Tour, Dusk, the Jazz Festival, 10 West, some  
11 of these are looking at late spring events. Jazz is  
12 rescheduled; 10 West is looking at an April schedule. I  
13 must say I think even those dates are at-risk given the  
14 spike that we all see occurring now.

15 **MR. IRVIN:** Fletcher, I would say I concur  
16 with Edmund it would be great to have things loosen up; at  
17 some point we can go do that. But in today's climate where  
18 we're light on bucks and where we're really trying to step  
19 away from trying to draw people together right now -- and as  
20 much as I hate -- and Edmund knows this -- as much as I hate  
21 not to find some bucks to do that, I just can't get  
22 conscious right now with COVID and our declining revenues  
23 agree to support that personally.

24 **MR. MARQUEZ:** I appreciate that, Mark. I  
25 know you two are heavily involved with the community. Just

1 keep in mind with regards to the hybrid events. We're  
2 talking ice rink and other things that are crowd creators.  
3 The hybrid event have like 30 people, 40 people. They have  
4 a camera that's usually broadcasting Facebook live, et  
5 cetera. It's just an opportunity to even bring a handful of  
6 people down that can -- whether they're on the patio of The  
7 Cup, or they're maybe at Fox Theatre, it just drives some  
8 traffic downtown without hosting a larger event.

9 **CHAIRMAN McCUSKER:** It would take some  
10 conversation with either the merchants or the Merchant's  
11 Association, or others, that would participate with us.

12 I know talking to the restauranteurs it's a  
13 real struggle. They don't have the space really to go  
14 outdoors. There's not -- you look at other cities where  
15 they've taken over parking lots and set up tents, we just  
16 don't seem to have the room to do that. Moreover, I think  
17 the local restauranteurs are protecting themselves and their  
18 staffs. They're not as eager to open as the Yard House or  
19 Chili's, Applebee's or On The Border. The big chains seem  
20 perfectly comfortable with the risk, whereas the local  
21 restauranteurs really are not. But maybe there's something,  
22 Edmund -- you're touching -- a lot of this stuff -- if  
23 somebody had an idea, we would love to talk about it.

24 **MR. MARQUEZ:** Okay. I mean, the last one was  
25 at the U of A ballroom. The next one I'm doing for Boys &

1 Girls Club is at the Sam's Club. They're figuring it out.  
2 They're spacing people out. I'm just trying to drive any  
3 traffic downtown just to help out.

4 **CHAIRMAN McCUSKER:** So I assume we're -- we  
5 stay postponed on the marketing budget.

6 Dan, keep up the work you can on making ends  
7 meet. And we're going to do everything we can to try and  
8 create some nonrevenue revenue. And we'll see everybody  
9 mid-December.

10 **MR. IRVIN:** And I'll see you and Chris on a  
11 call in a little while. I can entertain a motion to  
12 adjourn.

13 **MR. IRVIN:** So moved.

14 **MR. MARQUEZ:** Second.

15 **CHAIRMAN McCUSKER:** All in favor say "aye."  
16 (Ayes.)

17 Thank you for all the work. See you guys  
18 next month. Bye everyone.

19 (3:14 p.m.)

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C E R T I F I C A T E

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, No. 50901

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