

Milwaukee Harbor District
Board of Directors
May 9, 2023, 8am - 9:30am

In-person - UWM School of Freshwater Sciences Room 1099
Virtual - Zoom link below

AGENDA

1. Icebreaker/Introductions (Bynum)
2. Approval of Minutes (Bynum)
3. Treasurer's Report
 - a. Balance Sheet, Statement of Activity, Snapshot (Afsari)
4. Staff Reports and Action Items (Torhorst)
 - a. 2023-24 Budget preview
5. Board Committee Action Items (Bynum)
 - a. Board Nominations (Paulina Esperanza Gutierrez)
 - b. Board Contributions (Paulina Esperanza Gutierrez)
6. Next meeting date: June 20th, working meeting 4pm, rooftop board social 5pm. Location Godfrey & Kahn.
7. Adjourn

Harbor District's Board of Directors Zoom details

Join Zoom Meeting

<https://us06web.zoom.us/j/8973927846?pwd=ZCtMR2duWXM2OWZVK0ZMZERZZTJadz09>

Meeting ID: 897 392 7846

Passcode: 463717

One tap mobile

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Milwaukee Harbor District
Meeting of the Board of Directors
March 7, 2023

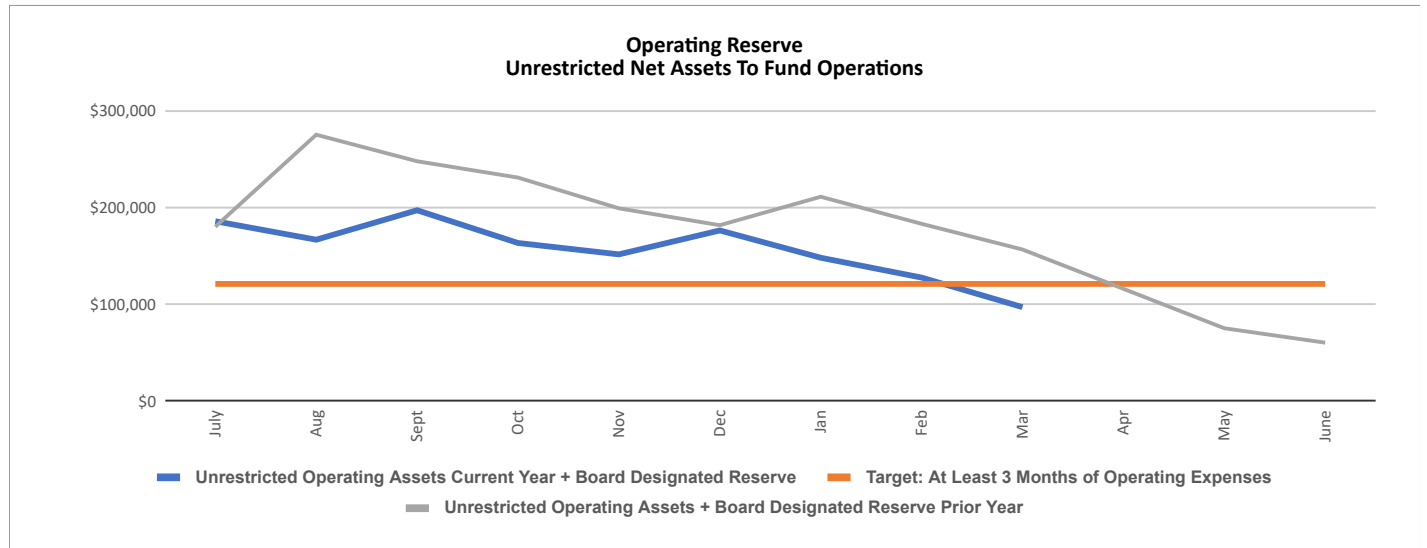
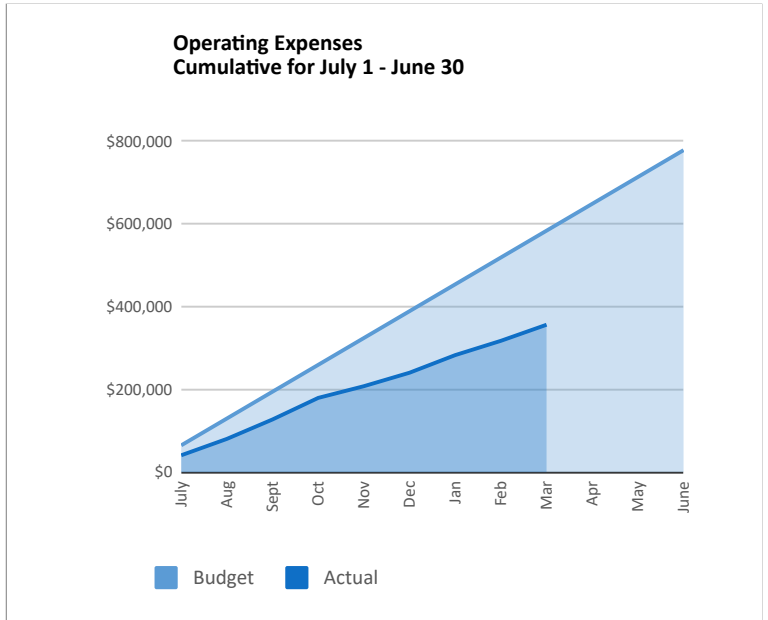
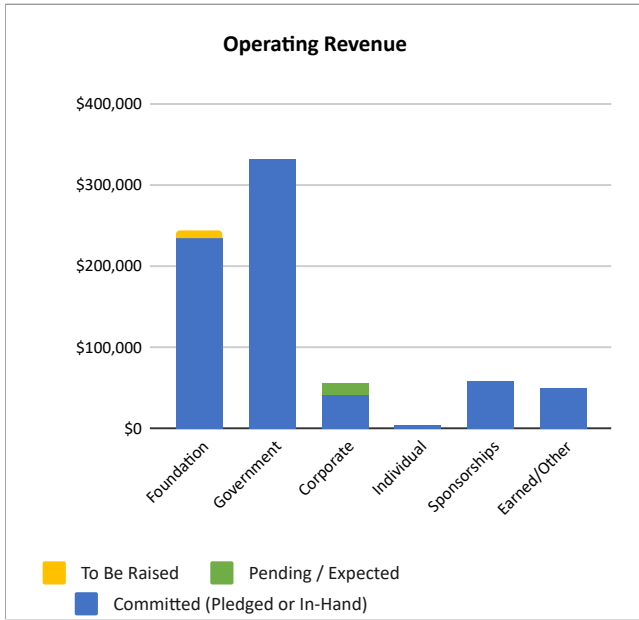
In attendance: John Koetz, Carolyn Esswein, Marvin Bynum, Tom O'Reilly, JoAnne Anton, Dan Druml, Kathryn Berger, Patricia Hoben, Tim Hoelter, Elmer Moore, Rosamaria Martinez, Ivan Gamboa, Paulina Esperanza Gutierrez, Tia Torhorst, Aaron Zeleske, Amy Narr, Nora Godoy-Gonzalez, Katie Stensberg

MINUTES

1. Approval of Minutes (Bynum)
 - a. Motion to approve the minutes from January 10, 2023 Harbor District, Inc. board meeting. Moved by Tim Hoelter, seconded by Paulina Esperanza Gutierrez, unanimously approved.
2. Treasurer's Report (Afsari)
 - a. Balance Sheet
 - b. Statement of Activity
 - c. Snapshot
 - d. No questions from board
3. Staff Reports and Action Items (Torhorst)
 - a. West Bank Update
 - b. Presentation on Riley Dual Language Montessori Green Schoolyard Project and Reaffirmation of Reaffirmation of electronic vote on MPS MOU (Zeleske)
 - c. Presentation of First Street Riparian Green Infrastructure (Zeleske)
4. Board Committee Action Items (Bynum)
 - a. Bylaw Changes (Gutierrez)
 - i. Motion to approve Bylaw Changes. Moved by Kathryn Berger, seconded by Tim Hoelter, unanimously approved.
5. Next meeting date: TBD
6. Motion to adjourn. Moved by Kathryn Berger, seconded by Elmer Moore.

Harbor District, Inc.

March 2023 Financial Snapshot



Highlights	
- 98% of budgeted operating revenue is pledged or in-hand (\$782k of \$801k budget), Komatsu request is outstanding.	
- Operating expenses are at 46% of budget at 75% of the year.	
- While Unrestricted Operating Assets is at \$97k, there are \$36k of Time-Restricted Cash on hand to support 23-24 operations.	

Balance Sheet Summary		
	2-mo Chg	Balance 3/31
Non-Fixed Assets	-14%	\$ 327,235
Fixed Assets	0%	\$ 1,296,815
Liabilities	128%	\$ 5,308
Net Assets	-3%	\$ 1,618,742

Harbor District, Inc. Statement of Activity March 2023 (75% of Fiscal Year)	Operating Budget 2022-2023					Non-Operating	Organizational
	Actual Mar-23	Actual Feb-23	Actual July - Mar	Budget (Annual)	YTD % Of Budget	Actual YTD	Total Actual YTD
Revenue							
4065 Foundation Contributions	0	0	207,500	244,300	85%	-107,500	100,000
4070 Government Contributions	3,065	13,101	27,142	331,797	8%	39,104	66,247
4073 Corporate Contributions	0	0	40,700	55,700	73%	0	40,700
4074 BID Contributions	0	0	0	0	n/a	0	0
4075 Individual Contributions	1,500	0	4,180	5,000	84%	0	4,180
4076 Sponsorships	0	0	59,000	59,000	100%	-17,850	41,150
4080 Earned Income	490	2,990	45,230	40,500	112%	0	45,230
4082 In-Kind Contributions	0	0	2,855	4,535	63%	0	2,855
4085 Interest Income	52	26	164	0	n/a	0	164
Total Revenue	\$5,107	\$16,117	\$386,771	\$740,832	52%	-\$86,246	\$300,525
Carryover Revenue from FY 21-22			60,548	60,548		377,490	438,038
Total Revenue + Carryover			\$447,319	\$801,380	56%	\$291,244	\$738,563
Expenditures							
7200 Salaries & related expenses	31,275	28,292	231,386	320,645	72%	0	231,386
7240 Benefits	2,192	207	8,350	9,731	86%	0	8,350
7250 Payroll taxes	2,182	2,210	17,653	25,650	69%	0	17,653
7540 Consultant & Professional Fees							
7520 Accounting fees	1,094	1,906	20,020	23,281	86%	0	20,020
7530 Legal Fees	0	0	0	3,000	0%	0	0
7542 Architecture & Engineering Fees	0	0	0	0	n/a	0	0
7544 Art, Photography, Graphic Design	0	0	4,140	5,800	71%	400	4,540
7545 Partner Contracts/Sub-Grants	0	0	1,150	162,000	1%	52,957	54,107
7546 Maintenance Services	0	0	0	0	n/a	0	0
7547 Security Services	0	0	0	0	n/a	0	0
7548 Other Professional Fees	0	0	6,730	131,899	5%	0	6,730
Total 7540 Consultant & Professional Fees	\$1,094	\$1,906	\$32,040	\$325,980	10%	\$53,357	\$85,397

Harbor District, Inc. Statement of Activity March 2023 (75% of Fiscal Year)	Operating Budget 2022-2023					Non-Operating	Organizational
	Actual	Actual	Actual	Budget	YTD %	Actual	Total
	Mar-23	Feb-23	July - Mar	(Annual)	Of Budget		
7550 Marketing & Advertising	90	90	4,079	9,300	44%	28	4,107
7560 Signage	0	0	113	1,747	6%	0	113
8000 BID Grants to Others	0	0	0	0	n/a	0	0
8110 Supplies Expense	230	242	10,001	17,300	58%	346	10,347
8130 Telephone & Internet	398	396	3,065	2,500	123%	0	3,065
8135 Meals and Entertainment	118	220	5,973	9,515	63%	251	6,225
8140 Postage, shipping, delivery	0	8	70	1200	6%	0	70
8170 Printing & copying	0	60	1,986	3,190	62%	788	2,774
8175 Software	13	238	1424	1,500	95%	1,318	2,742
8180 Books, subscriptions, reference	1	1	520	700	74%	0	520
8190 Dues & Contributions	350	0	2705	2500	108%	0	2,705
8195 Licenses and Permits	0	0	120	531	23%	0	120
8210 Rent, parking, other occupancy	699	705	7,017	8,385	84%	30	7,047
8260 Furniture Fixtures & Equipment	0	0	768	3,000	26%	0	768
8270 Equipment Rental	0	0	10,754	11,289	95%	0	10,754
8280 Boat, Bus, and Venue Rentals	0	0	3,832	3,960	97%	0	3,832
8310 Travel expenses	0	0	6,216	8,040	77%	0	6,216
8320 Conferences and Training	257	0	1,776	4,000	44%	0	1,776
8500 Misc expenses	0	0	0	700	0%	0	0
8520 Insurance - non-employee	0	0	5,854	6,020	97%	0	5,854
8591 Bank and credit card fees	18	16	216	600	36%	163	378
9000 Workers Compensation	0	0	888	1,300	68%	0	888
Total Expenditures	\$38,915	\$34,590	\$356,808	\$779,283	46%	\$56,280	\$413,088
Capitalized Expenses	0	0	0	0	n/a	0	0
Net Revenue with carryover	-\$33,808	-\$18,474	\$90,511	\$22,097		\$234,964	\$325,475

Balance Sheet
As of March 31, 2023

	<u>As of 3/31/23</u>	<u>As of 2/28/23</u>
ASSETS		
<u>Current Assets</u>		
1010 Checking account	123,935	131,103
1020 Savings account	175,373	175,323
1110 Accounts receivable (Short-Term)	21,326	49,966
1450 Prepaid Expense	6,601	1,456
Total Current Assets	\$327,235	\$357,848
<u>Long Term Assets</u>		
1110 Accounts Receivable (Long-Term)	\$0	\$0
<u>Fixed Assets</u>		
1620 Leasehold Improvements	1,421,981	1,421,981
1640 Furniture, Fixtures, & Equip	6,386	6,386
1650 Fixed Assets in Progress	44,500	44,500
1720 Accum Deprec- Leasehold Improvements	-172,676	-172,676
1745 Accum deprec- Furn, Fix, Equip	-3,375	-3,375
Total Fixed Assets	\$1,296,815	\$1,296,815
TOTAL ASSETS	\$1,624,050	\$1,654,663
LIABILITIES AND NET ASSETS		
<u>Liabilities</u>		
2110 Accounts Payable	0	0
2180 Accrued Vacation	5,308	2,324
2400 Deferred Revenue	0	0
Total Liabilities	\$5,308	\$2,324
<u>Net Assets</u>		
3020 Unrestricted Operating Assets	80,179	110,718
3030 Board-Designated Operating Reserve	17,186	17,186
3040 Unrestricted Fixed Assets	1,296,815	1,296,815
Total 3000 Unrestricted Net Assets	\$1,394,180	\$1,424,719
3100 Temporarily Restricted Net Assets	224,562	227,620
Total Net Assets	\$1,618,742	\$1,652,338
TOTAL LIABILITIES AND NET ASSETS	\$1,624,050	\$1,654,663

Milwaukee Harbor District Staff Report March - May 2023

Greenfield to KK Harborwalk (in front of Komatsu):

The City will be issuing the request for construction proposal any day. Please watch our LinkedIn profile to share the opportunity with partners when it is issued.

West Bank Harborwalk:

We have still not heard from the EPA regarding the \$1m environmental justice capital. Work continues in hopes we can be ready if it is announced. Aaron and Tia had several conversations with MMSD staff regarding riverwalk construction on District property. We have worked with our consultant, Walbec, to address their concerns and ensure our design meets their needs to access the property. MMSD is open to a MOU to allow Harbor District to manage the three parcels construction with a construction management team so that pricing efficiencies can be achieved. Operation and maintenance agreements are being researched.

Kinnickinnic River Bike Trail Connections:

The project kicked off in earnest in April. Katie, Tia and Nora are working with businesses along the proposed connection to collect information that will be useful for design by the Smith Group. We are also convening a community advisory committee made up of residents of the Harbor District and southside, biking employees of the district and bike-access focused leaders. If you would like to provide feedback on biking conditions along the proposed trail, please do so via [Social Pinpoint](#).

Riverwalk Habitat Projects:

Aaron has been working with a consultant on fish habitat improvements to be installed at Boone and Crockett. We have three concepts, two of which are feasible after consultation with the property owners and DNR permitting staff. The consultant has prepared a permit application that will be submitted shortly. Aaron has had several consultations with Area of Concern DNR staff to ensure that our project will not impact contaminated sediment cleanups.

Aaron and Tia have had several meetings with Darren Miller, owner of a property on the Kinnickinnic River across the street from St. Mary's Cement. Concepts for shoreline restoration and floating habitat islands that can be implemented within grant timeline and budget are being finalized. Next steps include addressing permitting concerns to move the project with a possible fall order of the product. It will be shipped from the company's headquarters in Europe along with expansion pieces Chicago's Wild Mile is ordering for their floating habitats.

Ecological Breakwater

The grant from the National Fish and Wildlife Foundation is still under secondary review. In April, they sent several clarification questions that Aaron responded to. We hope to have the grant agreement in the next several months. We are forming an advisory committee to provide initial ideas and feedback to ensure both the short and long term strategies are aligned for this complex project.

First Street Riparian Green Infrastructure

In partnership with the City of Milwaukee Department of Public Works, Aaron completed and submitted an application that secured a MMSD's Green Infrastructure Partnership Program for \$345,513 for construction of the project. Aaron also completed the second of two rounds of applications for National Fish and Wildlife Foundation's Sustain Our Great Lakes program, for \$528,385 that will go toward design and construction. Together with a pledge of \$200,000 from the City, the project will be fully funded if awarded the NFWF grant.

Riley Dual Language Montessori Green Schoolyard Project

We executed the MOU agreements with MPS that arranged a sub-grant of funds from Harbor District for construction. MPS bid the project out and awarded a contract. Construction will begin immediately following the last day of classes and be completed for the 23-24 school year.

Harbor View Plaza

The kayak launch was installed for the season in mid-April! Staff spent a day giving the plaza a spring clean-up serendipitously timed to welcome visitors watching the first Viking cruise ship visit of the season. We also met an inhabitant of the District who wintered with us.

Harbor Fest Planning

Save the date! Sunday, Sept 24 11am - 3pm. Please consider sponsoring Harbor Fest! If you have companies you think would be open to being approached for a sponsorship, please let Tia know. Sponsorship begins at \$500.

Summer en La Plaza

Summer en La Plaza is a series of gatherings hosted by individuals, neighbors, artists, entrepreneurs, or community groups to bring the plaza to life, fully utilize the space, and introduce new people to the space. Harbor District provides access to the plaza and it's amenities (electricity, port o'potties, etc), join marketing of the event and \$1,000 sponsorship to support the event. Nora reached out to ~100 different nonprofit organizations, local business owners, artists, and community members to apply for Summer en La Plaza mini grants. On Friday, April 21, we hosted Pitch Night where 13 organizations presented their ideas to a panel of judges made up of NAC members, Tia, Nora, and Common Council President Perez. We hope to announce the winners soon.

Social media

In April we highlighted Arab American Heritage Month, promoted the Earth Day, Milwaukee Riverkeeper Cleanup, Summer en La Plaza Pitch Competition, National Pet Day, Earth Day, Denim Day, Outreach events Tia and Nora spoke at, Komatsu Cleanup and Local News Fridays.



MILWAUKEE BUSINESS JOURNAL



2022 BEST PLACES TO WORK

Heather Nelson



President

Providing stellar service and helping customers achieve their business goals are two things Heather enjoys most about her role at Spring Bank, which she joined in 2010.

With more than 20 years of experience in the banking industry, Heather has worked at both large regional banks and smaller community banks as a teller, personal banker, manager and commercial lender. Throughout her career she has been able to work with many small businesses, providing insight and expertise to help her customers succeed.

Heather is involved in many non-profit organizations in the community that focus on protecting and educating children. She received her bachelor's degree from University of Wisconsin-Madison and subsequently her MBA, while working, from the University of Wisconsin-Milwaukee.

NMLS# 454561

Jolena Presti

Jolena Presti is a managing director with Baker Tilly's public sector advisory practice.



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Education

Master of Public Administration
Master of Urban Planning
University of Washington
Seattle, Washington

Bachelor of Arts, business
administration, marketing
Lakeland University
Plymouth, Wisconsin

Jolena has been with Baker Tilly since 2019 and has more than 20 years of experience in the development and advancement of innovative strategies in economic development, P3 real estate project program development, advancement, and funding solutions for development initiatives, and redevelopment project consulting solutions for clients nationwide.

Areas of focus

- Develops and advances innovative economic development strategic plans and action strategies for economic development, redevelopment, public-private partnerships (P3) and long-term planning initiatives.
- Performs financial analysis of economic development strategies, P3s and development initiatives to optimize available project financing options.
- Advises on complex project implementation strategies focused on advancing client growth initiatives, often engaging in multi-partner initiatives.
- Develops and implements layered funding strategies including incentives, grants, tax programs and private funding programs that impact client's growth initiatives.
- Provides application and feasibility reviews for federal and state tax credit, financing, and funding programs, including tax increment financing (TIF) strategies and projections and consults on redevelopment and TIF agreements.

Experience

Managing Director – Baker Tilly, US, 2019- present

Team leader on Baker Tilly's Public Sector Advisory team specifically focused on economic development and housing.

Develop and advance innovative housing and economic development strategic plans and action strategies for economic development, redevelopment, public-private partnerships, and long-term community and economic development planning and incentive programs.

Develop detailed plan implementation and funding strategies to advance a community's vision and goals – specialize in state and federal funding to redevelop blighted, contaminated, and underutilized areas of neighborhoods and commercial districts. Perform analysis of

economic development strategies and development initiatives to optimize available project financing options.

Identify incentives and tax programs that impact client's growth initiatives.

Work closely with public and private sector leaders to advance growth and development through effective relationship management, problem solving, and interpersonal skills.

Advise on complex project implementation strategies focused on advancing client growth initiatives, often engaging in partnerships across public, private and nonprofit sectors.

Recruit, hire, evaluate, train and mentor team members to higher performance levels while encouraging professional development and progression.

Principal • Vandewalle & Associates, Madison and Milwaukee, WI (2004-2019; Associate 2004-2009)

Managed and led Milwaukee office of Madison-based, Midwest focused urban planning and economic development consulting firm. Specializing in redevelopment planning and implementation including creative financing strategy, and long-term planning.

Leadership role internally and with clients in firm leadership and team development; client project team development and collaboration; detailed planning and implementation (physical and financial) strategies; and building project momentum for ongoing new development and investment in public and private initiatives.

Established and maintained long-term, mutually beneficial relationships with a portfolio of clients most typically in municipal leadership roles such as mayors, city administrators, and economic development organization leadership.

Developed TIF strategy and TIF district project plans, statutory redevelopment plans, site specific reuse strategies, comprehensive plans, downtown plans, special district redevelopment plans and implementation strategies.

Industry involvement

- Industrial Asset Management Council (IAMC)
- International Economic Development Council (IEDC)
- Mid-America Economic Development Council (MAEDC)
- Wisconsin Economic Development Association (WEDA)
- American Institute of Certified Planners (AICP)
- American Planning Association (APA), National and Wisconsin Chapters

Recent projects

The Enterprise Center, Philadelphia, PA– Economic development strategy. The Enterprise Center (TEC) engaged Baker Tilly to develop an economic development and real estate strategy for the 52nd Street commercial corridor. Baker Tilly's work began by assisting TEC in preparing a successful application to the U.S. Economic Development Administration (EDA) which secured \$230,000 in federal funding for the project. Baker Tilly's scope included engaging with local stakeholders, conducting a detailed data analysis to better understand the corridor's market conditions, developing strategies to eliminate vacancies, identifying tools to diversify the corridor's business mix, and assisting TEC in leveraging alternative financing tools to redevelop key sites. Redevelopment and a capital campaign are underway for private and public sector involvement in corridor revitalization.

St. Louis Development Corporation, St. Louis, MO – Inclusive economic development incentives framework. The city engaged Baker Tilly to develop a new incentives process for projects to achieve financial feasibility and provide a public good aligned with SLDC/City of St. Louis vision for equitable and inclusive economic growth. Baker Tilly provided an evaluation of the public benefits of real estate and business development incentives to provide recommendations of adequate fiscal and social investment (tax abatement, TIF, sales tax exemption, etc.) for projects to achieve financial feasibility and provide a public good aligned with SLDC/City of St. Louis vision for equitable and inclusive economic growth. Deliverables include a financial model for incentives analysis and an economic incentives scorecard to promote transparency and inclusive project advancement.

Milwaukee County, Milwaukee, WI – Mitchell Park Domes business plan analysis. Working with Milwaukee County departments, in 2022 Baker Tilly, in collaboration with Husch Blackwell, conducted analysis of the 2019 Task Force Business Plan and Conceptual Design to determine financial feasibility of the Plan and specific due diligence and recommendations related to the proposed capital stack, give the passage of time and post-COVID-19 changes to credits, incentives, and financing programs. Conclusion of this work included a path forward to advance next steps with the Domes as a community amenity.

Baton Rouge, LA - Memorial Park Real Estate Development – Working with public and private partners, Baker Tilly scope includes economic development strategy, project planning, alternative energy and utility district planning, funding strategy, and implementation for a nearly 70 acre blighted recreation, Army, railway property. The site will be repurposed for a planned \$1 billion mixed use destination – health, wellness, sports/recreation, and employment district. This is an ongoing project.