

Minutes of the Regular Board Meeting of the Urban Redevelopment Authority of Pittsburgh,
Wherrett Memorial Room, 13th Floor, John P. Civic Building, 200 Ross Street

September 14, 2017 – 2:00 P.M., E.S.T.

Members Present: Messrs. Acklin, Lavelle, Ferlo, Mmes., Hall-Russell

Members Absent: Mr. Gainey

Staff Present Messrs., Rubinstein, Cummings, Clark, Link, Short, Pawlak,

Mr. Acklin called the Meeting to order and declared a quorum present.

1. General

- a. The minutes of the Regular Board Meeting on August 10, 2017 were approved as written and previously distributed.

2. Announcements

a. RFP's, RFQ's and Bids

- i. RFP for the Pittsburgh Biz Buzz Program.
- ii. Request for Proposals (RFP) for architectural services for the evaluation and stabilization of the Larimer School.
- iii. Request for Proposals (RFP) for title services.
- iv. Request for Proposals (RFP) for real estate appraisal services.
- v. Solicitation of bids for the replacement/installation of carpet in various areas of the URA offices at 200 Ross Street.
- vi. Request for Qualification (RFQ) for outside counsel for employment law, real estate law, and commercial litigation.

Mr. Rubinstein announced the Next Three Days event in the Carrick neighborhood. He acknowledged Josette Fitzgibbons, Gigi Saladna, Dana Bohince and others for their hard work on this event. He stated that this event has been successful with the past three neighborhoods. He stated that the kickoff is at 6:00 P.M., and recommended viewing the Authority's website and the Next Three Days site (N3Dinfo.com) for more information.

Upon a motion to approve by Mr. Ferlo, seconded by Ms. Hall-Russell and unanimously carried, the following resolutions were adopted:

RESOLUTION 254 (2017)

RESOLVED: That the release of a Request for Proposals (RFP) for the Pittsburgh Biz Buzz Program is hereby approved.

RESOLUTION 255 (2017)

RESOLVED: That the release of a Request for Proposals (RFP) for architectural services for the evaluation and stabilization of the Larimer School is hereby approved.

RESOLUTION 256 (2017)

RESOLVED: That the release of a Request for Proposals (RFP) for title services is hereby approved.

RESOLUTION 257 (2017)

RESOLVED: That the release of a Request for Proposals (RFP) for real estate appraisal services is hereby approved.

RESOLUTION 258 (2017)

RESOLVED: That solicitation of bids for the replacement/installation of carpet in various areas of the Authority's offices at 200 Ross Street is hereby approved.

RESOLUTION 259 (2017)

RESOLVED: That the release of a Request for Qualifications (RFQ) for outside counsel for employment law, real estate law, and commercial litigation is hereby approved.

3. Executive

- a. Engagement of Maya/The Boston Consulting Group, Inc., d/b/a BCG Platinion, for an amount not to exceed \$248,000.00 plus expenses.
- b. Receipt of funding from various entities, including local government units and foundations, which will include the Authority's cost of up to \$50,000.00.

Mr. Rubinstein requested Board approval of the above items.

Mr. Rubinstein stated that the City of Pittsburgh is developing a response to the request for proposals issued by Amazon, Inc., to host its second North American headquarters. The URA is proposing to retain Maya/The Boston Consulting Group, Inc., d/b/a BCG Platinion, to assist with this project. The scope of work would include stakeholder engagement, vision and themes,

proposal development, and communications strategy. The cost of this engagement will be shared with other stakeholders, including local government units and foundations.

The URA's cost will not exceed \$50,000.00 and will be payable from City Bond/PayGo – Consultants and Studies. The non-URA portion will be fronted by Local Cash Grants.

The Boston Consulting Group, Inc., d/b/a BCG Platinion
Four Gateway Center
444 Liberty Ave., Suite 1600
Pittsburgh, PA 15222
(412) 488-2900
www.maya.com

Mr. Ferlo stated that he supports this project but is concerned about the timeline to recoup the public investment monies, even though there will be a considerable return on this project. He suggested that the employment aspect be regional extending to Southeast Ohio and Northern West Virginia. Mr. Acklin stated that since the Authority is at the center of this project, several meetings have taken place that include perspective developers throughout the City to find out what commitments can be put into place to advance this project. He stated that there will be upcoming meetings with the Mayor's office, stakeholders and the community.

Upon approval by Mr. Lavelle, seconded by Ms. Hall-Russell and unanimously carried, the following resolutions were adopted:

RESOLUTION NO. 260 (2017)

RESOLVED: That engagement of Maya/The Boston Consulting Group, Inc., d/b/a BCG Platinion for stakeholder engagement, vision and themes, proposal development, and communications strategy, for an amount not to exceed \$248,000.00, plus expenses, \$50,000.00 of which will be solely paid by the Authority, and the remainder of which will be funded by the Authority and reimbursed from external sources, payable from City Bond/PayGo – Consultants and Studies, and the non-URA portion fronted by Local Cash Grants, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute an agreement therefor, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto:

RESOLUTION NO.261 (2017)

RESOLVED: That receipt of funding from various entities, including local government units and foundations, for the Agreement with Maya/The Boston Consulting Group, Inc., d/b/a BCG Platinion, for an amount not to exceed the cost of such agreement, less the Authority's share of \$50,000.00, and authorization to enter into agreements for receipt of such funds, is hereby approved.

4. Hazelwood – Woods House

- a. Authorization to enter into exclusive negotiations with Oak Moss Associates, LLC, for a period of 90 days, with possible 90-day extension, for the sale of Block 55-P, Lots 37 and 39, in the 15th Ward.

Mr. Rubinstein requested Board approval of the above item.

Mr. Rubinstein stated that the URA issued a rolling Request for Proposals (RFP) on November 29, 2016, to redevelop the Woods House in the Hazelwood neighborhood. Built in 1792, the Woods House is one of five or six remaining eighteenth-century buildings in Pittsburgh. It was constructed by noted surveyor, Colonel George Woods, who laid out the City of Pittsburgh. Not only was the site home to the socially prominent Woods family, it was also a favorite gathering place for the Knights of the Square Table (founded by Stephen Collins Foster) in the mid-1800s.

Located on an approximately 11,606-square-foot site at the southwest corner of Monongahela and Tullymet streets, the 31x22 square foot, field-stone structure has a basement with a dirt floor, a first floor, and a second floor. Due to the lack of stability, the second floor is not accessible. Overall, the structure is considered to be in fragile condition. The site is listed in the National Register of Historic Places and has a local historic designation. The site is subject to a historic preservation covenant approved by the Pennsylvania Historical and Museum Commission (PHMC). It also should be maintained and preserved in accordance with the Secretary of the Interior's *Standards for the Treatment of Historic Properties*.

The site was purchased by the URA in 2001. In 2002, Hazelwood Initiative, Inc., Pittsburgh History and Landmarks Foundation, and the URA spent a significant amount of money to stabilize the structure. Stabilization included removal of a decayed frame structure that had been added to the original house, replacement of the roof, and installation of ventilated boards over the windows.

The URA received one proposal from Oak Moss Associates, a commercial real estate and project management company, on August 24, 2017. The prospective redeveloper presented a proposal for a 2,000-square foot Scottish Restaurant and Pub. The restaurant/pub will have a total of 61 interior seats with 26 outdoor dining spaces. Total project costs are estimated to be \$725,000. A 240-square-foot porch addition will be constructed onto the west of the structure, and a 536-

square-foot addition will be added to the south rear of the existing structure to accommodate the restroom, kitchen, and mechanical areas.

The restaurant and pub will be operated by Chef David Gancy, former owner of the Red Oak Café in Oakland and past URA client who has experience in creating successful eateries in urban neighborhoods. Other members of the redevelopment team include sole proprietor architect, Robert Tunon and General Contractor, Chris Waraks of Mr. Renovation.

Oak Moss Associates has met with and updated the Hazelwood Initiative and community leaders on their development plans. The project was well received by the community for its reuse as a historic gathering place and venue for multiple cultural and social events.

Authorization is now requested to enter into exclusive negotiations with Oak Moss Associates or another entity to be formed. The exclusive negotiations period would be for 90 days with the option of extending this period for an additional 90 days at the discretion of the Executive Director.

Oak Moss Associates, LLC, is a Pennsylvania Limited Liability Corporation with a mailing address of P.O. Box 5144 6360 Broad Street, Pittsburgh, PA 15206-9998. Krish Pandya and Jessica Allison are managing partners.

Mr. Acklin stated that this is a great site in Hazelwood and it is great to see a commercially viable redevelopment that is supported by the community. Krish Pandya, of Oak Moss Associates, LLC, was present. Mr. Pandya stated that the architect has worked on several projects with historical challenges. Mr. Acklin asked about the parking situation. Mr. Pandya answered that was one of the issues that had been brought up by the community, and will be discussed with the Authority in helping locate some empty lots that are available. Mr. Rubinstein asked if Authority or City lots were being considered. Ms. Healey stated that they are partly generating an ownership map to determine the needs of the project. Mr. Ferlo asked about the re-zoning status. Mr. Pandya answered that is another challenge they face with this project.

Upon approval by Mr. Ferlo, seconded by Mr. Lavelle and unanimously carried, the following resolution was adopted:

RESOLUTION NO. 262 (2017)

RESOLVED: That exclusive negotiations with Oak Moss Associates, LLC, for the sale Block 55-P, Lots 37 and 39, in the 15th Ward, for a period of ninety (90) days, with a possible ninety (90) day extension at the discretion of the Executive Director are hereby approved.

5. 2018 Low Income Housing Tax Credit Applications.

- a. Exclusive negotiations with the following developers for the sale and redevelopment of the following properties, through April 15, 2018, with a nine (9) month extension at the discretion of the Executive Director:
 - i. Mellon's Orchard South Phase I – TREK Development Group, or a related entity, for Block 83-P, Lots 60 and 225, in the 11th Ward.
 - ii. New Granada Square Apartments – Hill Community Development Corporation and McCormack Baron Salazar, or related entity, for Block 10-N, Lots 255, 257, 258, 258A, 267, 268, 269, 270, 274, 275, 276, 278, 279, 280, 287, 289, and 290, in the 5th Ward.
 - iii. Garfield Highlands – Bloomfield-Garfield Corporation and S&A Homes, or a related entity, for Block 50-H, Lot 11, and Block 50-M, Lots 1, 4, 5, 8, 44, 180, 181, and 186, in the 10th and 11th Wards.
 - iv. Doughboy Affordable Living – Lawrenceville Corporation and ACTION-Housing, Inc., or a related entity, for Block 25-D, Lots 104, 106, 107, and 108 in the 6th Ward.

Mr. Rubinstein requested Board approval of the above items.

Mr. Tom Cummings, Director of Housing stated that the Low-Income Housing Tax Credit ("LIHTC") program is a program whereby federal tax credits are issued for the creation and preservation of affordable housing. The Pennsylvania Housing Finance Agency ("PHFA") annually allocates tax credits in a competitive process based upon an approved Qualified Allocation Plan ("QAP"). Most proposed LIHTC projects need funding from the URA and/or need URA or City owned land. Therefore, in order to understand the pipeline of potential LIHTC projects and the resultant demand for URA resources, in May 2017, the Authority issued a 2017 LIHTC Pre-Application to be completed and submitted by developers who plan to apply to PHFA on or before October 20, 2017 for an allocation of 2018 tax credits. The pre-application process assists the URA and City in evaluating the potential LIHTC applications relative to each other.

As previously reported to the URA Board at the July 13, 2017 URA board meeting, the pre-application was due to the Authority on Wednesday June 14, 2017. The Authority received ten (10) preapplications for proposed LIHTC projects located within the City of Pittsburgh. Since June 14, 2017, two pre-applications were withdrawn. Of the remaining eight project applications, four (4) need URA Board authorization for exclusive negotiations to demonstrate site control. The four developments that need URA site control for all or a portion of the development site(s) are:

Mellon's Orchard South Phase I

This project consists of the new construction of 47 mixed income apartment units on a portion of the Mellon's Orchard site in the heart of East Liberty. Of the 47 units, 37 units will be affordable to households with incomes at or below 60% area median income ("AMI") and 10 units will be market rate. TREK Development Group is the developer.

The URA property requested for this project includes Block 83-P, Lots 60 and 225, located at corner of North Euclid and Station Street in the 11th Ward. These parcels contain approximately 1.91 acres.

TREK was selected as the developer of this site in May, 2016 pursuant to a previous Authority Request for Proposal ("RFP") process. TREK is a Pennsylvania corporation with a mailing address at 130 7th Street, Pittsburgh, PA 15222. William J. Gatti, Jr., is President.

New Granada Square Apartments

This project consists of the new construction of 42 mixed income apartment units plus first floor retail space. The project is immediately adjacent to the historic Granada Theater. The project is being developed in partnership between McCormack Baron Salazar and the Hill Community Development Corporation.

The URA property requested for this project includes Block 10-N, Lots 255, 257, 258, 258A, 267, 268, 269, 270, 274, 275, 276, 278, 279, 280, 287, 289, and 290, in the 5th Ward. These 17 parcels, which make up much of the block bounded by Centre Avenue, Devilliers Street, Wylie Avenue, and Erin Street, contain approximately 28,737 square feet.

McCormack Baron Salazar is a Missouri corporation with a mailing address at 720 Olive Street, Suite 2500, Saint Louis, MO 63101. Vincent R. Bennett is President. Hill Community Development Corporation is a Pennsylvania non-profit corporation with a mailing address at 2015-2017 Centre Avenue, 2nd Floor, Pittsburgh, PA 15219. Marimba Milliones is President and CEO.

Garfield Highlands

This project consists of the new construction of 20 scattered site, lease to own affordable units scattered through North Aiken Avenue, Kincaid, Rosetta, and Hillcrest Streets, and Brown Way in the Garfield neighborhood. The project is being developed in partnership between S&A Homes and the Bloomfield-Garfield Corporation.

The developers have requested 28 parcels, including 19 parcels that they are purchasing directly from the City through the Property Reserve and nine parcels (Block 50-H, Lot 11, and Block 50-M, Lots 1, 4, 5, 8, 44, 180, 181, and 186, in the 10th and 11th Wards) that they will acquire from the URA, conditioned on the Authority's ability to successfully acquire them from the City. The parcels to be the subject of exclusive negotiations contain a total of approximately 20,542 square feet and are located along North Aiken Avenue, Rosetta Street, and Kincaid Street. The sale price of the nine (9) parcels to be acquired from URA is \$1.00 plus costs.

S&A Homes is a Pennsylvania corporation with a mailing address at 2121 Old Gatesburg Road, Suite 200, State College, PA 16803. Andrew S. Haines is Executive Vice President. Bloomfield-Garfield Corporation is a Pennsylvania non-profit corporation with a mailing address at 5149 Penn Avenue, Pittsburgh, PA 15224. Rick Swartz is Executive Director.

Doughboy Affordable Living

The project consists of the new construction of two (2) three-story buildings containing 34 affordable rental units plus 2,800 square feet of commercial/community space near Doughboy Square in Lower Lawrenceville (3400-3404 Penn Avenue and 3330-3350 Penn Avenue). ACTION-Housing, Inc., and the Lawrenceville Corporation are the development partners.

The URA parcels requested for this project include Block 25-D, Lots 104, 106, 107, and 108, which are located at 3330-3350 Penn Avenue in the 6th Ward and contain approximately 13,000 square feet. The sale price is \$68,000.00, plus costs.

ACTION-Housing, Inc., is a Pennsylvania non-profit corporation with a mailing address at 611 William Penn Place, Suite 800, Pittsburgh, PA 15219. Lawrence Swanson is Executive Director. Lawrenceville Corporation is a Pennsylvania non-profit corporation with a mailing address at 100 43rd Street, Suite 106, Pittsburgh, PA 15201. Matthew Galluzzo is Executive Director.

In addition to the above listed four (4) developments, there are four (4) additional potential PHFA 9% LIHTC applications. These developments either have URA site control authorization already or do not require URA/City land. They are as follows:

1. The Civic Arena / 28 acres site in the Hill District (already has URA site control)
2. Riverview Towers in Squirrel Hill South (privately owned)
3. The Heinz Residences in Troy Hill (privately owned)
4. North Negley Residences in East Liberty (privately owned)

Any proposed Authority financial support for any of the above LIHTC projects will be subject to continuing review of project budgets, approval of plans, specifications and project costs, an allocation of tax credits from PHFA, the developer securing other project sources of funds, future availability of URA funds, and future URA Board approval.

Mr. Ferlo requested clarification regarding whether all eight projects are applying to PHFA independently regardless of the Authority's actions. Mr. Cummings answered that it is likely. He stated that the other sites will be looking for contingent Authority financing. Mr. Acklin explained that for anyone looking to advance a viable project, the Authority's policy would require conveyance of site control, vetting each opportunity, speaking with the community, and ranking the projected impact for the best use of advancing PHFA credits. Mr. Acklin asked if this resolution would apply if one of the proposals received 4% credits. Mr. Cummings answered yes. Mr. Acklin stated that the goal of this item is to support collaboration between the Housing Authority and the Authority.

Michael Smith, of TREK Development Corporation, was present. Mr. Smith stated that in the past year they had worked closely with the Authority, community members and local stakeholders to establish the best scenario for the Mellon's Orchard South Phase I project. Marimba Milliones, President & CEO, of the Hill CDC, was present. Ms. Milliones stated that they are excited about the New Granada Square Apartments project. She stated that this project is critical for their community.

Upon approval by Mr. Ferlo, seconded by Mr. Lavelle and unanimously carried, the following resolutions were adopted:

RESOLUTION NO. 263 (2017)

RESOLVED: That exclusive negotiations with TREK Development Group, or a related entity, for the sale of Block 83-P, Lots 60 and 225, in the 11th Ward, for a period expiring on April 15, 2018, with a nine (9) month extension at the discretion of the Executive Director are hereby approved.

RESOLUTION NO. 264 (2017)

RESOLVED: That exclusive negotiations with Hill Community Development Corporation and McCormack Baron Salazar, or a related entity, for the sale of Block 10-N, Lots 255, 257, 258, 258A, 267, 268, 269, 270, 274, 275, 276, 278, 279, 280, 287, 289, and 290, in the 5th Ward, for a period expiring on April 15, 2018, with a nine (9) month extension at the discretion of the Executive Director are hereby approved.

RESOLUTION NO. 265 (2017)

RESOLVED: That exclusive negotiations with Bloomfield-Garfield Corporation and S&A Homes, or a related entity, for the sale of Block 50-H, Lot 11, and Block 50-M, Lots 1, 4, 5, 8, 44, 180, 181, and 186, in the 10th and 11th Wards, for a period expiring on April 15, 2018, with a nine (9) month extension at the discretion of the Executive Director are hereby approved.

RESOLUTION NO. 266 (2017)

RESOLVED: That exclusive negotiations with Lawrenceville Corporation and ACTION-Housing, Inc., or a related entity, for the sale of Block 25-D, Lots 104, 106, 107, and 108 in the 6th Ward, for a period expiring on April 15, 2018, with a nine (9) month extension at the discretion of the Executive Director are hereby approved.

6. Uptown – City's Edge / Lot F

- a. Redevelopment Proposal and form of disposition contract for the sale of Block 2-H, Lots 108, 110, 111, 111A, 111B, 112, 113, 114, 115, 116, 117, 118, 119, 120, 120A, 120B, 121A, 121B, and 122, commonly referred to as

Lot F, in the 3rd Ward, to MidPoint Group of Companies, Inc., for \$1,000,000.00 plus costs.

Mr. Rubinstein requested Board approval of the above item.

Mr. Nathan Clark, Director of Real Estate, stated that at the January 2017 Board meeting, authorization was given to enter into exclusive negotiations with MidPoint Group of Companies, Inc. ("MidPoint") and Brian Lash for the sale of Block 2-H, Lots 108, 110, 111, 111A, 111B, 112, 113, 114, 115, 116, 117, 118, 119, 120, 120A, 120B, 121A, 121B, and 122, known collectively as "Lot F," in Uptown. The property, which is vacant, contains approximately 40,100 square feet, including the planned vacation of one half of Colwell Street, and occupies a city block bounded by one half of Colwell Street, Stevenson Street, Our Way, and Pride Street.

Authorization is now requested to approve the proposal submitted, by MidPoint only, subject to the conditions set forth below, and to enter into a disposition contract with them for the sale of these properties, which are currently a surface parking lot. The purchase price is \$1,000,000.00 plus costs.

The redeveloper's proposal calls for new construction of a nine-story mixed-use structure. The structure will consist of a 500-space parking garage on the first four floors, 12,000 square feet of commercial space on the first floor, and 100 units of housing on the top five floors. Current plans call for the storefronts to house uses such as a daycare, an urgent medical care/pharmacy facility, an afterschool program, and a restaurant. The commercial parking facility would include a mix of leased and transient parking. The residential units will include 70 income-restricted units. The remaining 30 units will be market-rate. The project will also include a publicly-accessible plaza and a rooftop deck for residents. The building will pursue LEED Silver Certification.

Total project costs are budgeted at approximately \$43.4 million, with an anticipated closing of February 2018 and a 24-month construction period. The project is expected to create 50 construction jobs and 30 permanent jobs. City's Edge low-income residents will be given priority in hiring for jobs in the facility.

Staff recommends that the Board resolution for this matter state that, unless Midpoint has fulfilled the following conditions, as determined by URA staff in its discretion, by December 20, 2017, the Executive Director shall be authorized to rescind all Board approvals granted to Midpoint:

- MidPoint must identify and secure a commercial lender for debt financing related to the commercial parking garage and storefront components of the project including a leveraged lender for the proposed New Markets Tax Credits, and bridge lender(s) for other reimbursable funding sources;
- MidPoint must produce an acceptable executed term sheet from such commercial lender;
- MidPoint must provide continued documentation of commitment from all equity partners involved in the transaction;

- MidPoint must provide construction drawings at a level equal to or higher than 50 percent completion;
- MidPoint must identify and secure the New Markets Tax Credits allocatee(s) and investor(s) of sufficient amount as identified in proposal for the commercial component of the development; and
- MidPoint must provide a copy of the 4% Low-Income Housing Tax Credit/Volume-Cap pre-closing package, as submitted to PHFA, including all required attachments and forms.

Prior to the sale of the property, this project will again be presented to the URA Board for approval of final working drawings and evidence of financing and for authorization to execute a deed.

MidPoint will be the owner entity of Lot F. MidPoint has a mailing address of 112 Washington Plaza, Suite 3000, Pittsburgh, PA 15219. P. Nathaniel Boe, Esq., is the President and CEO.

Mr. Lavelle stated that he was excited about this project, but believes that the closing date in February of 2018 is not a reasonable amount of time to complete this transaction. Mr. Nathaniel Boe, President and CEO of MidPoint Group of Companies, Inc., was present. Mr. Boe answered that he had a conversation with Mr. Rubinstein, who had granted an extension because of the New Market Tax Credits award timeline.

Mr. Acklin emphasized that this project has been going on for a long period of time. Mr. Acklin asked Mr. Boe if there were any additional conditions that have not been presented today. Mr. Boe answered that the closing date will depend on the New Market Tax Credits that will be announced in the first quarter of 2018, and the closing would take place by June of 2018. Mr. Rubinstein stated this item will be presented to the Board in the future for a final action that will allow the closing to take place.

Mr. Lavelle wanted clarification of the anticipated closing date. Mr. Rubinstein answered that the closing date had been pushed back twice because of delays in the awarding of New Market Tax Credits, and such awards are now anticipated by the end of this year. If the New Market Tax Credits are not awarded by the end of the year, then the closing date will be extended at his discretion.

Mr. Acklin asked Mr. Boe to clarify his financing on this project. Mr. Boe answered that HACP is providing a 4% low income housing tax credit, PHFA has agreed to issue a tax-exempt bond for \$17M dollars, they have applied to the Authority for a parking tax diversion financing, and HACP for gap financing. Mr. Acklin asked why the Authority is issuing a disposition contract when there are currently gaps in the financing of this project. Mr. Rubinstein stated that the Authority has been in contact with the primary lenders, and this action will provide the assurances necessary for the developer to obtain such financing.

Ms. Jeanne McNutt, of Uptown Partners of Pittsburgh, was present. Ms. McNutt wanted to emphasize her organization's enthusiastic support of this project. She stated that the affordability, design, removal of a surface parking lot would add vibrancy to this area and is positively anticipated by the community.

Mr. Acklin requested another amendment to the resolution adding another condition stated below if Midpoint's financial status changes.

Upon approval by Mr. Ferlo, seconded by Mr. Lavelle, the proposed resolution was amended to revise the date for the satisfaction of the listed conditions from December 20, 2017, to January 30, 2018.

Upon approval by Mr. Ferlo, seconded by Mr. Lavelle, the proposed resolution was amended to add the following additional condition: If any HACP resources or allocations are accepted and become part of this development, then MidPoint will be required to disclose that information to the Board prior to a final action.

Upon approval by Ms. Hall-Russell, seconded by Mr. Lavelle, the resolution, as amended, was adopted by those present, except for Mr. Ferlo, who abstained:

RESOLUTION NO. 267 (2017)

RESOLVED: That, subject to the provisions set forth below, the Redevelopment Proposal submitted by MidPoint Group of Companies, Inc. for the sale and redevelopment of Block 2-H, Lots 108, 110, 111, 111A, 111B, 112, 113, 114, 115, 116, 117, 118, 119, 120, 120A, 120B, 121A, 121B, and 122, commonly referred to as Lot F in the 3rd Ward, for \$1,000,000.00, plus costs, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute a disposition contract by sale in substantial conformity with said Redevelopment Proposal, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto;

PROVIDED THAT, if Midpoint Group of companies, Inc. has not fulfilled the following conditions by January 31, 2018, then, at any time thereafter, the Executive Director shall be permitted to rescind all such approvals and authorizations:

- MidPoint must identify and secure a commercial lender for debt financing related to the commercial parking garage and storefront components of the project including a leveraged lender for the proposed New Markets Tax Credits, and bridge lender(s) for other reimbursable funding sources;
- MidPoint must produce an acceptable executed term sheet from such commercial lender;
- MidPoint must provide continued documentation of commitment from all equity partners involved in the transaction;
- MidPoint must provide construction drawings at a level equal to or higher than 50 percent completion;

- MidPoint must identify and secure the New Markets Tax Credits allocatee(s) and investor(s) of sufficient amount as identified in proposal for the commercial component of the development;
- MidPoint must provide a copy of the 4% Low-Income Housing Tax Credit/Volume-Cap pre-closing package, as submitted to PHFA, including all required attachments and forms;
- If New Market Tax Credits have not been awarded by January 31, 2018 the Authority's Executive Director is permitted to allow an extended term for an additional three months; and
- If any HACP resources or allocations are accepted and become part of this development, MidPoint will be required to disclose that information to the Board prior to a final action.

5. Manchester – Manchester Row House Renaissance

- a. Redevelopment Proposal and form of disposition contract for the sale and redevelopment of Block 22-K, Lots 34, 38, 39, 132, 132A, 133, 133A, 134A, and 136, and Block 22-L, Lots 289 and 298B, in the 21st Ward, to Manchester Citizens Corporation, October Real Estate Holdings, LLC, and Uncle Ray's Real Estate, LLC, or an entity to be formed, for \$2,501.00, plus costs.

Mr. Rubinstein requested Board approval of the above item.

Mr. Clark requested authorization to accept a proposal and enter into a disposition contract with Manchester Citizens Corporation, October Real Estate Holdings, LLC, and Uncle Ray's Real Estate, LLC, or an entity to be formed for conveyance of the following properties in Manchester:

<u>Ward</u>	<u>Parcel ID</u>	<u>Address</u>	<u>Description</u>	<u>Site Area</u>
21 st	22-K-34	1316 Lake Street	Duplex	1,194 sq. ft.
21 st	22-K-38	1715 Fulton Street	Vacant Land	675 sq. ft.
21 st	22-K-39	1717 Fulton Street	Vacant Land	750 sq. ft.
21 st	22-K-132	1430 Rush Street	Row House	704 sq. ft.
21 st	22-K-132A	1428 Rush Street	Row House	704 sq. ft.
21 st	22-K-133	1426 Rush Street	Row House	704 sq. ft.
21 st	22-K-133A	1424 Rush Street	Row House	640 sq. ft.
21 st	22-K-134A	1422 Rush Street	Vacant Land	1,536 sq. ft.
21 st	22-K-136	Rush Street	Vacant Land	1,536 sq. ft.
21 st	22-L-289	1122-1126 Warlo Street	Three Family	2,784 sq. ft.
21 st	22-L-298B	1104 Warlo Street	Vacant Land	600 sq. ft.

The URA acquired these properties, which contain a total of approximately 11,827 square feet and are located along Lake, Fulton, Rush, and Warlo streets in Manchester, via deed in lieu of foreclosure from Renaissance Housing FP I, LP, in 2012. Manchester Citizens Corporation and local developers October Real Estate Holding and Uncle Ray's Real Estate plan to renovate the

deteriorated buildings into nine, two-bedroom single family residences that, at projected prices of \$175,000, will be affordable to households at 120% of Area Median Income. The vacant land will serve as supportive parking and green space. Total development costs are budgeted at approximately \$1,975,000.00.

Manchester Citizens Corporation is a Pennsylvania non-profit with a mailing address at 1319 Allegheny Avenue, Pittsburgh PA 15233. LaShawn Burton-Faulk is Executive Director. October Real Estate Holdings, LLC, is a Pennsylvania limited liability company with a mailing address at P.O. Box 6666, Pittsburgh, PA 15212. Alfred DePasquale and John Elash, III, are Co-Managing Members. Uncle Ray's Real Estate, LLC, is a Pennsylvania limited liability company with a mailing address at 2333 East Carson Street, Pittsburgh, PA 15203. Nate Morgan is Managing Member.

Mr. Alfred DePasquale, of Manchester Citizens Corporation, was present. Mr. DePasquale stated that he is excited about this project and this building is worth developing.

Ms. LaShawn Burton-Faulk, Executive Director of the Manchester Citizens Corporation, was also present. Ms. Burton-Faulk stated that this project is a true preservation effort for this neighborhood, and an opportunity to provide affordable housing. She emphasized the Authority's hard work on this project. Ms. Hall-Russell asked about the project's completion. Mr. DePasquale answered this project will take up to six months to complete, and the start date should be within three months from today.

Upon approval by Mr. Lavelle, seconded by Mr. Ferlo and unanimously carried, the following resolution was adopted:

RESOLUTION NO. 268 (2017)

RESOLVED: That the Redevelopment Proposal submitted by Manchester Citizens Corporation, October Real Estate Holdings, LLC, and Uncle Ray's Real Estate, LLC, or a related entity to be formed, for the sale and redevelopment of Block 22-K, Lots 34, 38, 39, 132, 132A, 133, 133A, 134A, and 136, and Block 22-L, Lots 289 and 298B, in the 21st Ward, for \$2,501.00, plus costs, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute a disposition contract by sale in substantial conformity with said Redevelopment Proposal, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto.

6. Garfield

- a. Long term lease and/or easement agreement in favor of the Pittsburgh Water and Sewer Authority (PWSA) for 5309 Hillcrest Street, Block 50-G, Lot 152, in the 10th Ward.

- b. Redevelopment Proposal and form of disposition contract by sale for the redevelopment of 5309 Hillcrest Street, Block 50-G, Lot 152, in the 10th Ward, to the Pittsburgh Water and Sewer Authority (PWSA).

Mr. Rubinstein requested Board approval of the above items.

Mr. Clark stated that in 2016 the Authority provided a letter of support for the Pittsburgh Water & Sewer Authority's application for grant funding through ALCOSAN's GROW (Green Revitalization of Our Waterways) Program. PWSA's application was successful and it was awarded funding to implement a permanent green infrastructure project on two parcels in Garfield – one owned by the City of Pittsburgh, and the other owned by this Authority.

The two parcels occupy the south end of the block bounded by Donna Street, Hillcrest Street, North Atlantic Avenue and Colombo Street and contain approximately 9,420 square feet, with the URA's parcel representing 2,370 square feet of this total. At this time we are requesting authorization either to enter into a long-term lease with and/or to execute an easement agreement in favor of PWSA, and to accept a proposal from and execute a disposition contract with PWSA so that it may implement this green infrastructure demonstration project and incorporate it into its permanent storm water management infrastructure.

PWSA will bear all short and long term costs associated with this project, including construction of the above-ground and below-ground infrastructure, on-going maintenance of the site, and insurance. The total cost for design and construction of the green infrastructure is estimated at \$1.2 million.

Bloomfield-Garfield Corporation supports the PWSA project, and green infrastructure is consistent with Garfield's community plan.

The Pittsburgh Water & Sewer Authority is a Pennsylvania municipal authority with a mailing address at 1200 Penn Avenue, Pittsburgh, PA 15222. Robert Weimar is Interim Executive Director.

Ms. Megan Zeigler, Associate Program Manager, of the Pittsburgh Water and Sewer Authority (PWSA), was present. Ms. Zeigler stated that this site is part of the 822 sewershed analysis, which looked at various locations throughout the entire sewershed. She stated that this particular location offered a great opportunity to extend the storm sewer and fill an existing infrastructure gap. Mr. Ferlo asked about maintenance of this site. Ms. Zeigler answered that as of right now all of PWSA's capital projects have two years of ongoing maintenance built into them, and PWSA will be using contractors for that task.

Upon approval by Mr. Ferlo, seconded by Mr. Lavelle and unanimously carried, the following resolutions were adopted:

RESOLUTION NO. 269 (2017)

RESOLVED: That a lease and/or grant of easement to Pittsburgh Water and Sewer Authority (PWSA) for 5309 Hillcrest Street, Block 50-G, Lot 152, in the 10th Ward, for creation of a permanent green infrastructure, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute a lease and/or easement agreement therefor, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto.

RESOLUTION NO. 270 (2017)

RESOLVED: That the Redevelopment Proposal submitted by the Pittsburgh Water and Sewer Authority (PWSA) for the sale and redevelopment of Block 50-G, Lot 152, in the 10th Ward, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute a disposition contract by sale in substantial conformity with said Redevelopment Proposal, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto.

7. City-wide

- a. Acceptance of slates for Section 106 and Cultural Resources Consultants:

Mr. Rubinstein requested Board approval of the above item.

Mr. Rubinstein requested authorization to name the below-listed firms as the approved slates of Section 106 (National Historic Preservation Act) and Cultural Resources analysis professionals to be used by the URA over the next three years. A Request For Qualifications (RFQ) was sent to almost 100 firms, and posted on the URA website, in order to solicit interest for qualified Section 106 and cultural/archaeological resource consultants to serve the URA in a variety of capacities. A selection committee comprised of URA staff from several Operating Departments, Legal, Compliance, as well as representation from the Department of City Planning, reviewed the responses and made recommendations. Firms were evaluated primarily on their previous relevant experience, knowledge of Pennsylvania historic and cultural resources tax law, minority/women business participation, and local presence.

The URA received responses from nine firms and has deemed the following firms to be qualified for inclusion on the slate:

Section 106:

1. Skelly and Loy Consulting
2. AECOM
3. Michael Baker, Inc.
4. Urban Design Ventures

Cultural Resources Analysis:

1. Skelly and Loy Consulting
2. AECOM
3. Michael Baker, Inc.
4. GAI Consultants

Depending upon expertise, firms on the slates will be invited to respond to Request For Proposals (RFP) as RFP's as issued. The bid responses will be evaluated according to such criteria such as fee, support of URA MBE/WBE strategy, and specific qualifications and/or factors pertinent to the particular RFP.

Mr. Lavelle asked for a description of cultural resource analysis. Mr. Nick Fedorek, Project Manager, of the Authority's Economic Development Department answered that it is incorporating architectural history into the Phase I, II or III archeological study, and also detailing and recording records of an archeological project.

Upon approval by Mr. Lavelle, seconded by Mr. Ferlo and unanimously carried, the following resolution was approved.

RESOLUTION NO. 271 (2017)

RESOLVED: That the following slate of consultants for Section 106 (National Historic Preservation Act) is hereby approved:

1. Skelly and Loy Consulting
2. AECOM
3. Michael Baker, Inc.
4. Urban Design Ventures,

and it is

RESOLVED FUTHER: That the following slate of consultants for cultural resource analysis is hereby approved:

1. Skelly and Loy Consulting
 2. AECOM
 3. Michael Baker, Inc.
 4. GAI Consultants.
8. New Markets Tax Credits Loan Fund
- a. Pittsburgh Development Fund loan up to \$2,100,000.00 to a subsidiary of Pittsburgh Urban Initiatives, LLC (PUI) or related entity.
 - b. Provision of a NMTC recapture guarantee to the NMTC equity investor, PNC Bank.

Mr. Rubinstein requested Board approval of the above items.

Mr. Tom Link, Director of the Center for Innovation and Entrepreneurship stated that PUI is a URA sponsored Community Development Entity (CDE) with a purpose of receiving and deploying Federal NMTC into Pittsburgh neighborhood, community and economic development projects.

The NMTC program was established by Congress in 2000 to spur new or increased investments into operating businesses and real estate projects located in low-income communities. The NMTC program attracts investment capital to low-income communities by permitting individual and corporate investors to receive a tax credit against their Federal income taxes in exchange for making equity investments into eligible job creating projects.

Since 2010, PUI has received \$188,000,000 in NMTC allocation awards. PUI has allocated NMTC to a variety of job creating and community serving developments in the City of Pittsburgh. Example developments include the East End Cooperative Ministry Community House, the Energy Innovation Center, Ace Hotel, Wood Street Commons, Gardens at Market Square, Eastside TOD, Oliver Building, 7800 Susquehanna Street, City of Asylum, the Animal Rescue League, and the New Markets Loan Fund (Loan Fund) which has invested in the Proud Company (317 S. Main Street in the West End) and the Detective Building in support of Schoolhouse Electric's business expansion to Pittsburgh. PUI NMTC investments have had an impressive and substantial impact. As of March 2017, these impacts include:

Total Project Cost of all PUI projects: \$591,179,000
Total leveraged non NMTC financing: \$521,721,450
Total construction jobs: 2344
Total permanent jobs: 2814
293 Affordable housing units created.

In January 2014 and April 2016, the URA Board of Directors approved funding that closely mirrors this request for the creation of revolving loan funds using NMTC equity. These funds have closed and committed nearly \$4,000,000 in investment to the Proud Company and Schoolhouse Electric business expansion projects, leveraging nearly \$11,000,000 in total project costs and creating over 150 new jobs.

Today's action will allow the URA to fund a new fund, PUI RLF Investment Fund, LP, by making an additional economic development loan of up approximately \$3,000,000.00 that includes leverage equity of approximately \$1,000,000.00 in private NMTC equity to create a new approximately \$3,000,000 loan fund that utilizes the benefits of the NMTC program to support small business expansion in the City of Pittsburgh.

This action meets multiple URA and PUI goals:

1. Provides difficult to raise, low cost of capital financing for job creating businesses expansion in the City of Pittsburgh.
2. Creates jobs.

3. Increases the City's tax base through improvement of real estate and creation of jobs
4. Meets the US Treasury's goal of the NMTC program to directly impact job creating small businesses.
5. Supports PUI's mission to create jobs and utilize the NMTC program in concert with the US Treasury's goals.
6. Improves the quality of PUI's applications to the US Treasury for additional NMTC by operating a program in direct concert with goals and mission of the NMTC program.

The NMTC investor's economic benefit of this transaction is the use of NMTCs they receive. In order for the NMTC investor to use these NMTCs, the loan fund must invest in a manner compliant with NMTC rules and regulations. To that end, the NMTC investor is requiring, in exchange for not requiring repayment of their equity investment or any other yield from the loan fund that the URA and PUI guarantee the equity used by the loan fund not be recaptured. If a recapture event would occur, the NMTC investor would lose their economic benefit and in turn would act on the guarantee to have their equity repaid plus penalties.

The URA's risk is limited to two specific trigger events:

1. The failure to close 85% of the loan funds within 12 months of NMTC equity issuance, or failure to keep a sufficient dollar amount of loans outstanding during the NMTC compliance period. (Trigger a)
2. That the loan fund does not make loans to Qualified Low Income Businesses (QALICB) (Trigger b)

These risks will be mitigated as follows:

1. Trigger 'a' will be mitigated by minimum loan terms of 7.5 years (the NMTC recapture period is 7 years from loan closing). This mitigates the risk of having to redeploy proceeds within the 7-year compliance period. While there is a risk that loans would be prepaid, this will be mitigated by having stiff prepayment penalties. Further, should a loan be prepaid, the URA/PUI has 12 months to redeploy the funds to another QALICB. Finally, the loan terms are extremely attractive, thus further minimizing the risk that a borrower would be motivated pay early.
 - a. The risk that the Loan Fund could not deploy 85% of the loan program funds within 12 months of the NMTC equity closing will be mitigated by underwriting potential borrowers prior to the NMTC equity closing and ensuring that a loan closing is imminent as evidenced by an agreed upon, executed, term sheet, receipt of a substantial commitment fee, and agreed upon loan documents. This will provide near certainty that the loan will close and the proceeds will be deployed imminently after the NMTC equity closing. Further, the loan fund is being structured to be limited to up to 4 individual initial borrowers. This mitigates the risk of not being able to deploy 85% of the loan fund within 12 months of NMTC equity closing.
2. Trigger 'b' will be mitigated by assuring that the loan fund borrowers are QALICBs. This is achieved by a variety of steps, including pre-screening of applicants to ensure QALICB

compliance and a 3rd party tax opinion for each borrower prior to a loan closing that opines that the borrower is a QALICB. QALICB is largely defined by the geography of the borrower (i.e. must be located in an eligible NMTC census tract), the borrower is not a non-qualifying business (i.e. golf courses, farms, massage parlors, sun tanning parlors, racetracks, strictly residential housing, casinos, etc. are not eligible to receive NMTC benefits), and that the borrower is an active QALICB (i.e. the services and gross revenues being rendered and earned are in a qualified low-income community).

The recapture risk will be split evenly between the URA and PUI. Thus, the URA's maximum recapture risk is limited to \$468,000. Further, the steps and processes put in place by PUI and the URA make the likelihood of recapture extremely low.

URA and PUI staff have been vetting a URA business financing deal to utilize this fund that should be able to close by 4th quarter 2017.

The URA's existing capacity to originate, underwrite and service loans will be utilized to execute the Loan fund, including utilization of the URA's Business Loan Review Committee and URA staff.

The NMTC loan fund guidelines are attached. The NMTC loan fund has been approved by the Board of Directors of Pittsburgh Urban Initiatives, LLC.

Borrower Principal	Pittsburgh Urban Initiatives, LLC 200 Ross Street Pittsburgh, PA 15219
Location	N/A
Description	Revolving Loan Fund
Authority Financing: Amount	up to \$2,100,000
Interest Rate	between 2.0% and 4.5%
Term	up to 14 years

Program Benefits New job creation, new taxes, leverage of NMTC program to create new source of capital for Pittsburgh small businesses. Meet the mission of the NMTC program to invest in small businesses.

Loan Review Committee to be reviewed by the Business Loan Review Committee
The funding source for the URA loan will be Pittsburgh Development Fund.

Mr. Link stated that this loan allows PUI to use NMTC leveraged lending to assist smaller borrowers and will strengthen NMTC applications for PUI in the future.

Upon approval by Mr. Lavelle seconded by Ms. Hall-Russell and unanimously carried, the following resolutions were adopted:

RESOLUTION NO.272 (2017)

RESOLVED: That a loan to a subsidiary of Pittsburgh Urban Initiatives, LLC, (PUI) or a related entity, to fund a new fund, PUI RLF Investment Fund, LP, for an amount not to exceed \$2,100,000.00, payable from the Pittsburgh Development Fund, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute a loan agreement and related documents therefor, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto.

RESOLUTION NO. 273 (2017)

RESOLVED: That provision of a NMTC recapture guarantee to the NMTC equity investor, PNC Bank, is hereby approved.

9. Pittsburgh Glass Center – Penn Fairmont

- a. Grant not to exceed \$12,000.00 annually over 3 years to the Pittsburgh Glass Center.

Mr. Rubinstein requested Board approval of the above item.

Mr. Link stated that in 2016, the URA Board authorized the sale of the commercial leasehold at 5471-81 Penn Avenue for a sales price of \$640,000.00 to a related entity of Presbyterian Senior Care. The acquisition closed June 15, 2017. The acquisition was financed with \$340,000.00 cash and a \$300,000.00 purchase money mortgage (PMM).

The URA has been made whole for all costs associated with the transaction- including foreclosure, holding, sale and associated legal costs.

The 2007 original financing of the commercial leasehold was accomplished with a \$500,000.00 Citizens Bank Loan, a \$250,000.00 URA loan and a McCune Foundation debt related investment through Friendship Development Associates (FDA) of \$250,000.00. The URA loan has received about \$57,000.00 in repayments and will have the balance of the original \$250,000.00 loan repaid through a portion of the \$300,000.00 purchase money mortgage.

There will remain about \$100,000.00 over 10 years (the term of the PMM) net of the cash outlay of the URA to acquire, hold, and dispose the commercial leasehold and repayment of the URA's original \$250,000.00 loan.

The URA recognizes that \$250,000.00 in charitable monies was invested by McCune in the Friendship community through this project with a mission to finance a community development

bricks and mortar project and provide returns over time to reinvest in McCune's mission to support the Penn Avenue corridor.

Working in good faith with McCune, the URA has sought in partnership with McCune an opportunity to reinvest these remaining proceeds (of about \$100,000 over 10 years through the PMM) consistent with the original intent of the McCune charitable investment.

The URA and McCune have identified the Pittsburgh Glass Center's arts micro grant / scholarship programs for Garfield residents and youth to attract and engage the Penn Avenue/Garfield community with the Penn Avenue Arts Initiative. Born in 2015 out of the work and study of the Penn Avenue Arts Initiative and community engagement, Pittsburgh Glass Center is operating the program and executing against its mission to engage community residents and young people in arts and STEM related initiatives. The program carries about a \$10,000.00 annual cost (all of it in direct micro grants and scholarships) making it a good fit for the pace and scale of the repayments through PMM, net of those required to repay the URA loan, of about \$965.00/month.

The intent is to start with a 3-year engagement with Pittsburgh Glass Center to fund the initiative. At the end of 3 years, the URA, McCune and Pittsburgh Glass Center will revisit the program and determine if funding should continue based on metrics and ongoing viability of the program.

Funding will ONLY be made available to Pittsburgh Glass Center through this authorization to the extent the PMM is in good standing and there are sufficient payments through the PMM to repay the original URA loan and provide for funding of the grant (approximately 2 of every 3 dollars received through normal payments over the term of the PMM repays the URA loan and the remaining 1 dollar would go to the Pittsburgh Glass Center through this authorization).

Heather McElwee
Executive Director
Pittsburgh Glass Center
5472 Penn Avenue
Pittsburgh, PA 15206
412-365-2145 x206

Mr. Ferlo asked to amend the resolution to allow for a grant for up to ten years in an amount not to exceed \$10,000.00 per year. Mr. Acklin asked for the status of the Pittsburgh Glass Center. Ms. Heather McElwee, Executive Director, of the Pittsburgh Glass Center, was present. Ms. McElwee answered that the Center was doing great. Ms. Hall-Russell asked where the participants are from. Ms. McElwee answered mainly Garfield, and they currently work closely with Brothers and Sisters Emerging from that area.

Upon approval by Mr. Lavelle seconded by Ms. Hall-Russell and unanimously carried, the following resolution was adopted, as amended:

RESOLUTION NO. 274 (2017)

RESOLVED: That a grant to the Pittsburgh Glass Center for ten (10) years in annual amounts not to exceed \$10,000.00 per year, to be used to fund micro grant/scholarship programs for Garfield residents and youth, payable from the Industrial Land Reserve Fund, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute a grant agreement therefor, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto.

10. Scattered Sites

- a. Scattered Sites Demolition and Site Clearance Contract No. 11 with Dore & Associates Contracting, Inc. – \$423,300.00.

Mr. Rubinstein requested Board approval of the above item.

Mr. Marty Kaminski, Director of Engineering and Construction stated that authorization is requested to enter into an Agreement with Dore & Associates Contracting, Inc. (Dore) for Scattered Sites Demolition and Site Clearance Contract No. 11. The project was publicly bid by URA and bids were opened on September 8, 2017. Three (3) bids were received for the work. Dore was the lowest responsible bidder. The work will include asbestos and hazardous materials remediation and/or demolition of nine structures: a 2½ story single family house located at 9 Shetland Avenue (Larimer), a 3 story townhouse located at 12 Reed Street (Crawford-Roberts), a 2 story townhouse located at 127 Trent Street (Middle Hill), a 2½ story single family house located at 618 N. Dallas Avenue (Homewood West), a 2 story townhouse located at 111 Carrington Street (Central Northside), a 2 story single family house located at 6369 East Liberty Boulevard (Larimer), a 2 story commercial building located at 7249 Frankstown Avenue (Homewood North), a 2 story commercial structure located at 624 E. Ohio Street (East Allegheny), and a 3½ story commercial structure located at 628 E. Ohio Street (East Allegheny) (remediation only).

Dore & Associates Contracting, Inc. is located at 900 Harry S. Truman Parkway, Bay City, MI 48706 and Arthur P. Dore is the Chairman.

Authorization is contingent upon the contractor receiving tax clearance from the City of Pittsburgh and submission of an acceptable MBE/WBE plan.

The funding sources for this agreement include the Industrial Land Reserve Fund, City Bond Funds, and City Paygo Funds.

Mr. Ferlo asked how an entity from Bay City Michigan became involved. Mr. Kaminski answered that Dore & Associates Contracting, Inc. has worked with the Authority on prior projects.

Upon approval by Mr. Ferlo, seconded by Mr. Lavelle and unanimously carried, the following resolution was adopted:

RESOLUTION NO. 275 (2017)

RESOLVED: That engagement of Dore & Associates Contracting, Inc. for Scattered Sites Demolition and Site Clearance Contract No. 11, for an amount not to exceed \$423,300.00, payable from the Industrial Land Reserve Fund, City Bond funds, and/or City Paygo funds, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute an agreement therefor, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto:

11. Government Relations Services

- a. Engagement of Buchanan Ingersoll & Rooney PC for state and federal lobbying and governmental relations services, for a two-year term, for an amount up to \$108,000.00 per year.

Directors Report

The Authority has engaged Buchanan Ingersoll & Rooney PC for state and federal lobbying and governmental relations services for several years. The current contract is set to expire at the end of September 2017. URA staff recommends the engagement of Buchanan Ingersoll & Rooney PC for a two-year period through September 30, 2019 with expanded services. The expanded services will include an expanded presence in Harrisburg to reflect additional efforts required to secure state funding in response to an increasingly challenging and competitive funding environment. The URA will engage these services at a cost of up to \$108,000.00 per year, plus expenses not to exceed \$10,000.00 per year.

Funding source: General Fund

Charles J. Kolling, Jr.
Government Affairs Consultant
Buchanan Ingersoll & Rooney
20th Floor, One Oxford Centre
Pittsburgh, PA 15219
412-392-1679
charles.kolling@bipc.com

Upon approval by Mr. Lavelle, seconded by Ms. Hall-Russell and unanimously carried, the following resolution was adopted:

RESOLUTION NO. 276 (2017)

RESOLVED: That the two (2) year engagement of Buchanan Ingersoll & Rooney PC for state and federal lobbying and governmental relations services, for an amount not to exceed \$108,000.00 per year, payable from the General Fund, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute an agreement therefor, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto.

12. General

1. Amendment of Agreement with Summa Technologies, Inc./CGI for an increase of \$20,000.00, for a total Agreement amount not to exceed \$229,900.00.

Director's Report

Since February 2017, the URA and Summa Technologies have completed the implementation a new Salesforce.com system in three releases:

- Release 1: Business Retention, Expansion, and Attraction
- Release 2: Grant Seeking
- Release 3: Loan and Grant Management

This highly-customized Salesforce system has yielded immediate gains in productivity by centralizing and integrating data, streamlining business processes, and facilitating interdepartmental coordination. In-depth business requirements gathered by Summa enabled their team to design a system that provides a complete perspective of URA clients, projects, programs, and funding sources. Key examples of these efficiency gains include the ability of Salesforce users to:

- Collaborate on shared project and account records across departments and connect them to child records through related lists; and
- Reduce the frequency of emails and meetings by using Chatter to share data and communicate directly from Salesforce records; and
- Request payments on behalf of URA clients through a revamped, automated approval process; and
- View, clean, and analyze data through custom list views, reports, and dashboards with point-and-click functionality (see report below); and
- View account balances through an hourly integration between Salesforce and our accounting system, Serenic. Current balances in Serenic are supplemented with agreement encumbrance data to display more accurate available balances for these funds.

This next phase of work with Summa Technologies/CGI will build upon this existing Salesforce functionality to enable the URA to:

- Centralize the management of URA contracts; and
- Streamline the assignment and tracking of construction monitoring and inspections for URA-funded projects.

The funding source for this contract will be the Administrative Revolving Fund, Studies and Consultants, or CLRA. The authorization of an additional \$20,000 would bring the total authorization to \$229,900.00.

Summa Technologies

Summa Technologies is a Downtown Pittsburgh-based digital solutions consultancy founded in 1996. Summa specializes in developing, implementing, and integrating enterprise applications, particularly the cloud-based customer resource management (CRM) platform Salesforce.com. Summa is a Salesforce.com Gold Partner with 50 certified Salesforce consultants, over 200 total employees, and more than 500 successful projects in their Salesforce.com delivery portfolio.

Steve Lippock
Vice President, Salesforce Sales
Summa Technologies
611 William Penn Place
Pittsburgh, PA 15219
412.596.6104
steve.lippock@summa.com

Ms. Hall-Russell asked how far back data can be stored in Salesforce. Mr. Steve Lippock, of Summa Technologies, was present. Mr. Lippock stated the data that is stored currently goes back to 2013. Mr. Rubinstein stated that current programs going back twenty to thirty years are not formatted correctly to be transferred into Salesforce at this time. Mr. Acklin asked if the Authority can self-manage the system. Mr. Lippock answered yes. Mr. Rubinstein stated that some Authority staff are becoming certified to manage this database. Mr. Lavelle asked if this database can capture ongoing projects. Mr. Rubinstein answered yes. Mr. Ferlo asked about the financial access in Salesforce. Mr. Rubinstein stated that no monies can be drawn from Salesforce, but check requests can be generated and are subject to all existing internal controls.

Upon approval by Ms. Hall-Russell, seconded by Mr. Lavelle and unanimously carried, the following resolution was adopted:

RESOLUTION NO. 277 (2017)

RESOLVED: That amendment of the Agreement with Summa Technologies, Inc./CGI, dated February 9, 2017 (conversion to Salesforce system), for an increase of up to \$20,000.00 for additional services, payable from the Administrative Revolving Fund (ARF), Studies and Consultants, and/or CLRA, for a total Agreement amount not to exceed \$229,900.00, is hereby approved, and the Executive Director or Director of Finance, on behalf of the Authority, is hereby authorized to execute an amendment therefor, and the Secretary or Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto.

AGENDA "B"

The Members reviewed the items on Agenda "B" upon motion made by Mr. Ferlo, seconded by Mr. Lavelle, and unanimously carried resolutions were adopted:

1. **Assistant Secretary**
 - a. Appointment of Theresa Schacht and Jason W. Hobbes as Assistant Secretaries for the Authority.

RESOLUTION NO. 278 (2017)

RESOLVED: That the appointment of Theresa Schacht as Assistant Secretary for the Authority, is hereby approved.

RESOLUTION NO. 279 (2017)

RESOLVED: That the appointment of Jason W. Hobbes as Assistant Secretary for the Authority, is hereby approved.

2. **Crawford-Roberts-**
 - a. Easement agreement in favor of Miller Street LP for Block 2-D, Lot 385, in the 3rd Ward.

RESOLUTION NO. 280 (2017)

RESOLVED: That an easement agreement in favor of Miller Street LP for Block 2-D, Lot 385 in the 3rd Ward is hereby approved.

3. Homewood

- a. Issuance of Certificate of Completion to Stephanie Durrett for Block 175-B, Lots 156, 169, 170, 171 and 172 in the 13th Ward and return of the Good Faith Deposit (Susquehanna and Cassina Way- commercial parking).

RESOLUTION NO. 281 (2017)

RESOLVED: That issuance of a Certificate of Completion to Stephanie Durrett Block 175-B, Lots 156, 169, 170, 171 and 172 in the 13th Ward, and return of the Good Faith Deposit (Susquehanna and Cassina Way- commercial parking) are hereby approved, and the Executive Director or the Director of Finance, on behalf of the Authority, is hereby authorized to execute said Certificate of Completion, and the Secretary or the Assistant Secretary is authorized to attest same and affix the seal of the Authority thereto.

4. Lawrenceville -

- a. Amendment of Resolution No. 182 (2017) (\$30,000.00 grant to Lawrenceville Corporation for development of the Sociable City Brand pilot program) to change the funding source from "2012 City Bond Funds" to "Mainstreet City Bond, CDBG or Paygo."

RESOLUTION NO. 282 (2017)

RESOLVED: That Resolution No. 182 (2017) is hereby amended to change the funding source from "2012 City Bond Funds" to "Mainstreet City Bond, CDBG or Paygo".

5. Citywide – Property Maintenance

- a. Amendment of Resolution No. 272 (2016) (engagement of seven entities for property maintenance services, for a total amount not to exceed \$250,000.00) to add 2015 Paygo and 2017 Paygo to the funding sources.

RESOLUTION NO. 283 (2017)

RESOLVED: That Resolution No. 182 (2017) is hereby amended to add 2015 Paygo and 2017 Paygo to the funding sources.

6. Administrative – Pittsburgh Housing Development Corporation-

1. Reappointment of Jerome Jackson, to the Board of Pittsburgh Housing Development Corporation for a three (3) year term.

September 14, 2017

2. Reappointment of Thomas Bartnik to the Board of Pittsburgh Housing Development Corporation for a three (3) year term.

RESOLUTION NO. 284 (2016)

RESOLVED: That the reappointment of Jerome Jackson to the Board of Pittsburgh Housing Development Corporation for an additional 3-year term is hereby approved.

RESOLUTION NO. 285 (2017)

RESOLVED: That the reappointment of Thomas Bartnik to the Board of Pittsburgh Housing Development Corporation for an additional 3-year term is hereby approved.

There being no further actions to come before the Members, the Meeting was adjourned.


Assistant Secretary

