



INDUSTRIAL DEVELOPMENT AUTHORITY OF THE CITY OF TUCSON



QUARTERLY MEETING OF THE BOARD OF DIRECTORS OF THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE CITY OF TUCSON, ARIZONA (“Authority”)

Thursday, September 15th, 2022
3:00 p.m.

The public is invited to join the Authority’s Board meeting on-line via Zoom:
<https://us06web.zoom.us/j/84840348558>

Meeting ID: 848 4034 8558
One tap mobile
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Minutes

	Present	Absent
Board Members:	Judy Clinco Meredith Aronson (arrived at 3:45pm) Sandra Barton Sharayah Jimenez Mimi Noshay-Petro Moniqua Lane (arrived at 3:16pm)	Patricia Schwabe
Staff & Advisors:	Dre Thompson, CEO Wendy McBroom, Operations Coordinator Sue Oliver, PCC SBDC (left at 4:19pm) Genesis Christopher Ambrosio, General Counsel Ian O’Grady, Economic Strategist	

Open Meeting: Pursuant to **Arizona Revised Statutes Section 38-431.02**, notice is hereby given to the general public and to the members of the Authority’s Board of Directors that the Authority will hold a virtual meeting open to the public via Zoom to discuss, consider and take legal action on the following Agenda items:

September 15th, 2022

1	<p>Call to Order and Mission Statement: Tucson IDA enables strategic, economic and community development by providing financing and access to capital for projects and programs that benefit a thriving Tucson</p>	Judy Clinco	The meeting was called to order at 3:03pm.
2	<p>Approval of Minutes: Approve the Minutes of the Regular Meeting of August 25th, 2022, the Finance Committee Meeting of September 6th, 2022.</p>	Judy Clinco	<p>A MOTION was made and seconded (M. Petro/ S. Barton) to approve the minutes of the Regular Meeting of August 25th, 2022 as presented.</p> <p>Approved: 4-0</p> <p>A MOTION was made and seconded (M. Petro/ S. Barton) to approve the minutes of the Finance Committee Meeting of September 6th, 2022 as presented.</p> <p>Approved: 4-0</p>
3	<p>General Counsel Introduction: Presentation of the Tucson IDA's new General Counsel, Christopher Ambrosio Christopher Ambrasio was introduced to the board members as our new General Counsel.</p>	Dre Thompson	-
4	<p>Discuss & Take Action on FY 2022-2023 Budget Proposal: The Chair of the Finance Committee will provide the committee's recommendation to the Board regarding approving the proposed FY 2022-2023 Budget.</p> <p>D. Thompson shared with the board the budget narrative, including strategies and goals. The FY 2022-2023 budget was designed on a cash flow model to indicate monthly projections of revenue and expenses.</p> <p>It was noted that this budget focuses on our programs and revenue, rather than the organization's existing capital. Main programs included in the budget:</p> <ul style="list-style-type: none"> - PTHS - Large Source of Revenue - Micro lending Program Launch - Asset Allocation Reorganization 	Judy Clinco	<p>A MOTION was made and seconded (S. Barton/ M. Petro) to approve the FY 2022-2023 Budget as presented.</p> <p>Approved 4-0</p>

	<ul style="list-style-type: none"> - Property Development Accelerator - Real Estate Property - Green Bank Lending Loan Fund Capital <p>It was noted that the Tucson IDA took a conservative approach to the 2022-2023 budget, the Tucson IDA is projecting to be revenue positive this year.</p> <p>The Chair of the Finance Committee shared that the finance committee approved the budget as is.</p>		
5	<p>Discussion and Action on FY 2021-2022 Audit proceedings: The Chair of the Finance Committee will provide the committee's recommendation to the Board regarding how to proceed with the annual audit process. It was shared that the Finance Committee discussed two submissions for a new auditor. Both providers that submitted proposals have qualifying experience and similar costs.</p> <p>It was explained that the Finance Committee discussed the pros and cons of switching auditors this year versus next year. The committee agreed with the Tucson IDA CPA's recommendation that the same auditor from past years completes the Audit for this year so as not to require learning two distinct accounting systems in back to back years.</p> <p>The board agreed with this course of action.</p>	Judy Clinco	<p>A MOTION was made and seconded (J.Clinco/ S. Barton) to conduct an audit for the 2021-2022 FY in partnership with the same auditing firm that the Tucson IDA engaged with for the 2020-2021 FY audit.</p> <p>Approved 5-0</p>
6	<p>Discuss & Take Action on Small Business Loan Participation: The Chair of the Loan Committee will provide the committee's recommendation to the Board regarding approving pending small business loan applications.</p> <p>The Committee Chair explained that the committee postponed the meeting until after this board meeting and therefore will share recommendations at the next board meeting.</p>	Sandra Barton	-
7	<p>Capital Landscape Presentation: The Board will hear the presentation of Economic Policy Advisor Ian O'Grady regarding data on Tucson's capital landscape and upcoming opportunities for the Tucson IDA. I. O'Grady presented on the challenges faced by entrepreneurs in the current capital landscape and where the Tucson IDA can create opportunities in Tucson to bridge gaps regarding access to capital. The Tucson IDA has some specific advantages as a political subdivision of the state that reduce our overhead so we can increase our micro-lending volume quickly. In 1-2 years, the Tucson IDA focuses on micro lending and nonprofits. <ul style="list-style-type: none"> - Supply chain financing - Character-based lending In 2-3 years, the Tucson IDA continues with lending and attaining CDC status <ul style="list-style-type: none"> - Green Banking - Credit Enhancement In 3+ years, the Tucson IDA focuses on obtaining CDFI status</p> <p>I. O'Grady shared the following article on bonding and supply chain finance:</p>	Ian O'Grady	-

	<p>https://www.thenewlocalism.com/newsletter/supply-chain-finance-innovations-for-supporting-inclusive-entrepreneurship/</p> <p>S. Barton shared the following article on the solar industry: https://www.kvoa.com/news/n4t-investigators-dozens-left-paying-for-unfinished-solar-jobs-that-lender-fully-funded/article_7bfef5c6-137b-11ed-a968-a785ad6288a3.html</p>		
8	<p>CEO Update & Status Report: The CEO will provide an overview of the organization's key metrics of success:</p> <ul style="list-style-type: none"> • Financial Position • Program Updates <p>August Revenue: \$193,536 August Expenses: \$125,055 (\$51,000 of which is reimbursable from our EWHF grant)</p> <p>\$90,000 disbursed to Essential Workers to date through grant + down payment assistance. The new 3% and 4% down payment assistance product is launching September 19th, 2022.</p>	Dre Thompson	–
9	<p>Open Meeting Laws Presentation: Staff provided a brief, inter refresher on the Open Meeting Laws and adherence to the Boards and Commission Standards. The board engaged in an activity to practice their familiarity with Open Meeting Laws and discuss any questions they may have surrounding Open Meeting Law procedures that the Tucson IDA is subject to.</p>	Wendy McBroom	–
10	<p>Call to the Public</p>	Judy Clinco	–
11	<p>Adjourn</p>	Judy Clinco	A MOTION was made to adjourn the meeting at 4:35PM. Motion carried

Submitted by:
Wendy McBroom
Operations Coordinator, Tucson IDA