



**CITY COUNCIL  
COMMUNICATION:**

**ITEM \_\_\_\_\_**

**OFFICE OF THE CITY MANAGER  
CITY OF DES MOINES, IOWA**

**00-488**

**SYNOPSIS -**

**AGENDA:**

OCTOBER 23, 2000

**SUBJECT:**

ISSUANCE OF NOT  
TO EXCEED  
\$10,135,000 LAND  
SALE PROCEEDS  
PROJECT NOTES  
FOR ALLIED  
GATEWAY CAMPUS  
PROJECT

The primary funding source for the City's out-of-pocket contributions to the Allied Gateway Campus Project is tax increment, as outlined in Roll Call No. 00-266 and Council Communication No. 00-037, approved on February 1, 2000. Tax increment, of course, is a long-term, recurring annual funding source, but the City needs \$20 million of cash now in order to acquire and prepare the site to be occupied by the Allied Gateway Campus Project. Therefore, on July 10, 2000, by Roll Call No. 00-2071, the City Council approved the first \$10 million of financing with a local financial institution (Wells Fargo, formerly Norwest): a ten-year, \$10 million loan agreement, to be repaid by Tax Increment Financing (TIF) or any other source the City later designates. Staff has now negotiated with the same financial institution a much shorter term financing for the second \$10 million: an approximately one-year, \$10,135,000 "assignment and loan agreement," to be repaid from the \$10 million that Nationwide/Allied is contractually obligated to reimburse the City for land acquisition.

**TYPE:**

**FISCAL IMPACT -**

**RESOLUTION**  
ORDINANCE  
RECEIVE/FILE

Like the first \$10,000,000 loan from Wells Fargo, this \$10,135,000 loan is also for a private purpose. Thus, interest on the loan would be taxable to investors. Such loans carry a higher interest rate than traditional tax-exempt municipal debt. Also pushing up the interest rate is the unusual "dual-performance" nature of the repayment mechanism: both Nationwide/Allied and the City must perform under the Allied Gateway Campus Project development agreement before Wells Fargo and its investors can be repaid. Furthermore, Wells Fargo and its investors have no recourse beyond that dual performance. There is no "full faith and credit" obligation from the City to repay these notes-although, as a practical matter, the capital markets will expect the City to find a way to honor its debts in the unlikely event that either side of the "dual performance" arrangement falls short of full principal repayment.

**SUBMITTED BY:**

ALLEN MCKINLEY  
ACTING FINANCE  
DIRECTOR

Despite these unusual factors, for which investors require

compensation in the form of a higher interest rate, Wells Fargo has pre-sold the loan to a variety of sophisticated private investors (including one-third to Des Moines corporations) at the remarkably attractive taxable rate of 7.875 percent. This compares with a prime rate of 9.5 percent, and a 9.69 percent rate on the first Allied Gateway Campus Project loan. (Of course, the latter was for a longer term-ten years-and had the underwriter's fee built into the interest rate, rather than an up-front cash payment, both of which pushed up the interest rate by several dozen basis points.) These and other attractive features of this short-term loan are shown in the following table:

<u>Feature</u>	<u>Proposed Loan</u>	<u>Traditional General Obligation Debt</u>
Prepayment option	Any time	Usually only halfway to maturity
Prepayment penalty	None	1% to 2% of outstanding principal
Principal payment dates	Flexible; can be delayed with written notice	Fixed; same date each year
Counts against debt limit?	No	Yes
Interest rate	7.875%	Could not be sold, because of above features; nature of repayment security; and short term

The first page attached is the projected debt service schedule, based on the contract schedule of payments to the City by Nationwide/Allied for land acquisition. At the request of Nationwide/Allied, a contract amendment is being considered that would extend the parcel conveyance dates-and thus, the payment dates-by 60 to 90 days. Council approval would be required. Under the terms of the proposed loan agreement with Wells Fargo, such extensions would be permissible. Interest payments, and the last \$135,000 of principal, would be made from available tax increment funds, as shown by the second page, attached. The third page, attached, shows the underlying detail, by project, for TIF cash commitments and debt service.

In light of all these factors, staff and the City's financial advisor, Public Financial Management, Inc., strongly feel that both the interest

rate and terms of the loan agreement are fair and in the best interest of the City. As with the first \$10,000,000 loan from Wells Fargo, this \$10,135,000 loan would not count against the City's general obligation debt limit. (The final \$135,000 of principal to be borrowed would pay for costs of issuance, primarily the underwriter's fee.)

#### **RECOMMENDATION -**

**Conduct formal public hearing; institute proceedings to take additional action; and adopt resolution approving and authorizing a form of assignment and loan agreement in connection with the issuance of not to exceed \$10,135,000 Land Sale Proceeds Project Notes, Taxable Series 2000G, to Wells Fargo Brokerage Services, LLC (Michael Olauson, Senior Vice President, Minneapolis, MN), for the acquisition, demolition and clearance, relocation, and site preparation costs associated with the Allied Gateway Campus Project and other private redevelopment initiatives.**

#### **BACKGROUND -**

As noted above, virtually all of the principal amount of the loan would be repaid from the \$10,000,000 that Nationwide/Allied will reimburse the City. Interest (and \$135,000 of principal) would be repaid from available TIF, as shown on the second page, attached.

Attachments