

**ECONOMIC DEVELOPMENT AND FINANCE
STANDING COMMITTEE MINUTES
Monday, January 4, 2016**

The meeting of the Economic Development and Finance Standing Committee was held on Monday, January 4, 2016, at 5:30 p.m., in the 5th Floor Conference Room of the Municipal Office Building. The following members were present: Commissioner McKiernan, Chairman; Commissioners Walker, Townsend, Murguia, and Walters, and BPU Member David Alvey. The following officials were also in attendance: Lew Levin, Chief Financial Officer, Joe Connor and Gordon Criswell, Assistant County Administrator, Patrick Waters, Senior Attorney, and Marlon Goff, Economic Development.

Chairman McKiernan called the meeting to order.

Chairman McKiernan said a blue sheet came out on this particular agenda. At our last meeting, we had a discussion about trying to limit blue sheet items, but one of our other items previously published does depend on this blue sheet item and it was submitted to everyone before the holidays. Hopefully we'll be able to move forward with that. It becomes our new Item No. 1.

Roll call was taken and members were present as shown above.

Approval of standing committee minutes from November 9, 2015. **On motion of Commissioner Walker, seconded by Commissioner Walters, the minutes were approved.** Motion carried unanimously.

Committee Agenda:

Item No. 1 – 15274...TWO ORDINANCES: WYANDOTTE PLAZA SPECIAL OBLIGATION REFUNDING BONDS, 2016

Synopsis: Two ordinances pertaining to the Wyandotte Plaza refinancing, submitted by Lew Levin, Chief Financial Officer. It is requested that this item be fast tracked to the January 7, 2016 full commission meeting to allow for financing to proceed on schedule.

- Increase the financing authority from \$7,125,000 to \$13,860,000
- Authorize the issuance of Special Obligation Refunding Bonds, Series 2016

Lew Levin, Chief Financial Officer, said both Item Nos. 1 and 2 pertain to the Wyandotte Plaza refinancing. The first item is an ordinance that modifies the ordinance that was approved July of 2012. It increases the financing authority for Wyandotte Plaza from \$7,125,000 to \$13,860,000 plus interest and other costs of issuance associated with the financing. The increase, the \$13.8M just pertains to the financing authority. That was what we had contemplated all along with the project. When we issued debt in 2012, the decision was to limit the debt to that \$7.1M and any future issuance of debt would be dependent on the developer's ability to move forward with the project and complete the project. The developer has accomplished those objectives.

We need to, in the first ordinance, increase the authority to the amount that was originally approved and contemplated in the development agreement. I don't know if you want to take action first on increasing the financing authority, or if you'd like me to review the actual financing on the second ordinance. **Chairman McKiernan** said if you wouldn't mind, I think it would make sense to just hear about both of them since they are linked together.

Mr. Levin said so really the companion piece allows us to move forward with the financing. The ordinance allows us to refund the bonds that were issued in 2012, subject to certain perimeters. The perimeters are identified in the ordinance. The principal is not to exceed \$15.9M and I'm going to explain that a little further, but I'll go through the other items. The interest rate not to exceed 6%, final maturity no later than 2035, and bonds are subject to or callable after 10 years or December 1, 2026.

I mentioned that the authorization is for the principal not to exceed \$15.9M and that really includes \$2M of additional costs; \$990,000, which is a Debt Service Reserve which is a protection for the bondholders. Capitalized interest, which we've already incurred from 2012, was \$721,000; and cost of issuance for two financings, the financing that occurred in 2012 and

the financing that will occur within the next 30 days, approximately \$300,000. That's how the \$15.9M figure was derived.

What's really positive about this project is it removes the government's annual appropriation. Right now we're backing the existing bonds that have been issued. Once we move forward with this financing, the backing is strictly the project revenues which include the NRA, which was established which is the property tax increment, the sales tax increment over a base which is actually escalating over the remaining term of the project in the CID pledge. In the CID pledge, you might remember we discussed that last month, we approved action that removes the pledge of those revenues from the developer's lender to this financing.

I did want to mention that this financing is backed strictly by project revenues. There's no GO backing or general obligation bond backing so it's not a negative to our credit rating. It's backed strictly by project revenues. I recommend moving forward with both of these actions.

Chairman McKiernan said so last month when we discussed this, I asked what's the risk and you said that really the risk is not to refinance because the refinancing removes us from that revenue stream and takes away our annual appropriation. Is that correct? **Mr. Levin** said that is correct.

Commissioner Murguia said move to approve the ordinance change. Can I move to also approve the financing or do I need to make them separate. **Chairman McKiernan** asked can we do both. **Ken Moore, Chief Counsel**, said you can make them together if your vote is the same.

Action: **Commissioner Murguia made a motion to approve the ordinance change and the financing on the Wyandotte Plaza project, seconded by Commissioner Walters.** Roll call was taken and there were six "Ayes," Alvey, Walters, Murguia, Townsend, Walker, McKiernan.

Item No. 2 – 15325...BUDGET REVISION: EMPLOYEE HEALTH FUND

Synopsis: Request to approve a budget revision in the amount of \$750,000 that authorizes a supplemental payment to the Employee Health Fund from the County General Fund, submitted by Lew Levin, Chief Financial Officer.

Lew Levin, Chief Financial Officer, said we wanted to bring forward a budget revision to really strengthen the position of the Employee Health Fund. Last summer the government took action and we actually made a transfer of \$2M to the Employee Health Fund. We've had a problem over the last several years that we realized we had to have an influx of additional funds to put that in a cash positive position. The performance of that fund, through the end of 2015, put us in a negative cash position. This action is really an interim measure but it accomplishes a couple of objectives.

That \$750,000 will be viewed as a supplemental payment. We had previously deferred from the period 2009 – 2011, \$4.8M in contributions to the Employee Health Fund. With the payment of the \$2M that we made last year plus \$950,000 that we had made in the prior two years, the outstanding balance will be approximately \$1.2M. That's a positive step and it will also put the fund in, I'll say closer to a neutral position as we move forward to the year.

Other steps Administration has taken with the adoption of this year's budget is a 14% increase in employer contributions, both individual and family. Employees are correspondingly—the family rate for employees has increased 14% in 2016, effective February of this year, for all bargaining groups that have approved it today and the non-union groups will be implementing a \$10 - \$30 increase in individual contributions towards their coverage.

The approval of this revision is to move forward with, I'll say, improving the cash position of the Health Fund.

Chairman McKiernan said so this gets us closer to our goal of transferring funds to the Employee Health Fund that were deferred in some previous budget cycles. **Mr. Levin** said correct.

Commissioner Walker asked did you say that the cost for last year had gone up 14%. **Mr. Levin** said no. The cost in this year for individuals; two parts. The Unified Government employer contributions are increasing 14% this year. That represents approximately a \$3M budget impact. That same 14% increase will be applied to employees that elect family coverage.

Under our current contract, we're paying 100% of individual coverage. What we've negotiated with a couple of bargaining units that have accepted the union proposal so far is the

implementation of an increase, depending on the employee's salary, an increase ranging from \$10 - \$30 per month toward individual coverage.

Commissioner Walker said I guess what I'm curious about is every time when we increase cost of healthcare; it's based on the previous year experience, is it not. **Mr. Levin** said we had not increased employer contributions since, I believe, 2008. At that point, we entered the recession and we were in a position that the Employee Health Fund had a strong balance at that time. Really what's occurred over the last 6 – 7 years is we've spent down that balance and we really haven't addressed it in the form of increasing employer contributions. If we were really to do it on what you suggest, I would agree that's a better approach. Look at our experience in prior years and see what's needed and then make the adjustments. Under our contract, the maximum increase we can impose upon unions is a 14% increase, that being their share of the family contribution. We can do the same as our employer contribution.

Commissioner Walker said I'm not asking it right. Every year we spend a certain amount of money on healthcare. Employees spend what they spend in deductibles and the monthly premium. Individual coverage, up until this year, hasn't paid anything except whatever the deductibles were. Family coverage pays whatever the family premium is plus the deductibles. There is a total bottom line cost to health insurance...**Mr. Levin** said I can give you some overall numbers and these are approximate.

Commissioner Walker said I don't need to know tonight, but what is driving in our particular case. Is it the cost of going to a hospital or to a doctor has increased? A doctor charges you \$100 for an office visit and now next year he's going to charge you \$110. Is the hospital and the doctors driving the increase or is there a measurable way to determine—are our employees using healthcare more than what they have.

Commissioner Murguia asked are our employees more sickly. **Commissioner Walker** asked do we go to the doctor more often than we have in the past or to the hospital. Do we have an abnormal number of severe medical conditions that occur? **Mr. Levin** said I'm probably not the best one to answer that question. **Commissioner Walker** said I don't want the answer tonight. **Mr. Levin** said one thing we certainly can do is, we can ask United HealthCare. They make an

annual presentation to our Employee Benefit Committee and we can provide that information to you. I'm certain they'd be willing to meet with this committee. **Commissioner Walker** said I would like that annual presentation. Every year I'm never sure who to blame. Is it our employees because they're running to the doctor with every little ache and pain, or is it the doctors and the hospitals that need to make more money for themselves?

Joe Connor, Assistant County Administrator, said, Commissioner, I can tell you that on the expense side, I don't know if there's been a year where pharmaceutical, hospital, or the doctor's office charges have not gone up across the country. There's never been a year where its remain flat. So our costs to purchase healthcare always goes up. On the utilization side, that's where the United HealthCare presentation would be helpful for how is our group utilizing healthcare. I think that will give you both pieces of the puzzle.

Commissioner Murguia said yes, I agree with you, Commissioner Walker. I'm curious also. I mean we hear all the time on the national news and even locally we get reports about how healthcare costs are skyrocketing. What we haven't heard is how is the health of our employees. Are we seeing an increase in significant illnesses, what kind of illnesses are we seeing an increase in, and if we're seeing an increase? I'd just be curious what's happening there.

Mr. Connor said we can certainly provide utilization data. With our new partnership with Cerner, we're going through a self-assessment process where employees are actually disclosing that kind of information. It will also include biometric information as well for those that have signed up. It's gone very well so far. We're a little slow on the biometric side. We'll be able to get a picture from those folks that participate what's their health like, what challenges do they have. I think that will be information we can bring forward when that's ready.

I will say that our plan does have a re-insurance policy that we purchased to kind of cap our losses for the really big claims, so we do have that built into our budget as well.

Commissioner Murguia said if when you're evaluating that data, it looks like we're not as healthy or we're becoming less healthy. Could you compare that to what's happening kind of in the nation? Do you have a benchmark of statistics? **Mr. Connor** said yes. **Commissioner Murguia** said it's always easier to take when you know you're in the same boat with a lot of other people.

Commissioner Walker said United HealthCare is not alone. I know when my daughter went to school back East; United HealthCare had coverage there for her because they were there. I was able to continue to cover her under my policy here. They've got to have some kind of data that we can take—they alone, let alone a national all insured type of look.

Mr. Levin said their annual report compares us with other peer groups and other clients.

Commissioner Walker said I guess I'm going to be asking—I see the Mayor's representative's here in the back. I'm assuming all commissioners would want to hear this because this is going to be an important part of the budget as it is. Let's ask the Mayor for a special session where United HealthCare comes in and we do this and we find out what we can. If you would rely that, Mr. Administrator, to the Mayor. **Mr. Connor** said sure. **Commissioner Walker** said it doesn't have to be immediately but sometime before we start lining the budget directly. **Mr. Connor** said I think that will be really good timing because they'll be closing out 2015. We should be getting a report either late Spring or early in the second quarter so that should work out pretty well.

Mr. Levin asked, Mr. Connor, do you want to add any information on the medical clinic for employees and how our expectation is to lower medical costs. **Mr. Connor** said the clinic that we're partnering with Cerner on, it's more of a long-term look at how to work with our population of employees to not only give them better access to care, as far as being more efficient and getting people back to work so they don't have to wait so long, but also providing health coaching, the biometric screening, and then Cerner will work with us as a group to decide what we should be working on this year with our employees and putting out training and programs and all kinds of other things for the employees to access and their families. In the 5 – 7 year range after the clinic opens, we should start to see either a flattening of our medical claims or start to see some reductions. It will be based on personal behavior and, again, targeting their programs, services, and training for what our population needs, our 2,200 covered employees plus their families.

Commissioner Murguia said wait, Joe, I have a question about that. Who is saying—are you saying that we will see a reduction in medical claims by the programs and by this clinic, or that

we hope to see a reduction in medical claims by these programs and the clinic? **Mr. Connor** said that's the goal of having the Cerner partnership in the first place is to get to that point. I guess I can't sit here and say five years from now that it will be, but the goal of having them in place is to put ourselves in a position so that we can see a reduction. **Commissioner Murguia** asked will the programs just target education or will they actually be programs that incent employees to be more involved. **Mr. Connor** said the incentive part will come from us. They do have an incentive program and we do want to implement that. They also have a health coaching component where an employee can get a health coach and work with that person individually as well as other educational programs as well as a clinic that can provide more comprehensive service.

Commissioner Walters said so what we're being asked to do is increase the 2016 Amended Budget by this \$750,000, sort of pre-approving this inclusion. **Mr. Levin** said it's not a formal amendment to the budget; it's a budget revision. You might remember our budget policy—if we exceed a budget revision of more than \$50,000, we need to go before the governing body and that's what this action will do. We'll do it within existing budget authority. We'll take it from a personnel line item or a reserve line item, but this gives us authority to make that revision. We'll formally amend the budget during the budget process this summer. If this revision is approved, it would be included in the amended budget at that time.

Commissioner Walters said that really was my question; is there sufficient revenue to cover this expenditure. Are we going to hear that we are locked into a mill levy increase because of what we do here tonight. **Mr. Levin** said within the next two months, we're going to present a review of how we ended the year financially. What I'm estimating at this time is our General Fund revenues are going to exceed budget by approximately \$3M, so that will give us sufficient capacity to make that amendment in the budget.

Commissioner Walker asked are you going to be here to make that presentation. **Mr. Levin** said I will work with staff. I may not be here on that day. **Commissioner Walker** said I was going to say, you're probably going to be out the door before that one has to be made.

Action: BPU Board Member Alvey made a motion, seconded by Commissioner Walters, to approve the budget revision. Roll call was taken and there were six “Ayes,” Alvey, Walters, Murguia, Townsend, Walker, McKiernan.

Item No. 3 – 15321...REQUEST: SET A PUBLIC HEARING TO CONSIDER SSMID IMPROVEMENTS

Synopsis: Request to set a public hearing on January 28, 2016, for the authorization of the purchase of new banners and trash receptacles within the Self-Supported Municipal Improvement District (SSMID), submitted by Patrick Waters, Senior Attorney.

Patrick Waters, Senior Attorney, said in November of last year, the SSMID Advisory Board met and recommended approving two separate projects using additional funding that was available to the SSMID Board. The first project is to purchase 150 new banners that would be placed in downtown KCK that would promote the downtown area. The second project was to purchase 20 new, high-quality trash receptacles for the downtown area. The funding for these projects would come solely from the SSMID assessments. This would not come from the General Fund; however, state law requires that the Unified Government Board of Commissioners, as the governing body of the SSMID district, approve the request.

Tonight, we are requesting that the committee set a January 28th public hearing for consideration of these projects.

Chairman McKiernan said I have to say I was stunned when I found out we had to have a public hearing for them to be able to allocate spending money that we’ve already allocated for them to collect.

Commissioner Townsend asked what does a high-quality trash receptacle look like. **Lynn Kuluva, SSMID Board President,** said when the ATA put the transit center at 7th & Minnesota, they installed very nice trash receptacles. Recently, the Unified Government installed trash receptacles like this on the 700 Block of Minnesota Avenue. We got two bids to purchase 20 of these. MM Companies, LLC was the low bidder and is one of our local companies

headquartered downtown KCK. We can purchase 20 of these and have them installed for \$30,000. We have the funds. This is what the old ones look like.

Commissioner Townsend said thank you. Now I can put a name to the type that I prefer, the type of trash receptacle. **Mr. Kuluva** said they're identical to the ones that you folks installed on the streetscape on the 700 Block.

Action: **Commissioner Walters made a motion, seconded by Commissioner Townsend, to approve setting the public hearing.** Roll call was taken and there were six "Ayes," Alvey, Walters, Murguia, Townsend, Walker, McKiernan.

Public Agenda:

Item No. 1 – 15323...PRESENTATION: CATALYTIC URBAN PREDEVELOPMENT FUND

Synopsis: Presentation by Steve Weatherford, Senior Program Officer with LISC of Greater Kansas City, regarding their \$4M Catalytic Urban Predevelopment Fund, submitted by George Brajkovic, Economic Development Director.

Marlon Goff, Economic Development Dept., said I'll start by wishing everyone a Happy New Year. Joining me tonight is Steve Weatherford. He's with Greater Kansas City LISC. He's one of the Senior Programming officers and he's here to talk about a new initiative that actually started last year.

Steve Weatherford, Senior Program Officer, LISC, said Greater Kansas City LISC is part of a national, non-profit organization. We have 30 offices throughout the country. Our national office is in New York City. We are a community development financed institute. We do all types of community revitalization and community development efforts.

Here in Kansas City, KS, one of the projects that I have had the pleasure to work on is the new single-family housing that has been built in Douglass/Sumner. As you know, that was a federal grant that was appropriated approximately 10 years ago and we built 4 houses. We are now taking the program income from the sale of those houses and we're starting to recycle that

money into additional homes. We're going to be building our fifth home in the Douglass-Sumner neighborhood. CHWC will be breaking ground on that shortly.

What I am here this evening now to share with you is about our Catalytic Urban Predevelopment Fund. I have provided you with a folder that has our presentation here this evening. It has some additional information about the Predevelopment Fund. It also has our infamous Momentum Map. If you want to know anything about where LISC is operating in Kansas City, MO, or here in Wyandotte County, you can just refer to the Momentum Map. We're awfully proud of that. It has all of the initiatives that the Unified Government has prioritized here in the county and also shows you our focus areas.

Why don't we get started now with our presentation.

The Need

Over 100 low to moderate income (LMI) neighborhoods throughout the Kansas City region are in dire need of assistance to help revitalize the physical and social fabric of their communities.

In many of these communities, viable real estate development projects are stalled due to a myriad of factors including:

- Lack of organizational capacity to initiate and lead activities
- Scarce financial resources
- No vision or implementation plan
- Absence of targeted political support
- Inadequate market and feasibility studies
- Insufficient technical expertise
- Complications of land assemblage





In the first slide we talk about the need. As you know, there's over a hundred low to moderate income neighborhoods throughout the Kansas City Metropolitan area that are in dire need of assistance for revitalization, to revitalize their physical and social fabric of their communities. In many of these communities, the viable real estate development projects are stalled due to a myriad of factors which includes: a lack of organizational capacity, to initiate and lead the activities, scarce financial resources, no vision or implementation plan, an absence of targeted political support, sometimes an inadequate market or feasibility study, insufficient technical expertise, and complications that arise in trying to assemble the land.

Public-Private-Philanthropic Patient Capital

Due to the inherent risk associated with predevelopment activities in these tough urban environments, and the fiscal challenges in public funding, additional financial and technical resources are best provided by community development financial institutions (CDFI) and foundations, resulting in:

- Lower loan to value ratios
- Flexible financing terms
- Blends of loan and grant funds
- Access to new public-private partnerships
- Technical assistance opportunities
- Capacity building of borrowers



On our next slide, we begin now to focus on some of these risks. Due to the risks associated with the predevelopment activities in these tough neighborhood, urban environments, the physical challenges in public funding, additional financial and technical resources are best provided by a community development financial institution like LISC and our foundations that support our activities.

As a result now, we find that we can have in these financings lower loan to value ratios, more flexibility in the financing terms, a blend of both loans and grants, access to new public-private partnerships, technical assistance opportunities, and a capacity building of borrowers.

The Solution – Catalytic Urban Predevelopment Fund

Flexible capital assembled by a public-private-philanthropic partnership, offers borrowers the following terms:

- Annual interest rate: 4%
- Loan term: Up to three years
- Average loan size: \$250,000
- Repayment: Interest only, principal due at maturity
- Security: Variable
- Loan to value: Variable

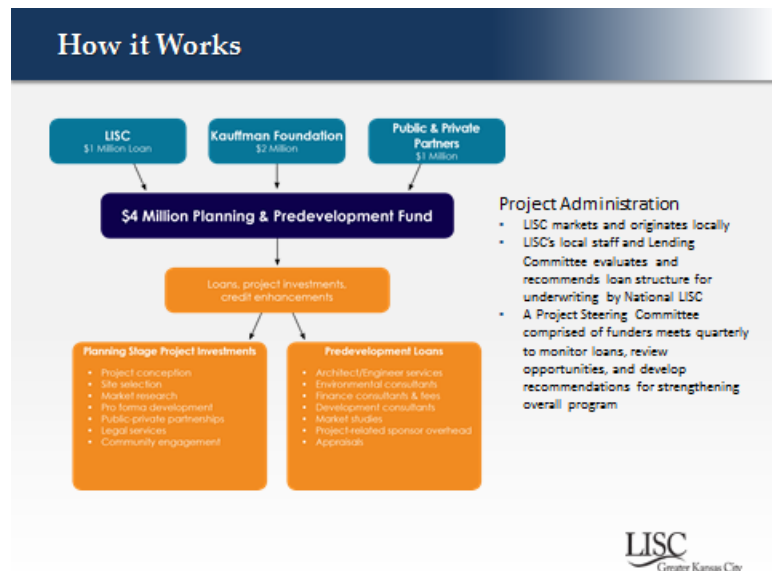


\$1 million of Project Investment capital available at 0% interest for early stage, higher risk activities.



The solution, we believe, is now the development of the Catalytic Urban Predevelopment Fund. This is a flexible capital that has been assembled from a public-private and philanthropic partnership that offers borrowers some special or some good terms. As shown on this slide, a 4% interest rate, loan terms up to three years, we believe we're going to have an average loan size of approximately \$250,000, the repayment now of these funds are interest only and the principal is due at maturity. The security is variable and the loan to value is also a negotiable item.

Out of this \$4M fund, \$1M of the fund is for project investments. This is capital now that's available at a 0% interest rate. As we go to the next slide, we can kind of see how all of this works.



So as you can see, the Kauffman Foundation put in \$2M into the fund, LISC has invested another \$1M and then we have public and private partners which includes the Hall Family Foundation, the city of Kansas City, MO, and hopefully the Unified Government making an investment of an additional \$1M, so that's where the \$4M comes from. We'll be making loans and project investments with these funds.

On the left side of the slide, you can see some of the planning stage or what might be considered for project investments. Those things include, if you can't quite see that, it's the project conception, site selection, market research, pro forma development, the public and private partnerships, legal services, and community engagement. Then on the right side you see

typical predevelopment loan activities: your architectural and engineering, your environmental consultants, the finance consultants, the development consultants, the market studies, the project-related sponsor overhead, and the cost of the appraisals.

Now I do want to point out that the project administration will be all done here locally so it will be the local LISC staff. We'll be doing the marketing and the originating of the loans. We will have a lending committee that is comprised of the LISC Board and they will be doing valuations and recommendations on loan structures for the underwriting that will be done by the national LISC Credit Committee in New York.

I just was to emphasize that these are not grants; these are loans. They will be underwritten just as we do all of our loans when we're lending LISC capital.

We anticipate that there will be a project steering committee which will be comprised of the funders. We anticipate that they will be meeting on a quarterly basis to monitor the loans, review opportunities, and develop recommendations for strengthening the overall program.

Now I think it might be helpful if we just take a minute and just kind of talk about what a catalytic predevelopment loan might look like and what it might accomplish. So let's just envision that we have a predevelopment loan that amounts to \$150,000. In order for this project that we are imagining to move forward, it's going to need a feasibility study to determine if the project that they're putting together is actually going to be feasible and going to work. So what we might do with our Catalytic Predevelopment Fund, let's say that the cost of the feasibility study is approximately \$20,000. So the first part of the loan, the first \$20,000, we'll make at a 0% interest rate to pay for the feasibility study. If the feasibility study comes back and says that the project is infeasible, that the project won't work, we'll stop at that point and we'll write that portion of the loan off. **Mr. Goff** said as a grant. **Mr. Weatherford** said as a grant, but I'm not using the G word. We're going to write that loan off.

If the project is feasible, then we move into the other parts of that loan. So the next \$65,000 would be a 4% loan or a loan at a 4% rate. This might pay for preliminary drawings, for what all is going to be involved in the project, if it's housing, if it's mixed use, all of those things that are necessary at that stage. Then the third component then would be another \$65,000. It would be at the 4% interest rate and that would be for the final drawings. It would pay for any application fees like if they were applying for low-income housing tax credits or new market tax credits or any of those types of things. So that's how we would then get to a \$150,000

predevelopment loan. It would be paid back the first \$20,000 at 0% and then the balance of \$130,000, if my math is correct, would be paid back at the 4% rate. So that's kind of how the loans would actually work, and hopefully our little example demonstrates a little bit of the flexibility that you might find.

Catalytic Urban Predevelopment Fund



New Douglass-Sumner Homes

**Be Our Partner in Spurring
Development in Kansas City, Kansas**

January 2016



What I'm here for this evening is to answer any questions and to encourage you when you get the opportunity in the future to support the investment into the Catalytic Urban Predevelopment Fund with the resources of the Unified Government.

Commissioner Murguia asked so will the \$4M that you have to loan out be limited to these areas that you service right now. **Mr. Weatherford** said will certainly those will be the focus but they are not limited. The only limitations that we have for LISC resources is it needs to be in a low and moderate income area. So anywhere in the Kansas City Metro area that is designated as an LMI then would be eligible, but those would be the areas of emphasis for us.

Commissioner Murguia asked how many projects do you support outside of these areas right now. **Mr. Weatherford** said I don't have that. I don't think I know that answer to that question, but I'd be happy to research it and get back with you.

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Commissioner Townsend said we are very interested in development in the northeast area of KCK. Several of the commissioners, more than several, have supported that concept and we're moving to try and develop a plan. I noticed on some of the criteria you said we're trying to take off some of those things that are lacking. One of the things we're trying to do is look at raising funds to do the plan. So when you talk to us about the Catalytic Urban Predevelopment Fund and the \$150,000 predevelopment loan...**Mr. Weatherford** said our example...**Commissioner Townsend** asked who is your target borrower there, question one. Question two, is your presentation tonight to us geared to seeking our endorsement as the UG of contributing to that fund?

Mr. Weatherford said I think the answer to the first part of your question is each loan would have to have a borrower identified. Typically a borrower is the entity that is going to actually do the project. For instance, if it was a housing development, it might be like—CHWC would be a typical borrower, but it doesn't have to be a non-profit. It could be a for-profit entity. We'll look at and underwrite the credit or the financial strength of the borrower. In some cases, we need a guarantor to come in so you'll see a structure where you've got a borrower and a guarantor to provide the financial strength necessary to repay the loan.

The second part of your question is yes. I want you to endorse the Catalytic Predevelopment Fund. If given the opportunity to invest in it, I would really hope that you would look favorably upon that and support that.

Commissioner Townsend said just so that no one in our viewing audience is confused about this, certainly the Douglass/Sumner area would be a part of the Northeast end area that we're talking about.

Commissioner Walters said the question I would have is so when you are looking for funding, would this be an upfront donation or a grant of money or would it be centered on particular projects. In other words, if there was a particular project that is looking for a loan that maybe was located in KCK or Wyandotte County, then you would come and say could you support a contribution of \$50,000 for this particular loan proposal.

Mr. Weatherford said I think the way that the fund is designed, what we would be looking for is an actual check or cash or a commitment into the fund. Then we'll be making

decisions on individual projects as they arise, as they are applied for. We'll be tracking those funds to ensure that any funds that are invested by the UG would be spent here in Wyandotte County.

Commissioner Murguia asked is there action we need to take. **Chairman McKiernan** said, no, ma'am. There is no action that needs to be taken. This is simply informational for us. Do we have enough of these that we'll have—I would think that the other commissioners would at least be interested in seeing these packets. Can we get enough for the other commissioners as well? **Mr. Weatherford** said I'd be happy to do that. **Chairman McKiernan** said that would be five additional ones that we can distribute to them.

Action: For information only.

Adjourn

Chairman McKiernan adjourned the meeting at 6:50 p.m.

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