

**CITY OF SAN ANTONIO  
INTERDEPARTMENTAL MEMORANDUM  
FINANCE DEPARTMENT**

**TO:** Mayor and City Council

**FROM:** Milo D. Nitschke, Director, Finance Department

**THROUGH:** Terry M. Brechtel, City Manager

**COPIES:** Melissa Byrne Vossmer, Assistant City Manager; City Attorney's Office; City Clerk; File

**SUBJECT:** Financial Advisor Services Contract

**DATE:** September 25, 2003

**SUMMARY AND RECOMMENDATIONS**

This Ordinance authorizes the renewal and extension of the Financial Advisor Services Contract with Coastal Securities, to provide financial advisor services in connection with the City's financings for a one (1) year period commencing October 1, 2003 and terminating on September 30, 2004, under the same terms and conditions.

Staff recommends approval of this Ordinance.

**BACKGROUND INFORMATION**

Coastal Securities was selected to provide financial advisory services for a period of three (3) years commencing on October 1, 1999 and ending on September 30, 2002. On August 29, 2002, the City Council approved the first of two (2) one (1) year renewal options provided for in the Financial Advisor Services Contract with Coastal Securities for the period commencing October 1, 2002 and terminating on September 30, 2003, under the same terms and conditions. This action will exercise the second and final one (1) year renewal option provided for in the existing Financial Advisor Services Contract for the period commencing October 1, 2003 and terminating on September 30, 2004, under the same terms and conditions. The contract provides that Coastal Securities will subcontract thirty-five percent (35%) of the professional services and fees, excluding any computer modeling and structuring fees to Estrada Hinojosa & Company, Inc., a qualified SBEDA firm.

On July 9, 1999, a Request for Proposal (RFP) was mailed to twenty-two firms and on August 9, 1999, five firms submitted proposals in response. The firms submitting proposals were: Coastal Securities; Dain Rauscher; Estrada Hinojosa & Company; First Southwest Company; and Southwest Securities.

A selection committee comprised of representatives from the City Manager's Office and the Departments of Finance, Police, Fire, Economic Development, Public Works, Parks and Recreation, and Office of Management and Budget evaluated and scored the firms based on the following criteria: financial advisor qualifications; firm's financial advisor experience; experience of personnel to be assigned to the account; technical and quantitative proficiency; local presence; SBEDA goals; and cost of services.

The selection committee selected and recommended Coastal Securities to provide Financial Advisor Services in connection with the City's financings based on their evaluation. In addition, Coastal Securities was directed to subcontract 35% of the professional services and fees, excluding any computer modeling and structuring fees to Estrada Hinojosa & Company, Inc.

### **POLICY ANALYSIS**

This action will exercise the second of two (2) one (1) year renewal options provided for in the existing Financial Advisor Services Contract with Coastal Securities for the period commencing October 1, 2003 and terminating on September 30, 2004, under the same terms and conditions.

### **FISCAL IMPACT**

Fees for Financial Advisor Services pertaining to the issuance of debt obligations are paid from the proceeds derived from the issuance of such obligations. Therefore, there is no impact on the City's Operating Budget.

The fee schedule for General Obligation Bonds and Combination Tax and Revenue Certificates of Obligation (tax-exempt and taxable) and Revenue Bonds is based on the fee schedule as shown below.

#### **General Obligation Bonds and Combination Tax and Revenue Certificates of Obligation {tax-exempt and taxable}**

Amount	Gross Fee
\$0 to \$15,000,000	\$1.10 per \$1,000
\$15,000,001 to \$30,000,000	\$16,500 plus \$0.90 per \$1,000 over \$15,000,000
\$30,000,001 to \$45,000,000	\$30,000 plus \$0.70 per \$1,000 over \$30,000,000
\$45,000,001 and over	\$40,500 plus \$0.50 per \$1,000 over \$45,000,000

#### **Revenue Bonds**

Amount	Gross Fee
Minimum Fee	\$22,500
\$0 to \$25,000,000	\$22,500 plus \$0.75 per \$1,000 over \$10,000,000
\$25,000,001 and over	\$33,750 plus \$0.60 per \$1,000 over \$25,000,000

The complete fee schedule for all various types of financings is included as ATTACHMENT I.

In the event the City requests additional services not specifically provided for in the Contract, the City shall negotiate the fee prior to the engagement or performance of any such additional work, subject to City Council approval.

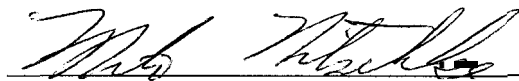
#### **SUPPLEMENTAL COMMENTS**

The disclosures required by the City's Ethics Ordinance, Good Faith Effort Plan (SBEDA Form 117C), and Litigation Disclosure Form are attached.

#### **COORDINATION**

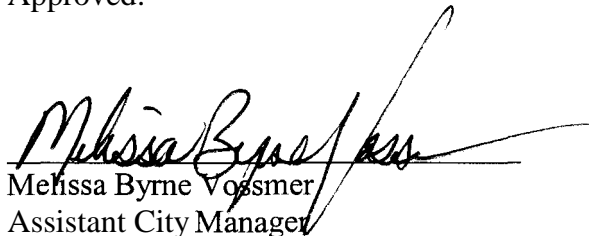
This action was coordinated with the City Attorney's Office.

#### **SIGNATURES**

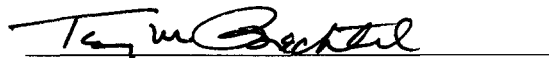


Milo D. Nitschke  
Director, Finance Department

Approved:



Melissa Byrne Vossmer  
Assistant City Manager



Terry M. Brechtel  
City Manager

# ATTACHMENT I

## Financial Advisor Fee Schedule

### General Obligation Bonds and Combination Tax and Revenue Certificates of Obligation (tax-exempt and taxable)

1. Tax-exempt general obligation bonds and combination tax and revenue certificates of obligation shall be considered as one issue so long as one official statement is utilized for both issues.
2. Taxable general obligation bonds and combination tax and revenue certificates of obligation shall be considered as one issue so long as one official statement is utilized for both issues.
3. Tax-exempt and taxable obligations, whether sold on the same date or separately, shall be considered separate issues.
4. Combination new money and refunding general obligation bonds shall be considered as one issue and the fee shall be based on 125% of the fee schedule set forth below. New money tax-exempt or taxable certificates of obligation sold at the same date as the new money and refunding bonds shall be considered as a separate issue.
5. The fee schedule for refundings, to include current refundings, advance refundings, forward refundings, and SWAP refundings shall be computed at the fee schedule set forth below and multiplied by 125%.
6. The fee schedule for the implementation of a tax-exempt commercial paper ("TECP") program shall be computed based on the maximum TECP authorization based on the fee schedule set forth below. 50% of the fee due shall be paid at date of delivery of the first tranche of tax-exempt commercial paper and remaining amount shall be paid at the date of delivery of 50% or higher of the Tax-Exempt Commercial Paper authorized amount.
7. The fee schedule for general obligation bonds and combination tax and revenue certificates of obligation (tax-exempt and taxable) is set forth below.

Amount	Gross Fee
Minimum Fee	\$15,000
\$0 to \$15,000,000	\$1.10 per \$1,000
\$15,000,001 to \$30,000,000	\$16,500 plus \$0.90 per \$1,000 over \$15,000,000
\$30,000,001 to \$45,000,000	\$30,000 plus \$0.70 per \$1,000 over \$30,000,000
\$45,000,001 and over	\$45,500 plus \$0.50 per \$1,000 over \$45,000,000
Maximum fee	\$125,000

## Revenue Bonds

1. Financial Advisor fees due for the successful design, sale and delivery of revenue bonds shall be calculated based on the fee schedule provided below.
2. The fee schedule for refundings, to include current refundings, advance refundings, forward refundings, and SWAP refundings shall be computed at the fee schedule set forth below and multiplied by 125%.
3. The fee schedule for revenue obligations is set forth below.

Amount	Gross Fee
Minimum Fee	\$22,500
\$0 to \$25,000,000	\$22,500 plus \$0.75 per \$1,000 over \$10,000,000
\$25,000,001 and over	\$33,750 plus \$0.60 per \$1,000 over \$25,000,000

## Computer Fees

1. The Firm shall be responsible for technical, quantitative analysis. Any Computer fees due shall be paid solely to the Firm and shall not be split with the Subcontracting Firm. The computer fee schedule is set forth below.
  - a. No computer fee shall be due for the normal computations needed to sell and deliver obligations.
  - b. The computer fee due for computer work completed for the successful sale and delivery of tax-exempt or taxable obligations shall be as follows:
    1. Normal refunding analysis and final computations shall be limited to \$5,000.
    2. Complex refunding analysis and final computations shall be limited to \$15,000.
    3. Computer models developed for new money issues which quantify concepts, develop alternative financing decision making models, incorporate the various tax law parameters, perform “what if” and “sensitivity” analysis shall be negotiable with a fee not to exceed \$25,000.

## Conduit Financing (to include economic development, higher education, health care and other conduit issues)

1. The consent fee for due diligence work normally performed for the City’s consent to allow another issuing authority to issue the bonds shall be \$4,000.
2. The fee due for a City conduit issuance shall be negotiable and the fee due based upon the computer work required, design and structuring analyses performed, “what if” and “sensitivity” analysis, review of documents, and other work related to the issue.

3. Involvement and remuneration of 30% to the Subcontracting Firm shall be negotiated with the Firm, Subcontracting Firm and the City for each conduit consent or bond issuance.
4. For certain conduit consent or bond issuance, financial advisor work may not be required and the Firm shall be informed that no Financial Advisor work shall be required and no fee shall be due.

#### **Greater Kelly Development Corporation**

1. The fee due for financial analyses, design, debt structuring, computer work, computer modeling and other services normally provided by a financial advisor shall be negotiated with the Firm prior to the commencement of such financial advisor work.

#### **Tax Increment Financing**

1. The fee due for financial analyses, design, debt structuring, computer work, computer modeling and other services normally provided by a financial advisor shall be negotiated with the Firm prior to the commencement of such financial advisor work.

#### **Other Financial Advisor Work**

1. The fee due for financial analyses, design, debt structuring, computer work, computer modeling and other services normally provided by a financial advisor shall be negotiated with the Firm prior to the commencement of such financial advisor work.

# City of San Antonio

## Discretionary Contracts Disclosure\*

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1&2  
Attach additional sheets if space provided is not sufficient.  
State "NotApplicable" for questions that do not apply.

\* This form is required to be supplemented in the event there is any change in the information under (1),(2), or (3) below, before the discretionary contract is the subject of council action, and no later than five (5) business days after any change about which information is required to be filed.

### Disclosure of Parties, Owners, and Closely Related Persons

For the purpose of assisting the City in the enforcement of provisions contained in the City Charter and the Code of Ethics, an individual or business entity seeking a discretionary contract from the City is required to disclose in connection with a proposal for a discretionary contract:

(1) the identity of any **individual** who would be a party to the discretionary contract:

NE

(2) the identity of any **business entity**<sup>1</sup> that would be a party to the discretionary contract:

Coastal Securities

and the name of:

(A) any individual or business entity that would be a **subcontractor** on the discretionary contract;

Estrada H. Nojosa & Co.

and the name of:

(B) any individual or business entity that is known to be a **partner**, or a **parent** or **subsidiary** business entity, of any individual or business entity who would be a party to the discretionary contract;

NONE

<sup>1</sup> A business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

- (3) the identity of any *lobbyist* or *public relations firm* employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a party to the discretionary contract.

NONE

#### Political Contributions

Any individual or business entity seeking a discretionary contract from the city must disclose in connection with a proposal for a discretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) months made directly or indirectly to any *current* or *former member* of City Council, any *candidate* for City Council, or to any *political action committee* that contributes to City Council elections, by any individual or business entity whose identity must be disclosed under (1), (2) or (3) above. Indirect contributions by an individual include, but are not limited to, contributions made by the individual's spouse, whether statutory or common-law. Indirect contributions by an entity include, but are not limited to, contributions made through the officers, owners, attorneys, or registered lobbyists of the entity.

To Whom Made:

NONE

Amount:

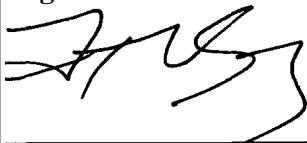
Date of Contribution:

#### Disclosures in Proposals

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question<sup>2</sup> as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

NONE

Signature:



Title:

Managing  
Director

Company:

Coastal Securities

Date:

Sept 17, 2003

<sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

## CITY OF SAN ANTONIO LITIGATION DISCLOSURE

Failure to fully and truthfully disclose the information required by this Litigation Disclosure form may result in the disqualification of your proposal from consideration or termination of the contract, once awarded.

1. Have you or any member of your Firm or Team to be assigned to this engagement ever been indicted or convicted of a felony or misdemeanor greater than a Class C in the last five (5) years?

Circle One

YES

NO

2. Have you or any member of your Firm or Team been terminated (for cause or otherwise) from any work being performed for the City of San Antonio or any other Federal, State or Local Government, or Private Entity?

Circle One

YES

NO

3. Have you or any member of your Firm or Team been involved in any claim or litigation with the City of San Antonio or any other Federal, State or Local Government, or Private Entity during the last ten (10) years?

Circle One

YES

NO

If you have answered "Yes" to any of the above questions, please indicate the name(s) of the person(s), the nature, and the status and/or outcome of the information, indictment, conviction, termination, claim or litigation, as applicable. Any such information should be provided on a separate page, attached to this form and submitted with your proposal.

TO THE BEST OF MY KNOWLEDGE, THE ABOVE INFORMATION IS TRUE AND CORRECT.

Company Name:

Coastal Services

Signature of Principal:

Jorge Rodriguez

Printed Name of Principal:

Managing Director

Title of Principal

---

**Answer #3**

Coastal Securities has not been party to any litigation involving the City of San Antonio or any other Federal, State or Local governmental entity.

**As** a member of the NASD, Coastal Securities commits itself to binding arbitration on matters between member firms. Coastal Securities was named as defendant in a personnel hiring dispute with Duncan Williams, a Memphis Tennessee Broker Dealer. The arbitration panel ruled in favor of Duncan Williams and the dispute has been finally adjudicated.

## City of San Antonio Discretionary Contracts Disclosure"

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1&2

Attach additional sheets if space provided is not sufficient.

State "Not Applicable" for questions that do not W.

\* This form is required to be supplemented in the event there is any change in the information under (1), (2), or (3) below, before the discretionary contract is the subject of council action, and no later than five (5) business days after any change about which information is required to be filed.

### Disclosure of Parties, Owners, and Closely Related Persons

For the purpose of assisting the City in the enforcement of provisions contained in the City Charter and the Code of Ethics, an individual or business entity seeking a discretionary contract from the City is required to disclose in connection with a proposal for a discretionary contract:

(1) the identity of any individual who would be a party to the discretionary contract.

NONE

(2) the identity of any business entity that would be a party to the discretionary contract.

NONE

and the name of:

(A) any individual or business entity that would be a subcontractor on the discretionary contract.

NONE

and the name of:

(B) any individual or business entity that is known to be a partner, or a parent or subsidiary business entity, of any individual or business entity who would be a party to the discretionary contract.

NONE

<sup>1</sup> A business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

(3) the identity of any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a party to the discretionary contract.

NONE

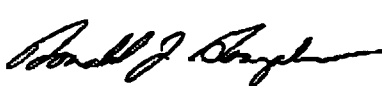
#### Political Contributions

Any individual or business entity seeking a discretionary contract from the city must disclose in connection with a proposal for a discretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) months made directly or indirectly to any current or former member of City Council, any candidate for City Council, or to any political action committee that contributes to City Council elections, by any individual or business entity whose identity must be disclosed under (1), (2) or (3) above. Indirect contributions by an individual include, but are not limited to, contributions made by the individual's spouse, whether statutory or common-law. Indirect contributions by an entity include, but are not limited to, contributions made through the officers, owners, attorneys, or registered lobbyists of the entity.

To Whom Made:	Amount:	Date of Contribution:
NONE		

#### Disclosures in Proposals

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question<sup>2</sup> as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

Signature: 	Title: EXECUTIVE VICE PRESIDENT Company: ESTRADA HINOJOSA & COMPANY, INC.	Date: 9-18-03

<sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

## CITY OF SAN ANTONIO LITIGATION DISCLOSURE

Failure to fully and truthfully disclose the information required by this Litigation Disclosure form may result in the disqualification of your proposal from consideration or termination of the contract, once awarded.

1. Have you or any member of your Firm or Team to be assigned to this engagement ever been indicted or convicted of a felony or misdemeanor greater than a Class C in the last five (5) years?

Circle One

YES

NO

2. Have you or any member of your Firm or Team been terminated (for cause or otherwise) from any work being performed for the City of San Antonio or any other Federal, State or Local Government, or Private Entity?

Circle One

YES

NO

3. Have you or any member of your Firm or Team been involved in any claim or litigation with the City of San Antonio or any other Federal, State or Local Government, or Private Entity during the last ten (10) years?

Circle One

YES

NO

If you have answered "Yes" to any of the above questions, please indicate the name(s) of the person(s), the nature, and the status and/or outcome of the information, indictment, conviction, termination, claim or litigation, as applicable. Any such information should be provided on a separate page, attached to this form and submitted with your proposal.

TO THE BEST OF MY KNOWLEDGE, THE ABOVE INFORMATION IS TRUE AND CORRECT.

Company Name: ESTRADA HINOJOSA & COMPANY, INC.

  
Signature of Principal:

Donald J. Gonzalez  
Printed Name of Principal:

EXECUTIVE VICE PRESIDENT  
Title of Principal

Despite over 1,200 transactions since 1990, there has only been one formal complaint against Estrada Hinojosa. On February 10, 2000, a lawsuit was filed in the County Court at Law, Number Three, in El Paso County, El Paso, Texas, on behalf of the El Paso County Hospital District (the "Plaintiff" or the "District"), naming as Defendants seven corporations and one individual, which were parties to a 1996 transaction whereby the District entered into a Warrant Purchase Agreement. Estrada Hinojosa & Co., Inc. served as financial advisor to the District in said transaction and was included as one of the eight Defendants in the lawsuit.

The substantive issue in the suit was the validity of a legal opinion obtained by the District from its Bond Counsel with regard to its authority to enter into a Warrant Purchase Agreement. One of Estrada Hinojosa's first recommendations to the District, as its financial advisor, was that the District retain a competent bond counsel to determine that very issue. Unfortunately, the District's lawyer, as is normal for such litigation, named as defendants not only the District's Bond Counsel, but also every other party involved in the transaction. Estrada Hinojosa is gratified that in this only legal proceeding ever brought against our firm, there was no finding of wrongdoing or liability. Upon further review by the District, it was determined that Estrada Hinojosa should not have been a defendant and the District proceeded to drop its charges against Estrada Hinojosa. The entire lawsuit was dismissed July 18, 2000.

Anyone wishing to discuss the circumstances of the litigation in more detail should contact Robert A. Estrada, Chairman & CEO, at 214-658-1670.

It is understood and agreed that, if awarded a contract by the City of San Antonio, the Contractor will not **make** additions, deletions, or ~~substitutions to this certified~~ list without consent of the Director of Economic Development and Director of the appropriate contracting department (through the submittal of the Request for Approval of **Change to Affirmed List** of Subcontractors form).

*Good Faith Effort Plan*

**NOTE: If MBE-WBE-AABE-SBE contracting goals were met, skip to #9.**

2. **If MBE-WBE-AABE-SBE contracting goals were not achieved in a percentage that equals or exceeds the City's goals, please give explanation.**

*N/A*

3. **List all MBE-WBE-AABE-SBE Listings or Directories utilized to solicit participation.**

*N/A*

4. **List all contractor associations and other associations solicited for MBE-WBE-AABE-SBE referrals.**

*N/A*

5. **Discuss all efforts aimed at utilizing MBE-WBE-AABE-SBEs.**

*N/A*

6. **Indicate advertisement mediums used for soliciting bids from MBE-WBE-AABE-SBEs.**

*N/A*

**Good Faith Effort Plan**

7. List all MBE-WBE-AABE-SBE bids received but rejected. (Use additional sheets as needed.)

COMPANY NAME	MBE-WBE-AABE-SBE CERTIFICATION NUMBER	HUE (Y/N)	REASON FOR REJECTION
<u>n/a</u>			

8. Please attach a copy of your company's MBE-WBE-AABE-SBE policy.
9. Name and phone number of person appointed to coordinate and administer the Good Faith Efforts of your company on this project.

DONALD J. GONZALES

10. This Good Faith Effort Plan is subject to the Economic Development Department's approval.

**AFFIRMATION**

*I HEREBY AFFIRM THAT THE ABOVE INFORMATION IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE AND BELIEF. I FURTHER UNDERSTAND AND AGREE THAT, IF AWARD THE CONTRACT, THIS DOCUMENT SHALL BE ATTACHED THERETO AND BECOME A BINDING PART OF THE CONTRACT.*

Donald J. Gonzales  
SIGNATURE OF AUTHORIZED OFFICIAL

EXECUTIVE VICE PRESIDENT  
TITLE OF OFFICIAL

9-18-03      (210) 223-4888  
DATE                      PHONE

*GoodFaith Effort Plan*

\*\*\*\*\*

**FOR CITY USE**

Plan Reviewed By:\_\_\_\_\_

Recommendation:                      Approval\_\_\_\_\_                      Denial\_\_\_\_\_

Action Taken:                              Approved\_\_\_\_\_                      Denied\_\_\_\_\_

\_\_\_\_\_  
DIRECTOR OF ECONOMIC DEVELOPMENT

**CITY OF SAN ANTONIO  
GOOD FAITH EFFORT PLAN**

**NAME OF COMPANY:** Coastal Securities

**PROJECT NAME:** Financial Advisory Services

1. Indicate all MBE-WBE-AABE-SBE subcontractors proposed for this contract. (Use additional sheets as needed.)

NAME OF SUBCONTRACTOR	CONTRACT AMOUNT	% LEVEL OF PARTICIPATIO N	MBE-WBE- AABE CERTIFICATION NUMBER	HUE (Y/N)
<u>Estrada Hinojosa &amp; Co</u>		<u>35%</u>	<u>yes</u>	<u>yes</u>

Only companies certified as MBE, WBE, AABE or SBE by the City of San Antonio or its certifying organization can be applied towards the contracting goals. All MBE-WBE-AABE-SBE subcontractors must submit a copy of certification certificate through the Prime Contractor. Proof of certification must be attached to this form. If a subcontractor is not certified, please call the Small Business Outreach Division at (210) 207-3900 for information and details and how subcontractors can obtain certification.

It is understood and agreed that, if awarded a contract by the City of San Antonio, the Contractor will not make additions, deletions, or substitutions to this certified list without consent of the Director of Economic Development and Director of the appropriate contracting department (through the submittal of the Request for Approval of Change to Affirmed List of Subcontractors form).

NOTE: If MBE-WBE-AABE-SBE contracting goals were met, skip to #9.

2. If MBE-WBE-AABE-SBE contracting goals were not achieved in a percentage that equals or exceeds the City's goals, please give explanation.

---

---

---

---

3. List all MBE-WBE-AABE-SBE Listings or Directories utilized to solicit participation.

---

---

---

---

4. List all contractor associations and other associations solicited for MBE-WBE-AABE-SBE referrals.

---

---

---

---

5. Discuss all efforts aimed at utilizing MBE-WBE-AABE-SBEs.

---

---

---

---

6. Indicate advertisement mediums used for soliciting bids from MBE-WBE-AABE-SBEs.

---

---

---

---

*Good Faith Effort Plan*

7. List all MBE-WBE-AABE-SBE bids received but rejected. (Use additional sheets as needed.)

COMPANY NAME	MBE-WBE-AABE-SBE CERTIFICATION NUMBER	HUE (Y/N)	REASON FOR REJECTION

8. Please attach a copy of your company's MBE-WBE-AABE-SBE policy.
9. Name and phone number of person appointed to coordinate and administer the Good Faith Efforts of your company on this project.

Jorge Rodriguez 487 7000

10. This Good Faith Effort Plan is subject to the Economic Development Department's approval.

**AFFIRMATION**

*I HEREBY AFFIRM THAT THE ABOVE INFORMATION IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE AND BELIEF. I FURTHER UNDERSTAND AND AGREE THAT, IF A WARDED THE CONTRACT, THIS DOCUMENT SHALL BE ATTACHED THERETO AND BECOME A BINDING PART OF THE CONTRACT.*

[Signature]  
SIGNATURE OF AUTHORIZED OFFICIAL

Managing Director  
TITLE OF OFFICIAL

Sept 18, 2003 4877000  
DATE PHONE

*GoodFaith Effort Plan*

\*\*\*\*\*

**FOR CITY USE**

Plan Reviewed By:\_\_\_\_\_

Recommendation:            Approval\_\_\_\_\_            Denial\_\_\_\_\_

Action Taken:                Approved\_\_\_\_\_            Denied\_\_\_\_\_

\_\_\_\_\_  
DIRECTOR OF ECONOMIC DEVELOPMENT