

Committee on Finance
February 9, 2021

COUNCIL OF THE CITY OF PHILADELPHIA
COMMITTEE ON FINANCE

Remote location using Microsoft® Teams
Tuesday, February 9, 2021
2:30 p.m.

PRESENT:

COUNCILMAN DEREK S. GREEN, CHAIR
COUNCILMAN BOBBY HENON, VICE-CHAIR
COUNCILWOMAN CINDY BASS
COUNCILMAN ALLAN DOMB
COUNCILWOMAN HELEN GYM
COUNCILMAN DAVID OH
COUNCILWOMAN MARIA D. QUINONES-SANCHEZ
COUNCILMAN MARK SQUILLA

BILLS: 210004, 210006

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2 COUNCILMAN GREEN: This is City
3 Council Finance Committee meeting that
4 we will start for today, Tuesday,
5 February 9, 2021. I understand that
6 state law currently requires that the
7 following announcement be made at the
8 beginning of every remote public hearing
9 as follows: Due to the public health
10 emergencies, City Council Committees are
11 currently meeting remotely. We are
12 using Microsoft Teams to make these
13 remote hearings possible.

14 Instructions for how the public
15 may view and offer public testimony at
16 public hearings of Council Committees
17 are included in the public hearing
18 notices that are published in the Daily
19 News, Inquirer and Legal Intelligencer
20 prior to the hearings and can also be
21 found on PHLCouncil.com. I now note
22 that the hour has come.

23 Mr. Iannuzzi, will you please
24 call the roll to take attendance. And
25 Members that are here in attendance,

1 will you please indicate that you are
2 present when your name is called. Also,
3 please say a few brief words this fine
4 Tuesday afternoon in February when
5 responding so that your image will be
6 displayed on screen when you speak.

7 THE CLERK: Councilmember Allan
8 Domb.

9 COUNCILMAN DOMB: Good
10 afternoon, Chairman Green and colleagues
11 and the listening public.

12 THE CLERK: Councilmember Bobby
13 Henon.

14 COUNCILMAN HENON: Good
15 afternoon, Chairman. And good
16 afternoon, colleagues.

17 THE CLERK: Councilmember David
18 Oh.

19 COUNCILMAN OH: Good afternoon,
20 Chairman. Good afternoon, colleagues.

21 THE CLERK: Councilmember Mark
22 Squilla.

23 COUNCILMAN SQUILLA: Good
24 afternoon, Mr. Chairman and colleagues.
25 Present.

1 THE CLERK: Chair Derek Green.

2 COUNCILMAN GREEN: Present and
3 thank you to my colleagues who are
4 members of the Finance Committee here,
5 for allowing us to establish a quorum
6 which is present, and this hearing is
7 now called to order. This is the public
8 hearing on the Committee on Finance
9 regarding Bill Nos. 210004 and 210006.

10 Mr. Iannuzzi, will you please
11 read the titles of the bills.

12 THE CLERK: Bill No. 210004,
13 authorizing and approving the execution
14 and delivery of a Service Agreement
15 between the City of Philadelphia and the
16 Philadelphia Authority for Industrial
17 Development relating to the refunding of
18 certain bonds previously issued to
19 finance and/or reimburse Alternative
20 Funding Mechanisms for a portion of the
21 unfunded actuarial accrued liability of
22 the City of Philadelphia Retirement
23 System implemented pursuant to the
24 Municipal Pension Plan Funding Standard
25 and Recovery Act, et cetera.

1 And Bill No. 210006, amending
2 Chapter 19-200 of the Philadelphia Code,
3 entitled "City Funds - Deposits,
4 Investments, Disbursements, by amending
5 Section 19-201, entitled "City
6 Depositories," by authorizing the City
7 Treasurer to deposit funds in Santander
8 Bank, National Association, under
9 certain terms and conditions.

10 COUNCILMAN GREEN: Thank you,
11 Mr. Iannuzzi.

12 Before we begin to hear
13 testimony from the witnesses we have for
14 today, everyone who has been invited to
15 the meeting to testify should be aware
16 that the public hearing is being
17 recorded. Because the hearing is
18 public, participants and viewers have no
19 reasonable expectation of privacy. By
20 continuing to be in the meeting, you're
21 consenting to being recorded.

22 Additionally, prior to
23 recognizing Members for any questions or
24 comments they may have for witnesses, I
25 will note for the record at this time

1 that we will use the chat feature
2 available in Microsoft Teams to allow
3 Members to signify that they wish to be
4 recognized. In order to comply with the
5 Sunshine Act, the chat feature must only
6 be used for this purpose.

7 Before I call on the Clerk to
8 call the first panel, would any of my
9 colleagues like to make any opening
10 comments?

11 (No response.)

12 COUNCILMAN GREEN: Okay.
13 Seeing and hearing none, Mr. Iannuzzi,
14 will you call the first panel we have to
15 testify this afternoon on Bill No.
16 210004.

17 THE CLERK: Jackie Dunn, Acting
18 Treasurer, City of Philadelphia.

19 COUNCILMAN GREEN: Thank you,
20 Mr. Iannuzzi.

21 Good afternoon, Ms. Dunn. Are
22 you connected and ready to proceed?

23 CITY TREASURER DUNN: I am.
24 Thank you, Chair.

25 COUNCILMAN GREEN: If you could

1 please state your name for the record
2 and proceed with your testimony. Also,
3 I do understand that you for this bill
4 and the next bill have people who are
5 attending that can answer questions if
6 need be. If you can just state who they
7 are for this bill and then also for the
8 next bill, so that way we can have their
9 names and their positions identified in
10 case members of Council have any
11 additional questions for them after you
12 conclude with your testimony.

13 CITY TREASURER DUNN: Sure. My
14 name is Jackie Dunn, Acting City
15 Treasurer. And for Bill 210004, we also
16 have Suzanne Mayes with Cozen O'Connor,
17 who is serving as bond counsel on this
18 action, and Andre Allen, one of our
19 financial advisors from Phoenix Capital
20 Partners who's also serving on this
21 transaction. Would you like me to
22 proceed with testimony?

23 COUNCILMAN GREEN: You can
24 proceed with your testimony.

25 CITY TREASURER DUNN: Great.

1 Good afternoon, Chair Green and members
2 of the Committee. I'm Jackie Dunn,
3 Acting City Treasurer and I'm here to
4 testify in support of Bill No. 210004.
5 Bill No. 210004 would authorize the City
6 to enter into a service agreement with
7 the Philadelphia Authority for
8 Industrial Development or PAID, to
9 finance a project consisting of the
10 refunding of all or a portion of the
11 Series 1999 and Series 2012 paid bonds
12 for budgetary savings.

13 The bill approves the issuance
14 of paid bonds or notes in one or more
15 series. The bonds would be issued in an
16 amount not to exceed 140 million plus
17 related costs of issuance and any credit
18 enhancement. The bonds would be secured
19 by the City's obligation under the
20 service agreement to budget in
21 appropriate annually amounts necessary
22 to pay the service fee, which would be
23 sufficient to pay debt service on the
24 outstanding bonds.

25 The refunding which result in a

1 restructuring, which is currently
2 expected to provide approximately 99
3 million in budgetary relief across all
4 funds in Fiscal Year 2021, consistent
5 with the FY21 adopted budget. Given
6 persistent economic conditions, the City
7 has determined it is necessary and
8 prudent to proceed with this
9 restructuring in the spring of FY2021.

10 While the restructuring
11 provides critical short-term relief to
12 help the City navigate the COVID-19
13 economic crisis, the City would pay
14 additional debt service in future years
15 as a result of this transaction,
16 resulting in a net present value cost of
17 approximately 55,000 or 0.06 percent of
18 the refunded par loss.

19 This ordinance also authorizes
20 the City to restructure additional bonds
21 to achieve Fiscal Year '22 debt relief
22 of approximately 29 million in the event
23 that future short-term relief is
24 necessary. If the Fiscal '22 payment is
25 also restructured as a part of this

1 transaction, it would result in
2 additional debt service in future years
3 for a combined total net present value
4 cost of 2.26 million or -2 percent of
5 refunded par.

6 Thank you for your
7 consideration and the opportunity to
8 testify. I respectfully request that
9 the Committee report the bill with a
10 favorable recommendation and the
11 suspension of the rules so as to permit
12 first reading at the next session of
13 Council. This concludes my testimony
14 and I'm happy to answer any questions
15 that you have.

16 COUNCILMAN GREEN: Thank you,
17 Ms. Dunn. I know that both
18 Councilmembers Oh and Domb have
19 questions and will proceed with their
20 questions in that order.

21 I wanted to ask you a question.
22 It's my understanding that the
23 transaction that's being proposed is
24 similar to the transaction that was used
25 last year from the perspective of as we

1 were going into the end of our budget
2 process, we learned that the City's
3 revenue were off by I want to say close
4 to 100 million looking at the May
5 revenue numbers, and it was the
6 Treasurer's Office that identified this
7 type of restructuring as a way to
8 provide some additional cash for the
9 City, which enabled us to resolve our
10 shortfall as we were going into the
11 resolution of our budget process.

12 Can you provide some additional
13 information on how this transaction is
14 similar and/or different to that
15 transaction that we used to pass last
16 year's budget?

17 CITY TREASURER DUNN: Sure.
18 Thank you, Chair. This is that same
19 transaction that was brought to Council
20 at the end of last year's session. When
21 the City identified that the budget gap
22 had grown by an additional 100 million,
23 our office had been looking at
24 alternatives and presented this to the
25 Finance Director and Budget Director,

1 and it was determined that this was an
2 option that we would consider in the
3 event that the economic crisis persisted
4 and that there was no additional and
5 timely federal stimulus, and we now find
6 ourselves at that point. And so, we're
7 coming to Council to recommend that we
8 proceed with this restructuring this
9 spring to provide that approximately 99
10 million in budgetary relief across all
11 funds.

12 COUNCILMAN GREEN: And then can
13 you also provide some additional
14 perspective regarding how this ordinance
15 will authorize the City to restructure
16 additional bonds to achieve FY22 debt
17 relief of approximately 29 million?

18 CITY TREASURER DUNN: Sure.
19 So --

20 COUNCILMAN GREEN: And if I
21 can -- hold on. And if you could state
22 whether you believe that may be possible
23 or needed. I know we're waiting to hear
24 information regarding the presence of
25 American Rescue Plan, the \$1.9 trillion.

1 The Mayor pushed the budget address back
2 to April 15th, and currently Congress is
3 going through the reconciliation process
4 as well. So if you can give some
5 perspective on whether you may or may
6 not use that additional debt relief of
7 \$29 million.

8 CITY TREASURER DUNN: Sure. So
9 this ordinance authorizes as a part of
10 that transaction that we recommend that
11 we undertake in late March to include a
12 debt service payment that the City would
13 make next year of approximately 29
14 million. And so, if we were to include
15 that as a part of this transaction, we
16 would also have an additional 29 million
17 in debt service relief in next year's
18 budget.

19 And so, if we think that we
20 need that additional relief and we're
21 working closely with Finance and Budget,
22 as this body is aware, the next
23 quarterly report comes out later next
24 week so we should have a better sense of
25 how the numbers are shaping up for the

1 FY22 budget, but we think it's prudent
2 to do those together if we believe that
3 we need that additional relief rather
4 than do separate transactions. So it's
5 very important that it's part of a
6 comprehensive strategy addressing a path
7 forward of recovery to do these together
8 if we believe that we need that
9 additional budgetary relief.

10 COUNCILMAN GREEN: I know you
11 said that the upcoming report would be
12 next week. Do you have a sense of what
13 our current fund balance is based on
14 current data?

15 CITY TREASURER DUNN: So the
16 end of FY21, our fund balance was 51
17 million. And in the quarterly report
18 from earlier this year, we had shown
19 that that had fallen to about 22
20 million, so less than 1 percent of our
21 General Fund, it's very low. And we
22 think that this transaction helps us to
23 maintain some breathing room in this
24 fiscal year and FY22, if we decide to
25 include that additional debt service in

1 the transaction.

2 THE CLERK: This is the Clerk.

3 It appears that the Chair is frozen and
4 may have to sign in.

5 Would Vice-Chair Henon be
6 willing to acknowledge the
7 Councilmembers who have to speak?

8 COUNCILMAN HENON: Yes. Yes.
9 Is there a member that has their hand
10 raised and that wishes to speak?

11 THE CLERK: I believe it was
12 Councilmember Oh and Domb in that order.

13 COUNCILMAN HENON: Okay. Thank
14 you for that, Frank.

15 Chair recognizes Councilman Oh.

16 COUNCILMAN OH: Thank you very
17 much, Chairman.

18 Good afternoon. How are you?

19 CITY TREASURER DUNN: Good
20 afternoon.

21 COUNCILMAN OH: Okay. So I'm
22 not fond of the idea. I'm just putting
23 that upfront because I do have some
24 questions and I want to understand this
25 better. At the beginning of COVID-19,

1 we did do a bond restructuring and it's
2 been 10 or 11 months I suppose since
3 then. Revenues have continuously gone
4 down. Estimates of revenue recovery
5 have gone down. Joblessness has gone
6 up. Health issues have continued to be
7 problematic. Businesses are not
8 reopening, many of them. There's all
9 kinds of problems. Crime and violence
10 in this City is causing people not to
11 want to come into this City regardless
12 of the fact that things are not open, so
13 I don't see a good projection of better
14 revenues.

15 In the meantime, the City
16 government continues to borrow money,
17 continues to spend large amounts of
18 money on things that don't appear to be
19 fundamental to the City's economy. We
20 are borrowing lots of money and that
21 would be counter to this bond
22 restructuring. I'm concerned that we
23 are just putting off today what another
24 Mayor is going to have to deal with
25 tomorrow in a manner that does not cause

1 us to act with fiscal responsibility at
2 this time. That's really a statement.
3 But could you shed some light on this
4 for me?

5 CITY TREASURER DUNN: Sure,
6 Councilmember Oh. I think prior to
7 COVID this would not be a transaction
8 that we would bring to this body. We
9 wouldn't have a need because the City
10 has done a lot of hard work at building
11 up a fund balance, building reserves and
12 trying to provide service to all of
13 those critical parties that you had
14 mentioned in your statement. But I
15 think given the economic crisis the City
16 has first worked to tighten our belts
17 and to reduce expenditures as best as we
18 responsibly can to look to some revenue
19 enhancements that we are able to and
20 then also to draw down on reserves that
21 we had built up for this very purpose.

22 And after all of those actions,
23 there was still \$100 million shortfall
24 in the budget so we're left with
25 difficult choices. And we believe that

1 this transaction allows us to continue
2 providing services to the population
3 that critically need them and sets us up
4 on a path to come out and emerge from
5 this crisis and rebuild our finances.

6 So this transaction, the debt
7 service that we would be restructuring
8 would be part of our Five-Year Plan to
9 the extent that it's within those years,
10 and this is something that we've
11 thoughtfully placed across our debt
12 portfolio so that we're not, as you
13 mentioned, pushing this off into a
14 future date.

15 So we really tried to do this
16 in the most thoughtful way that we
17 could, but we are navigating a period of
18 great uncertainty and we've taken all of
19 the traditional recession management
20 steps that we can and we're recommending
21 this as the most responsible next step
22 to help us get through this crisis.

23 COUNCILMAN OH: What gets us
24 out of this problem? In other words,
25 what is different about six months from

1 now that brings revenues in?

2 CITY TREASURER DUNN: So I
3 think there's a lot of unknowns and our
4 Budget office and Finance are working
5 closely with our revenue consultants
6 that help understand what that future
7 path looks like. But I think what our
8 office needs to do is to help make sure
9 we are responsibly managing our debt
10 burden. And so, we think that this is
11 an opportunity to make a short-term
12 adjustment that still fits well within
13 our ability to repay debt service but
14 allows the City some breathing room we
15 can maintain a fund balance. And as the
16 vaccine distribution takes effect and as
17 people start to come back to work and
18 our economy recovers and we know better
19 what those trends look like, we're
20 better positioned to respond to that.

21 COUNCILMAN OH: We do know that
22 the School District will face a huge
23 fall-off, and we know that the PICA wage
24 tax sunsets. And I've heard different
25 things from different administrations

1 about what they're going to do with the
2 PICA tax. They're just going to
3 extend to create a way to -- I may be
4 wrong, but isn't the PICA portion of the
5 wage tax enabled by state legislation?
6 That's about 350 million a year that we
7 won't get.

8 CITY TREASURER DUNN: So my
9 understanding is that we are able to
10 locally enact even if PICA were to
11 sunset the wage tax. So whether or not
12 PICA were here -- and that's not a
13 comment from me as to the future of
14 PICA -- but we would have the ability to
15 generate that revenue to make up that
16 shortfall that you're alluding to.

17 COUNCILMAN GREEN: And point of
18 information to Councilmember Oh. I've
19 introduced a resolution for hearings on
20 that issue regarding PICA in 2023.
21 We've had some engagement conversation
22 with PICA and other entities as well as
23 with Acting Treasurer Dunn as well as
24 having conversations with Pew regarding
25 the whole impact of what PICA and the

1 sunset of that tax will impact the City
2 of Philadelphia.

3 COUNCILMAN OH: Okay. I'm just
4 going to say that I know that the
5 Administration wanted lots of
6 flexibility, and basically a lot of
7 flexibility in removing the steps of
8 governance and a lot of flexibility of
9 receiving funds that they did not really
10 clearly know what they were going to do
11 that's over \$150 million as far as I
12 recall. And there is a lot of borrowing
13 and there's a lot more borrowing and I
14 don't see the revenues in, and there's a
15 lot of taxing and I don't know where
16 that money's coming from. I don't
17 understand at this point the benefit,
18 and I'll keep my ears open, about just
19 borrowing more money and putting off the
20 idea that this government needs to deal
21 with the fact that there is not a lot of
22 money and cannot just continue to do
23 whatever it wants any time it feels like
24 doing it and putting off the
25 restructuring of government.

1 All right. Thank you very
2 much, Chairman.

3 COUNCILMAN GREEN: Thank you,
4 Councilmember Oh.

5 Before I recognize
6 Councilmember Domb, I'd like to
7 acknowledge that we've also been joined
8 in this Finance Committee hearing by
9 Councilmember Cindy Bass.

10 Councilmember Bass, if you
11 could just say a few words so you could
12 be acknowledged in reference to a
13 microphone check.

14 COUNCILWOMAN BASS: Good
15 afternoon, everyone. Thank you for
16 hosting this hearing, Mr. Chairman.
17 Look forward to today's hearing and all
18 of the information. Thank you.

19 COUNCILMAN GREEN: Thank you
20 for your attendance.

21 COUNCILWOMAN BASS: Absolutely.

22 COUNCILMAN GREEN: I now
23 recognize Councilmember Domb.

24 COUNCILMAN DOMB: Thank you,
25 Mr. Chairman.

1 And good afternoon, Treasurer
2 Dunn. I have a few questions. In the
3 past, the City has decided to take on
4 long-term cost to realize short-term
5 savings, which I think we're trying to
6 accomplish now. And the effects haven't
7 been great.

8 And I'm referring to the 1999
9 pension bond that we're talking about
10 adjusting today was supposed to back
11 then solve our pension problem. But
12 here we are 22 years later and we still
13 have a pension that is roughly just
14 under 50 percent funded even though
15 we're putting in like \$750 million or
16 \$760 million every year out of our
17 General Fund.

18 So today we're working on a
19 much smaller scale, 130 million versus
20 1.3 billion, and I understand the
21 reasons for it. But what kind of risks
22 do we face in your opinion by deciding
23 to prioritize the short-term savings in
24 exchange for increasing long-term
25 obligations, which I think is kind of

1 what Councilman Oh is referring to.

2 CITY TREASURER DUNN: Sure, and
3 we take these -- these are all questions
4 that we asked ourselves as well when we
5 had to make difficult choices this
6 spring and then before recommending the
7 bill to this body. But I think right
8 now we're in an environment where we're
9 trying to navigate a very uncertain and
10 dynamic situation, and we are fortunate
11 that interest rates are incredibly low.
12 And so, if we have to pursue a
13 restructuring after we've undertaken
14 more traditional means of managing
15 through an economic crisis, we are very
16 fortunate that we are at a point where
17 the dissavings or the cost to the City
18 over the long-term is as minimal as it
19 could ever be.

20 And so, I think in our view
21 we're looking at this as a way to help
22 us navigate as part of a broader path
23 toward fiscal recovery at a point when
24 the cost of doing so is very low. And
25 just for clarity, this transaction is

1 debt service. It's pension in name
2 only, so there's no impact to the
3 Pension Fund, to the actuarial
4 valuation. This is completely a debt
5 service restructuring.

6 COUNCILMAN DOMB: Just so I
7 understand it completely, is this
8 costing us roughly 2.26 million over the
9 total cost?

10 CITY TREASURER DUNN: Yes,
11 that's the net present value over the
12 life of the transaction.

13 COUNCILMAN DOMB: And then the
14 interest rate that we're putting on the
15 bond today, what's the difference
16 between that rate versus the one we had
17 back in '99?

18 CITY TREASURER DUNN: The 1999
19 bonds, I believe the coupon is paying
20 north of 6 percent. Unfortunately,
21 we're not able to do a traditional
22 refunding with those bonds, which is why
23 they are still outstanding at that rate.
24 But the all-in cost for this transaction
25 will be 2.1 percent if we include the

1 FY22 debt payment service.

2 COUNCILMAN DOMB: That's
3 attractive, 2.1 compared to it being 6.
4 And is there any opportunity under the
5 old bonds to also save some interest
6 cost or is that not an opportunity?

7 CITY TREASURER DUNN: No,
8 unfortunately there is not based on how
9 they were structured and then a
10 transaction that had occurred in the
11 early 2000s. So unfortunately, there's
12 no legal way to do a traditional
13 refunding. This is purely for budgetary
14 savings, which is why there's a cost to
15 issuing this transaction rather than a
16 net savings.

17 COUNCILMAN DOMB: When you
18 mentioned 2.1 percent, did you include
19 the 2.26 million in that overall cost?

20 CITY TREASURER DUNN: Yes. So
21 the 2.1 percent is the all-in, sort of
22 like the weighted average. As you know,
23 we pay a different rate at each
24 maturity.

25 COUNCILMAN DOMB: I guess the

1 other question I have is God forbid we
2 have a worse year in 2021 versus 2020,
3 are there other opportunities like this
4 for us to basically fill those budget
5 gaps if we have to? Not that we want
6 to. Just would like to know if that
7 opportunity is out there.

8 CITY TREASURER DUNN: This is
9 the maximum that we would recommend
10 restructuring. There are traditional
11 refundings for savings that our office
12 is very proactive with monitoring with
13 our financial advisors so we're
14 continuing to look for those as they
15 come down the pike and they might
16 provide some savings later this fiscal
17 year or into FY22. So we would want to
18 take advantage as that would be a true
19 savings to the City.

20 COUNCILMAN DOMB: One last
21 question, not to do with this bill, just
22 a general question for you. Are we
23 up-to-date on our reconciliations?

24 CITY TREASURER DUNN: So
25 through November, which is the most

1 recent month due of this fiscal year, we
2 are -- 76 of 77 are up-to-date. And the
3 one that is lagging, I believe, is two
4 months behind. And I'm excited to
5 report that we are very close to filling
6 the two vacancies on our accounting
7 team. The team has done an excellent
8 job in trying to keep us up-to-date
9 under very challenging conditions. So I
10 just want to take that minute to give
11 them some recognition.

12 COUNCILMAN DOMB: I think
13 that's great. Okay. Thank you very
14 much.

15 Thank you, Mr. Chair. Thank
16 you.

17 COUNCILMAN GREEN: Thank you,
18 Councilmember Domb.

19 I would like to acknowledge the
20 presence of Councilmember Maria
21 Quinones-Sanchez. If you could say a
22 few words so your voice can be heard in
23 order to do a microphone check and if
24 you have any questions that you would
25 like to ask.

1 COUNCILWOMAN QUINONES-SANCHEZ:

2 Good afternoon. Thank you, Mr. Chair.

3 Thank you to our Acting
4 Treasurer Dunn. Again, we've been
5 talking about the inexpensive prices of
6 interest and in the market, so I do want
7 to credit the team for looking at this.
8 What can you say to how the City intends
9 on investing this money? Is there
10 anything in particular that you want to
11 say early on we're looking at to prepare
12 for a delayed budget address?

13 CITY TREASURER DUNN: In terms
14 of the bond proceeds, Councilmember
15 Sanchez?

16 COUNCILWOMAN QUINONES-SANCHEZ:
17 Yes, the savings. You're going to
18 realize that \$99 million in savings in
19 the fiscal year. What are you guys
20 looking at making sure that that gets
21 invested appropriately?

22 CITY TREASURER DUNN: So this
23 transaction is already included in the
24 adopted budget so there would be no
25 additional new savings in FY21. It

1 would prevent the City from having to
2 find approximately 99 million in
3 additional cuts. And if we include
4 Fiscal Year '22 payment into the
5 transaction, that would provide an
6 additional 29 million in budgetary
7 relief for the upcoming budget, which
8 has not yet been presented.

9 COUNCILWOMAN QUINONES-SANCHEZ:

10 Can you speak to anything in particular
11 that you're looking at this kind of -- I
12 know we have debts all over. I would
13 just like to see us look at this money
14 as an opportunity to do another kind of
15 investment and it is a return on
16 investment.

17 CITY TREASURER DUNN: I cannot,
18 but I think that's a question that the
19 Finance Director will be discussing with
20 the Mayor's Office, so I can take that
21 back.

22 COUNCILWOMAN QUINONES-SANCHEZ:

23 And so, you're saying that the initial
24 realization, the 99 million was already
25 factored in. Was that presented to us?

1 I don't recall that being presented to
2 us previously. I know there were
3 discussions around refinancing whatever
4 we can, money is cheap, we know the Feds
5 are going to bail us out on some stuff
6 so we can be a little bit, you know, we
7 can stretch ourselves a little bit
8 because we won, right. We have a
9 President more willing to look at some
10 of the structural financing
11 complications of big cities like
12 Philadelphia.

13 CITY TREASURER DUNN: So if you
14 recall late in the spring when there was
15 an additional 100 million gap that had
16 emerged while this body was in
17 deliberations, this was presented maybe
18 in May or early June before the final
19 budget adoption and it was included as
20 part of the adopted budget, and the
21 discussion was that we would monitor the
22 need to do the transaction. And so,
23 we're coming before you now because we
24 still believe we need to do so given
25 where the economy is.

1 COUNCILWOMAN QUINONES-SANCHEZ:

2 Okay. Thank you.

3 Thank you, Mr. Chair.

4 COUNCILMAN GREEN: Thank you,
5 Councilmember Sanchez, for your
6 questions. And I think you raised a
7 good point. Because if the Biden
8 Administration is able to pass the \$1.9
9 trillion American Rescue Plan, that will
10 provide dollars to cities like
11 Philadelphia. Of course, there will be
12 a formula in reference to how much money
13 we receive. But if you look at that as
14 well as this pension restructuring, it's
15 going to provide additional cash and the
16 question is how would those dollars be
17 allocated, will it be allocated in
18 reference to enhancing the fund balance
19 or will it be allocated for other
20 initiatives that the Administration is
21 trying to achieve.

22 So based on that information
23 and as we anticipate the Mayor's budget
24 address, we will see how these savings
25 are anticipated to be allocated as well

1 as revenue that we may receive from the
2 federal government based on the American
3 Rescue Plan.

4 Ms. Dunn, I have a question in
5 reference to some of the things that
6 were raised earlier. Can you provide in
7 what I will say a straightforward plain
8 English distinction between a pension
9 obligation bond versus a pension
10 refunding versus this transaction which
11 is a pension bond restructuring?

12 CITY TREASURER DUNN: Sure. So
13 the transaction in the late '90s that
14 Councilmember Domb referred to was
15 issuing debt to put the proceeds into
16 the Pension Fund with the hope of
17 improving the funding status, so to
18 reduce the Pension Fund unfunded
19 liability.

20 Normally, those transactions
21 are coupled with other reforms because
22 you want to address any structural
23 issues in the Pension Fund. And so, as
24 this body is well aware we've in more
25 recent years undertaken a number of

1 those reforms that are seeing results
2 from that. This transaction is also a
3 refunding, but it's a restructuring for
4 budgetary relief. So we're issuing debt
5 to help us make the payment that would
6 be due this year and potentially next
7 year and then paying that cost in future
8 years.

9 COUNCILMAN GREEN: And then if
10 you can provide a little more context to
11 what is a refunding in reference to the
12 restructuring that you just talked
13 about.

14 CITY TREASURER DUNN: Sure. A
15 refunding or a traditional refunding
16 that we most frequently bring to this
17 body is essentially refinancing our debt
18 where we're paying higher interest rates
19 for lower interest rates to achieve
20 budgetary or to achieve savings over our
21 debt service payments. In this case,
22 we're borrowing money to help us make a
23 payment, which is a short-term cash flow
24 relief transaction to help us navigate
25 through this recession.

1 COUNCILMAN GREEN: Thank you,
2 Ms. Dunn.

3 Councilmember Oh.

4 COUNCILMAN OH: Thank you very
5 much, Mr. Chairman.

6 So my questions were on the
7 same lines. And so, a lot of it has
8 been answered. I wanted to clarify that
9 I do understand that restructuring at
10 lower interest rates is a good
11 opportunity depending. I am concerned
12 however, as was mentioned by my
13 colleagues, the 99 million goes into
14 creating a fund balance that reduces our
15 interest rates and gives us stability or
16 it's going to be used to basically keep
17 government going the way it's been going
18 without any governmental restructuring
19 or it's going to be used for more things
20 that we would like to do if we weren't
21 in such a bad financial situation that
22 increases the risk to the citizens and
23 that risk will be handled by some other
24 mayor in the future.

25 It to me is very much about

1 what is going to be done with this
2 money. We are restructuring to save
3 this money for cash use, and that is a
4 little troubling to me because we are
5 spending a lot of money at a time where
6 we don't have money. We are borrowing a
7 lot of money and I don't know where that
8 money is going to come in from.

9 So is that what this money is
10 for? It's basically to keep government
11 going and/or to initiate new projects
12 that are felt important by the
13 Administration as opposed to dealing
14 with our fiscal situation?

15 CITY TREASURER DUNN: So this
16 transaction allows us to proactively try
17 and improve our fiscal situation.
18 Without doing this transaction, we would
19 need to find \$99 million by April 15th
20 to make a debt service payment, and that
21 would involve I imagine very painful
22 choices in a budget that has already
23 been reduced to respond to the
24 recession, and we're a city with a lot
25 of needs. So this is our way to help us

1 navigate this fiscal year and next
2 fiscal year and hopefully emerge as the
3 economy starts to recover stronger and
4 allow us to build back reserves and
5 allow us to continue providing services
6 to critical populations.

7 COUNCILMAN OH: All right. I
8 appreciate your explanation. Thank you
9 very much.

10 Thank you, Chairman.

11 COUNCILMAN GREEN: Thank you,
12 Councilmember Oh.

13 I would like to acknowledge
14 that Councilmember Gym is also present.
15 Councilmember Gym, if you can say a few
16 words so that your voice can be heard in
17 case we need to do a microphone check
18 for any questions that you may have.

19 COUNCILWOMAN GYM: Thank you
20 very much, Mr. Chair. I apologize for
21 being late. Thank you.

22 COUNCILMAN GREEN: Thank you
23 for being present for the hearing.

24 Also, to let members of the
25 Committee know, we recirculated the

1 briefing document from the Treasurer's
2 Office via email, but we're not able to
3 put that information into the chat
4 feature. This document was circulated a
5 little while ago. I think it was
6 January 28th, giving some additional
7 background on this transaction, this
8 Pension Bond restructuring transaction
9 that is before us today.

10 Before I ask if there's any
11 other questions from members of Council,
12 Ms. Dunn, if you could say some of the
13 professionals that are on this
14 transaction and the diversity of those
15 professionals. I know you mentioned
16 Ms. Mayes from Cozen and Andre Allen as
17 well, but if you can kind of give a
18 breakdown of the firms that are part of
19 this transaction and how this continues
20 to meet your diversity goals in your
21 transaction within the Treasurer's
22 Office.

23 CITY TREASURER DUNN: Sure. So
24 in terms of underwriters, Bank of
25 America is the senior underwriter on the

1 transaction and Ramirez, a certified
2 M/W/DBE is the co-senior, but small
3 syndicate given the size of the
4 transaction, so it's just those two
5 firms as far as underwriters go. In
6 addition to Cozen O'Connor, co-bond
7 counsel Zumol Doffries(ph), which is a
8 certified M/W/DBE. We have two
9 disclosure counsels. One of which is
10 also a certified women-owned firm and
11 two financial advisors, Andre Allen with
12 Phoenix Capital Partners who's on the
13 call today, certified M/W/DBE and Public
14 Financial Management.

15 COUNCILMAN GREEN: And the
16 disclosure counsel, can you state the
17 names of those firms for the record?

18 CITY TREASURER DUNN: Sure. So
19 we used Hawkins and Ann Lebowitz.

20 COUNCILMAN GREEN: Okay. And
21 then also who is the lead banker at Bank
22 of America as well as Ramirez for this
23 transaction?

24 CITY TREASURER DUNN: In terms
25 of individuals?

1 COUNCILMAN GREEN: Yes.

2 CITY TREASURER DUNN: Sure.

3 Tony Griffin from Bank of America and
4 Sarah Snyder from Ramirez.

5 COUNCILMAN GREEN: That's what
6 I figured.

7 Are there any additional
8 questions for members of this Committee
9 for Ms. Dunn for this bill?

10 (No response.)

11 COUNCILMAN GREEN: Seeing and
12 hearing none, if we can move into the
13 next bill. And, Mr. Iannuzzi, I believe
14 you have read the title of that bill as
15 well.

16 Ms. Dunn, if you could once
17 again state your name and title for the
18 record and proceed. Also, I understand
19 that you are accompanied by
20 representatives here regarding this
21 bill. Can you just state their names
22 for the record and then proceed with
23 your testimony.

24 CITY TREASURER DUNN: Sure.

25 Jackie Dunn, Acting City Treasurer. And

1 we have several representatives from
2 Santander Bank as well on the call,
3 Natalia Dominguez Buckley, Seth Goodall,
4 forgetting the last -- Patricia Packard
5 and I will let other individuals
6 introduce themselves if I missed anyone.

7 Hearing none, would you like me
8 to proceed with my testimony?

9 COUNCILMAN GREEN: Yes. If you
10 could proceed with your testimony.

11 CITY TREASURER DUNN: Great.
12 Good afternoon, Chair Green and members
13 of the Finance Committee. My name is
14 Jackie Dunn, Acting Treasurer, and I'm
15 here to testify in support of Bill
16 210006, which amends Chapter 19-200 of
17 the Philadelphia City Code, by amending
18 Section 19-201, entitled "City
19 Depositories" to add Santander Bank,
20 N.A. to the list of approved
21 depositories.

22 Bill 210006 authorizes the City
23 Treasurer's Office to deposit funds in
24 Santander, under certain terms and
25 conditions. Santander Bank meets the

1 requirements to become an authorized
2 depository and the Administration
3 supports this bill. Santander has also
4 affirmed to the City that it will
5 participate in the Annual Lending
6 Disparity Study. This concludes my
7 testimony and I'm happy to answer any
8 questions that you have at this time.

9 COUNCILMAN GREEN: Thank you,
10 Ms. Dunn. If we can maybe have a
11 representative from Santander to just
12 give an overview of some of the
13 initiatives within the City of
14 Philadelphia as well as their commitment
15 for meeting the goal regarding lending
16 practices with the City of Philadelphia.

17 MS. PACKARD: Sure. Thanks so
18 much, Acting Treasurer Dunn, and thank
19 you, Chair Green and other members of
20 the Finance Committee. We really
21 appreciate it. My name's Patricia
22 Packard. I'm the Managing Director of
23 Government and not-for-profit at
24 Santander Bank and I'd just like to
25 introduce the members of my team and

1 their role. With me today is Natalia
2 Dominguez Buckley and she covers our
3 Philadelphia area for our government
4 team. And we also have Seth Goodall,
5 who's the Executive Director of our
6 Corporate Social Responsibility, and
7 thank you both for joining me here
8 today. We are happy to be here today
9 and really appreciate your consideration
10 for becoming an approved depository for
11 the City of Philadelphia.

12 And, Seth, if I can turn it to
13 you, if you would like to just say a few
14 words about our commitment in the
15 Philadelphia community.

16 MR. GOODALL: Thank you, Pat.
17 And good afternoon, Chairman Green and
18 members of the Committee. Santander
19 Bank's commitment is strong for the City
20 of Philadelphia and the region. I can
21 provide a quick overview of our
22 commitment going forward, but also
23 importantly demonstrate what we did in
24 2020.

25 From a few key areas in terms

1 of philanthropy, we did nearly \$900,000
2 in Philadelphia alone, \$1.4 million in
3 Pennsylvania helping over 59 grants to
4 charitable organizations to really
5 impact lower- to moderate-income
6 individuals in communities, volunteer in
7 our colleagues over 812 hours in the
8 City of Philadelphia, and nearly 1400 in
9 Greater Philadelphia, Pennsylvania.

10 In terms of a few key areas
11 that we're very passionate about of
12 course is accessing affordable home
13 ownership through mortgage, as we in
14 2020 provided over 250 mortgages. We
15 have a strong team of community
16 development mortgage officers. We have
17 products to help borrowers, opening
18 doors to homeownership and to lender-
19 paid mortgage insurance as well as a
20 robust financial education program as
21 well as closing cost assistance.

22 In terms of small business, we
23 have a growing SBA program along with a
24 strong commitment to Paycheck Protection
25 Program in working with our nonprofit

1 partners, originating over 2,000 loans
2 in Pennsylvania for over \$200 million.
3 And also, we're very committed to our
4 nonprofit partners. Just to name just a
5 few in Philadelphia, including FINANTA,
6 the Greater Philadelphia Hispanic
7 Chamber of Commerce, Ceiba, Esperanza as
8 well as Enterprise Center who, in fact,
9 we're working with on PPP.

10 One thing to note that we're
11 continuing to look at is how we can
12 increase access to capital, both for
13 homeowners as well as small businesses.
14 And just this year for Round 3 of PPP,
15 we launched an innovative program,
16 specifically opening doors through PPP
17 for minority- and women-owned small
18 businesses. I would be happy to answer
19 any questions.

20 COUNCILMAN GREEN: Thank you
21 for that presentation.

22 I see Councilmember Domb has a
23 question.

24 COUNCILMAN DOMB: Thank you,
25 Mr. Chair.

1 And thank you everybody from
2 Santander. I have two questions for
3 you: Back in 2013, Santander got a
4 needs-to-improve rating on its Community
5 Reimbursement Act performance of the
6 evaluation. Santander was only I think
7 6 out of 200 large banks in 2013 to
8 receive the needs-to-improve rating that
9 year. But more recently, positively you
10 got a high satisfactory rating on your
11 community investment activity which is
12 great. What has Santander changed about
13 its approach to community and investment
14 lending between 2013 and now? What are
15 you doing differently?

16 MS. GOODALL: Councilman, if I
17 might, thank you for sharing that. In
18 2017 we launched an inclusive
19 communities plan. It's a five-year
20 public \$11 billion commitment across
21 community lending, small business,
22 mortgage, volunteering, philanthropy and
23 doubling our CRA commitment during that
24 time.

25 To note is that this commitment

1 has also Community Advisory Boards. We
2 have 7 regional Community Advisory
3 Boards and one national Community
4 Advisory Board that's populated by the
5 regional boards. These boards have
6 members and then one in Pennsylvania,
7 and members from Philadelphia and other
8 communities. We report to them
9 regularly, share best practices with
10 them, have very constructive dialogue to
11 make sure they're meeting the needs of
12 the community. And as a result, our
13 bank-wide rating was satisfactory. And
14 we are currently waiting on our next CRA
15 performance, which we had this fall and
16 waiting, so we feel very positive about
17 our overall impact and growth and
18 recognizes the challenges, but continue
19 to look forward and actually speaking
20 today about what Inclusive Communities
21 2.0 could look like once this plan comes
22 to a conclusion at the end of this year.

23 COUNCILMAN DOMB: Let me ask
24 you a specific question which maybe you
25 can answer or maybe you can't answer:

1 But in the City of Philadelphia, how
2 much would you say you have in deposits
3 in your bank branches throughout the
4 City, ballpark?

5 MR. GOODALL: I'm going to
6 defer to Pat or Natalia, if you can
7 maybe answer that question. If not,
8 Councilman, we can get you that answer.
9 We can follow up.

10 MS. PACKARD: Yeah. I would
11 say, Councilman Domb, we can take that
12 away and follow up on that.

13 COUNCILMAN DOMB: I tell you
14 why I'm asking that question. I'm going
15 to assume it's a lot of money. Okay.
16 And the reason why I'm asking that
17 question is because I'm curious how
18 Santander can help us through this
19 crisis in helping our local Philadelphia
20 businesses get back into business
21 basically. And that means products
22 aimed specifically in helping really the
23 small businesses that have been crushed
24 by this pandemic and helping them
25 recover.

1 And I'm talking about could you
2 set up a fund that's \$3 million, \$5
3 million or \$10 million to lend to small
4 businesses and maybe even 1 percent
5 interest rate, some really low interest
6 rate to really help them recover and get
7 back into business.

8 MR. GOODALL: Councilman, I can
9 add that and building on my comments
10 around Payroll Payment Program, there's
11 a couple of things that we're focused
12 on. One is that we're relaunching
13 really focusing on SBA lending to make
14 sure that we increase access to capital,
15 especially those smaller dollar loans,
16 those express loans that are critical
17 for our main street businesses.

18 In our effort toward PPP, as
19 you heard me mention, we launched an
20 innovative program focused on minority-
21 and women-owned businesses to help them
22 get access to PPP. In addition to that,
23 we want to make sure we're working
24 closely with our community partners,
25 especially our CDFIs, to help them with

1 the financial education and we're
2 expanding programs in that area, also
3 specifically around the food
4 entrepreneurs, how important those are
5 and how they've been impacted to a great
6 degree from PPP. But this is an ongoing
7 conversation and one that we want to
8 make sure that we're responsive not only
9 to our customers but our communities and
10 stakeholders and elected officials such
11 as you.

12 COUNCILMAN DOMB: And I guess
13 what I'm referring to is whether it's
14 the small businesses at 52nd and Market,
15 Germantown and Erie or our Chairman's
16 backyard when he was a banker. If I
17 recall, Mr. Chairman, at Broad and
18 Glenwood; is that correct?

19 I mean all of those areas where
20 these really small businesses, they're
21 getting killed, they are getting crushed
22 by this. So if there is something that
23 you guys can do in a way of a very low
24 interest rate over a 5- or 10-year
25 period based on credit or whatever. But

1 if you could extend yourselves and help
2 these small businesses recover in every
3 neighborhood in our City, that would be
4 great for the City and we really
5 appreciate it. So it's something that I
6 want you to think about and maybe come
7 back to the Chairman on that.

8 MR. GOODALL: And we will. And
9 I'd be remiss if I just didn't close by
10 saying, in the summer we launched a \$25
11 million commitment to CDFIs for lending
12 to provide them low access to capital
13 for relending to the community through
14 organizations that you may be familiar
15 such as Axcel and others, that really
16 helped these small businesses that may
17 not be bank ready but need that
18 mission-focused capital to grow and
19 sustain their businesses.

20 COUNCILMAN DOMB: Have you had
21 conversations with our Commerce
22 Department and worked with them in this
23 area?

24 MR. GOODALL: We work regularly
25 with our government and local

1 stakeholders. I know Natalia and Pat
2 work closely with organizations, so I'll
3 defer to Natalia on that one.

4 MS. BUCKLEY: Councilman Domb,
5 how are you, Councilman Green and all
6 City Councilmembers. I just want to say
7 that I sit also on the Board of the
8 Hispanic Chamber of Commerce and
9 Community First Fund. As part of
10 Santander, our mission is also to work
11 very closely with the Commerce
12 Department and I know that there is a
13 fund right now of \$12 million to support
14 small business corridors throughout the
15 City of Philadelphia.

16 COUNCILMAN DOMB: Okay. I know
17 that Councilmember Maria Sanchez is on
18 this call. I can tell you probably in
19 her District she can give you a list of
20 businesses that would love to talk to
21 you and need help. And --

22 MS. BUCKLEY: Yeah. We're
23 working really hard actually to help
24 Councilwoman Quinones' District, and
25 she's fully aware of the work that the

1 Hispanic Chamber of Commerce and FINANTA
2 and Esperanza and all the other
3 organizations that Santander is actually
4 providing funds, but also loans to these
5 organizations in order to provide those
6 funds back into the community.

7 COUNCILMAN DOMB: Can I ask you
8 a general question and it will be the
9 last one and I'll let you go after this:
10 In today's world, what is your cost of
11 funds when you go to borrow money from
12 the government?

13 MS. BUCKLEY: Pat, I think you
14 want to answer that.

15 MS. PACKARD: Our cost of
16 funds, it depends on the situation. You
17 know, so we work closely internally with
18 our treasury area with the bank. So if
19 there's a particular situation, we price
20 it out and try to put our best foot
21 forward for clients. Did you have a
22 particular thing in mind?

23 COUNCILMAN DOMB: I'm looking
24 at what do you get charged for the money
25 you lend? Is it at 1 percent, half a

1 percent? What is your charge?

2 MS. PACKARD: It depends on the
3 term. It depends on the type of loan
4 and that type of thing so --

5 COUNCILMAN DOMB: Let me tell
6 you why I'm asking, because I do want
7 you to look at this for the idea --

8 MS. PACKARD: Sure.

9 COUNCILMAN DOMB: A small
10 funding for some of these businesses
11 that is at a very low interest rate so
12 it doesn't crush them and help them
13 recover. And right now, now is the
14 opportunity to do it because rates are
15 so low. They're the lowest in my
16 lifetime. I've never seen rates this
17 low.

18 I can tell you that back in
19 1980, I'm older, right, the home you
20 paid \$200,000 for is the same payment
21 today basically that you can buy a home
22 for \$1.8 million. That shows you the
23 affordability. So I'm just saying this
24 is an opportune time to help these small
25 businesses. And if you can help on the

1 interest rate, that will be a great help
2 for us.

3 MS. PACKARD: Yup. We can
4 definitely take that back and follow up.

5 COUNCILMAN DOMB: Okay. Thank
6 you very much.

7 Thank you, Mr. Chair.

8 COUNCILMAN GREEN: Thank you,
9 Councilmember Domb.

10 Before I go to questions from
11 Councilmember Bass as well as
12 Councilmember Gym, Councilmember Domb,
13 you made reference to Broad and
14 Glenwood, which was a former Meridian
15 branch. It is now a Santander branch,
16 and it's been a Santander branch from my
17 recollection from the time of the merger
18 with Meridian/CoreStates and Wells
19 Fargo, so they maintain that branch in
20 North Philadelphia, the Garment Square
21 part of North Philadelphia, that entire
22 Santander branch.

23 I just had a quick question.
24 How many Santander branches are in the
25 City of Philadelphia?

1 MR. GOODALL: So --

2 MS. PACKARD: There's a -- oh,
3 go ahead, Seth.

4 MR. GOODALL: Yeah, I can
5 answer that if you want me to, Pat.
6 So currently we have 20 branches in the
7 City of Philadelphia and six of those
8 are low- to moderate-income branches to
9 being recent openings, one in Plaza
10 Allegheny as well as one on Parkside.
11 That's the current state of our branch
12 network in Philadelphia.

13 COUNCILMAN GREEN: Thank you.
14 With that, I would like to have
15 Councilmember Bass ask her question.

16 COUNCILWOMAN BASS: Thank you,
17 Mr. Chairman.

18 Good afternoon, everyone. Can
19 you hear me?

20 COUNCILMAN GREEN: Good
21 afternoon.

22 MS. PACKARD: Yes.

23 COUNCILWOMAN BASS: Good
24 afternoon. Number one, I want to thank
25 you all for being here today. I have a

1 great amount of concern around the
2 banking industry and community
3 investment and the requirements versus
4 what is actually done, because I feel
5 that so much of the time what is done is
6 really just sort of a surface stuff
7 thing, you know, just really enough to
8 get by.

9 And so, I'm very intrigued when
10 you say that you have an \$11 billion
11 national effort around the Community
12 Reinvestment Act. So I'm wondering if
13 you can tell me who's on your Community
14 Advisory Board locally. I know you said
15 it was a national and regional
16 organization. But can you tell me who
17 from Philadelphia sits on our Regional
18 Board.

19 MR. GOODALL: Sure. So I'll do
20 my best on the Regional Board. Natalia
21 can also assist, because we were
22 fortunate Natalia formerly worked in
23 corporate social responsibility before
24 joining Pat Packard's team on banking.
25 I would say our National Board, we have

1 two members. We have Will Gonzalez who
2 is from Ceiba, is on our National Board.
3 And we just formerly, and I just want to
4 mention, had Luis Mora who is the CEO
5 from FINANTA who retired and stepped
6 down from the Board.

7 In the Regional Board, Will
8 serves on that as well as Dan Cortes for
9 Esperanza. And I'm trying to think of
10 other individuals specifically from
11 Philadelphia. Natalie, can you help
12 me -- Natalia, excuse me?

13 MS. BUCKLEY: Sure. No
14 problem. Della Clark from Enterprise
15 Center. Then we have John Chin from
16 Chinatown Corporation. We have Dan
17 Betancourt that is now the merge between
18 FINANTA and Community First Fund, and I
19 think those are the ones from
20 Philadelphia. From Pennsylvania, it's
21 an Advisory Committee of about eight
22 members, if I'm not mistaken.

23 COUNCILWOMAN BASS: Okay. Can
24 you do a breakdown in terms of men,
25 women, African-American, Latino, Asian?

1 Can you give a breakdown in that regard?

2 MR. GOODALL: We can. What I
3 will say is that our Community Advisory
4 Boards are very representative of the
5 communities that we serve and we can
6 provide that. I'll have to follow up
7 with those specifics.

8 COUNCILWOMAN BASS: Well, my
9 thought is that if you're saying the
10 Community Advisory Board is
11 representative of those that you serve,
12 but you said you only have two branches
13 in low- to moderate-income but this is
14 an Advisory Board that advises on giving
15 in those same communities, then it
16 doesn't sound like the Board overall is
17 diverse.

18 Now, I'm guessing that the
19 names you just gave me, that there is
20 diversity there. But I would really
21 like to have an idea of what the
22 breakdown is. For example, Della Clark
23 is the only person that I recognize who
24 is a woman, and actually the only person
25 that I recognize who is

1 African-American, even though that might
2 not be the case but that's just of the
3 group that you mentioned of what I know.
4 So if you could be specific on that, I
5 would really appreciate having an idea.

6 MR. GOODALL: Yes. So --

7 COUNCILWOMAN BASS: And I think
8 I'm stuck on that because so often I
9 feel you'll have a lot of folks who want
10 to advise communities of color as to
11 what's best for them without being them,
12 if you know what I mean. And I think
13 it's important to have representation
14 from the communities that you are trying
15 to put a dent in the issues that exist
16 in those communities. You want to put a
17 dent in not having homeownership
18 opportunities and access to capital and
19 access to small business loans and all
20 those sorts of things and understanding
21 financial literacy and encouraging the
22 opening of bank accounts and not using
23 check cashing. All those kinds of
24 things you want to make sure that you
25 have representatives from that community

1 that say what it is that you need.

2 MR. GOODALL: Yes, and we agree
3 with you. And we also are confident
4 that our Community Advisory Boards while
5 represent the communities that we serve,
6 including communities of color, the low-
7 and moderate-income communities as well
8 as the immigrant communities and we
9 really seek their feedback not only for
10 philanthropy and charitable giving but
11 also products and services to make sure
12 that we continue to strive to have
13 inclusive banking products and services
14 that help individuals build wealth in
15 banks and become successful. Also just
16 to clarify, we also have six LMI, low-
17 to moderate-income branches in
18 Philadelphia, not two, just to clarify.

19 COUNCILWOMAN BASS: Okay. I
20 may have been incorrect on that, so
21 thank you for the clarification. Can
22 you get that information to the Chair,
23 specifically of who's on these boards
24 and what the diversity makeup is?

25 MS. BUCKLEY: Yeah.

1 Councilwoman Bass, just to also clarify
2 the names that we have mentioned are
3 just for the City of Philadelphia.

4 These Community Advisory Council is for
5 the whole entire state of Pennsylvania.

6 So we have about four people from
7 Philadelphia alone and then the other
8 four people are from the rest of

9 Pennsylvania. So we have someone from

10 Lehigh Valley, someone from Reading,

11 someone from York County. For example

12 Mr. Sam Cooper, he's also an

13 African-American, and Mr. Mike, he's

14 from York, he's also African-American.

15 So we do have a diverse pool of members

16 in this Advisory Committee. I just

17 wanted to make clear of that, that it's

18 not just --

19 COUNCILWOMAN BASS: Thank you.

20 MS. BUCKLEY: Sure.

21 COUNCILWOMAN BASS: I

22 appreciate that and I look forward to

23 reviewing the list. When the names were

24 given out, they were just names that I

25 didn't recognize so I have no idea other

1 than the one or two or three that I
2 might know from that list. So if you
3 could get that information to the Chair,
4 I think that that would be very help.

5 The other question that I had
6 was, you said that nationally there was
7 an \$11 billion commitment, that was the
8 difference in terms of what propelled
9 Santander to go from the recommendation
10 that you needed to do better to the
11 actuality of doing better. And so,
12 there was an \$11 billion commitment I
13 believe you said in your testimony.

14 Can you talk a little bit
15 further about that? And you listed
16 several categories that covered that \$11
17 billion in commitment. And I'd like to
18 see or hear more about how that breaks
19 down.

20 MR. GOODALL: Sure. So our
21 five-year \$11 billion commitment first
22 was built through significant community
23 engagement and feedback, including
24 listening sessions across our footprint,
25 from New Hampshire through Pennsylvania,

1 New England through the Mid-Atlantic and
2 Greater New York region. In terms of
3 key components, there's 9.1 billion in
4 lending to underserved communities, so
5 community development lending, mortgage
6 lending, small business lending.

7 There's \$1.9 billion in
8 community development in investments, so
9 equity investments both in the small
10 business but importantly in the
11 affordable housing space. There's \$55
12 million a year in charitable
13 contributions across our footprints. A
14 commitment of 10 retail low- to
15 moderate-income branches across our
16 footprints as well as a goal of 60,000
17 community development volunteer hours by
18 our colleagues for our communities that
19 are focused on CRA service-qualifying
20 hours. And one of the learnings that
21 we've had and through the Community
22 Advisory Boards and through a
23 partnership as we look to the future is
24 how can we be responsive and really take
25 the feedback and implement modifications

1 to our programs, launch new products.

2 And I just want to give two
3 examples of how we're being responsive.
4 One is as you heard me say really
5 opening up access to the Paycheck
6 Protection Program in this third round.
7 That was a request from our Community
8 Advisory Boards, and we launched as you
9 heard me say a special purpose credit
10 program for minority- and women-owned
11 borrowers, as well as for assisting our
12 nonprofit grantees over 300 of those
13 across the footprint.

14 In addition to that in response
15 to COVID this summer, we are very
16 targeted to make sure that we can help
17 address immediate needs as well as
18 expediting our funding over our \$12
19 million a year this year to help
20 nonprofits who really need it just as
21 small businesses did, the cash flow, as
22 well as we also launched a commitment
23 this summer, a \$5.2 million racial
24 equity and social justice initiative
25 focused on entrepreneurship as well as

1 CDFIs, to really help CDFIs that are
2 focused on communities and entrepreneurs
3 of color. These really intentional
4 focus areas are ones that we hear and we
5 work with our Community Advisory Boards
6 to make sure we're addressing the needs
7 of our community.

8 COUNCILWOMAN BASS: Okay.
9 Well, thank you very much for the
10 information.

11 Thank you, Mr. Chairman.

12 COUNCILMAN GREEN: Thank you,
13 Councilmember Bass.

14 I just wanted to provide a
15 point of information. I think you said
16 it was eight people on the statewide
17 Advisory Board. Some of the names that
18 you had mentioned like Della Clark or
19 Gonzalez from Ceiba, John Chin from the
20 Philadelphia Chinatown Development
21 Corporation but as well as individuals
22 like Dan Cortes from Esperanza and I
23 think you said Dan Betancourt. For
24 those who may recall, he along with Jim
25 Burnett from the West Philadelphia

1 Financial Service Institution were very
2 instrumental in working with Senator
3 Hughes in providing that \$250 million
4 fund for CDFIs from around the
5 Commonwealth to go directly for grants
6 for businesses, principally businesses
7 of color as well as low-to-moderate
8 businesses in the Commonwealth of
9 Pennsylvania.

10 And then Sam Cooper is also an
11 attorney for Paxson based in Harrisburg
12 is a partner there and is also the past
13 Chair of the Minority Attorney
14 Association for the Pennsylvania Bar
15 Association. So I just wanted to put
16 that information on the record.

17 Councilmember Gym, I believe
18 you have a question as well.

19 COUNCILWOMAN GYM: Thank you so
20 much, Mr. Chair.

21 Thank you all so very much.
22 Have you provided to the City your
23 statement of the plan? I think you
24 mentioned the \$5 million on the
25 contributions to CDFIs and to Black

1 entrepreneurs. Have you provided what
2 that looks like to the City?

3 MR. GOODALL: I don't believe
4 we provided specifically to the City,
5 but we can. This is all in the public
6 domain and we're proud of our
7 commitment, so we can forward that after
8 this meeting.

9 COUNCILWOMAN GYM: My
10 understanding is that City depositories
11 are supposed to annually provide the
12 City with a statement on financial
13 reparations which includes descriptions
14 of new financial products or programs.
15 So has that been requested of you and
16 are you able to provide that?

17 CITY TREASURER DUNN:
18 Councilmember Gym, this is Jackie Dunn,
19 Acting City Treasurer. Santander, if
20 they are approved through this process,
21 they would be among listed depositories
22 and we would reach out to them so that
23 they provide that information. We're
24 happy to request that proactively as
25 well.

1 COUNCILWOMAN GYM: Okay. I
2 think it's helpful in part because it
3 sounds like it's something that should
4 be alerted to and I just wanted to make
5 sure that the requester knew that that
6 was a requirement and also that it
7 should be specific.

8 And I think we had some
9 conversation about small business, which
10 is particularly helpful. But in
11 particular, there should be a
12 description of new financial products
13 that specifically address racial
14 disparity and lending and investment
15 activities. And I'm curious about what
16 work you've already done in that area,
17 if you've done it in other places.

18 MR. GOODALL: So one core
19 component of this initiative is really
20 assisting entrepreneurs of color and
21 also growing through our Cultivating
22 Small Business program. Our Cultivating
23 Small Business program is a food
24 incubator, in essence a mini MBA, a
25 four-month achievement program and deep

1 dive to help these entrepreneurs grow
2 and sustain their businesses. We
3 expanded it this year from Boston to two
4 locations in New Jersey and we have
5 plans to continue its expansion in years
6 to come.

7 In addition to that, we are
8 already implementing efforts to make
9 sure that we have greater impact through
10 our CDFI initiatives, to make sure that
11 we are working with CDFIs that are
12 working in communities of color and also
13 that are led by individuals of color so
14 that they can have greater impact and
15 responsiveness to our communities.

16 COUNCILWOMAN GYM: Yeah, I
17 think --

18 MS. BUCKLEY: Can I just add to
19 that, Councilwoman Gym. We also have
20 provided a grant to the Hispanic Chamber
21 of Commerce for an initiative that was
22 launched last year, 2019 to 2020, and it
23 is with Enterprise. It's a mini MBA
24 program for small minority-owned
25 businesses and entrepreneurs. And from

1 that, we got about 16 small businesses
2 that graduated from the program and now
3 we're in the process of providing
4 another funding for Round 2.

5 COUNCILWOMAN GYM: Okay. Thank
6 you very much. I'll look forward to
7 seeing that and just hoping that it's
8 recognized that it should be somewhat
9 City-specific as opposed to just a
10 general thing. So I would be interested
11 in hearing more about your work here in
12 Philadelphia to address racial disparity
13 around lending and investment practices,
14 but thank you very much.

15 MR. GOODALL: You're welcome.

16 COUNCILMAN GREEN: Thank you,
17 Councilmember Gym.

18 Are there any other questions
19 from members of Council?

20 (No response.)

21 COUNCILMAN GREEN: All right.
22 Seeing and hearing none, there being no
23 further questions from members of the
24 Committee, are there any other witnesses
25 to testify on Bill Nos. 210004 or

1 210006? And I will also ask if anyone
2 is present in this hearing whose name we
3 have failed to call and that wishes to
4 offer testimony on these bills, if they
5 would like to offer testimony?

6 (No response.)

7 COUNCILMAN GREEN: Okay.

8 Hearing and seeing none, I want to thank
9 the witnesses for their participation
10 today. The information that was
11 requested by various members, if you can
12 send that to me so that can be
13 distributed to the Committee. We also
14 value your opinions.

15 I would now like to invite all
16 panels of witnesses to please disconnect
17 from the meeting before we go into our
18 public meeting. We will now pause the
19 proceedings briefly as the attendees who
20 are not members of Council leave the
21 hearing.

22 CITY TREASURER DUNN: Thank
23 you, Chair.

24 MS. PACKARD: Thank you,
25 everyone.

1 MS. BUCKLEY: Thank you.

2 COUNCILMAN GREEN: Thank you.

3 Okay. We will now reconvene the public
4 meeting.

5 Mr. Iannuzzi, will you please
6 call the roll to take attendance.
7 Members that are in attendance, will you
8 please indicate that you are present
9 when your name is called and also say a
10 few words like you're having a great day
11 when responding so your image will be
12 displayed on screen when you speak.

13 THE CLERK: Councilmember Cindy
14 Bass.

15 COUNCILWOMAN BASS: Good
16 afternoon. I am present. Thank you
17 very much, Mr. Chairman, for this very
18 informative hearing.

19 THE CLERK: Councilmember Allan
20 Domb.

21 COUNCILMAN DOMB: Good
22 afternoon, Mr. Chairman and colleagues.
23 Thank you.

24 THE CLERK: Councilmember Helen
25 Gym.

1 COUNCILWOMAN GYM: Chair
2 requests -- Council Chair, I'm on video.
3 Good afternoon, everybody. I'm present.

4 THE CLERK: Councilmember Bobby
5 Henon.

6 COUNCILMAN HENON: Thank you,
7 Mr. Chair. Thank you for chairing this
8 Finance meeting and all the members
9 participation.

10 THE CLERK: Councilmember David
11 Oh.

12 COUNCILMAN OH: Good afternoon,
13 Chairman and colleagues. I am still
14 present. Thank you.

15 THE CLERK: Councilmember Maria
16 Quinones-Sanchez.

17 COUNCILWOMAN QUINONES-SANCHEZ:
18 Good afternoon, everyone. Thank you,
19 Mr. Chair, for running this hearing.
20 And I look forward to moving forward.
21 Thank you.

22 THE CLERK: Councilmember Mark
23 Squilla.

24 COUNCILMAN SQUILLA: Thank you,
25 Mr. Chairman. Present. Looking forward

1 to voting on this proposal.

2 THE CLERK: And, Chair Derek
3 Green.

4 COUNCILMAN GREEN: Yes, I am
5 still here and present here at Microsoft
6 Teams. I will now recognize
7 Councilmember -- well, one, I will say
8 we do have a quorum for our public
9 meeting. I would like to now recognize
10 Councilmember Henon for a motion on Bill
11 No. 210004.

12 COUNCILMAN HENON: Thank you,
13 Mr. Chair.

14 I move that Bill No. 210004 be
15 reported from this Committee with a
16 favorable recommendation and further
17 move that the rules of Council be
18 suspended as to permit the first reading
19 of this bill at our next session of
20 Council. We need a second.

21 COUNCILMAN GREEN: Is there
22 a --

23 COUNCILWOMAN BASS: Second.

24 COUNCILMAN GREEN: I would like
25 to acknowledge and record that

1 Councilmember Bass has seconded the
2 motion. It has been moved and properly
3 seconded that Bill No. 210004 be
4 reported from this Committee with a
5 favorable recommendation and further
6 move that the rules of Council be
7 suspended to permit first reading of
8 this bill at the next session of
9 Council.

10 All those in favor of the
11 motion will signify by saying aye.

12 (Aye.)

13 COUNCILMAN GREEN: Those
14 opposed?

15 COUNCILMAN OH: I oppose.

16 COUNCILMAN GREEN: Okay. I
17 have it, and the motion carries.

18 The Chair now recognizes
19 Councilmember Henon for a motion on Bill
20 No. 210006.

21 COUNCILMAN HENON: Thank you,
22 Mr. Chair.

23 I move that Bill No. 210006 be
24 reported from this Committee with a
25 favorable recommendation and further

1 move that the rules of Council be
2 suspended to permit the first reading of
3 this bill at our next session of
4 Council.

5 COUNCILMAN GREEN: Is there a
6 second?

7 COUNCILWOMAN BASS: Second.

8 COUNCILMAN GREEN: I hear
9 Councilmember Bass. I would like to
10 note that she has seconded the motion.
11 It has been moved and properly seconded
12 that Bill No. 210006 be reported from
13 this Committee with a favorable
14 recommendation and further move that the
15 rules of Council be suspended to permit
16 first reading of this bill at the next
17 session of Council.

18 All those in favor of the
19 motion will signify by saying aye.

20 (Aye.)

21 COUNCILMAN GREEN: Those
22 opposed?

23 (No response.)

24 COUNCILMAN GREEN: The ayes
25 have it and the motion carries.

1 I want to thank everyone for
2 being here. This concludes the business
3 before the Committee on Finance today.
4 Have a wonderful afternoon and enjoy the
5 rest of your day. Thank you.

6 COUNCILMAN SQUILLA: Thank you,
7 Mr. Chair.

8 COUNCILMAN DOMB: Thank you,
9 Mr. Chair.

10 COUNCILWOMAN BASS: Thank you.

11 COUNCILMAN GREEN: Thank you.

12 (Committee on Finance concluded
13 at 3:50 p.m.)

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C E R T I F I C A T I O N

I, hereby certify that the
proceedings and evidence noted are contained
fully and accurately in the stenographic
notes taken by me in the foregoing matter,
and this is a correct transcript of the
same.

TANEHA C. CARROLL
Court Reporter - Notary Public

(The foregoing certification of
this transcript does not apply to any
reproduction of the same by any means,
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supervision of the certifying reporter.)

Committee on Finance
February 9, 2021

Page 1

A	add 41:19	54:23	American	12:9,17	ayes 77:24	73:14,15	58:2,6,7
ability 19:13	49:9 70:18	affordable	12:25 32:9	13:13 30:2	B	75:23 76:1	59:10,14,16
20:14	addition 39:6	44:12 64:11	33:2	April 13:2	back 13:1	77:7,9	66:17
able 17:19	49:22 65:14	African-A...	amount 8:16	36:19	back 13:1	78:10	boards 47:1,3
20:9 25:21	70:7	58:25 60:1	57:1	area 43:3	19:17 23:10	becoming	47:5,5 59:4
32:8 38:2	additional	62:13,14	amounts 8:21	50:2 51:23	25:17 30:21	43:10	61:4,23
68:16	7:11 9:14	afternoon 3:4	16:17	53:18 69:16	37:4 46:3	beginning 2:8	64:22 65:8
Absolutely	9:20 10:2	3:10,15,16	and/or 4:19	areas 43:25	48:20 49:7	15:25	66:5
22:21	11:8,12,22	3:19,20,24	11:14 36:11	44:10 50:19	51:7 53:6	believe 12:22	Bobby 1:11
access 45:12	12:4,13,16	6:15,21 8:1	79:23	66:4	54:18 55:4	14:2,8	3:12 74:4
49:14,22	13:6,16,20	15:18,20	Andre 7:18	Asian 58:25	background	15:11 17:25	body 13:22
51:12 60:18	14:3,9,25	22:15 23:1	38:16 39:11	asked 24:4	38:7	25:19 28:3	17:8 24:7
60:19 65:5	29:25 30:3	29:2 41:12	Ann 39:19	asking 48:14	backyard	31:24 40:13	31:16 33:24
accessing	30:6 31:15	43:17 56:18	announcem...	48:16 54:6	50:16	63:13 67:17	34:17
44:12	32:15 38:6	56:21,24	2:7	assist 57:21	bad 35:21	68:3	bond 7:17
accompanied	40:7	73:16,22	Annual 42:5	assistance	bail 31:5	belts 17:16	16:1,21
40:19	Additionally	74:3,12,18	annually 8:21	44:21	balance	benefit 21:17	23:9 25:15
accomplish	5:22	78:4	68:11	assisting	14:13,16	best 17:17	29:14 33:9
23:6	address 13:1	ago 38:5	answer 7:5	65:11 69:20	17:11 19:15	47:9 53:20	33:11 38:8
accounting	29:12 32:24	agree 61:2	10:14 42:7	Association	32:18 35:14	57:20 60:11	bonds 4:18
28:6	33:22 65:17	agreement	45:18 47:25	5:8 67:14	ballpark 48:4	Betancourt	8:11,14,15
accounts	69:13 71:12	4:14 8:6,20	47:25 48:7	67:15	bank 5:8	58:17 66:23	8:18,24
60:22	addressing	ahead 56:3	48:8 53:14	assume 48:15	38:24 39:21	better 13:24	9:20 12:16
accrued 4:21	14:6 66:6	aimed 48:22	56:5	attendance	40:3 41:2	15:25 16:13	25:19,22
accurately	adjusting	alerted 69:4	answered	2:24,25	41:19,25	19:18,20	26:5
79:4	23:10	all-in 25:24	35:8	22:20 73:6	42:24 48:3	63:10,11	borrow 16:16
achieve 9:21	adjustment	26:21	anticipate	73:7	51:17 53:18	Biden 32:7	53:11
12:16 32:21	19:12	Allan 1:12	32:23	attende	60:22	big 31:11	borrowers
34:19,20	Administra...	3:7 73:19	anticipated	72:19	Bank's 43:19	bill 4:9,12 5:1	44:17 65:11
achievement	21:5 32:8	Allegheny	32:25	attending 7:5	bank-wide	6:15 7:3,4,7	borrowing
69:25	32:20 36:13	56:10	apologize	attorney	47:13	7:8,15 8:4,5	16:20 21:12
acknowledge	42:2	Allen 7:18	37:20	67:11,13	banker 39:21	8:13 10:9	21:13,19
15:6 22:7	administra...	38:16 39:11	appear 16:18	attractive	50:16	24:7 27:21	34:22 36:6
28:19 37:13	19:25	allocated	appears 15:3	26:3	banking 57:2	40:9,13,14	Boston 70:3
75:25	adopted 9:5	32:17,17,19	apply 79:21	Authority	57:24 61:13	40:21 41:15	branch 55:15
acknowled...	29:24 31:20	32:25	appreciate	4:16 8:7	banks 46:7	41:22 42:3	55:15,16,19
22:12	adoption	allow 6:2	37:8 42:21	authorize 8:5	61:15	71:25 75:10	55:22 56:11
act 4:25 6:5	31:19	37:4,5	43:9 51:5	12:15	Bar 67:14	75:14,19	branches
17:1 46:5	advantage	allowing 4:5	60:5 62:22	authorized	based 14:13	76:3,8,19	48:3 55:24
57:12	27:18	allows 18:1	approach	42:1	26:8 32:22	76:23 77:3	56:6,8
Acting 6:17	advise 60:10	19:14 36:16	46:13	authorizes	33:2 50:25	77:12,16	59:12 61:17
7:14 8:3	advises 59:14	20:16	appropriate	9:19 13:9	67:11	billion 23:20	64:15
20:23 29:3	advisors 7:19	Alternative	8:21	41:22	basically 21:6	46:20 57:10	breakdown
40:25 41:14	27:13 39:11	4:19	appropriat...	authorizing	27:4 35:16	63:7,12,17	38:18 58:24
42:18 68:19	Advisory	alternatives	29:21	4:13 5:6	36:10 48:21	63:21 64:3	59:1,22
action 7:18	47:1,2,4	11:24	approved	available 6:2	54:21	64:7	breaks 63:18
actions 17:22	57:14 58:21	amending 5:1	41:20 43:10	average	Bass 1:11	bills 1:17	breathing
activities	59:3,10,14	5:4 41:17	68:20	26:22	22:9,10,14	4:11 72:4	14:23 19:14
69:15	61:4 62:4	amends	approves	aware 5:15	22:21 55:11	bit 31:6,7	brief 3:3
activity 46:11	62:16 64:22	41:16	8:13	13:22 33:24	56:15,16,23	63:14	briefing 38:1
actuality	65:8 66:5	America	approving	52:25	58:23 59:8	Black 67:25	briefly 72:19
63:11	66:17	38:25 39:22	4:13	Axcel 51:15	60:7 61:19	Board 47:4	bring 17:8
actuarial	affirmed 42:4	40:3	approxima...	aye 76:11,12	62:1,19,21	52:7 57:14	34:16
4:21 25:3	affordability		9:2,17,22	77:19,20	66:8,13	57:18,20,25	brings 19:1

Committee on Finance
February 9, 2021

Page 2

Broad 50:17 55:13 broaden 24:22 brought 11:19 Buckley 41:3 43:2 52:4 52:22 53:13 58:13 61:25 62:20 70:18 73:1 budget 8:20 9:5 11:1,11 11:16,21,25 13:1,18,21 14:1 17:24 19:4 27:4 29:12,24 30:7 31:19 31:20 32:23 36:22 budgetary 8:12 9:3 12:10 14:9 26:13 30:6 34:4,20 build 37:4 61:14 building 17:10,11 49:9 built 17:21 63:22 burden 19:10 Burnett 66:25 business 44:22 46:21 48:20 49:7 52:14 60:19 64:6,10 69:9,22,23 78:2 businesses 16:7 45:13 45:18 48:20 48:23 49:4 49:17,21 50:14,20 51:2,16,19 52:20 54:10 54:25 65:21 67:6,6,8	70:2,25 71:1 buy 54:21 C C 79:1,1,12 call 2:24 6:7 6:8,14 39:13 41:2 52:18 72:3 73:6 called 3:2 4:7 73:9 capital 7:19 39:12 45:12 49:14 51:12 51:18 60:18 carries 76:17 77:25 CARROLL 79:12 case 7:10 34:21 37:17 60:2 cash 11:8 32:15 34:23 36:3 65:21 cashing 60:23 categories 63:16 cause 16:25 causing 16:10 CDFI 70:10 CDFIs 49:25 51:11 66:1 66:1 67:4 67:25 70:11 Ceiba 45:7 58:2 66:19 Center 45:8 58:15 CEO 58:4 certain 4:18 5:9 41:24 certification 79:20 certified 39:1 39:8,10,13 certify 79:2 certifying 79:24 cetera 4:25 Chair 1:10 4:1 6:24	8:1 11:18 15:3,15 28:15 29:2 32:3 37:20 41:12 42:19 45:25 55:7 61:22 63:3 67:13,20 72:23 74:1 74:2,7,19 75:2,13 76:18,22 78:7,9 chairing 74:7 Chairman 3:10,15,20 3:24 15:17 22:2,16,25 35:5 37:10 43:17 50:17 51:7 56:17 66:11 73:17 73:22 74:13 74:25 Chairman's 50:15 challenges 47:18 challenging 28:9 Chamber 45:7 52:8 53:1 70:20 changed 46:12 Chapter 5:2 41:16 charge 54:1 charged 53:24 charitable 44:4 61:10 64:12 chat 6:1,5 38:3 cheap 31:4 check 22:13 28:23 37:17 60:23 Chin 58:15 66:19 Chinatown 58:16 66:20 choices 17:25	24:5 36:22 Cindy 1:11 22:9 73:13 circulated 38:4 cities 31:11 32:10 citizens 35:22 city 1:1 2:2 2:10 4:15 4:22 5:3,5,6 6:18,23 7:13,14,25 8:3,5 9:6,12 9:13,20 11:9,17,21 12:15,18 13:8,12 14:15 15:19 16:10,11,15 17:5,9,15 19:2,14 20:8 21:1 23:3 24:2 24:17 25:10 25:18 26:7 26:20 27:8 27:19,24 29:8,13,22 30:1,17 31:13 33:12 34:14 36:15 36:24 38:23 39:18,24 40:2,24,25 41:11,17,18 41:22 42:4 42:13,16 43:11,19 44:8 48:1,4 51:3,4 52:6 52:15 55:25 56:7 62:3 67:22 68:2 68:4,10,12 68:17,19 72:22 City's 8:19 11:2 16:19 City-specific 71:9 clarification 61:21 clarify 35:8	61:16,18 62:1 clarity 24:25 Clark 58:14 59:22 66:18 clear 62:17 clearly 21:10 Clerk 3:7,12 3:17,21 4:1 4:12 6:7,17 15:2,2,11 73:13,19,24 74:4,10,15 74:22 75:2 clients 53:21 close 11:3 28:5 51:9 closely 13:21 19:5 49:24 52:2,11 53:17 closing 44:21 co-bond 39:6 co-senior 39:2 Code 5:2 41:17 colleagues 3:10,16,20 3:24 4:3 6:9 35:13 44:7 64:18 73:22 74:13 color 60:10 61:6 66:3 67:7 69:20 70:12,13 combined 10:3 come 2:22 16:11 18:4 19:17 27:15 36:8 51:6 70:6 comes 13:23 47:21 coming 12:7 21:16 31:23 comment 20:13 comments 5:24 6:10 49:9 Commerce	45:7 51:21 52:8,11 53:1 70:21 commitment 42:14 43:14 43:19,22 44:24 46:20 46:23,25 51:11 63:7 63:12,17,21 64:14 65:22 68:7 committed 45:3 Committee 1:2 2:3 4:4 4:8 8:2 10:9 22:8 37:25 40:8 41:13 42:20 43:18 58:21 62:16 71:24 72:13 75:15 76:4,24 77:13 78:3 78:12 Committees 2:10,16 Commonw... 67:5,8 communities 44:6 46:19 47:8,20 50:9 59:5 59:15 60:10 60:14,16 61:5,6,7,8 64:4,18 66:2 70:12 70:15 community 43:15 44:15 46:4,11,13 46:21 47:1 47:2,3,12 49:24 51:13 52:9 53:6 57:2,11,13 58:18 59:3 59:10 60:25 61:4 62:4 63:22 64:5 64:8,17,21 65:7 66:5,7	compared 26:3 completely 25:4,7 complicatio... 31:11 comply 6:4 component 69:19 components 64:3 comprehen... 14:6 concern 57:1 concerned 16:22 35:11 conclude 7:12 concluded 78:12 concludes 10:13 42:6 78:2 conclusion 47:22 conditions 5:9 9:6 28:9 41:25 confident 61:3 Congress 13:2 connected 6:22 consenting 5:21 consider 12:2 considerati... 10:7 43:9 consistent 9:4 consisting 8:9 constructive 47:10 consultants 19:5 contained 79:3 context 34:10 continue 18:1 21:22 37:5 47:18 61:12 70:5 continued 16:6	continues 16:16,17 38:19 continuing 5:20 27:14 45:11 continuously 16:3 contributions 64:13 67:25 control 79:23 conversation 20:21 50:7 69:9 conversatio... 20:24 51:21 Cooper 62:12 67:10 core 69:18 corporate 43:6 57:23 Corporation 58:16 66:21 correct 50:18 79:6 corridors 52:14 Cortes 58:8 66:22 cost 9:16 10:4 23:4 24:17 24:24 25:9 25:24 26:6 26:14,19 34:7 44:21 53:10,15 costing 25:8 costs 8:17 Council 1:1 2:3,10,16 7:10 10:13 11:19 12:7 38:11 62:4 71:19 72:20 74:2 75:17 75:20 76:6 76:9 77:1,4 77:15,17 Councilman 1:10,11,12 1:13,14 2:2 3:9,14,19 3:23 4:2 5:10 6:12
--	--	---	---	--	--	---	--

Committee on Finance
February 9, 2021

Page 3

6:19,25	73:13,19,24	29:7 50:25	debts 30:12	25:15 63:8	46:15 63:11	68:18 72:22	entire 55:21
7:23 10:16	74:4,10,15	65:9	decide 14:24	different	dollar 49:15	dynamic	62:5
12:12,20	74:22 75:7	Crime 16:9	decided 23:3	11:14 18:25	dollars 32:10	24:10	entities 20:22
14:10 15:8	75:10 76:1	crisis 9:13	deciding	19:24,25	32:16		entitled 5:3,5
15:13,15,16	76:19 77:9	12:3 17:15	23:22	26:23	domain 68:6	<u>E</u>	41:18
15:21 18:23	Councilme...	18:5,22	deep 69:25	differently	Domb 1:12	E 79:1	entreprene...
19:21 20:17	10:18 15:7	24:15 48:19	defer 48:6	46:15	3:8,9 10:18	earlier 14:18	50:4 66:2
21:3 22:3	52:6	critical 9:11	52:3	difficult	15:12 22:6	33:6	68:1 69:20
22:19,22,24	Councilwo...	17:13 37:6	definitely	17:25 24:5	22:23,24	early 26:11	70:1,25
24:1 25:6	1:11,12,13	49:16	55:4	direct 79:23	25:6,13	29:11 31:18	entreprene...
25:13 26:2	22:14,21	critically	degree 50:6	directly 67:5	26:2,17,25	ears 21:18	65:25
26:17,25	29:1,16	18:3	delayed	Director	27:20 28:12	economic 9:6	environment
27:20 28:12	30:9,22	crush 54:12	29:12	11:25,25	28:18 33:14	9:13 12:3	24:8
28:17 32:4	32:1 37:19	crushed	deliberations	30:19 42:22	45:22,24	17:15 24:15	equity 64:9
34:9 35:1,4	52:24 56:16	48:23 50:21	31:17	43:5	47:23 48:11	economy	65:24
37:7,11,22	56:23 58:23	Cultivating	delivery 4:14	Disbursem...	48:13 50:12	16:19 19:18	Erie 50:15
39:15,20	59:8 60:7	69:21,22	Della 58:14	5:4	51:20 52:4	31:25 37:3	especially
40:1,5,11	61:19 62:1	curious 48:17	59:22 66:18	disclosure	52:16 53:7	education	49:15,25
41:9 42:9	62:19,21	69:15	demonstrate	39:9,16	53:23 54:5	44:20 50:1	Esperanza
45:20,24	66:8 67:19	current 14:13	43:23	disconnect	54:9 55:5,9	effect 19:16	45:7 53:2
46:16 47:23	68:9 69:1	14:14 56:11	dent 60:15,17	72:16	55:12 73:20	effects 23:6	58:9 66:22
48:8,11,13	70:16,19	currently 2:6	Department	discussing	73:21 78:8	effort 49:18	essence 69:24
49:8 50:12	71:5 73:15	2:11 9:1	51:22 52:12	30:19	Dominguez	57:11	essentially
51:20 52:4	74:1,17	13:2 47:14	depending	discussion	41:3 43:2	efforts 70:8	34:17
52:5,16	75:23 77:7	56:6	35:11	31:21	doors 44:18	eight 58:21	establish 4:5
53:7,23	78:10	customers	depends	discussions	45:16	66:16	Estimates
54:5,9 55:5	counsel 7:17	50:9	53:16 54:2	31:3	doubling	elected 50:10	16:4
55:8 56:13	39:7,16	cuts 30:3	54:3	disparity	46:23	email 38:2	et 4:25
56:20 66:12	counsels 39:9		deposit 5:7	42:6 69:14	draw 17:20	emerge 18:4	evaluation
71:16,21	counter	<u>D</u>	41:23	71:12	due 2:9 28:1	37:2	46:6
72:7 73:2	16:21	D 1:13	depositories	displayed 3:6	34:6	emerged	event 9:22
73:21 74:6	County 62:11	Daily 2:18	5:6 41:19	73:12	Dunn 6:17,21	31:16	12:3
74:12,24	couple 49:11	Dan 58:8,16	41:21 68:10	dissavings	6:23 7:13	emergencies	everybody
75:4,12,21	coupled	66:22,23	68:21	24:17	7:14,25 8:2	2:10	46:1 74:3
75:24 76:13	33:21	data 14:14	depository	distinction	10:17 11:17	enabled 11:9	evidence 79:3
76:15,16,21	coupon 25:19	date 18:14	42:2 43:10	33:8	12:18 13:8	20:5	example
77:5,8,21	course 32:11	David 1:13	deposits 5:3	distributed	14:15 15:19	enact 20:10	59:22 62:11
77:24 78:6	44:12	3:17 74:10	48:2	72:13	17:5 19:2	encouraging	examples
78:8,11	Court 79:13	day 73:10	Derek 1:10	distribution	20:8,23	60:21	65:3
Councilme...	covered	78:5	4:1 75:2	19:16	23:2 24:2	engagement	exceed 8:16
3:7,12,17	63:16	deal 16:24	description	District 19:22	25:10,18	20:21 63:23	excellent 28:7
3:21 15:12	covers 43:2	21:20	69:12	52:19,24	26:7,20	England 64:1	exchange
17:6 20:18	COVID 17:7	dealing 36:13	descriptions	dive 70:1	27:8,24	English 33:8	23:24
22:4,6,9,10	65:15	debt 8:23	68:13	diverse 59:17	29:4,13,22	enhancement	excited 28:4
22:23 28:18	COVID-19	9:14,21	determined	62:15	30:17 31:13	8:18	excuse 58:12
28:20 29:14	9:12 15:25	10:2 12:16	9:7 12:1	diversity	33:4,12	enhanceme...	execution
32:5 33:14	Cozen 7:16	13:6,12,17	development	38:14,20	34:14 35:2	17:19	4:13
35:3 37:12	38:16 39:6	14:25 18:6	4:17 8:8	59:20 61:24	36:15 38:12	enhancing	Executive
37:14,15	CRA 46:23	18:11 19:9	44:16 64:5	document	38:23 39:18	32:18	43:5
45:22 52:17	47:14 64:19	19:13 25:1	64:8,17	38:1,4	39:24 40:2	enjoy 78:4	exist 60:15
55:9,11,12	create 20:3	25:4 26:1	66:20	Doffries(ph)	40:9,16,24	enter 8:6	expanded
55:12 56:15	creating	33:15 34:4	dialogue	39:7	40:25 41:11	Enterprise	70:3
66:13 67:17	35:14	34:17,21	47:10	doing 21:24	41:14 42:10	45:8 58:14	expanding
68:18 71:17	credit 8:17	36:20	difference	24:24 36:18	42:18 68:17	70:23	50:2