

Delaware County Finance Authority
Development and Finance Committee
Regular Meeting 5/24/23

Call to Order

The Meeting was called to order at 4:30 PM.

Roll Call

Bill Bishop, Chair

Kent Shafer, Vice Chair

Frank Reinhard, Treasurer

County Staff:

Monica Conners (Zoom)

Tyler Lane

Sarah Dinovo

Contracted Services:

Andrew Brossart, Bradley Payne Advisors (Zoom)

Steve Cuckler, Taft Stettinius & Hollister LLP

Chris Connelly, Taft Stettinius & Hollister LLP (Zoom)

Guests:

Tre Geller, Metro Development LLC

Joe Thomas, Metro Development LLC

Project Updates

- a. Metro Development Sales Tax Presentation: The Residential Hotel will be located near the intersection of Africa Road and US 36/37 (between the RCD RV Supercenter and Khovnanian Homes properties). The target customer is short-term work assignment laborers. There is a TIF and NCA being created to contribute money to the new I-71 interchange (Sunbury Parkway) then east of the Parkway for infrastructure upgrades. This project does fall under the commercial overlay for the Berkshire Business Park. There will be 130 units on 6 acres of land. There was discussion concerning the proposed JEDD agreement and how that may affect sales taxes exceptions. Taft Stettinius & Hollister LLP will look into that proposed agreement to clear up the details. A motion was made by Mr. Bishop, seconded by Mr. Shafer to move the project to the full board. A voice vote was called. All voted Aye.
- b. Mills on Flax: Andrew Brossart emailed a spreadsheet of bond scenarios for the project. The developer would like to close on this project by July. A question was asked if the Treasurer could refinance the bond (if he chose to finance the bond to start) on or before the ten-year mark. The short answer was yes. The question brought up another topic on the agenda (Bond Fund Investment Procedure, please see item 5b). A motion was made by Mr. Shafer, seconded by Mr. Bishop to move the project to the full board for a final decision of the options. A voice vote was called. All voted Aye.

- c. Jennings Sports Park: There was not much more of an update to provide. If the board chose to move forward with bonding this project it would not count towards the rating quota.
- d. Evans Farm: Townhome 3 project is in the works. The developer could come to the June meeting to present a sales tax exemption. The master term sheet is already in place, however, it has been past practice to bring each project to the board for sales tax exemption. Tyler Lane has asked the developer for a detailed draw schedule. A motion was made by Mr. Reinhard, seconded by Mr. Shafer to move the project to the full board. A voice vote was called. Mr. Reinhard and Mr. Shafer voted Aye. Mr. Bishop abstained.

Old Business:

- a. Best Practices Assessment: Mr. Lane asked if the committee had any changes or additions to the RFP in its current form. A question was asked as to where the RFP would be sent. The committee would like to see a larger response that those who have come to the full board to make presentations in the past. A motion was made by Mr. Reinhard, seconded by Mr. Bishop to move the RFP to the full board for final approval. A voice vote was called. All voted Aye.

Other:

- a. Project Closing Procedure: Taft has represented the board since 2017. Mr. Cuckler wanted to restate some of the costs that were included with their contract.
 - a. A flat fee of \$1,500/month
 - b. Special Projects: \$250/hour which is a reduced government rate
 - c. A flat fee of \$15,000 for each sales tax exemption deal that closed
A flat fee of \$20,000 for each bond deal that closed

There have been used time that were not charged to DCFA for deals that were started didn't close. That cost adds up to roughly \$300,000. Monica Connors asked if there could be an amendment to the contract that stated the client would be charged back for the work Taft has done whether the project closes or not. A discussion of that suggestion could take place with the full board.

- b. Bond Fund Investment Procedure: The Investment Advisory Committee Board is made up of Treasurer Don Rankey, Commissioner Jeff Benton and Commissioner Barb Lewis. At the last Investment Advisory Committee meeting (May 11, 2023), a resolution was passed (3-0 vote) that states all members must unanimously approve all bonds brought to the Treasurer's office. The process for any bonds the DCFA would like the Treasurer to consider start with Tyler and/or Monica talking to Commissioners Benton and Lewis and the Treasurer before a vote by the Investment Advisory Committee was taking. At the present time, that Committee meets quarterly so a special meeting may need to take place on their part for a vote.

Adjournment

A motion from Mr. Shafer, seconded by Mr. Bishop to adjourn the meeting at 5:22 PM. A voice vote was called. All voted Aye.