


MEMORANDUM NOTICE

To: CREDIT COMMITTEE
From: Lee Krueger 
Subject: **REGULAR CREDIT COMMITTEE MEETING
JULY 28, 2020 – 1:45 P.M.**

Date: July 23, 2020

Chair Mullin is calling a meeting of the Credit Committee for **Tuesday, July 28, 2020, at 1:45 p.m.** Chair Mullin has determined, due to the emergency declared by the Governor of Minnesota and the Mayor of Saint Paul regarding the COVID-19 health pandemic, that it is not practical nor prudent for the Saint Paul Port Authority Credit Committee and members of the staff to meet in-person or pursuant to Minnesota Statutes, Section 13D.02. In light of the COVID-19 health pandemic, it is not feasible for any member of the Saint Paul Port Authority Credit Committee and staff to be present at the regular location, and all staff and Committee members of the Saint Paul Port Authority will attend this meeting by telephone or other electronic means.

It is also not feasible for members of the public to attend the meeting at its regular location due to the health pandemic and emergency. Accordingly, no meeting will be held at the Saint Paul Port Authority offices which are located at 380 St. Peter Street, Suite 850, St. Paul, MN. Members of the public may monitor this meeting remotely at 651-395-7858, Conference ID: 311 760 520#. The purpose of the meeting is:

Minutes

Approval of Minutes of the June 23, 2020 Regular Credit Committee Meeting

Conflict of Interest

Conflicts with any items on the agenda

Agenda Items

1. Hmong Education Reform Company and Hmong College Prep Academy – Authorization for the Issuance of Bank-Qualified Tax-Exempt Conduit Revenue Bonds in the Approximate Amount of \$7,000,000
2. Finish Line Wellness Group, LLC d/b/a Conquer Ninja Gym – Approval of a \$375,000 BDF Loan – Treasure Island Center
3. Finish Line Wellness Group, LLC d/b/a Finish Line Wellness – Approval of a \$550,000 BDF Loan – Treasure Island Center
4. Strong Scott, LLC – Approval of a \$210,000 Trillion BTU Loan

5. Carolyn and James Boston and Tae Kwon Do Traditions, Inc. – Approval of a \$33,000 Trillion BTU Loan
6. Bayou Alley Flats, LLC – Approval of a \$121,000 Trillion BTU Loan
7. DEED Loan Guarantee Program Summary – July 2020
8. Such other business that may come before the Committee

**SAINT PAUL PORT AUTHORITY
MINUTES OF THE REGULAR CREDIT COMMITTEE MEETING
JUNE 23, 2020**

The regular meeting of the Port Authority Credit Committee was held on June 23, 2020 at 2:01 p.m. via Microsoft Teams.

The following Committee Members were present:

Don Mullin	John Bennett	Paul Williams
Brianne Hamm	Matt Hill	John Marshall

Also present were the following:

Lee Krueger	Todd Hurley	Monte Hilleman
Michael Linder	Pete Klein	Dana Krueger
Ann Kosel	Tonya Bauer	David Johnson
Nelly Chick	Sarah Savela	Andrea Novak
Ava Langston-Kenney	Linda Williams	Laurie Siever

Eric Larson, City of Saint Paul
Nneka Constantino, Merrill Lynch
Councilmember Dai Thao, City of Saint Paul
Lisa Tabor, CultureBrokers

APPROVAL OF MINUTES

Committee Member Hill made a motion to approve the minutes of the May 26, 2020 Credit Committee meeting. The motion was seconded by Committee Member Marshall, submitted to a roll call vote and carried unanimously.

CONFLICT OF INTEREST

Committee Member Bennett stated that he had a conflict with item number five on the agenda and would abstain from voting on the item.

AGENDA ITEMS

**AUTHORIZATION OF EPA REVOLVING LOAN
FUND USE FOR HILLCREST REDEVELOPMENT PROJECT**

Ms. Langston-Kenney reviewed her memorandum with the Committee requesting approval of the authorization to use the EPA Revolving Brownfield Loan Fund Grant as an intra-governmental loan between the Port Authority's Finance and Development Departments to pay a portion (up to \$1,200,000) of the costs associated with demolition, remediation and soil correction of the Hillcrest Redevelopment site. Committee Member Marshall made a motion to

approve the request. The motion was seconded by Committee Member Hamm, submitted to a roll call vote and carried unanimously.

PORT AUTHORITY OCCUPANCY

Mr. Hilleman reviewed his memorandum with the Committee requesting authorization for the Port Authority President or his designees to negotiate the final terms of, and enter into, a contingent lease agreement for office space for the Port Authority of the City of Saint Paul for a twelve-year term, with two five-year renewal options. Approval to self-finance tenant improvements in lieu of base rent, with total annual occupancy costs to remain at or below current occupancy costs at INFOR Commons, with the total self-financing portion not to exceed \$1,250,000. Committee Member Marshall made a motion to approve the request. The motion was seconded by Committee Member Williams, submitted to a roll call vote and carried unanimously.

IBYS, LLC AND G & L FURNITURE, INC. – APPROVAL OF A \$90,000 TRILLION BTU LOAN

Mr. Linder reviewed his memorandum with the Committee requesting approval to initiate a Trillion BTU loan for approximately \$90,000 with IBYS, LLC and G & L Furniture, Inc. for the installation of 40-kW solar array on a commercial property located in Minneapolis, Minnesota. Committee Member Williams made a motion to approve the request. The motion was seconded by Committee Member Hill, submitted to a roll call vote and carried unanimously.

MATS, LLC – APPROVAL OF A \$100,000 TRILLION BTU LOAN

Mr. Linder reviewed his memorandum with the Committee requesting approval to initiate a Trillion BTU loan for approximately \$100,000 with MATS, LLC for the installation of a 40-kW solar array on a commercial property located in Rochester, Minnesota. Committee Member Hamm made a motion to approve the request. The motion was seconded by Committee Member Bennett, submitted to a roll call vote and carried unanimously.

THE HOME COMPANY, LLC – APPROVAL OF A \$50,000 EMERGENCY BUSINESS DEVELOPMENT FUND LOAN

Mr. Linder reviewed his memorandum with the Committee requesting approval to fund an Emergency Business Development Fund loan for \$50,000 with The Home Company, LLC located in the city of Saint Paul, to pay utilities, loan payments and adapt office space. Committee Member Marshall made a motion to approve the request. The motion was seconded by Committee Member Williams, submitted to a roll call vote and carried 5 to 1 with Committee Member Bennett abstaining.

CENTURY PLAZA, LLC – APPROVAL OF A \$50,000 EMERGENCY BUSINESS DEVELOPMENT FUND LOAN

Mr. Linder reviewed his memorandum with the Committee requesting approval to initiate an Emergency Business Development Fund loan for \$50,000 with Century Plaza, LLC located in the city of Saint Paul, to be used for mortgage payments, property taxes, and utilities . Committee Member Williams made a motion to approve the request. The motion was seconded by Committee Member Marshall, submitted to a roll call vote and carried unanimously.

DEED LOAN GUARANTEE PROGRAM SUMMARY – JUNE 2020

Mr. Linder reviewed the DEED loan guarantee program summary for the month of June.

OTHER BUSINESS


There being no further business, the meeting was adjourned at 2:50 p.m.

By: _____

Its: _____

MEMORANDUM

To: CREDIT COMMITTEE **Meeting Date:** July 28, 2020

From: Peter M. Klein 

Subject: **HMONG EDUCATION REFORM COMPANY AND HMONG COLLEGE PREP ACADEMY
AUTHORIZATION FOR THE ISSUANCE OF BANK-QUALIFIED TAX-EXEMPT CONDUIT
REVENUE BONDS IN THE APPROXIMATE AMOUNT OF \$7,000,000
RESOLUTION NO. _____**

Action Requested:

Provide approval for the Port Authority to issue approximately \$7,000,000 of bank-qualified conduit tax-exempt revenue bonds to be used to partially finance the acquisition, construction and equipping of a new approximately 93,000 square foot middle school with approximately 45 classrooms, a new gym, robotics suit, offices, and other support areas on three floors and remodeling of an approximately 13,500 square foot portion of the existing school facility and an approximately 3,000 square foot addition thereto to connect the existing building and the new building via skyway all located at 1515 Brewster Street, Saint Paul, Minnesota.

Public Purpose:

The financing will allow Hmong College Prep Academy to expand its educational options and more efficiently provide educational services benefitting its students in Saint Paul.

Business Subsidy:

The proposed issuance of bonds is for a not-for-profit organization and is exempt from treatment as a business subsidy.

Background:

Hmong Education Reform Company is a Minnesota nonprofit that will own the facility and lease the facility to Hmong College Prep Academy (HCPA) which is also a Minnesota nonprofit. HCPA currently has an enrolment of 2,350 students. Bethel University is the sponsor of HCPA and recently extended its sponsorship through June 30, 2025.

The Housing and Redevelopment Authority of the City of Saint Paul has issued bonds in the past for HCPA and intends to approve the issuance of new bonds in an amount in excess of \$30,000,000 next month. The proceeds of those bonds will be used to construct this project and refund some of the previously issued bonds. The approval of the City will be required for the issuance of the Port Authority's \$7,000,000 of bonds to proceed.

Proposal:

Type of Bonds:	The tax-exempt revenue bonds will be "bank-qualified" under Section 265 of the Code. This will allow a bank to hold the tax-exempt bonds without a reduction in their effective yield which
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would otherwise impact a “non-bank qualified” tax-exempt holding.

Rate:	Approximately 3.50%.
Security:	First secured interest and mortgage on the project in favor of the bondholders, including the land, building and personal property associated with the project, in paratee with the HRA issued bonds
Term:	Fifteen years fully amortizing
Issuer:	Saint Paul Port Authority
Issuer Counsel:	Office of City Attorney – Eric Larson
Borrower:	Hmong Educational Reform Company
School:	Hmong College Prep Academy
Borrower’s Counsel:	Rupp, Anderson, Squires & Waldspurger, P.A.
Bank:	Northeast Bank
Bank’s Counsel:	Barna, Guzy, & Steffen, Ltd.
Placement Agent:	Robert W. Baird & Co.
Underwriter’s Counsel	Ballard Spahr LLP
Bond Counsel:	Kennedy & Graven, Chartered
Credit Enhancement:	Community Reinvestment Fund, USA
Builder/Contractor:	Mortenson
Project Consultant:	Kodet Architectual Group, Ltd.
Trustee:	US Bank

Conduit Financing:

The bonds will be a conduit financing of the Port Authority and will not constitute or give rise to a liability of the Port Authority, the City of Saint Paul or the State of Minnesota or a charge against their general credit or taxing powers. The bondholders will not have the right to demand payment on the bonds out of any funds to be raised from taxation or from any revenue sources other than

those expressly pledged to payment of the bonds pursuant to the funding agreement. The Port Authority's role in this loan is that of Issuer only.

The Port Authority will receive fees in the amount of $\frac{1}{8}$ th of one percent (approximately \$8,750.00) at closing and $\frac{1}{8}$ th of one percent on the outstanding balance, annually, for the life of the bonds.

Workforce Implications:

Hmong College Prep Academy currently employs 287 individuals. Approximately 300 construction jobs will also be created.

Policy Exceptions:

None.

Disclosure:

The Port Authority Commissioners by SEC rules are obligated to disclose any risks or facts you may be aware of that would affect the probability of repayment on these bonds.

Recommendation:

We recommend approval for the Port Authority to issue approximately \$7,000,000 of bank-qualified conduit tax-exempt revenue bonds to be used to partially finance the acquisition, construction and equipping of a new approximately 93,000 square foot middle school, the remodeling of approximately 13,500 of the existing school facility and an approximately 3,000 square foot addition to connect the existing building and the new building via skyway at 1515 Brewster Street in Saint Paul.

Attachment: Resolution

**RESOLUTION OF THE
PORT AUTHORITY OF THE CITY OF SAINT PAUL**

[Resolution authorizing the issuance and sale of a conduit charter school lease revenue note, under Minnesota Statutes, Sections 469.152 through 469.1655, for the Hmong College Prep Academy Project, 1515 Brewster Street and approving related documents; District 10, Ward 4]

WHEREAS, the Port Authority of the City of Saint Paul (the “PASP”) is duly organized and existing under the Constitution and laws of the State of Minnesota; and

WHEREAS, the PASP is authorized by Minnesota Statutes, Sections 469.048 through 469.068 and 469.084, as amended, and by Minnesota Statutes, Sections 469.152 through 469.1655, as amended (collectively, the “Act”), to issue its revenue bonds to, among other things, finance, in whole or in part, the cost of the acquisition, construction, improvement, or extension of a revenue producing enterprise, whether or not operated for profit; and

WHEREAS, Hmong Education Reform Company, a Minnesota nonprofit corporation (the “Borrower”) has requested that the PASP issue a revenue note to be designated Charter School Lease Revenue Note (Hmong College Prep Academy Project), Series 2020-2 in an original aggregate principal amount not to exceed \$7,000,000 (the “2020 Note”) and loan the proceeds derived from the sale of the 2020 Note to the Borrower, pursuant to the terms of a Loan Agreement dated on or after September 1, 2020 (the “Loan Agreement”), between the PASP and the Borrower to be used, together with funds held by the bond trustee for the Series 2012A Bonds (as defined below) and Hmong College Prep Academy, a Minnesota nonprofit corporation and public charter school (the “School”) and proceeds of revenue bond to be issued by the Housing and Redevelopment Authority of the City of Saint Paul, Minnesota (the “HRA”), to: (i) finance costs related to the acquisition, construction and equipping of a new approximately 93,000 square foot middle school with approximately 45 classrooms, a new gym, robotics suite, offices, and other support areas on 3 floors and remodeling of an approximately 13,500 square foot portion of the existing school facility and an approximately 3,000 square foot addition thereto to connect the existing building and the new building via skyway all located at 1515 Brewster Street in the City of Saint Paul, Minnesota (the “City”) (collectively, and together with related facilities and improvements, the “School Facility”); (ii) refund the HRA’s Charter School Lease Revenue Bonds (Hmong Education Reform Company) Series 2012A (the “Series 2012A Bonds”), the proceeds of which financed the renovation and expansion of the School Facility including the acquisition of an approximately 1.33-acre parking lot and financed or refinanced other improvements to the School Facility; (iii) if necessary, fund a debt service reserve fund; (iv) pay a portion of the interest on the 2020 Note, if necessary; and (v) pay the costs of issuing the 2020 Note (collectively, the “Project”); and

WHEREAS, the Project will be owned by the Borrower and will be leased to and operated by the School; and

WHEREAS, pursuant to Section 469.154, subdivision 4, of the Act, prior to submitting an application to the Minnesota Department of Employment and Economic Development (“DEED”) for approval of the Project, the Board of Commissioners of the PASP must conduct a public hearing on the proposal to undertake and finance the Project; and

WHEREAS, a draft copy of the proposed application to DEED, together with all attachments and exhibits, was available for public inspection following the publication of the notice; and

WHEREAS, pursuant to the Act and Section 147(f) of the Internal Revenue Code of 1986, as amended (the “Code”), and regulations promulgated thereunder, a notice of public hearing in the required form was published in the Legal Ledger, the official newspaper of the PASP, and in the Pioneer Press, a newspaper of general circulation in the City at least 14 days, but not more than 30 days, prior to the date hereof; and

WHEREAS, on this date, following the publication of a notice of a public hearing as required by the Act and the Code, the Board conducted a public hearing at which a reasonable opportunity was provided for interested individuals to express their views on the proposal to undertake and finance the Project and the proposed issuance of the 2020 Note (the “Public Hearing”) as requested by the Borrower.

WHEREAS, the 2020 Note proposed to be issued by the PASP to partially finance the Project will constitute revenue obligations secured solely by: (i) the revenues derived from the Loan Agreement; (ii) a pledge and assignment of all School revenues, as more specifically set forth in the Financing Documents (defined below) including money due to the School from the State of Minnesota Lease Aid Payment Program (the “Program”); (iii) an agreement to pay the money due to the School from the Program to a dedicated account subject to a monthly transfer to Trustee (defined below) held accounts for the benefit of the holders of the 2020 Note, as more specifically set forth in the Financing Documents; (iv) other revenues pledged to or otherwise received by the Borrower, except for those revenues necessary for ordinary operational expenses and required under Minnesota law; (v) a debt service reserve fund which may be funded by proceeds of the 2020 Note or by a grant from the Charter School Financing Partnership, LLC, a Delaware limited liability company (“CSFP”) to be held by the Trustee (defined below) for the benefit of the holders of the 2020 Note; (vi) a first mortgage and security agreement granted by the Borrower with respect to the Project; (vii) an operating reserve fund; and (viii) other security provided or arranged by the Borrower or the School; and

WHEREAS, under the terms of Section 147(f) of the Internal Revenue Code of 1986, as amended (the “Code”), the 2020 Note may not be issued as tax-exempt bonds unless the Board of Commissioners of the PASP (the “Board”) approves the 2020 Note after a public hearing

following publication of a notice published in accordance with the requirements of the Code and the applicable Treasury Regulations; and

NOW, THEREFORE, BE IT RESOLVED THAT:

1. For the purposes set forth above, there is hereby authorized the issuance, sale, and delivery of the 2020 Note of the PASP in an original aggregate principal amount not to exceed \$7,000,000. If the 2020 Note is issued in more than one series, the separate series shall be separately designated in such manner as is deemed appropriate by the President and Chair of the PASP (collectively, the "PASP Officials"), in their discretion. The 2020 Note shall be issued as additional bonds on parity with all or a portion of the HRA's (i) outstanding Charter School Lease Revenue Bonds (Hmong College Prep Academy Project) Series 2016A, in the aggregate principal amount of \$43,330,000 (the "Series 2016A Bonds"), (ii) outstanding Taxable Charter School Lease Revenue Bonds (Hmong College Prep Academy Project), Series 2016B, in the aggregate principal amount of \$1,250,000 (the "Series 2016B Bonds" and, together with the Series 2016A Bonds, the "Series 2016 Bonds") and (iii) the Charter School Lease Revenue Bonds (Hmong College Prep Academy Project) Series 2020A, being issued concurrently with the 2020 Note in the aggregate principal amount not to exceed \$29,085,000 (the "Series 2020A Bonds") under the terms of a Second Amended and Restated Indenture of Trust, dated on or after September 1, 2020 (the "Indenture"), between the HRA and U.S. Bank National Association, as trustee (the "Trustee"), as supplemented by a First Supplemental Indenture of Trustee, dated on or after September 1, 2020 (the "Supplemental Indenture") between the PASP and the Trustee, with the consent of the Borrower.

The 2020 Note shall bear interest at a rate or rates established by the terms of the Supplemental Indenture; provided that the net interest cost for the 2020 Note shall not exceed 4.50% per annum.

The 2020 Note shall be designated, shall be numbered, shall be dated, shall mature, shall be subject to redemption prior to maturity, shall be in such form, and shall have such other terms, details, and provisions as are prescribed in the Supplemental Indenture, in substantially the form on file with the PASP, with the amendments referenced herein. The PASP hereby authorizes the 2020 Note to be issued as a "tax-exempt bond" the interest on which is excluded from gross income for federal and State of Minnesota income tax purposes. Any separate series of 2020 Note may be issued as "taxable bonds" if deemed necessary and appropriate by the PASP Officials and bond counsel.

All of the provisions of the 2020 Note, when executed as authorized herein, shall be deemed to be a part of this resolution as fully and to the same extent as if incorporated verbatim herein and shall be in full force and effect from the date of execution and delivery thereof. The 2020 Note shall be substantially in the form in the Supplemental Indenture on file with the PASP, which form is hereby approved, with such necessary and appropriate variations, omissions, and insertions (including changes to the aggregate principal amount of the 2020 Note, the stated maturity of the 2020 Note, the principal amount of the 2020 Note maturing on the maturity date,

the interest rate on the 2020 Note, and the terms of redemption of the 2020 Note) as the PASP Officials, in their discretion, shall determine. The execution of the 2020 Note with the manual or facsimile signatures of the PASP Officials and the delivery of the 2020 Note by the PASP shall be conclusive evidence of such determination.

2. The 2020 Note shall be a special limited obligation of the PASP payable solely from the revenues provided by the Borrower pursuant to the Loan Agreement, executed in connection with the issuance of the 2020 Note, and from the revenues and security pledged, assigned, and granted pursuant to the following documents: (i) the Second Amended and Restated Mortgage, Security Agreement and Assignment of Rents, dated on or after September 1, 2020 (the "Mortgage"), from the Borrower, as mortgagor, to the Trustee, as mortgagee; (ii) the Assignment of Lease, dated on or after September 1, 2020 (the "Assignment"), from the Borrower, as assignor, to the Trustee, as assignee and consented to by the School; (iii) the Second Amended and Restated Pledge and Covenant Agreement, dated on or after September 1, 2020 (the "Pledge Agreement"), from the School to the Trustee; and (v) if necessary, a CSFP Reserve Fund Agreement, dated on or after September 1, 2020 (the "CSFP Reserve Fund Agreement") by and among the PASP, the Trustee and CSFP. The proceeds of the 2020 Note will be disbursed pursuant to a Disbursing Agreement, dated on or after September 1, 2020 (the "Disbursing Agreement"), among the Borrower, Northeast Bank, a Minnesota state banking corporation (the "Lender") and a disbursing agent to be selected by the Borrower, and will be subject to the provisions of a Tax Regulatory Agreement, dated on or after September 1, 2020 (the "Tax Regulatory Agreement"), among the Borrower, the School and the Trustee. The Board hereby authorizes and directs the PASP Officials to execute and deliver the Supplemental Indenture to the Trustee, and hereby authorizes and directs the execution of the 2020 Note in accordance with the terms of the Supplemental Indenture, and hereby provides that the Supplemental Indenture shall provide the terms and conditions, covenants, rights, obligations, duties, and agreements of the owners of the 2020 Note, the PASP, and the Trustee as set forth therein.

All of the provisions of the Supplemental Indenture, when executed as authorized herein, shall be deemed to be a part of this resolution as fully and to the same extent as if incorporated verbatim herein and shall be in full force and effect from the date of execution and delivery thereof. The Supplemental Indenture shall be substantially in the form on file with the PASP, which is hereby approved, with such necessary and appropriate variations, omissions, and insertions as do not materially change the substance thereof, or as the PASP Officials, in their discretion, shall determine, and the execution thereof by the PASP Officials shall be conclusive evidence of such determination.

3. The loan repayments to be made by the Borrower under the Loan Agreement are fixed to produce revenues sufficient to provide for the prompt payment of principal of, premium, if any, and interest on the 2020 Note issued under this resolution when due, and the Loan Agreement also provides that the Borrower is required to pay all expenses of the operation and maintenance of the Project, including, but without limitation, adequate insurance thereon and insurance against all liability for injury to persons or property arising from the operation thereof,

and all lawfully imposed taxes and special assessments levied upon or with respect to the Project and payable during the term of the Loan Agreement.

4. As provided in the Loan Agreement, the 2020 Note shall not be payable from nor charged upon any funds other than the revenue pledged to their payment, nor shall the PASP or the City be subject to any liability thereon, except as otherwise provided in this paragraph. No holder of the 2020 Note shall ever have the right to compel any exercise by the PASP or the City of any taxing powers to pay the 2020 Note or the interest or premium thereon, or to enforce payment thereof against any property of the PASP or the City except the interests of the PASP in the Loan Agreement and the revenues and assets thereunder, which will be assigned to the Trustee under the terms of the Supplemental Indenture. The 2020 Note shall recite that the 2020 Note is issued pursuant to the Act, and that the 2020 Note, including interest and premium, if any, thereon, are payable solely from the revenues and assets pledged to the payment thereof, and the 2020 Note shall not constitute a debt of the PASP or the City within the meaning of any constitutional or statutory limitations.

5. The 2020 Note will be purchased by the Lender pursuant to the Note Purchase Agreement (the "Note Purchase Agreement"), among the Lender, the PASP, the Borrower, and the School.

6. The PASP hereby approves and authorizes and directs the PASP Officials to execute and deliver the Loan Agreement, the Supplemental Indenture, the CSFP Reserve Fund Agreement, the Note Purchase Agreement, and such other documents as bond counsel to the PASP considers appropriate in connection with the issuance of the 2020 Note (collectively, the "Financing Documents"). All of the provisions of the Financing Documents, when executed and delivered as authorized herein, shall be deemed to be a part of this resolution as fully and to the same extent as if incorporated verbatim herein and shall be in full force and effect from the date of execution and delivery thereof. The Financing Documents shall be substantially in the forms on file with the PASP which are hereby approved, with such omissions and insertions as do not materially change the substance thereof, or as the PASP Officials, in their discretion, shall determine, and the execution of the Financing Documents by the PASP Officials shall be conclusive evidence of such determination.

7. The PASP Officials and other officers, employees, and agents of the PASP are hereby authorized to execute and deliver, on behalf of the PASP, the Financing Documents to which it is a party and such other documents as are necessary or appropriate in connection with the issuance, sale, and delivery of the 2020 Note, including various certificates of the PASP, the Information Return for Tax-Exempt Private Activity Bond Issues, Form 8038, a certificate as to arbitrage and rebate, and similar documents. The PASP hereby approves the execution and delivery by the Trustee of the Supplemental Indenture and all other instruments, certificates, and documents prepared in conjunction with the issuance of the 2020 Note that require execution by the Trustee. The Trustee is hereby appointed as bond registrar and paying agent with respect to the 2020 Note. The PASP hereby authorizes Kennedy & Graven, Chartered, as bond counsel

of the PASP, to prepare, execute, and deliver its approving legal opinion with respect to the 2020 Note.

8. Except as otherwise provided in this resolution, all rights, powers, and privileges conferred and duties and liabilities imposed upon the PASP or the Board by the provisions of this resolution or of the aforementioned documents shall be exercised or performed by the PASP or by such members of the Board, or such officers, board, body, or agency thereof as may be required or authorized by law to exercise such powers and to perform such duties.

No covenant, stipulation, obligation, or agreement herein contained or contained in the aforementioned documents shall be deemed to be a covenant, stipulation, obligation, or agreement of any member of the Board of Commissioner of the PASP, or any officer, agent, or employee of the PASP in that person's individual capacity, and neither the Board nor any officer or employee executing the 2020 Note shall be liable personally on the 2020 Note or be subject to any personal liability or accountability by reason of the issuance thereof.

No provision, covenant, or agreement contained in the aforementioned documents, the 2020 Note or in any other document relating to the 2020 Note, and no obligation therein or herein imposed upon the PASP or the breach thereof, shall constitute or give rise to any pecuniary liability of the PASP or any charge upon its general credit or taxing powers. In making the agreements, provisions, covenants, and representations set forth in such documents, the PASP has not obligated itself to pay or remit any funds or revenues, other than funds and revenues derived from the Loan Agreement which are to be applied to the payment of the 2020 Note, as provided therein and in the Supplemental Indenture.

9. Except as herein otherwise expressly provided, nothing in this resolution or in the aforementioned documents expressed or implied, is intended or shall be construed to confer upon any person or firm or corporation, other than the PASP or any holder of the 2020 Note issued under the provisions of this resolution, any right, remedy, or claim, legal or equitable, under and by reason of this resolution or any provisions hereof, this resolution, the aforementioned documents and all of their provisions being intended to be and being for the sole and exclusive benefit of the PASP and any holder from time to time of the 2020 Note issued under the provisions of this resolution.

10. In case any one or more of the provisions of this resolution, other than the provisions contained in Section 4 hereof, or of the aforementioned documents, or of the 2020 Note issued hereunder shall for any reason be held to be illegal or invalid, such illegality or invalidity shall not affect any other provision of this resolution, or of the aforementioned documents, or of the 2020 Note, but this resolution, the aforementioned documents, and the 2020 Note shall be construed and endorsed as if such illegal or invalid provisions had not been contained therein.

11. The 2020 Note, when executed and delivered, shall contain a recital that they are issued pursuant to the Act, and such recital shall be conclusive evidence of the validity of the

2020 Note and the regularity of the issuance thereof, and that all acts, conditions, and things required by the laws of the State of Minnesota relating to the adoption of this resolution, to the issuance of the 2020 Note, and to the execution of the aforementioned documents to happen, exist, and be performed precedent to the execution of the aforementioned documents have happened, exist, and have been performed as so required by law.

12. The officers of the PASP, bond counsel, other attorneys, engineers, and other agents or employees of the PASP are hereby authorized to do all acts and things required of them by or in connection with this resolution, the aforementioned documents, and the 2020 Note for the full, punctual, and complete performance of all the terms, covenants, and agreements contained in the 2020 Note, the aforementioned documents, and this resolution. In the event that for any reason any of the PASP Officials is unable to carry out the execution of any of the documents or other acts provided herein, such documents may be executed and such actions may be taken by any official or employee of the PASP or the City delegated the duties of any such PASP Official with the same force and effect as if such documents were executed and delivered by such PASP Official.

13. The Borrower has agreed and it is hereby determined that any and all costs incurred by the PASP in connection with the financing of the Project will be paid by the Borrower. It is understood and agreed that the Borrower shall indemnify, defend and hold harmless the PASP against all liabilities, losses, damages, costs and expenses (including attorney's fees and expenses incurred by the PASP) arising with respect to the Project or the 2020 Note, as provided for and agreed to by and between the Borrower and the PASP in the Loan Agreement.

14. The authority to approve, execute and deliver future amendments and consents to the Financing Documents entered into by the PASP in connection with the issuance of the 2020 Note and consents required under the financing documents is hereby delegated to the President, subject to the following conditions: (a) such amendments or consents do not require the consent of the respective holders of the 2020 Note or such consent has been obtained; (b) such amendments or consents do not materially adversely affect the interests of the PASP; (c) such amendments or consents do not contravene or violate any policy of the PASP, and (d) such amendments or consents are acceptable in form and substance to the counsel retained by the PASP to review such amendments. The authorization hereby given shall be further construed as authorization for the execution and delivery of such certificates and related items as may be required to demonstrate compliance with the agreements being amended and the terms of this Resolution. The execution of any instrument by the President shall be conclusive evidence of the approval of such instruments in accordance with the terms hereof. In the absence of the President any instrument authorized by this paragraph to be executed and delivered may be executed by the officer of the PASP or the City authorized to act in his/her place and stead.

15. In order to qualify the 2020 Note as a "qualified tax-exempt obligation" within the meaning of Section 265(b)(3) of the Internal Revenue Code of 1986, as amended (the "Code"), the PASP hereby makes the following factual findings;

- (a) the 2020 Note will be issued after August 7, 1986;
- (b) the 2020 Note is not treated as a “private activity bond” under Section 265(b)(3) of the Code;
- (c) the PASP has designated the 2020 Note as a qualified tax-exempt obligation for purposes of Section 265(b)(3) of the Code;
- (d) the reasonably anticipated amount of tax-exempt obligations (other than obligations described in clause (ii) of Section 265(b)(3)(C) of the Code) which will be issued by the PASP (and all entities whose obligations will be aggregated with those of the PASP) during the calendar year 2020 will not exceed \$10,000,000; and
- (e) not more than \$10,000,000 of obligations issued by the PASP during the calendar year 2020 have been designated for purposes of Section 265(b)(3) of the Code.

16. The PASP has established a governmental program of acquiring purpose investments for qualified 501(c)(3) organizations’ projects. The governmental program is one in which the following requirements of §1.148-1(b) of the federal regulations relating to tax-exempt obligations shall be met:

- (a) the program involves the origination or acquisition of purpose investments;
- (b) at least 95% of the cost of the purpose investments acquired under the program represents one or more loans to a substantial number of persons representing the general public, states or political subdivisions, 501(c)(3) organizations, persons who provide housing and related facilities, or any combination of the foregoing;
- (c) at least 95% of the receipts from the purpose investments are used to pay principal, interest, or redemption prices on issues that financed the program, to pay or reimburse administrative costs of those issues or of the program, to pay or reimburse anticipated future losses directly related to the program, to finance additional purpose investments for the same general purposes of the program, or to redeem and retire governmental obligations at the next earliest possible date of redemption;
- (d) the program documents prohibit any obligor on a purpose investment financed by the program or any related party to that obligor from purchasing bonds of an issue that finances the program in an amount related to the amount of the purpose investment acquired from that obligor; and
- (e) the PASP shall not waive the right to treat the investment as a program investment.

17. This resolution shall be in full force and effect from and after its passage.

Adopted: July 28, 2020

PORT AUTHORITY OF THE CITY OF SAINT PAUL


By _____
Its Chair

ATTEST:

By _____
Its Secretary

MEMORANDUM

To: CREDIT COMMITTEE

From: Michael J. Linder 

Subject: **FINISH LINE WELLNESS GROUP, LLC D/B/A CONQUER NINJA GYM
TREASURE ISLAND CENTER
APPROVAL OF A \$375,000 BDF LOAN**

Meeting Date: July 28, 2020

Action Requested:

Provide approval for the Port Authority to initiate a Business Development Fund (BDF) Loan for \$375,000 with Finish Line Wellness Group, LLC d/b/a Conquer Ninja Gym to finance the purchase of equipment to operate a ninja gym at Treasure Island Center (TIC) in Saint Paul, Minnesota.

Public Purpose:

One of the purposes of the BDF Program is to encourage job creation and business growth in Saint Paul and the contiguous East Metro area. The proposed financing will enable Conquer Ninja Gym to expand into Saint Paul. The BDF Loan program allows for business equipment financing (not restaurants or bars) and does require a “but for” element for the Port Authority to be involved.

Business Subsidy

Not applicable.

Background

Conquer Ninja Gym, owned by franchisee and former NFL player Ben Utecht. Conquer Ninja Gym concept is about building sustainability with both body and mind. It's a body-weight metabolic training circuit that combines cardio with gymnastics. In line with first responders, the course enhances grip strength and the ability to hold one's own body weight, while increasing the heart rate with a high cardio exercise option that's as much fun as it is challenging.

Mr. Utecht is opening the fifth Minnesota Conquer Ninja Gym location in Minnesota. The first location in an urban area. The Saint Paul gym will be enhanced to fit the needs of first responders as well as the youth of Saint Paul, bridging the gap between the community and the public servants. Conquer Ninja Gym is of particular interest to the SPPD and the City's Community Ambassadors, as it will offer both groups the opportunity to connect with youth on a personal level. At the same time, provide Saint Paul youth access to a fun-filled obstacle course, which today is only available in the suburbs.

Conquer Ninja Gym will join forces with Finish Line Wellness Center, owned by former D1 college athlete Dr. James Midboe, to open a shared facility at Treasure Island Center, located in the heart of downtown Saint Paul. As mission-driven organizations, both entities are committed to giving back to the community and will offer customized access to both the Saint Paul Police Department (SPPD) and Saint Paul Fire Department (SPFD).

MEMORANDUM

Their vision is to use the professional sports platform as an example for performance improvement that will benefit the health and wellness of firefighters, police officers, and the community at large.

In conjunction with this BDF loan, Conquer Ninja Gym will enter into an 11-year lease at Treasure Island Center for a leased space of 5,800 square feet on the skyway level. This BDF loan is crucial for them to proceed.

Leasing at Treasure Island Center (TIC) has been slower than anticipated for a variety of reasons, most of which are out of the Landlord's control. Impacts on the market include public and private subsidies granted to tenant prospects for neighboring buildings (these subsidies have even been available to start-up tenancies). Rents at TIC are at the higher end of the market, and such subsidies from other landlords make it more difficult for TIC to compete in the marketplace. This BDF loan responds to the competition (existing and proposed) in the surrounding developments and will allow for the lease-up of challenging space on the skyway level of TIC and protects the Landlord's investment in the development. In addition, the BDF loan will allow for this space to be used on a space available basis for Saint Paul's fire fighters, police officers and for other community engagement projects in the downtown area. The existing lease requirement of MHFA is also partially met by this tenant.

Proposed Project:

Sources and Use of Funds:

<u>Minimum</u> purchase Price and Installation of equipment (equipment includes: ninja course training equipment, mats, meeting/ party room furniture, and artificial turf)	\$375,000
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Borrower to pay any costs in excess of \$375,000.

Sources and Uses of Funds:

Sources of funds:

BDF Loan (equipment only)	\$375,000
Equity spent thus far and Additional Equity needed	<u>\$125,000</u>
Total Project	\$500,000

Debt Service Coverage Ratio: 1.66 to 1.

Proposal:

Source of Funds: Business Development Fund (BDF)

Use of Funds: Equipment to furnish the gym

Amount of Loan: \$375,000 maximum

MEMORANDUM

Rate: 2%

Term: 10 years

Collateral: Signed Loan Agreement with Finish Line Wellness Group, LLC
UCC-1 Lien documents (SPPA will have a first position on the collateral of this equipment)
Personal Guarantees from Ben Utecht and James Midboe

Workforce

Implications: Anticipated new hires: 7 to 10

Policy Exceptions: Yes

1. BDF guidelines have targeted up to 50% of Fair Market Value and this deal is at approximately 75%. UCC filings and Personal Guarantees mitigate this risk.
2. While Conquer Ninja Gyms as a franchise has been in business seven years, and the franchisee has extensive business experience, this is a start-up operation. The risk is mitigated by the support services of the franchisor. They provide extensive ongoing training, administrative and other support functions to ensure the franchisee is successful.
3. Interest rates are below market value. This is mitigated by the community engagement activities that the organization will engage in and help support the other tenants of the building.

Recommendation:

Contingent on the following:


1. Existing TIF note and senior TCF/CIBC mortgage are refinanced
2. Borrower provides necessary guarantees
3. Projects are demonstrated to be financially feasible.

We recommend the approval of a \$375,000 BDF loan to Finish Line Wellness Group, LLC dba Conquer Ninja Gym.

MEMORANDUM

To: CREDIT COMMITTEE

Meeting Date: July 28, 2020

From: Michael J. Linder 

Subject: **FINISH LINE WELLNESS GROUP, LLC D/B/A FINISH LINE WELLNESS
TREASURE ISLAND CENTER
APPROVAL OF A \$550,000 BDF LOAN**

Action Requested:

Provide approval for the Port Authority to initiate a Business Development Fund (BDF) Loan for \$550,000 with Finish Line Wellness Group, LLC d/b/a Finish Line Wellness to finance the purchase of equipment to operate a wellness center at Treasure Island Center (TIC) in Saint Paul, Minnesota.

Public Purpose:

One of the purposes of the BDF Program is to encourage job creation and business growth in Saint Paul and the contiguous East Metro area. The proposed financing will enable Finish Line Wellness to expand into Saint Paul. The BDF Loan program allows for business equipment financing (not restaurants or bars) and does require a “but for” element for the Port Authority to be involved.

Finish Line Wellness will provide programming for the Saint Paul Police Department (SPPD), the Saint Paul Fire Department (SPFD), EMTs, and will be open to the public. SPFD will work with Finish Line Wellness to coordinate equipment necessary.

Business Subsidy

Not applicable.

Background

Owner, Dr. James Midboe is developing an integrated care model that blends fitness, massage, and chiropractic services with physical therapy, acupuncture, and psychological services. James also has experience educating first responders on topics including diet and exercise regimes. This will be his second Twin Cities location. His Saint Paul location will be customized to meet the needs of first responders.

Finish Line Wellness will join forces with Conquer Ninja Gym, owned by franchisee and former NFL player Ben Utecht, to open a shared facility at Treasure Island Center, located in the heart of downtown Saint Paul. As mission-driven organizations, both entities are committed to giving back to the community and will offer customized access to both the SPPD and the SPFD.

Their vision is to use the professional sports platform as an example for performance improvement that will benefit the health and wellness of firefighters, police officers, and the community at large.

MEMORANDUM

In conjunction with this BDF loan, Finish Line Wellness will enter into an 11-year lease at Treasure Island Center for a leased space of 5,800 square feet on the skyway level. This BDF loan is crucial for them to proceed.

Leasing at Treasure Island Center (TIC) has been slower than anticipated for a variety of reasons, most of which are out of the Landlord's control. Impacts on the market include public and private subsidies granted to tenant prospects for neighboring buildings (these subsidies have even been available to start-up tenancies). Rents at TIC are at the higher end of the market, and such subsidies from other landlords make it more difficult for TIC to compete in the marketplace. This BDF loan responds to the competition (existing and proposed) in the surrounding developments and will allow for the lease-up of challenging space on the skyway level of TIC and protects the Landlord's investment in the development. In addition, the BDF loan will allow for this space to be used on a space available basis for community engagement projects and for Saint Paul's fire fighters and police officers in the downtown area.

Proposed Project:

Sources and Use of Funds:

<u>Minimum</u> purchase Price and Installation of equipment	\$550,000
(equipment includes chiropractic tools and machines, including massage tables, x-ray machines, cardio, and medical therapy)	

Borrower to pay any costs in excess of \$550,000.

Sources and Uses of Funds:

Sources of funds:

BDF Loan (equipment only)	\$550,000
Equity spent thus far and Additional Equity needed	<u>\$100,000</u>

Total Project	\$650,000
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Debt Service Coverage Ratio: 2.20

Proposal:

Source of Funds: Business Development Fund (BDF)

Use of Funds: Equipment to furnish the wellness center

Amount of Loan: \$550,000 maximum

Rate: 2%

Term: 10 years

MEMORANDUM

Collateral: Signed Loan Agreement with Finish Line Wellness Group, LLC
UCC-1 Lien documents (SPPA will have a first position on the collateral of this equipment)
Personal Guarantees from James Midboe and Ben Utecht

Workforce

Implications: Anticipated new hires: 6-7 (nine currently in Savage)

Policy Exceptions: Yes

1. BDF guidelines have targeted up to 50% of Fair Market Value and this deal is at approximately 75%. UCC filings and Personal Guarantees mitigate this risk.
2. This is a new entity without three-year history of financial statements. This is mitigated by the success of the current Finish Line Wellness located in Savage, MN. The business has been in operation for 10 years and has seen exponential growth in clientele and profit.
3. Interest rates are below market value. This is mitigated by the community engagement activities that the organization will engage in and help support the other tenants of the building as well as the community and local emergency response personnel.

Recommendation:

Contingent on the following:

1. Existing TIF note and senior TCF/CIBC mortgage are refinanced
2. Borrower provides necessary guarantees
3. Projects are demonstrated to be financially feasible

We recommend the approval of a \$550,000 BDF loan to Finish Line Wellness Group, LLC dba Finish Line Wellness.

MEMORANDUM

To: CREDIT COMMITTEE

From: Michael J. Linder *MJL*

Subject: **STRONG SCOTT, LLC**
APPROVAL OF A \$210,000 TRILLION BTU LOAN

Meeting Date: July 28, 2020

Action Requested:

Provide approval for the Port Authority to initiate a Trillion BTU loan for approximately \$210,000 with Strong Scott, LLC for the installation of a new roof and insulation a commercial property located in St. Paul, Minnesota.

Public Purpose:

The Trillion BTU Revolving Loan Fund was established with a grant from the State of Minnesota via a Federal stimulus grant for energy conservation and the retention and expansion of jobs in the State. Additionally, the Minnesota Legislature has mandated that all utilities attempt to reduce existing customer energy usage by 1.5% annually.

Business Subsidy:

Loans under the Trillion BTU Fund are not subject to business subsidy reporting because they are for energy efficiency projects.

Background:

Strong Scott, LLC is a real estate holding company owned by First & First. The building is located at 293 Como Avenue in Saint Paul and the property has a tax assessed value of \$1,167,500. This is a new purchase for First & First and the company has made significant improvements to the property to date. They have invested over \$250,000 in improvements to the building including new lighting, electrical upgrades, and other building enhancements. A new roof is necessary as it is currently leaking and uninsulated.

Proposed Project:

Roof Replacement and Insulation	
Purchase Price and Installation	\$210,000

Sources and Uses of Funds:

Sources of funds:	
Trillion BTU	\$210,000
Uses of funds:	
Roof Replacement and Insulation	\$210,000

Ramsey County is assisting with placing the PACE special assessment on the property taxes and another funder may finance that portion of the project once the special assessment is in place. Trillion BTU funds will act as a bridge loan until that time. In the event that the special assessment

is not assessed or if another funder does not take out the Trillion BTU loan, it will remain the funding source.

Financial Analysis:

A rent roll shows the property is currently 50% occupied as the owner is currently in the process of making improvements to the tenant spaces. They currently have an outstanding mortgage of \$1,100,000. Financial statements or tax returns were not available as this is a new property for First & First. They have been in the process of removing non-paying tenants, cleaning up abandoned spaces and would like to make the building more efficient and comfortable to increase their lease rates. The property has an appraised value of \$1,400,000. The following ratios are as of December 31, 2019:

Debt Service Coverage:	N/A	Trillion standard of at least:	1.15
Debt-to-Equity:	N/A	Trillion standard of less than:	4.00

Proposal:

Source of Funds:	Trillion BTU
Use of Funds:	Roof Replacement and Insulation
Amount of Loan:	\$210,000
Rate:	4.25%
Term:	10 years
Collateral:	Signed Loan Agreement PACE Special Assessment

Energy Savings:

365 MMBTUs (\$12,500) annually. Funding contingent upon review of third-party energy audit.

Workforce Implications:

Davis-Bacon wage requirements need to be followed.
2 FTE for construction jobs.

Policy Exceptions:

Yes – This is a new LLC with no financial history. This is mitigated by the success of First & First as a redeveloper of blighted properties and the ability to lease unique spaces to a variety of tenants.

Recommendation:

We recommend the approval of a \$210,000 Trillion BTU loan to Strong Scott, LLC.

MEMORANDUM

To: CREDIT COMMITTEE

Meeting Date: July 28, 2020

From: Michael J. Linder *MJL*

Subject: CAROLYN AND JAMES BOSTON AND TAE KWON DO TRADITIONS, INC.
APPROVAL OF A \$33,000 TRILLION BTU LOAN

Action Requested:

Provide approval for the Port Authority to initiate a Trillion BTU loan for approximately \$33,000 with Carolyn and James Boston and Tae Kwon Do Traditions, Inc. for the installation of 12-kW solar array a commercial property located in Minneapolis, Minnesota.

Public Purpose:

The Trillion BTU Revolving Loan Fund was established with a grant from the State of Minnesota via a Federal stimulus grant for energy conservation and the retention and expansion of jobs in the State. Additionally, the Minnesota Legislature has mandated that all utilities attempt to reduce existing customer energy usage by 1.5% annually.

Business Subsidy:

Loans under the Trillion BTU Fund are not subject to business subsidy reporting because they are for energy efficiency projects.

Background:

Carolyn and James Boston own and operate Tae Kwon Do Traditions, Inc. which is a martial arts training facility located at 5253 Chicago Avenue in South Minneapolis. The business has been in operation since 1996 and Carolyn is a black belt who has been training for over 40 years. The property has a tax assessed value of \$300,000.

Proposed Project:

12-kW Solar Array

Purchase Price and Installation	\$33,000
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Sources and Uses of Funds:

Sources of funds:

Trillion BTU	\$33,000
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Uses of funds:

12-kW Solar Array	\$33,000
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Hennepin County is assisting with placing the PACE special assessment on the property taxes and another funder may finance that portion of the project once the special assessment is in place. Trillion BTU funds will act as a bridge loan until that time. In the event that the special assessment is not assessed or if another funder does not take out the Trillion BTU loan, it will remain the funding source.

Financial Analysis:

Tax returns for the last three years show the company had losses in two of the last three years. This is offset by depreciation and rents paid to the owners of the company. Personal tax returns show they have sufficient additional income to support the business and the mortgage debt on the property. A balance sheet was not available so a debt-to-equity ratio could not be calculated but the debt schedule shows they have a debt to tax assessed value of 82%. The following ratios are as of December 31, 2019:

Debt Service Coverage:	Negative	Trillion standard of at least:	1.15
Debt-to-Equity:	N/A	Trillion standard of less than:	4.00

Proposal:

Source of Funds:	Trillion BTU
Use of Funds:	12 – kW Solar Array
Amount of Loan:	\$33,000
Rate:	4.25%
Term:	10 years
Collateral:	Signed Loan Agreement PACE Special Assessment

Energy Savings:

70 MMBTUs (\$2,400) annually.

Renewable Energy Rebates and Incentives:

The borrower is eligible to receive additional incentives including the investment tax credit equal to 30% of the system's cost, accelerated depreciation and performance-based incentives through the local utility.

Workforce Implications:

Davis-Bacon wage requirements need to be followed.
1 FTE for construction jobs.

Policy Exceptions:

Yes - Losses in two of the last three years is offset by rents paid to the owners of both companies as well as depreciation and additional W-2 income.

Recommendation:

We recommend the approval of a \$33,000 Trillion BTU loan to Carolyn and James Boston and Tae Kwon Do Traditions, Inc.

MEMORANDUM

To: CREDIT COMMITTEE

From: Michael J. Linder *MJL*

Subject: **BAYOU ALLEY FLATS, LLC**
APPROVAL OF A \$121,000 TRILLION BTU LOAN

Meeting Date: July 28, 2020

Action Requested:

Provide approval for the Port Authority to initiate a Trillion BTU loan for approximately \$121,000 with Bayou Alley Flats, LLC for the installation of a solar array on a commercial property located in St. Joseph, Minnesota.

Public Purpose:

The Trillion BTU Revolving Loan Fund was established with a grant from the State of Minnesota via a Federal stimulus grant for energy conservation and the retention and expansion of jobs in the State. Additionally, the Minnesota Legislature has mandated that all utilities attempt to reduce existing customer energy usage by 1.5% annually.

Business Subsidy:

Loans under the Trillion BTU Fund are not subject to business subsidy reporting because they are for energy efficiency projects.

Background:

Bayou Alley Flats, LLC is a real estate holding company that owns a 24,000 sq. ft. building located at 24 College Avenue in St. Joseph. The building is an 18-unit apartment complex. The owner is planning to install a 43-kW solar array to offset electricity use in the common areas. The mortgage lender has appraised the building at \$2,513,462.

Proposed Project:

43-kW Solar Array

Purchase Price and Installation	\$121,000
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Sources and Uses of Funds:

Sources of funds:

Trillion BTU	\$121,000
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Uses of funds:

43-kW Solar Array	\$121,000
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Stearns County is assisting with placing the PACE special assessment on the property taxes and another funder may finance that portion of the project once the special assessment is in place. Trillion BTU funds will act as a bridge loan until that time. In the event that the special assessment is not assessed or if another funder does not take out the Trillion BTU loan, it will remain the funding source.

Financial Analysis:

Financial statements or tax returns were not available as this is a new construction apartment complex with 18 units. The property is currently 78% occupied and the outstanding debt on the property is \$2,002,500 resulting in a loan to value of 80%. The following ratios are as of December 31, 2019:

Debt Service Coverage:	N/A	Trillion standard of at least:	1.15
Debt-to-Equity:	N/A	Trillion standard of less than:	4.00

Proposal:

Source of Funds:	Trillion BTU
Use of Funds:	43-kW Solar Array
Amount of Loan:	\$121,000
Rate:	4.25%
Term:	10 years
Collateral:	Signed Loan Agreement PACE Special Assessment

Energy Savings:

185 MMBTUs (\$6,300) annually.

Renewable Energy Rebates and Incentives:

The borrower is eligible to receive additional incentives including the investment tax credit equal to 30% of the system's cost, accelerated depreciation and performance-based incentives through the local utility.

Workforce Implications:

Davis-Bacon wage requirements need to be followed.
1 FTE for construction jobs.

Policy Exceptions:

Yes – This is a newly constructed property so financial statements are not available. This is mitigated by the fact that the property is currently 78% occupied and a PACE assessment will be in place.

Recommendation:

We recommend the approval of a \$121,000 Trillion BTU loan to Bayou Alley Flats, LLC.

Emergency BDF Loan / DEED Guarantee Program
For the month of July 2020
Total Loan Volume:
\$275,000.00

	15	16	17	18	19	20
Borrower	Taste of Rondo	Kavin Thao	Jen Owens	Asian Express, Inc.	Joyeria Y Perfumeria Perla Hispana, Inc.	Samec's Floorcovering, Inc.
Application Date	6/11/2020	6/16/2020	6/18/2020	6/26/2020	6/23/2020	7/8/2020
Doing Business As	Taste of Rondo, LLC	Pupyra Restaurant	Age Grace Health Care, LLC	Asian Express, Inc.	Joyeria Y perfumeria Perla Hispana Inc	Samec's Floorcovering, Inc.
Business Description	Restaurant	Restaurant	Social Service	Restaurant	Jewelry Store	Home Improvement
Owner	Charles Carter	Kavin Tao	Jen Owens	Hoc Lam	Edith Tapia	Timothy Samec
Address	976 Concordia Ave, St. Paul, MN 55104	945 Rice St, #A, St. Paul, MN 55117	501 Dale St. N, # 103, St. Paul, MN 55103	101 E. 5th St., #285, St. Paul, MN 55101	839 E 7th St, St. Paul, MN 55106	665 South Milton Street, St. Paul, MN 55102
Loan Amount	\$50,000.00	\$50,000.00	\$50,000.00	\$30,000.00	\$45,000.00	\$50,000.00
Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Term (Years)/ (3 Mo. Int Free/ 6 Mo. Deferral)	3	3	3	3	3	3
Collateral						
Signed Loan Agreement	Y	Y	Y	Y	Y	Y
Personal Guaranty	N	N	N	N	N	N
UCC Financing Statement	N	N	N	N	N	N
Amount Requested	\$ 50,000	\$ 50,000	\$ 50,000	\$ 30,000	\$ 45,000	\$ 50,000
How will funds be used?	Payroll and working capital	Rent, Lost Revenue, utilites	Start-up and working capital	Rent, Utilities, Supplies	Rent, utilities and wages	Supplies, Bills, Working Capital
Financial Ratios						
Debt Service Coverage (Std > 1.25)	No Debt	No Debt	No Debt	No Debt	No Debt	3.64
Current Ratio (Std > 1.20)	N/A	N/A	N/A	0.20	N/A	N/A
Profitable at FYE 2019 (Y/N)	New Entity	Y	New Entiy	Y	Y	Y
Policy Exception (Y/N)	Y	Y	Y	Y	N	N
Applied for Other Gov't Loans?						
PPP/ EIDL/ DEED/ STP Grants (Y/N)	N	Y	N	N	Y	Y
Source	N/A	STP	N/A	N/A	N/A	STP
Dollars/ Approved	N/A	None	N/A	N/A	N/A	None
Impacted by COVID-19?	Y	Y	Y	Y	Y	Y
Explanation	Pay bills, rent and hire employees	Closed due to stay-at-home order	Business opening delayed due to COVID	Business closed due to COVID	Had to close for the stay-at-home order	Closed due to COVID and Rioting
Workforce Implications						
Number of Employees	16	9	100	5	3	2
Located in SPPA Business Center	N	N	N	N	N	N
MBE/ WBE	Y	Y	Y	Y	Y	N
DEED Approved?	Y	Y	Pending	Y	Pending	Pending

Trillion BTU / PACE Loan Summary
For the month of July 2020

	Bayou Alley Flats, LLC	Carolyn & James Boston / Tae Kwon Do Traditions, Inc.	Strong Scott, LLC
Borrower			
Loan Amount	\$ 121,000	\$ 33,000	\$ 210,000
Interest Rate	4.25%	4.25%	4.25%
Term (Years)	10	10	10
Collateral			
Signed Loan Agreement	Y	Y	Y
Personal Guaranty	N	N	N
PACE Special Assessment	Y	Y	Y
Project Description	Solar	Solar	Roof/Insulation
Sources & Uses			
Sources of Funds:			
Trillion BTU	\$ 121,000	\$ 33,000	\$ 210,000
Other Funding Sources			
Total Sources	\$ 121,000	\$ 33,000	\$ 210,000
Uses of Funds:			
HVAC			
LED Lighting			
Solar Array	\$ 121,000	\$ 33,000	
Boiler			
Other			\$ 210,000
Total Uses	\$ 121,000	\$ 33,000	\$ 210,000
Financial Ratios			
Debt Service Coverage (Std > 1.15)	N/A	Neg.	N/A
Debt-to-Equity (Std < 4.00)	N/A	N/A	N/A
Profitable in 2 of last 3 years (Y/N)	N	N	N
Policy Exception (Y/N)	Y	Y	Y
Annual Energy Savings			
MMBTUs	185	70	365
Dollars	\$ 6,300	\$ 2,400	\$ 12,500
Workforce Implications			
Construction Jobs	1	1	2