

In The Matter Of:

*Rio Nuevo
Board Meeting*

July 27, 2021

July 27, 2021

Kathy Fink & Associates

2819 E 22nd St

Tucson, AZ 85713

520/624/8644

Original File 072721 Rio Nuevo.txt

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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 July 27, 2021

11 2:30 p.m.

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17 REPORTED BY:

18 John Fahrenwald, RPR

19 Certified Reporter No. 50901

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21

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1 **BOARD MEMBERS PRESENT:**

2 Fletcher McCusker, Chair

3 Chris Sheafe, Treasurer

4 Mark Irvin, Vice-Chair, Secretary

5 Jeffrey Hill

6 Edmund Marquez

7 Jannie Cox

8

9 **ALSO PRESENT:**

10 Mark Collins, Board Counsel

11 Brandi Haga-Blackman, Operations Administrator

12 Dan Meyers, 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 virtually via ZOOM, in the City of Tucson, State of

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

19 50901, on the 27th day of July, 2021, commencing at the hour

20 of 2:35 p.m.

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1 PROCEEDINGS

2 (2:35 p.m.)

3 **CHAIRMAN McCUSKER:** Good afternoon, everyone. It's

4 2:35 on the official Rio Nuevo clock. We'll call this

5 meeting to order. So let's go ahead and launch the pledge.

6 Brandi, do you have a virtual flag? I think Brandi

7 should lead the pledge.

8 (Pledge.)

9 **CHAIRMAN McCUSKER:** Thank you, Brandi. Nice job. We

10 could make a motion to make her the permanent pledge

11 launcher.

12 **MR. MARQUEZ:** So moved.

13 **CHAIRMAN McCUSKER:** Okay. Brandi, call the roll.

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

15 **MR. IRVIN:** Here.

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

17 **MR. MARQUEZ:** Here.

18 **MS. HAGA-BLACKMAN:** Jeffrey Hill.

19 **MR. HILL:** Here.

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

21 **MS. COX:** Here.

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

23 **CHAIRMAN McCUSKER:** I'm here. And we understand Mr.

24 Sheafe is running a few minutes late. So we have a quorum

25 and we're going to go ahead and launch the meeting. You have

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1 the minutes in front of you from the June 24th meeting.

2 They're verbatim transcription unless you need a change.

3 Otherwise, I would need a motion to approve.

4 **MS. COX:** So moved.

5 **MR. MARQUEZ:** Second.

6 **CHAIRMAN McCUSKER:** All in favor say "aye."

7 (Ayes.)

8 Thank you for that. This is the time we set aside

9 for Executive Session. We'll then need a motion to recess to

10 Exec.

11 **MS. COX:** So moved.

12 **MR. MARQUEZ:** Second.

13 **CHAIRMAN McCUSKER:** All in favor say "aye."

14 (Ayes.)

15 Okay. So our public friends, we will be back

16 post-haste. Figure 30, 35, 40 minutes, we'll be back in the

17 public meeting.

18 Now, for Rio Nuevo members, leave this meeting and

19 log into your other link. Make sure you leave this meeting.

20 (Recess to Executive Session at 2:38 p.m. and

21 resumes at 3:24 p.m.)

22 **CHAIRMAN McCUSKER:** The Board is back. We have a

23 quorum. We need a motion to reconvene.

24 **MR. SHEAFE:** So moved.

25 **MS. COX:** Second.

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1 **CHAIRMAN McCUSKER:** All in favor say "aye."
 2 (Ayes.)
 3 Good afternoon, everyone. Welcome to the public
 4 session of the Rio Nuevo meeting for July 27th, 2021.
 5 Couple of comments from me and then we'll move into the
 6 financial report.
 7 First of all, on behalf of Dan and I, we're very
 8 appreciative of all the well wishes we've gotten from board
 9 members, staff, and colleagues. I think most people know
 10 I'm 10 days post hip replacement surgery. I'm doing great.
 11 No pain, very mobile. I'm just really pleased with the
 12 results of that.
 13 Dan had some serious issues with his foot that
 14 required a couple of surgeries that kept him in the hospital
 15 for a few days. He's now home recovering. That's why you
 16 don't see him and Brandi together at the Rio Nuevo office.
 17 So we're just really grateful to benefit from our medical
 18 system and be alive and accounted for. So, again, thank
 19 you, everyone, for all your cards and well wishes.
 20 A lot of stuff to talk about today and not a lot of
 21 action items. As Rio Nuevo begins to recover, I think, you
 22 know, if you've been downtown lately, you will see the
 23 traffic is up quite dramatically. The restaurants are about
 24 20 percent ahead of where they were actually in 2019. We're
 25 still working to try and get some additional outdoor dining

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1 going. The entertainment venues are coming back in
 2 September: the Music Hall, the Rialto, the Fox. We're still
 3 awaiting word. Maybe Dan knows some more on when the car
 4 shows and sales and some other things might occur at the
 5 TCC. But we expect to be completed with all those
 6 renovations somewhere around the end of this calendar year
 7 as well.
 8 So indeed, we're recovering. It's been a really
 9 dark year and a half. But it looks like not only did Rio
 10 Nuevo survive, but we have a chance to thrive given the
 11 interest in people returning to downtown. We're seeing a
 12 lot of inbound activity from restaurateurs. We're seeing a
 13 lot of inbound activity from hotel and hotel operators.
 14 We're starting to see some concern among office
 15 developers given nobody really knows how we're all going to
 16 work post COVID. And we're not seeing a lot of, you know,
 17 company relocation activity. So it looks like the bread and
 18 butter for Rio Nuevo in the near term is probably going to
 19 be food and beverage, small local operators, helping enable
 20 them to get going.
 21 For followers of the Sunshine Mile, the Rio Nuevo
 22 draft ordinance was passed in the last City Council meeting
 23 for most of the geography from Country Club to Euclid. They
 24 did restrict the height that we had proposed to no more than
 25 four stories. And then the Euclid Park district, the Barrio

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1 San Antonio district, has been tabled until September. But
 2 the northern sections have all been approved. Things that
 3 we've been waiting for for Lerua's, for Rocco's. We're
 4 talking to Zemam's today.
 5 The Bungalow block that's been awarded, the Friedman
 6 block, the Solot block, all of those things can start moving
 7 now that the overlay is done. I think it takes 30 days to
 8 take affect.
 9 Mr. Collins, you may know. It's either 30 or 60
 10 days, but things should start happening on Broadway.
 11 They have advised me they expect the roadway to be
 12 done somewhere around Christmas. You know, so not only are
 13 we going to see a lot of kind of small operator food and
 14 beverage retail downtown, I think you're going to see
 15 something similar develop along Broadway, particularly if
 16 they've reduced the height of the potential mixed-use
 17 buildings. We were encouraging height so it could be retail
 18 on the bottom, residential -- some affordable residential.
 19 And it's hard to do all that in four stories, you know. So
 20 we'll see how all that develops. But, you know, it's been a
 21 four-year process for us to complete the ordinance on the
 22 Sunshine Mile.
 23 With that, Dan, we're glad to see you. Very glad to
 24 see you. Go ahead which launch your financial report.
 25 And I don't hear you, if you're speaking.

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1 **MR. MEYERS:** Okay. Sorry about that. So I was going
 2 to say this is one of the optimistic reports I've had the
 3 pleasure of giving for a while. So keep in mind here that
 4 we're looking at the June 30th balances. So at the end of
 5 June with some items set aside we've got \$5.1 million in the
 6 bank available to be spent on our debt service, our
 7 operations, and -- and future projects.
 8 We just got the money from the May TIF and that was
 9 \$1,089,000, approximately. We've got -- we've been putting
 10 \$800,000 a month in our budget. So clearly, this was good
 11 news. If you recall last month was 1.3 million. So the last
 12 two months were about 1.2 million and our pre-COVID numbers
 13 were 1.3 million. So I've had a chance to analyze some of
 14 the May revenue. When it came in at, you know, almost 1.1
 15 million, I was suspicious it may include a bunch of
 16 amendments. In this case it did not. I think that was about
 17 \$150,000 in amendments of people filing late, typically. So
 18 it looks like our May revenue was pretty strong. And, you
 19 know, so hopefully that's going to continue as we -- as we
 20 get through the summer months.
 21 Some good news for July. We had \$500,000 we had set
 22 aside to help the Fox Theatre to get a line of credit. I
 23 believe that's been released and will come back into our
 24 operations at the end of July. So that's -- freed up
 25 \$500,000 worth of cash. If we go down the -- the list of

1 committed projects, there's a -- there's a lot of them
2 sitting on there. A total of \$7 million, about 3.5 of that
3 we still expect to be deferred. So that shows a commitment
4 right now of \$3.5 million offset against the 5.1 of cash
5 we've got in the bank now and then our monthly TIF revenue
6 to -- to add to that. I think that's pretty much it
7 unless --
8 **CHAIRMAN McCUSKER:** And I don't -- I don't see the
9 Volvo site in there. I think we committed to that in the
10 last meeting. 400,000?
11 **MR. MEYERS:** Okay. We'll add that.
12 **CHAIRMAN McCUSKER:** That would be in the calendar
13 year, sometime this calendar year.
14 **MR. SHEAFE:** We -- we pushed that beyond the year.
15 That's why you don't see it, Fletcher.
16 **MR. MEYERS:** Well, it should be on the list though.
17 And even if -- if it's outside of the year, then it should
18 be highlighted in black like, you know, the -- Broadway. So
19 I -- I need to get that on the list.
20 **CHAIRMAN McCUSKER:** Yeah. Mr. Collins, will you go
21 back and look at exactly what we did in the minutes there?
22 Because my recollection is we approved it sometime between
23 now and the end of the calendar year. But I -- I can't
24 recall at the moment.
25 **MR. COLLINS:** I will do that, Mr. Chairman.

1 **MR. MEYERS:** And let me know and I'll make sure this
2 gets updated.
3 **MR. SHEAFE:** We talked about it and assumed it would
4 happen after the yearend, but we could easily move it back.
5 **CHAIRMAN McCUSKER:** Let's see what we did and let's
6 just document it accordingly.
7 **MR. SHEAFE:** Okay.
8 **CHAIRMAN McCUSKER:** As I mentioned in my opening
9 remarks, things should start moving for Rocco's and Lerua's.
10 We're going to talk about Hotel Congress today. We're still
11 waiting for the City to process the TRE -- that stands for
12 temporary removable easement; that's outdoor dining.
13 I'm highly confident that the film production
14 assistance that we've offered is going to produce results.
15 Everything else in there is pretty much straightforward.
16 The El Presidio is moving ahead. We're starting to
17 see bills from the contractor on that renovation. One other
18 thing I wanted to point out is we've now -- of our \$65
19 million available for the TCC improvements, we're over \$30
20 million into that. So we're probably closing in on halfway
21 as far as our costs incurred on that. On the last I heard
22 from Phil Swaim, we are on time and on budget.
23 **MR. MARQUEZ:** Dan, this is Edmund. I'm just trying
24 to get a good feeling of where we're at today. So we had
25 some income, lots of ebbs and flows as we -- obviously, with

1 -- with COVID.
2 You had some income recently with the sale of the
3 property. Now we're seeing \$500,000 be put aside for Fox
4 coming in at the same time even while we are down for COVID.
5 Obviously, we're pretty aggressive at Rio Nuevo and we
6 continue to invest in some things.
7 Where are we at now? Because now I think obviously
8 we have some things that are deferred. And I see the things
9 that are deferred are 75 East Broadway, Southern New
10 Hampshire University, which I -- I get why those are
11 deferred. But where do we stand today? Because, you know, I
12 feel the excitement. I feel that we're getting the itch. I
13 feel we're going to start investing in some things.
14 But I want to know -- I mean, just the plain
15 question: How much do we have really to start playing with?
16 Or where are we at today versus -- forget the projection --
17 because we can look at a projection and go, oh my gosh, 1.3,
18 a million 89 -- we're right back where we were again and
19 that's great. But where are we -- where are we today?
20 **CHAIRMAN McCUSKER:** So Dan -- Brandi, scroll back up
21 to the cash side of this. And I think as you walk through
22 that again, this will help address Edmund's question.
23 **MR. MEYERS:** So we look at -- we look at the bank
24 revenue -- BOK revenue fund. That's the money that we get
25 from TIF revenue. And as we need it, we transfer it to our

1 operating account. But -- so in this case, it's 73.4
2 million. But we got out mortgage payment the first on the
3 month, so that's why that comes up and shows it a -- you
4 know, a net of 2.6.
5 The other things are accounts that we really don't
6 use at all at this point in time. And the bottom line is our
7 operating account, which we pay for everything that goes
8 through our bank accounts; you know, that's the account we
9 use.
10 And we -- we were reimbursed by City of Tucson for
11 some items. And I -- I need to break that down and get that
12 back to the Bank of Oklahoma because we were reimbursed for
13 construction costs. So that's what I'm saying. We're
14 probably -- we have \$5.1 million of liquid cash at the end
15 of June. You know, we've got \$500,000 coming back --
16 **CHAIRMAN McCUSKER:** And budget -- budget-wise, if
17 you will remember, our current break-even it's about 900,000
18 a month.
19 Dan, is that a good number?
20 **MR. MEYERS:** Yep.
21 **CHAIRMAN McCUSKER:** So we need 900 grand of income,
22 Edmund, just to pay the bills. In our budget we projected
23 800 that we would have to tip into reserves to the tune of
24 at least a hundred grand a month throughout the remainder of
25 the year.

1 If you look at -- scroll down to the notes section.
2 If you look at revenue since beginning of the year, since
3 January we've averaged a million-6. So we're actually
4 putting money in the bank as opposed to having to tap into
5 reserves. That's what that \$5 million number has held.

6 And also, Dan, I believe the proceeds from the sale
7 of the lot is probably in that 5.1 million. Right?

8 **MR. MEYERS:** Yes.

9 **CHAIRMAN McCUSKER:** So that's included in there. And
10 we've spent some of that on Hotel Congress. We've spent
11 some of that on the Presidio. So that's -- that's the
12 available pool of money, 5 million. We have to get
13 comfortable with our go-forward budget. Are we going to
14 break even? Are we not going to break even? Do we need to
15 keep some number as reserves?

16 You know, the whole reserve question is -- we really
17 said we would deal with later. I think it's prudent to have
18 some sort of reserve even though it looks like maybe we
19 don't need it. And then the only other thing that changes
20 is the half a million dollars from the Fox. So you
21 basically got \$5.6 million available.

22 Now scroll down to the commitments. And the things
23 that are not deferred are hard commitments against that 5.6
24 million. So, you know --

25 **MR. MEYERS:** Plus -- for Volvo.

1 **CHAIRMAN McCUSKER:** Right. Plus 400 for Volvo. So the
2 -- you know, the -- Lerua's, that's hard money. Rocco's is
3 hard money. Hotel Congress, this is the 300 we've already
4 committed. Right, Dan?

5 **MR. MEYERS:** Yes.

6 **CHAIRMAN McCUSKER:** The TRE money is monies
7 committed. Reilly's is already committed. So those -- if
8 you assume those are hard commitments -- unless somehow we
9 change our mind, that totals -- scroll down a little. When
10 you back out the deferrals, that totals 3.5 million. So
11 you've got 5.5 in the bank, 3.5 of hard commitments.

12 **MR. MEYERS:** Well, if you got -- throw in Volvo --

13 **MR. SHEAFE:** You've got to look at the numbers --

14 **CHAIRMAN McCUSKER:** Then Volvo -- so make it 400
15 then. The point is you have something in the neighborhood
16 of \$2 million, let's call it, that is not committed. So --

17 **MR. SHEAFE:** No, the other way around. You've got
18 about -- you've got over -- you've got about 2 million
19 that's committed that we don't really have yet. And that
20 doesn't account for the income that we should be coming into
21 because we're getting stronger and stronger income every
22 month. But we haven't actually gotten to the point where we
23 can see that the -- if things were -- should not continue to
24 improve then we would be out of money. We just have
25 deferred projects far enough that we aren't having to pay

1 for them now.

2 **CHAIRMAN McCUSKER:** The big -- the big item there of
3 course is 75 East Broadway. And that would not be due for
4 two years.

5 **MR. SHEAFE:** A long time.

6 **CHAIRMAN McCUSKER:** Right. So I tend to ignore that
7 when I'm having this conversation. The construction sales
8 tax alone should cover that cost. So if that project goes
9 forward, I don't think we have to dip into this \$5 million
10 to pay that. So if you discard that and look at everything
11 else, you have 5.5 million and you've got 3.8 million
12 committed. So there's a million and change that we can keep
13 as reserves: invest some, or all of it, or do nothing. And,
14 you know, the challenge that we're faced with is we have
15 been the economic engine for downtown. And most of that is
16 driven, as I said earlier, by food and beverage.

17 **MR. MARQUEZ:** All right. I appreciate that. So -- so
18 about a million bucks.

19 **MR. SHEAFE:** I want to correct you, Edmund. And I
20 don't mean to be continually throwing cold water into this.
21 But we do not have extra money right now.

22 **MR. MARQUEZ:** Right.

23 **MR. SHEAFE:** We haven't gotten to the point. So when
24 you say about a million dollars, no. It's more than that
25 that we're negative at the moment if everything were to

1 happen. Now, you can pull things out and say, well, if this
2 doesn't happen, if 75 East Broadway goes away, we lose an
3 enormously valuable project downtown. And that would be bad.
4 But it wouldn't change the economics of what we're dealing
5 with.

6 I think Fletcher's absolutely right when he said
7 really the sales tax alone on that project would more than
8 almost offset what we have. And we don't show that income.

9 So, you know, I can soften what I'm saying a little
10 bit. But we just need to let a month or so go by. You know,
11 we were saying three months before. But I think we're down
12 to one or two months now where we can absolutely see what
13 our projections are. Because we're saying -- and it says in
14 the notes -- 900,000.

15 But if you go back and look at the real numbers and
16 just the money that we're spending on little projects that
17 don't really show up, for example putting in the outdoor
18 seating, you know, along Congress and whatnot, those things
19 add up. It really comes into about a million-1 per month
20 that we have going out. And we're bringing in right now a
21 little less than that. But we're starting to bump up
22 against that number and get over.

23 And once we see that we're above that number, we are
24 in a much stronger position to go back and start putting
25 investment dollars into the District. And I agree,

1 frankly -- personally, I mean, it's just my opinion -- but
2 the quickest return we're going to get is with food and
3 beverage service industries. Those are the ones that
4 generate the sales tax the fastest.

5 **MR. MARQUEZ:** I appreciate it. That's some good
6 clarity for me. I -- and I do know we're the economic
7 engine. But I also know that we -- there's numerous requests
8 and we got to make sure that we're -- we're investing
9 accordingly and not just throwing it into one pot. Like we
10 go to -- we got to spread it out. I like the food and
11 beverage approach. I appreciate it.

12 **MR. MEYERS:** Yeah. I think -- I -- you know,
13 personally, I'd like to see another month or two to trickle
14 in. And we -- because now we're able to start comparing the
15 -- you know, the -- the hard dollars are coming in for a
16 month versus the rebates. I'm still expecting a significant
17 rebate or amendment from one of our merchants that hasn't
18 figured out how to file the sales tax after some personnel
19 change or a new person that Brandi's been in contact with
20 all the time. We thought that was going to come through this
21 month. But if we -- when we get that, it'll be a nice little
22 shot in the arm. But I don't want to count on it until we
23 get it.

24 **CHAIRMAN McCUSKER:** Any other questions of Dan?
25 Dan, I'm glad you're feeling better. Thank you very

1 much.

2 **MR. MEYERS:** Thank you.

3 **CHAIRMAN McCUSKER:** All right. So that's a good
4 segue to the rest of the agenda. So the TCC is up next.
5 Phil is going to update us. We do have a capital request.
6 The nice thing about the TCC, if there's any silver lining
7 in COVID, this project has been self-funded. So we borrowed
8 \$70 million before the coronavirus to fund the renovations
9 of the TCC. The fact that it went dark, we've actually been
10 able to accelerate the progress there. If you haven't been
11 by or been to one of the events that's set to open, it's
12 going to be a remarkable venue. The fountains are going to
13 be restored. We're building new meeting rooms. Ballrooms
14 have all been redone. The plazas are going to redone.
15 None of that affected the conversation we just had.
16 That entire project was self-funded. And we were able to do
17 that in a time when our income was much better. And, of
18 course, the opportunities for debt were much better.
19 Everything below that is going to cost us money.

20 Zemam's wants to expand. Hotel Congress wants to
21 expand. We had a conversation last week about 30 -- last
22 meeting about 35 East Toole; they want to expand. And pretty
23 much every event that we've postponed is now beginning to
24 crawl back. Jazz, El Tour de Tucson, Dusk, Second Saturday,
25 the Arizona Bowl, that we've helped support. None of these

1 projects can operate without our help, none of them.
2 So at a time when we're trying to balance the
3 forces, these things are desperate. These -- these -- all of
4 these uses. And Edmund is right: There's not enough money to
5 go around. You know, we're going to have to find some way
6 to help them or they're not going to -- they're not going to
7 go live.

8 The Arizona Bowl, maybe, Mark, you can speak more to
9 it when we get to that on the agenda. Maybe they don't need
10 our help this year, but they wouldn't be around without our
11 help in previous years.

12 The Fox is an extraordinary story and we should
13 celebrate. The Fox was going out of business. It was dark.
14 They had changed management. Employees were drifting away.
15 They couldn't pay their bills. We shored that up by
16 guaranteeing their line of credit, and ultimately, the
17 federal government came through with a \$1.6 million bailout
18 for the Fox.

19 Had we not done that -- and money that was very
20 scarce to us at the time -- the Fox would be out of
21 business. So there's -- there's some way for us to continue
22 to be the economic engine. Even though we're not the sugar
23 daddies that everybody thinks we are, that we can somehow
24 plow through this and continue to the primary support for
25 particularly these small local minority-owned businesses

1 that really want to be involved in downtown and Sunshine
2 Mile.

3 So let's give Phil the easiest job. Update us on the
4 TCC and what you need to keep that project going.

5 **MR. SWAIM:** Great. Thank you, Sugar Daddies -- I
6 mean, Mr. Chair and Members of the Board. This is --

7 **CHAIRMAN McCUSKER:** That's Mr. Sugar Daddy --

8 **MR. SWAIM:** New material here. No. The -- the
9 Tucson Convention Center Project really is going incredibly
10 well. We're a little over two years into our -- into our
11 design and construction process. And the -- our construction
12 team of Sundt+Concord is doing an incredible job of managing
13 our -- our -- our funds and getting things completed even in
14 this current really challenging construction market with
15 inflation and shortage of materials and supply chain issues.
16 And so they're -- they're doing an amazing job. And I got to
17 give a shout-out to my partner, Michael Becherer, who is
18 really assisting and leading the effort and managing the
19 budget.

20 As -- as Dan said we are -- we are on budget and in
21 schedule at this point. And many projects are complete. We
22 have our new meeting room addition that is proceeding very
23 well on the -- the West Side of the convention center. That
24 will be complete in January.

25 The -- the historic plaza throughout the campus is

1 proceeding well. And we're actually going to have water in
2 the fountains in September. So we're excited to be able to
3 hit to that date.

4 The -- September is a big time for us because we're
5 also renovating the Music Hall. And the majority of that
6 work is going to be done by the middle of September as I
7 believe we have a concert coming up late September to be
8 able to help kick that off.

9 So the new seats are arriving to start being
10 installed and there's -- there's a lot of work going on in
11 the -- in the Music Hall at this point.

12 The -- the Lot C Garage behind the Music Hall has
13 had a few challenges with having to relocate utilities. And
14 so -- between TEP and other -- other communication elements,
15 there's been a lot of effort. So that one -- that schedule
16 actually has slipped a bit and will be completed in April at
17 this point. But it's also -- unfortunately, it's the one
18 project that right now with the rains that we've been
19 praying for finally showed up, and it's been impacted more
20 -- or least delayed right now -- as they're getting their
21 foundations in. But they've got plans in place developed to
22 keep that one rolling here.

23 So it's an exciting time. Things are doing very
24 well. We also are proceeding to get our technology design
25 and updated within the Convention Center. And that's one of

1 the things facing us here today.

2 We bring Sundt+Concord and have a request for their
3 GMP or guaranteed maximum price, number 11. It's a total of
4 \$1,897,034. It's made up of three components. One is for
5 that historic plaza. We have \$1,005,297. That's for the --
6 the north walkway, the final stretch of the historic plaza
7 that goes from our central plaza up all the way to Broadway.
8 And that will be the last stretch completed and they're
9 working with HSL Properties and the construction going on at
10 the Flin and as well as on the other -- on the west side as
11 well. So that will be great to be able to get that one
12 going.

13 We have -- this GMP includes \$302,825 for
14 technology. That will be -- that's the first step of
15 getting our -- what we call the intelligent backbone within
16 the Convention Center to be able to connect the new meeting
17 rooms and all the other components happening.

18 So to make sure that we -- by the end of the year
19 when the meeting rooms are ready to go, we will -- we'll be
20 ready to go with technology as well, which we -- we're
21 seeing is really our -- going to be one of our huge
22 strengths. So we'll have this intelligent backbone spine.

23 Also, we're planning on getting -- make sure we have
24 wi-fi throughout the -- the Convention Center that will be
25 coming to -- later this fall, and also what we're calling

1 digital signage. So we'll have flat screens and things
2 around the Convention Center for directional advertising.
3 All sorts of things that again will be a huge benefit.

4 And then the final component of this is for the Lot
5 C Garage. We've modified some of the foundation design to be
6 able to avoid some those utilities. And so that additional
7 \$228,912 combines to be able to make our total for GMP 11,
8 which we recommend approval.

9 So we are staying within our overall project budget.
10 We still are -- we still have a healthy contingency that I
11 think we're starting some of the conversations with you
12 about where the next priorities are to be able to spend some
13 of those dollars.

14 **CHAIRMAN McCUSKER:** What is the remaining reserves,
15 Phil?

16 **MR. SWAIM:** We're just over a million dollars right
17 now in project contingency. Sundt+Concord maintains their
18 own contingency for construction in each one of the
19 individual projects. We're a little nervous to start
20 spending that million dollars yet. We still have a way to
21 go to get out of the ground.

22 With some of these historic areas, we're finding
23 utilities and other strange things that -- we haven't found
24 Jimmy Hoffa yet -- but we're finding other strange things
25 but -- so to be able to maintain the budget. But I think

1 we're going to be able to start to earmark some of those
2 things.

3 One of the other elements that I forgot to mention
4 is in the -- the arena we have new ribbon boards for the
5 south end that should be showing up to get installed later
6 in October. So that with updated controls are really going
7 to enhance what the Roadrunners and Sugar Skulls and other
8 events can do within the arena.

9 **CHAIRMAN McCUSKER:** I would like to give a shout-out
10 to Susan Gray and our friends at TEP. If you weren't
11 following this, we literally hit the main electric line that
12 feeds all of downtown behind the garage. So, you know, TEP
13 was nothing short of heroic in helping us relocate that even
14 though we were all worried about the weather -- you know,
15 because that could have really slowed us down. Right, Phil?
16 And that could have added six months or more to the project.
17 And the total amount GMP 11 is --

18 **MR. SWAIM:** -- \$1,897,034.

19 **CHAIRMAN McCUSKER:** Okay. Any questions for Phil?

20 **MR. SHEAFE:** Chairman, I'd like to move to approval
21 of the GMP request in the amount 1,000,089 -- so \$1,897,034.

22 **MS. COX:** Second.

23 **CHAIRMAN McCUSKER:** Brandi, call the roll.
24 Are there any questions, comments? Brandi, call the
25 roll.

1 **MS. HAGA-BLACKMAN:** Chris Sheafe.
 2 **MR. SHEAFE:** Here. Aye.
 3 **CHAIRMAN McCUSKER:** We know you're here, but we want
 4 you -- we want you to vote.
 5 **MS. HAGA-BLACKMAN:** Edmund Marquez.
 6 **MR. MARQUEZ:** Here. And aye.
 7 **MS. HAGA-BLACKMAN:** Jannie Cox.
 8 **MS. COX:** Aye.
 9 **MS. HAGA-BLACKMAN:** Mark Irvin.
 10 Mark, you're muted.
 11 **CHAIRMAN McCUSKER:** Still muted.
 12 **MR. IRVIN:** Aye.
 13 **CHAIRMAN McCUSKER:** There you go.
 14 **MR. MARQUEZ:** Start calling you Jeff Hill.
 15 **MR. IRVIN:** Sorry. Sorry. I'm aye-ing. I'm like,
 16 nobody is paying attention to me.
 17 **MS. HAGA-BLACKMAN:** Okay. Jeff, you're also muted.
 18 **CHAIRMAN McCUSKER:** Did you get everybody but me,
 19 Brandi?
 20 **MS. HAGA-BLACKMAN:** Well, Jeff -- Jeff is here. He's
 21 muted though.
 22 **CHAIRMAN McCUSKER:** Oh. He might still be muted.
 23 I'm going to vote aye. So we have 5 ayes. And we're
 24 waiting on Mr. Hill. So clearly the motion passes.
 25 (The Board voted and motion carries 5-0.)

1 Phil, thank you for all your hard work. And we're
 2 looking forward to seeing some water in the patio.
 3 **MR. SWAIM:** Absolutely.
 4 **CHAIRMAN McCUSKER:** It's probably -- what, been 10
 5 years?
 6 **MR. SWAIM:** At least.
 7 **MS. COX:** More than that.
 8 **MR. IRVIN:** 20 plus.
 9 **MR. MARQUEZ:** Looking forward to taking my kids for
 10 a swim. It's going to be fantastic.
 11 **CHAIRMAN McCUSKER:** There we go. Okay.
 12 Item no. 8, Zemam's. Lucas, Leo, you guys are up.
 13 Let me just introduce this.
 14 Brandi, if you can pull up the aerial of the site.
 15 I think all of us have eaten at Zemam's one time or
 16 the other. I got to really enjoy meeting the family that
 17 has run this iconic restaurant for longer than I can
 18 remember. And the Sunshine Mile of course has really
 19 disrupted them. But as we look at completing the project,
 20 really -- creates some really interesting opportunities for
 21 them not only to reopen, but to expand.
 22 Brandi, did you find my aerial view?
 23 Okay. So this is the Zemam's corner; that's Treat
 24 Avenue. And of course Rocco's there is relocating two doors
 25 to the left. The City has partnered with us on those three

1 properties east of Rocco's, the little goofy thing there
 2 with the pink roof and the two buildings that are
 3 immediately west of Zemam's. And of course, then Zemam's
 4 restaurant, which they own.
 5 By taking title to these properties, Rio Nuevo then
 6 can work with Zemam's to expand that whole corner. And I'll
 7 let me them introduce their idea. But I think it's really
 8 brilliant, very culturally relevant, and could be a huge
 9 home run for food and beverage as we just discussed for that
 10 section of the Sunshine Mile.
 11 So, Lucas, if you are around, take it away. And I
 12 don't know if there's -- are they sharing their screen,
 13 Brandi, or are you going to run the slides?
 14 **MS. HAGA-BLACKMAN:** No. You guys can share your
 15 screen.
 16 **CHAIRMAN McCUSKER:** And introduce your team because
 17 I know your architect is with you and some of your family is
 18 with you.
 19 **MR. GEBREMARIAM:** I'm getting a "host disabled
 20 participant." So I'm trying to share my PowerPoint. But I'm
 21 unable to right now because it says "disabled participant."
 22 **CHAIRMAN McCUSKER:** Go ahead and try again.
 23 **MR. GEBREMARIAM:** Still the same message.
 24 **CHAIRMAN McCUSKER:** It may be that you don't have the
 25 link that he's in on.

1 Brandi, can you pull it up?
 2 **MS. HAGA-BLACKMAN:** Yeah. Let's try it -- let's try
 3 it again here in a minute because it's easier for -- for you
 4 to just go through your slides.
 5 **MR. GEBREMARIAM:** Yeah.
 6 Am I able -- oh. There we go. Got it. Okay.
 7 Can everybody see what -- my PowerPoint?
 8 **MR. SHEAFE:** Yes, sir.
 9 **MR. GEBREMARIAM:** All right. So my name is Lucas. I'm
 10 one of the owners and operators of Zemam's. And we have a
 11 really cool idea about expanding on not just the restaurant
 12 but kind of building a new go-to area.
 13 **CHAIRMAN McCUSKER:** If you click on slide show there
 14 at the top, it'll bring up a way for you to launch the slide
 15 show without seeing the slides on the left. So click on --
 16 you're running it. So click on slide show and click on start
 17 slides.
 18 **MR. GEBREMARIAM:** All right. We got it.
 19 **CHAIRMAN McCUSKER:** I won't charge you -- I won't
 20 charge you for the tech support.
 21 **MR. GEBREMARIAM:** Thank you. This name is just sort
 22 of a -- a place holder as of now. But our inspiration is
 23 kind of -- in acquiring those properties is kind of creating
 24 a new area that resembles sort of a bazaar or a marketplace
 25 where we have a couple of restaurants as well as several

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1 vendor stalls that will carry and have -- with the hope of
2 bringing food from all over the world in those areas. So
3 sort of like where The Boxyard is with that sort of theme,
4 but with different food from all over the world.
5 And the presenters are going to be myself,
6 obviously. My dad, who is the founder, owner, and operator
7 of Zemam's, and then our architect, who has been awesome and
8 has a cool little walk-through for you guys.
9 And that is Leo Katz, who I'm sure you guys know.
10 So with that, we're going to be going over the project and
11 the overview as well as the cost and the revenue projection.
12 And after that is all done, then we're going to have Leo
13 kind of give you guys the guided tour of what that plan is
14 going to look like.
15 So with that I want to hand it over to my dad and
16 have him introduce himself and kind of give you an idea of
17 where -- where we kind of got the motivation for it.
18 **MR. AMANUEL GEBREMARIAM:** Thank you very much,
19 everybody. Thank you very much, all the board members and
20 the board director. I'm really humbled to get this
21 opportunity to be considered one of the -- opportunity. I
22 have a vision. But before I start my vision, let me start a
23 short history of my business.
24 I started Zemam's with four tables on the corner of
25 Broadway and -- and rented out the place for only \$500. But

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1 before I went of the business, I met these old executive
2 members who are advising business. And I asked them, I
3 wanted to open a restaurant. And the gentleman's name was
4 Jack Steindler -- some of you might know him -- and he said,
5 son, this is a hard business to be in. 80 percent of
6 restaurants fail within the first year. And I said, Jug,
7 that's true. But I could be one of the 20 percent who could
8 make it.
9 And then definitely within -- after I opened within
10 two, three months, my landlord raises the rent from \$500 to
11 \$900 and then I asked the owners if I could buy it. They
12 said they were willing, and I bought it. And in 27 years, I
13 had 16 employees. I started with myself and two other
14 people. 16 employees, and I have two locations now.
15 The reason why I wanted this extra space next to me
16 on Broadway 2725, 2719 is I have a vision for Tucson. I
17 wanted a vibrant city for Tucson. And it is possible to
18 make it. I have a plan to make this place a go-to place in
19 Tucson and one of the attractions in Tucson. And I promise
20 every one of you I will work so hard to accomplish my dream.
21 This country has given me an opportunity. I came as
22 a refugee over 40 years ago with \$7 in my pocket. I'm not
23 looking for the money only now. I wanted to help some
24 people who did not get an opportunity to start restaurants.
25 Not the hard way like I did, but I would also encourage

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1 them, support them, teach them if I could, on how to get
2 their own dream.
3 **MR. GEBREMARIAM:** Okay. Thanks, Dad. So with that
4 being said, what this vision is is what it sparks from is
5 when we opened this restaurant I remember I was in third
6 grade, there really wasn't any other type of ethnic
7 restaurant aside from Mexican, Chinese, and Italian. So it
8 was a big risk. And what -- what most sticks out to me is
9 that Tucson really embraced us. They were really very open
10 and they were willing to come try the food. And if we
11 hadn't had that, then we wouldn't -- we wouldn't be here.
12 So what our goal with -- with opening this -- this
13 new space is is to have a kind of go-to area that's cool,
14 that's fun to hang out, that allows all kinds of people to
15 come. But it also showcases and gives opportunities to new
16 chefs and new businesses and people that know they have
17 great food. They know that they can do that. But they
18 can't necessarily afford a brick-and-mortar location. So
19 with the restaurants, we'll also have those -- those areas
20 and give those businesses opportunities to grow their
21 business and with the vendor stalls, and also in the hope
22 that they're so wildly successful and they outgrow us and
23 are able to have their own new restaurant.
24 So like we said, it's going to be a dynamic go-to
25 destination with different kind of cuisines from all over

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1 the world. And it's an opportunity for aspiring chefs to
2 gain exposure and start, like my dad said, without having to
3 break the bank or take a gigantic risk.
4 In addition to that, we want to make the place
5 available to other local events and performances and have
6 music and have little pop-up events. Before COVID started, I
7 did a little Afro funk night where we did Ethiopian tacos
8 and had a DJ called DJ Herm, who's very popular. He was
9 doing international music basically. And we did three of
10 those and they were the last -- they were very successful.
11 So I know with a bigger space that that will be even more
12 successful in this -- in this area.
13 And it's just something I feel like that Tucsonans
14 would like. They -- they -- like I said, they were open to
15 us in helping us. And they love to try new things. Like my
16 dad said, those locations are going to be directly to the
17 west of Zemam's, so the three buildings between us and
18 Rocco's. And that's the two in the front and the one that's
19 sort of placed further in the back.
20 And while that is -- while we're constructing that,
21 we want -- we hope to have the other Zemam's open so that
22 our customers can see what's going on and that will build
23 the anticipation so that when it does open it will already
24 be a popping place.
25 This is one of Leo's renderings. And as I mentioned,

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1 after we are done talking here we're going to hand it off to
 2 him and he's going to be able to give you guys a little more
 3 of an in-depth tour.
 4 But this is the -- yeah -- southwest view of the
 5 bazaar. So if you could see the building in the far, that
 6 is Zemam's, and the two others are here. So these will be
 7 restaurants -- separate restaurants with some outdoor
 8 dining. And then in the back here, we will have those vendor
 9 stalls. And then inside, there's a bunch of tables and
 10 dining and everything.
 11 So we're kind of -- like I said, we wanted to look
 12 like a bazaar from India or, you know, like Morocco, or a
 13 very, you know, cool place; and incorporate those cool
 14 buildings that we have that are to the left of -- or to the
 15 west of us into that whole design so that it looks really,
 16 really awesome.
 17 Here's another view that you guys can see. So
 18 that's a view from the street.
 19 And one more.
 20 So if you see here, this is just the bird's eye
 21 view. This would be Zemam's. We would have these two
 22 restaurants. We have priced out the building a kitchen right
 23 here for the restaurants; and then a central bar right here
 24 where everybody can go and get drinks and, you know, kind of
 25 chat and chill.

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1 And then these would be the vendor stalls back here.
 2 This building would be moved -- removed and we would
 3 have a parking lot here as well as making a little bit of
 4 that area available to do the Afro funk night and different
 5 kind of things where we could have music and stuff. So that
 6 would be this area right here.
 7 We would close part of the parking lot and have that
 8 music projected out onto Broadway so it would not disturb
 9 any of the Sam Hughes. And then trash cans are here. And a
 10 little kind of segue between us and the Sam Hughes
 11 neighborhood right there to prevent the sound.
 12 Just kind of reiterating the same stuff that we
 13 talked about. It will be re-purposed. The kitchen will need
 14 to be newly reconstructed between two existing structures.
 15 There would be a full-service bar at the center of the
 16 courtyard and separate vendor stalls along the back of the
 17 property.
 18 Outside seating, restroom, common waste disposal.
 19 These -- just talks about the restaurants. So they
 20 will operate separate from us. They will offer a distinctly
 21 unique menu. And each will have indoor and outdoor seating
 22 exclusively for those restaurant customers, as well as they
 23 will be responsible for their operations and management for
 24 those two buildings.
 25 We anticipate that those restaurants are going to

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1 have about a seating space of about 20 tables, each with the
 2 seating capacity of about 65. Depending on the restaurant or
 3 vendor that we do get, they will be open hopefully for three
 4 meals a day. And we anticipate about six days a week, about
 5 an average -- about a hundred guests per day per restaurant
 6 -- less, obviously, during the week, and more on the
 7 weekends.
 8 The central bar will be -- we would qualify for that
 9 through -- and procure the necessary liquor license. We --
 10 we would hope for help from Rio Nuevo to procure this. We
 11 do have a liquor license at our Speedway location. However,
 12 that is just beer and wine. And we do hope to add spirits
 13 to that because that will really increase the revenue and
 14 the tax purposes for just getting more income and more tax
 15 to the -- to you guys as Rio Nuevo. We will maintain that
 16 operation and the maintenance of that.
 17 Vendor stalls, like we've mentioned, is an
 18 opportunity to give chefs and upcoming restaurants a start
 19 to kind of bring in food that maybe nobody has tried that --
 20 like us, when we started. And then with the hope that when
 21 we rent to them and then they'll outgrow us and be
 22 successful that they will be able to move into a new venue
 23 or get their -- afford their own brick and mortar.
 24 So it's a genuine hope that these -- that this --
 25 these food and these vendors stalls that we get will become

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1 so successful that they will outgrow us and that we can be a
 2 part in building Tucson's culinary scene.
 3 You know, I feel like we have been a part of that
 4 scene for a really, really long time. And we owe so much to
 5 the people of Tucson for helping us and just giving us good
 6 word of mouth and everything that we would love nothing more
 7 than to just be able to provide that same opportunity to
 8 other people. And I think -- I mean, I know that Tucson --
 9 the population would love it. I know that they would come.
 10 And we anticipate those being sort of like a food type menu
 11 and pricing. And then each vendor would be fully responsible
 12 for those operations and they will obviously retain their
 13 own profits.
 14 We have an idea for, like I said, pop-up events. I
 15 did those Afro funks, which I know were successful,
 16 possibility of salsa dancing classes, or Zumba, and hip hop
 17 classes. There's just so many things we could do in that
 18 space that could help bring more people there and keep it a
 19 -- a cool go-to area.
 20 **MR. MARQUEZ:** It's looking fantastic. If you don't
 21 mind, I think we have the gist of what it is. It looks
 22 fantastic. Can we -- can we get to the numbers, please?
 23 **MR. GEBREMARIAM:** Oh, yes. No problem. We did a
 24 feasibility with Strongbuilt and they said both buildings
 25 are good -- they're in good shape. They're good for -- it's

1 cheaper to actually renovate them rather than knock them
2 down and build from the ground up. The plumbing and the
3 sewer is already -- they're already run. And the kitchen is
4 good and the bathrooms are good. They just need to be
5 updated to meet code for a restaurant.

6 So with that being said, Strongbuilt gave us a
7 number of \$1.26 million to do everything that they have
8 mentioned here as the -- as part of the project. We have
9 submitted the full reports of both the feasibility and the
10 Strongbuilt's detailed explanations. So if you guys don't
11 have that, let us know and we can send that to you as well.
12 This is just the cost, which we've gotten from all of our --
13 the businesses that we do that we work with and stuff. So
14 that's those.

15 So estimated revenue, we project, yeah. It's about
16 2,800 -- 2,000,800 for both -- for the two restaurants. The
17 bar will be about 30 -- 3,500,000. And the vendor stalls --
18 so Zemam's gross was approximately -- before COVID, was
19 around \$2 million. Bazaar on Broadway will be approximately
20 3.5 larger than that and -- yeah, larger than Zemam's. So in
21 the first year projection sales we expect to be 3.5 times
22 than the amount of Zemam's sales. Second year, about five
23 times the amount of Zemam's sales. And the third year, about
24 6.5 times the amount.

25 With the vendor stalls, it's going to vary depending

1 you can -- we can see your smiling face, I'll hand the baton
2 back to you.

3 **CHAIRMAN McCUSKER:** Okay.

4 **MR. IRVIN:** I'm sorry. Keep -- keep going. I'm sorry.

5 **MR. GEBREMARIAM:** Okay. I'm good to go? Okay. So

6 with that being said, these are the three estimates of
7 revenue. So about 2,000,800 -- so we're looking at roughly
8 just under 7,000,500 dollars a year in sales. And if I'm
9 being honest, I think we'll do more than that. I think this
10 is -- this is a lower estimate. But I -- I think that with
11 this idea that the sky is the limit. And I think we already
12 have a great reputation in the city and a good loyal
13 following and that people in Tucson are always, always
14 looking for unique and new cool food, cool experiences. And
15 I think that this is going to be a project that will
16 definitely bring people in to do that.

17 So in closing, like I said, we do have the proven
18 track record. People know us and they love us and we want
19 -- I genuinely believe this will help Tucson become an even
20 more popping place. There's -- there's so much that's going
21 on down 4th Avenue and downtown that I feel like the city
22 needs a new spot. It needs a new area. And I think with the
23 Broadway construction that's -- that this is going to be
24 that. And I think -- like Dad said, I -- I just think that
25 this would be a great idea. And I -- with that being said, I

1 on what vendors we do get in there. But we did a little
2 formula of about -- average transaction if we do -- it's
3 about \$15 per person. We anticipate that they're open 7 --
4 or 6 days a week, 24 days a month, with an average customer
5 base of about 50 per day, you're looking at -- and 5 vendor
6 stalls, we're looking at about \$1,080,000 per year on that.

7 **MR. IRVIN:** If everybody could hold up for a second.
8 We have lost our chairman. We've also lost Mr. Hill and
9 Jannie Cox.

10 I -- so by de facto, I am now acting Chair and I do
11 not think we have a quorum.

12 **MR. COLLINS:** I concur, Mark.

13 **MS. HAGA-BLACKMAN:** Fletcher is on my phone. He's --
14 hold on a second.

15 **CHAIRMAN McCUSKER:** And I'm moving to the Rio Nuevo
16 office. Brandi --

17 **MS. HAGA-BLACKMAN:** Yeah. I'm here. So Fletcher is
18 on his way to the Rio Nuevo -- Rio Nuevo office right now.

19 **CHAIRMAN McCUSKER:** So I can hear everything. If you
20 want to proceed, I'll be online in a few minutes.

21 **MR. IRVIN:** Yeah. Fletcher, I just -- I -- you know,
22 if you're on -- if it's you and myself and Chris and Edmund,
23 we've got four of the six and we're fine with the quorum.
24 So as long as you're -- can hear us and what have you, then,
25 yeah, we're good to go. And the second that you get where

1 want to hand it off to Leo to give you guy a little more of
2 an in-depth tour of the facilities.

3 **MR. KATZ:** Okay. Hi. I have known the Gebremariams
4 for 20 plus years. Our kids grew up together. They're dear
5 friends. And if I could eat Ethiopian food once a week, I
6 would do it every week. It's a wonderful place; it's a
7 wonderful environment. And, you know, I really wanted to
8 step up and help them get their vision going.

9 So if -- if Brandi, is -- can you let me have the
10 screen share now? And then I can -- I can take you on this
11 -- on this sketch-up model tour, if you're -- if that would
12 be something that you guys want to see.

13 So, you know, the Gebremariam's had the -- have the
14 vision of being able to expand that and we were talking long
15 before the -- the -- the COVID hit and everything else about
16 this being a fun and great idea and how it could all come
17 together. I think that the reality of -- and the
18 opportunity to work with Rio Nuevo and the City to be able
19 to have this be a reality is -- is really -- is a great
20 opportunity. And that's why I jumped in to help as much as
21 I could be able to do it.

22 So this -- this is a view of the -- of the property
23 again. I think Fletcher shared that earlier, what was going
24 on. I primarily work in historic restorations in
25 neighborhoods like Sam Hughes and Barrio Historico, Armory

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1 Park, all over the City. And I dabble and have been -- have
2 some good experience in some smaller commercial projects.
3 So what I tried to do is bring that to the -- to the
4 project and what would be needed. You can see that the --
5 in orange as -- as the color-coded that I had on the -- on
6 the other plan was is that those are the three buildings
7 that are -- that are existing residences and Zeman's is the
8 one here on the -- to the east. And I think you're probably
9 familiar with that now.

10 The concept of -- of using these two buildings would
11 be that they would be strictly for bathrooms, seating,
12 waiting areas, and being able to do that. And all the new
13 sort of heavy lifting construction would occur within the --
14 within the -- the kitchen area, which would be sandwiched
15 between the two. And, you know, we have a -- a floor plan
16 that -- that illustrates how that could -- how that could be
17 laid out. And so, you know that -- that -- that occurs
18 there.

19 You have the -- the central courtyard, which would
20 have a screen, a canopy, a screening over-the-top that would
21 keep that habitable, you know, particularly in the -- in the
22 summer months. And you will see sort of -- I can show
23 you -- and that dynamic, you know, how it works, you know,
24 with the -- with the changing of the season and the
25 different -- different areas that are coming by.

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1 Again, in the back here are the -- are the vendor
2 booths. And then the red represents a public restroom to be
3 able to handle it. The purple is a -- is a bar. And that's
4 all that's been going over.

5 One of the things that -- that I think is important
6 to understand in -- in looking at the view of this is that,
7 you know, I'm -- I live in Sam Hughes, the Gebremariam's
8 live in Sam Hughes. So we're very sensitive about how the --
9 all of this would impact the neighborhood. And I think that
10 that's -- I know you guys deal with this all the time of --
11 in proposing development of what that's going to be like.
12 And that's where you're going to get neighborhood input. So
13 you're looking really just north of the property. You're
14 looking at these three residences that have -- you know,
15 that are there that have their yards in between.

16 So in the concept of the -- of, you know, putting
17 the -- the bazaar together of creating the -- the eating,
18 entertaining, multiuse space that -- that is in the design,
19 is that you're creating a -- a buffer. There are two
20 easements that run along the backside of the property, which
21 amount to about 15 feet. So with -- with this, the idea is
22 to construct a wall that would run the entire length. You
23 can see it from this side. That would be an acoustic and
24 privacy, sort of the first layer of that.

25 On the backside of all the vendors here is a -- is a

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1 sort of a utility service corridor where, you know, the --
2 where you're not having to pull through the center of the --
3 of the gathering space to be able to get that. So you would
4 be able to run that out. And then back over in the corner is
5 the -- is the garbage collection. So that's -- that's --
6 would be able to do that.

7 So on the backside of the -- of the vendor booths
8 would also be an additional wall. So you're really creating
9 a layer of -- of privacy and trying to contain this outdoor
10 -- you know, this outdoor space here, you know, being able
11 to have that and also provide sort of a visual and sound
12 privacy for -- for the -- for the spaces. The parking --
13 the parking area is, you know, based on, you know, some
14 rough calculations. It doesn't meet code.

15 But, you know, in earlier conversation with
16 Fletcher, I -- it -- what I was told was that this is going
17 to -- it's going to have an Enterprise Zone consideration
18 and that we're going to be able to provide a -- modified
19 parking spaces. I believe that -- that the plan that I came
20 up with has -- you know, I think there's 16 park spaces as
21 well as a loading zone and handicapped parking.

22 Luke talked briefly about the idea of having, you
23 know, an area for -- for the dance parties and the -- and
24 the block parties, which can occur in the parking lot away
25 -- again, away from -- as far as we could from the -- from

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1 the houses here so that -- that any music and everything
2 would -- would be more able to be self-contained. As you
3 walk -- as you come into the -- into the -- the outdoor
4 dining, you can see that -- that I've just laid this out and
5 downloaded a -- a slew of people to show, you know, how what
6 the -- what that would be like. So there would be -- you
7 know, the vendors would be here with access to the -- to the
8 -- to an open almost eating court here.

9 And then this really sort of -- I developed this
10 more just to illustrate that one of the restaurants could
11 have their own private outdoor patio that would be service
12 there. The centralized bar here would be able just -- you
13 know, be a walk-up separate.

14 I think that the American Eat over in South Tucson
15 has a -- has a similar situation where there's a walk-up bar
16 where you can get your -- your drinks and carry them there.
17 They'd also have the opportunity with the location of being
18 able to have service drinks into the outdoor patios of both
19 the -- the new restaurants that are being taken -- taken
20 through here.

21 So the -- the concept for this is really -- it needs
22 a lot of refinement. This was laid out just to be able to
23 give you all a vision of what -- what was going on. You
24 know, the size of the booths, the height of the -- of the
25 shade structures, all of these things are there and have

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1 been considered.
2 But this is really a -- you know, a first run at the
3 -- at the concept. And I felt -- and we talked to the
4 Gebremariam's about the ability to get into a sketch-up
5 model that really allows you to be able to get a better, you
6 know, sense of what the space would be like. So, you know,
7 this is -- this is the first run at that.
8 And, you know, trying to as much as possible take
9 into consideration of sort of the practical issues of -- of,
10 you know, fitting into the neighborhood and being able to --
11 to operate an outdoor venue like this and still provide a,
12 you know, sense of -- of privacy, you know, backing up to a
13 residential area of parking, adequate garbage collection,
14 all those things you'd be able to -- be able to have.
15 So, you know, again, you know, this is an idea of
16 being able to, you know, just illustrate what -- what we're
17 looking at, you know, with the -- with the whole structure
18 and -- or the whole venue, and seeing exactly how it's going
19 to -- it's going be laid out and function. I think it's
20 also important that, you know, this will be a great tool to
21 talk to, you know, potential restaurant owners that might
22 want to be part of this to see exactly what's going to
23 happen.
24 And also, for the vendors, which is -- which is --
25 which is -- a big part of this is getting the right people

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1 to participate. So I hope that's enough information for you
2 guys. And if you have any other additional questions or
3 comments, you know, I can -- I'm -- I'm available to -- to
4 speak to those.
5 **MR. SHEAFE:** Is it right, Leo, that each of the
6 vendors would be using the common kitchen to prepare?
7 **MR. KATZ:** Yeah. Let -- let me just -- and I can --
8 let me just sort of hunt a little bit for the -- I have a
9 floor plan too. I think I gave that to -- I gave that to --
10 to Luke to include there.
11 **MR. SHEAFE:** You don't have to show us a drawing of
12 it because I wouldn't have the knowledge to be able to
13 discern it anyway.
14 **MR. KATZ:** Okay.
15 **MR. SHEAFE:** But the concept is where I'm asking. But
16 you have a common use of the kitchen?
17 **MR. KATZ:** Yeah. And the -- and the -- the -- the
18 site plan does show that -- here. Let me just -- is
19 everybody seeing this being shared? The floor plan.
20 Oh. Let me -- let me get that.
21 **MR. SHEAFE:** We're looking at the central plaza.
22 **MR. KATZ:** Oh. Let me see what --
23 New share. There we go. How is that?
24 **MR. SHEAFE:** Okay. Yeah.
25 **MR. KATZ:** Okay. So this is more of a floor plan.

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1 And it's -- again, it's very diagrammatic. So in the -- in
2 the new kitchen area of what you'd have -- and I can enlarge
3 it here -- is that the -- the kitchen space would be built
4 out with -- with -- and what I've designated here is this
5 would be a prep area.
6 And you can see these are -- these happened down in
7 Mercado and different areas where they have sort of a
8 kitchen where you can come in and be able to, you know, do
9 their prep in a -- in a -- you know, a Pima County Health
10 Department sanctioned and inspected kitchen area.
11 So you'd have a -- you know, a prep area here with
12 easy access, access through the -- through the building.
13 This is an earlier version. But the bar is in here right
14 now. But you'd be able to get through here and being able
15 to access. This would be a common walk-in storage that
16 could be, you know, a walk-in cooler with additional storage
17 allocated here. And then -- then again, just in the layout,
18 you know, showing that you could fit in -- within this area
19 two, you know, good sized kitchens to be able to -- you
20 know, to lay out with a server area that could serve in --
21 in each one of the restaurants.
22 So I -- I think the common kitchen idea is -- is
23 what is really going to make -- you know, make this work.
24 And that, again, the restaurants themselves won't have to
25 come up to code. You won't be cutting into floors and --

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1 and ceilings and upgrading electrical and all those things
2 in order to make them work. They'll be essentially just a
3 dining area. And it really is in keeping with -- with the
4 charm and what -- you know, what Emmanuel has created over
5 in his restaurant, which is -- you know, it's almost like
6 going into somebody's house for dinner. And these two --
7 these two -- these two existing houses will be able to
8 provide, you know, that same -- that same area there.
9 **CHAIRMAN McCUSKER:** I'm -- I'm back and I'm actually
10 in the Rio Nuevo office. I think Jannie is back online. We
11 had a power outage in Midtown. It looks like the whole
12 midsection of town is out of power.
13 **MR. SHEAFE:** Is that what happened? Wow.
14 **CHAIRMAN McCUSKER:** Yeah. It's -- well, I was on the
15 phone while Liz, bless her heart, drove me down Broadway. I
16 got to drive by Zeman's when they were talking about it so
17 that was fun.
18 Obviously, this is a complicated project. We've got
19 to get title to these properties. It's a lot of work to do
20 and finalizing some of the plans. We wanted to get it in
21 front of you.
22 Did you get all the way through the presentation,
23 Luke? Did you go through the budget?
24 **MR. GEBREMARIAM:** Yeah.
25 **CHAIRMAN McCUSKER:** So it's really brilliant, in my

1 opinion. It's really culturally very relevant. I think -- I
 2 think it could be a huge destination in the Sunshine Mile.
 3 It's not something that we're going to go, yeah, this is
 4 great. Let's give them \$1.4 million today. But I think it's
 5 a very doable project.
 6 What I would suggest is that we authorize Jannie,
 7 Edmund, and I, to advance this the same way we have with
 8 Lerua. And, you know, hone in on a project, a timeframe, how
 9 the economics work, and come back to the Board -- unless you
 10 just think this somehow is not worth the effort.
 11 So that would be my suggestion. So we -- we indicate
 12 our interest in advancing this, authorize us to accelerate
 13 the City giving us these titles, and allow us to work with
 14 the team to advance this project, understanding that we're
 15 going to have put some money into this for this to happen.
 16 **MR. IRVIN:** Fletcher, I -- I concur that it's a
 17 project that, you know, none of us have had a chance to see.
 18 Although, I got to tell you something, I love the restaurant
 19 and I love what they do and I love the idea. But I think we
 20 need to spend more time trying to drill down on it and
 21 really understand the concept, especially since -- with the
 22 exception of yourself, the rest of us are seeing it today
 23 really for the first time.
 24 So I -- I like the idea and I would make that motion
 25 that we ask Edmund and Jannie and Fletcher, for you three --

1 great job. We love you guys. We'll be in touch
 2 immediately.
 3 **MR. GEBREMARIAM:** All right. Thank you very much.
 4 Thank you. Really appreciate the effort and we're excited
 5 to -- to keep working with you guys.
 6 **CHAIRMAN McCUSKER:** Nice job. Thank you.
 7 **MR. GEBREMARIAM:** All right.
 8 **CHAIRMAN McCUSKER:** We got next with the Hotel
 9 Congress -- I'm looking at an agenda. But I think my little
 10 pea brain, that's the next item.
 11 Todd, if you're online?
 12 **MR. HANLEY:** I'm online. Yes. How much time do I have
 13 just based upon --
 14 **CHAIRMAN McCUSKER:** We've got a hard stop at 5:00.
 15 So if you can do everything you need to do in 10 minutes.
 16 **MR. HANLEY:** Okay. Great. Well, let me just -- I'll
 17 share a screen to give you a quick little update on what's
 18 happening.
 19 Michael, can you help me with this real fast? I'm
 20 not -- I'm a technophobe. So while Michael is kind of
 21 sharing the screen of the PowerPoint, I'll give you just a
 22 quick overview.
 23 The project is on schedule at this point. It's not
 24 open. I can open it for you. Hold on one second. All
 25 right. There you go.

1 since you're really focused on our Sunshine Mile piece -- to
 2 go and visit, flesh this thing out, and then come back to
 3 the Board with a recommendation for discussion.
 4 **CHAIRMAN McCUSKER:** And Jannie, I hope you're on to
 5 communicate with me.
 6 **MS. COX:** Are you talking to me? I'm sorry. I have
 7 a not great connection. I lost my Wi-Fi.
 8 **CHAIRMAN McCUSKER:** Oh. The -- the motion was to
 9 authorize you --
 10 (Audio interference.)
 11 **MR. MARQUEZ:** This is Edmund. I'll second it. I hear
 12 a ton of feedback.
 13 **CHAIRMAN McCUSKER:** -- middle of a thunderstorm.
 14 Okay. We have a motion and a second to hand this off
 15 to the three of us. We'll go to work immediately, Luke and
 16 everybody, and try and get some firm with you and firm with
 17 the City. So all those in favor, say "aye."
 18 (Ayes.)
 19 Any opposed nay?
 20 It's a great project. We're going to do everything
 21 we can to enable everything. We probably want to sit down
 22 with you and discuss the timing of all this and how quickly
 23 we can start bringing some of this online. But with the
 24 overlay approved now, you know, that solves a lot of the
 25 issues that the underlying zoning would present to us. So

1 Well, as I was saying, the project is on schedule.
 2 That's predicated on a few more weekends working, tiling,
 3 and finishing touches. It's been a pretty aggressive
 4 timeline from essentially July 5th through August 6th.
 5 Again, let me back up and just kind of say thank you
 6 very much to Rio Nuevo, the Tucson community. I also want
 7 to give a special shout-out to Caylor Construction and
 8 Design, Achilles Mechanical, Means Design, they've been
 9 unbelievable. We took pretty much a two-month project and
 10 squeezed it into about 30 days, give or take. So it's been
 11 relatively impressive.
 12 Current project is on an overrun. So for those of
 13 you that -- we're talking contingencies, we pretty much
 14 exhausted our contingencies. And as a business, we are
 15 committed to investing the remaining overruns into phase one
 16 of the project.
 17 So I can just kind of quickly glaze through a few
 18 things here. You can see kind of an aerial -- aerial view
 19 of the plaza. To the top left you see the stage. To the
 20 bottom left you see kind of what is a circle. That's going
 21 to be a redesign of eventually phase 2, the bathrooms.
 22 The canopy structure will be most likely -- as all
 23 of you read the article -- probably the most forward facing
 24 if not for sure the most forward facing part of the project.
 25 Misting systems that will allow us to utilize the plaza 365

1 days a year. So that just gives us a quick little snapshot
2 of the aerial view.

3 Here's a little bit of a rendering. The structural
4 engineering and overall kind of lead-up to this installation
5 was miraculous at best, working with an engineering company
6 out of California as well as a canopy structure. The far --
7 the right image is not to scale. So if Richard and Shane are
8 looking to take a big deep breath, we know what it's going
9 to look like. But that's going to give you a little
10 perspective on what we're going to be doing to really
11 improve the plaza and that's, you know, part of phase one.

12 This is a bit more of a pictorial image of what
13 we're going for, more of a conceptual design. The right
14 image you can see the fan systems. We are going to with an
15 evaporative fan misting system as opposed to a traditional
16 kind of canopy misting system just to kind of allow for a
17 little bit more of that -- I think it's called -- oh, gosh.
18 Anyways, just air flow. I won't use fancy words.

19 Here's the hard image drawing to look at. But it's
20 an aerial view of what we would call our grand prep room,
21 which is going to be double the size of our existing prep
22 room, which will allow us to move forward on the Century
23 Room, the jazz cabaret lounge that will be a part of phase
24 two. If you look at the left, that's a design of the
25 eventual ADA bathrooms that we'll be installing. Part of the

1 phase one plumbing infrastructure will be all this stub-outs
2 and the necessary infrastructure to move forward on that as
3 we move into phase two.

4 Here is a -- again, kind of a small drawing. I
5 apologize. Maybe if I can get on the next agenda depending
6 upon your timelines, I can give you a little bit better
7 imagery of what we're looking at. But this is the imagery
8 of the Century Room. So this will be that jazz cabaret
9 lounge that everybody's been talking about. You can kind of
10 see a little bit of the bar, the seating. Again hard to see,
11 but we're -- we're very much in the -- in the middle of the
12 concept design as we've kind of progressed through phase one
13 of the actual project. That's nothing you need to see.

14 So really, at this point, we're -- we're, again, on
15 schedule. We're looking at approximately about, you know,
16 \$100,000 to \$150,000 overrun on the first project. If we get
17 into phase two, which is predicated on obviously the second
18 half of the Rio Nuevo support, we're looking at between
19 \$750,000 to \$800,000 total. We are anticipating around 200
20 of our -- 200,000 of our investment into the project to see
21 this through. So that's right now again a bit more of a
22 guesstimate. If -- if you all would humor me and allow me to
23 come back with some -- a little bit more if not a lot more
24 detail, I'd -- I'd appreciate it. I think I could offer a
25 bit more insight.

1 But I'm -- I'm pretty excited about the project
2 itself to -- to allow us to grow the business both on the
3 Congress side of the business but, as importantly, the plaza
4 side. Phase two will include the green room renovation. It
5 will include some additional infrastructure and improvement
6 for the sound and lighting.

7 I think we're feeling really good about our -- our
8 August 7th kick off. I promise to all of the Rio Nuevo
9 Board the press release will give a big shout-out to Rio
10 Nuevo. I missed that opportunity the first time in my haste.
11 Excuse me. Thanks, Jannie and Edmund, for reminding me of
12 my -- you know, a little PR faux pas. But I feel pretty good
13 about it. But I do want to emphasize that, you know, at this
14 point, phase two is really predicated on the second half.
15 And I don't want to dwell upon the past. But I think we're a
16 proven entity.

17 We've done this for 35 years. I mean, Richard and
18 Shana, my in-laws, my partners, they're beyond visionaries.
19 A lot of the projects that I'm hearing about that are taking
20 place really are coming probably part and parcel from a lot
21 of what we've done. So in order for us to continue to grow
22 our business, grow downtown, Hotel Congress is going to need
23 that additional fund. Just that simple. I mean, I could go
24 into some more depth and detail. I was just kind of
25 covering my notes.

1 **CHAIRMAN McCUSKER:** Let me -- let me ask you a
2 question -- and I'm probably going to ask the Board the same
3 question. What was your takeaway from the way we committed
4 to you? The initial ask was 600,000. We committed 300.

5 Is it your understanding and impression that this
6 was going to be split in half and that at some future day,
7 we would fill in the back half? Or was it more vague than
8 that? What exactly are you anticipating from us?

9 **MR. HANLEY:** The specifics would be based upon
10 obviously the reality of Rio Nuevo. And to Edmund's point,
11 your -- your cash flow, your ability to have reserves, the
12 other half was going to come when it was available. I mean,
13 that -- that's the reality that I was leaning on. I did
14 know that in the June board meeting there was definitely a
15 bit of a roadblock, if you will, or speed bump, probably
16 better choice of words -- that this was not going to happen,
17 you know, in the summer.

18 But based on the realities of Rio Nuevo and to
19 everybody's point, downtown coming alive, Tucson coming
20 alive, I did expect and I guess hope probably would be a
21 better choice of words that that second half would be a part
22 of this. And then from there, we would move quickly on phase
23 two.

24 **CHAIRMAN McCUSKER:** Got it.

25 **MR. HANLEY:** Some detail would be needed and I'm

1 happy to provide that.
2 **CHAIRMAN McCUSKER:** Is there a way to further
3 phases? Could we do some portion of it now and revisit
4 later? Is it an all-or-nothing proposition?
5 **MR. HANLEY:** Well, no. No. Gosh. I mean, you know,
6 it's not an all or nothing because that -- I wouldn't draw a
7 line in the sand on a situation where -- you know, we -- we
8 plan to, you know, continue growing our business.
9 The plaza is going to come to life come August 7th.
10 And with David Slutes and his brilliance around booking
11 events and keeping our relevance around music and our
12 restaurant coming back to life with additional seating,
13 we're going to grow our business no matter what. The -- and
14 the additional upgrades to the plaza, that comes with
15 obviously support from you. I mean, I could speak to some
16 small opportunities that we'll be looking to into --
17 **CHAIRMAN McCUSKER:** Let us talk about this.
18 **MR. HANLEY:** Yeah. Go ahead, Edmund.
19 **MR. MARQUEZ:** Yeah. If you don't mind, Mr. Chairman.
20 **CHAIRMAN McCUSKER:** Will you stop sharing your
21 screen?
22 **MR. MARQUEZ:** Oh, yeah. That'd be great. Then I can
23 see everybody.
24 **MR. HANLEY:** All right.
25 **MR. MARQUEZ:** I had a lot of questions last time. And

1 I was -- I don't know if I'd say pushing back, but I just
2 want to drill down and kind of find out what the -- relation
3 was. And I -- I think I have a clearer vision even from what
4 you just showed with phase one.
5 Now there's a phase two. Possibly an \$800,000
6 budget. Arizona Daily Star already talked about the \$600,000
7 Rio Nuevo was doing even though we've only done 300 so far.
8 But I like the second phase. I like the fact that there's a
9 jazz -- there's a conversation of jazz up front. I like to
10 see the -- I like seeing the -- and what you're doing in the
11 porch.
12 You know, and as fiscally -- as fiscally
13 conservative as I am -- and I am thoroughly to my bones
14 fiscally conservative -- I like your second phase. So I'm
15 going to -- I'm going to actually be semi-aggressive here
16 and I'll make a motion for Rio Nuevo so that we put you the
17 second \$300,000 for Hotel Congress in light of all that you
18 all have done for downtown for years. So there's my motion.
19 **MR. IRVIN:** Edmund, I'll second that motion subject
20 to Mr. Sheafe telling me we can afford it.
21 **CHAIRMAN McCUSKER:** You can't have a second with a
22 condition. So either you second it or you don't second it.
23 Or you can ask Mr. Sheafe the question before you second it.
24 But you can't do both.
25 **MS. COX:** I'll second it. I'll second it.

1 **CHAIRMAN McCUSKER:** Thank you. We have a motion and
2 a second with no conditions.
3 Now, Mr. Irvin, ask your question.
4 **MR. IRVIN:** Mr. Sheafe, can we afford this right now?
5 And by the way, when I ask this, Todd, I want to make sure
6 that you understand -- and I don't want to speak to the rest
7 of the Board -- but I think, you know, my saying that I'm --
8 I'd love to figure this thing out and really appreciate what
9 you guys have done downtown.
10 And I think the hesitancy that we've had has really
11 had to do with our finances. I love the fact how long you
12 guys have been around. I love your -- I love your whole
13 show. I love your plan, what you're doing. And I like the
14 fact that, you know, you're putting some real skin in the
15 game. So, you know, I just would like to understand, Mr.
16 Sheafe, how we would do this.
17 Chris?
18 **MR. SHEAFE:** Well, I'm not real sure. But we had
19 looked at it and tried to understand where we might be able
20 to, you know, borrow from Peter to pay Paul. We can switch
21 the money around. And the number is small enough that I
22 think we can make it work. One way or the other, we'll make
23 it work.
24 **MR. IRVIN:** Thank you.
25 **CHAIRMAN McCUSKER:** It's \$500,000 of down money. We

1 didn't get it directly from President Biden. But we got it
2 from the --
3 And I tend to --
4 So I think the question is, it's not going to be
5 easy, Mr. Irvin. But, yeah, we can probably afford it.
6 **MR. HANLEY:** And just so you know, I'll be spending
7 some of President Biden's money through the infrastructure
8 plan and EV charging station. So I'll help spend a little
9 bit, but not through the Rio Nuevo. We're all in this
10 together spending more money than --
11 **CHAIRMAN McCUSKER:** A motion and a second. Any
12 other --
13 **MS. COX:** Could I -- I have one more question. May I
14 ask one more question of Todd?
15 **CHAIRMAN McCUSKER:** Go for it.
16 **MS. COX:** I -- Todd, I think I heard you say that
17 you and the family personally have invested in this
18 renovation \$200,000; is that correct?
19 **MR. HANLEY:** That's the -- I mean, currently, we --
20 we project 200. We're about a hundred into it right now.
21 But based upon the phase two -- unfortunately, budgets are
22 -- as -- as Phil mentioned early on, difficult to actually
23 kind of ascertain. Because the cost overruns with phase one
24 were in part due to timeliness, in part due to construction
25 cost. We're projecting 200. But the job will get done if

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1 you commit to the extra 300, whether or not it's 200 grand,
 2 whether or not it's 300 grand. And you will have yourself
 3 phase two, the plaza as well as the Century Room for Tucson
 4 to celebrate in all facets of city gastronomy, jazz, Agave
 5 Heritage Festival, Dillinger Days, and all those amazing
 6 aspects of the Hotel Congress. So -- so long answer, about
 7 100 into it already. Projected 200, best case scenario, but
 8 more if we need to do that.
 9 **MR. SHEAFE:** So -- so that -- that creates a version
 10 of the Copper Ballroom. Correct?
 11 **MR. HANLEY:** Yes. Yes. So the Century Room, which is
 12 what -- the current iteration, the Copper Hall, which is our
 13 private event facility, will be reimagined into essentially
 14 a regional tasting lounge with jazz and regional jazz for
 15 that just because of obviously the -- the sense of place
 16 that everybody looks for when they come to Tucson -- so yes.
 17 **CHAIRMAN McCUSKER:** We have a motion and a second.
 18 Brandi, call the roll.
 19 **MS. HAGA-BLACKMAN:** Chris Sheafe.
 20 **MR. SHEAFE:** Aye.
 21 **MS. HAGA-BLACKMAN:** Edmund Marquez.
 22 **MR. MARQUEZ:** Aye.
 23 **MS. HAGA-BLACKMAN:** Jeffrey Hill.
 24 Still muted.
 25 Jannie Cox.

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1 **MS. COX:** Aye.
 2 **MS. HAGA-BLACKMAN:** Mark Irvin.
 3 **MR. IRVIN:** Aye.
 4 **MS. HAGA-BLACKMAN:** Fletcher McCusker.
 5 **CHAIRMAN McCUSKER:** I vote aye.
 6 (The Board voted and motion carries 5-0).
 7 That's unanimous. Todd, congratulations. Get to
 8 work.
 9 **MR. HANLEY:** All right. Well, thank you very much.
 10 The pressure now truly is on. But I think we'll be okay.
 11 All right, guys. Be good. Thank you, Rio Nuevo Board. Thanks
 12 to the Tucson community.
 13 **CHAIRMAN McCUSKER:** Last item on the agenda is the
 14 routine one of our marketing budget. I've also added the Big
 15 Five events. We've talked about a little bit at the
 16 beginning of the meeting. They're all looking to us to help
 17 relaunch, whether it's Dusk, or Jazz, Second Saturday, and
 18 all those festivals.
 19 You know, to the extent we have any money -- and I
 20 again point to the Fox refund, you know, if we could swing
 21 200 grand or some number like that to invest in these
 22 venues, I think they would bring huge traffic back downtown.
 23 And I'll leave it at that for you guys to decide kind of
 24 what you want to do with either the marketing budget, which
 25 is currently totally on hold, or do anything to contribute

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1 to the so called --
 2 **MR. SHEAFE:** Mr. Chairman, can I ask that --
 3 **CHAIRMAN McCUSKER:** -- to get by without us.
 4 **MR. SHEAFE:** Could I ask that we just sort of pause
 5 at this moment on that and throw it to the next meeting and
 6 it'll give Dan and I time to kind of get our arms around
 7 where we are right now. And we've also got the film issue
 8 and the million-one there. And so we -- you know, we have
 9 it on paper. We don't necessarily have it in the bank. And
 10 I'd like to spend a little time and make sure we're not
 11 getting ourselves ahead of ourselves. And I think we can do
 12 that in the next -- we'll say 30 days.
 13 **MR. IRVIN:** Also give us another month to kind of
 14 take a look at where our numbers are too. So yeah, I think
 15 it's a good idea.
 16 **MR. MARQUEZ:** I would agree with Chris. And also ask
 17 that Brandi, if you're receiving communication from the Big
 18 Five and some of the events, start sending them through to
 19 myself and Fletcher and Jannie so we can start kind of
 20 seeing what the timeline of demand is or -- or need. So we
 21 don't -- we don't hurt any of the events.
 22 **MR. IRVIN:** I think on that -- I think the entire
 23 board would want to see the Big Five. So it's just a board
 24 decision.
 25 **CHAIRMAN McCUSKER:** -- so I don't have an open

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1 meeting issue. We always take in all of that to the entire
 2 board. That hasn't been -- so that's been my assumption is
 3 that anything from the Big Five goes to the full board. We
 4 can only do that in context of this meeting.
 5 So I saw a lot of heads nodding with Mr. Sheafe.
 6 Unless I hear a motion to the contrary, we will take this
 7 until the next meeting.
 8 So we can move to adjourn. And we survived the
 9 storm.
 10 **MR. IRVIN:** So moved.
 11 **MR. MARQUEZ:** Second.
 12 **CHAIRMAN McCUSKER:** Everybody say "aye."
 13 (Ayes.)
 14 Thank you, everybody. Good pivot. And hopefully, we
 15 won't -- we'll have power in August.
 16 (4:58 p.m.)
 17 --0o0--
 18
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1 CERTIFICATE OF REPORTER

2

3 STATE OF ARIZONA)
4 COUNTY OF PIMA) ss:

5

6 I, JOHN FAHRENWALD, a Certified Reporter in the
7 State of Arizona, do hereby certify that the foregoing board
8 meeting was taken before me in the County of Pima, State of
9 Arizona; that the transcript is a full, true, and accurate
10 record of the proceeding, all done to the best of my skill
11 and ability; that the preparation, production and
12 distribution of the transcript and copies of the transcript
13 comply with the Arizona Revised Statutes and in ACJA
14 7-206(F)(3); ACJA 7-206 J(1)(g)(1) and (2); and ACJA 7-206
15 J(3)(b).

16 I FURTHER CERTIFY that I am in no way related to any of the
17 parties nor am I in any way interested in the outcome
18 hereof.

19 IN WITNESS WHEREOF, I have set my hand in my office
20 in the County of Pima, State of Arizona, this August 6,
21 2021.

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JOHN FAHRENWALD, RPR, CR NO. 50901

KATHY FINK & ASSOCIATES, INC.
Registered Reporting Firm R1003

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