

**THE CALIFORNIA DEBT LIMIT ALLOCATION COMMITTEE**  
**September 26, 2007**  
**Executive Summary**  
**REQUEST FOR A QUALIFIED PRIVATE ACTIVITY BOND ALLOCATION FOR A**  
**SMALL-ISSUE INDUSTRIAL DEVELOPMENT BOND PROJECT**

*Prepared by Richard C. Fischer*

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**Applicant:** Industrial Development Authority of the County of Alameda

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**Allocation Amount Requested:** \$2,675,000

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**Project Name:** **Unique Elevator Interiors, Inc.**  
**Project Address:** 1930 North Loop Road  
**Project City, County, Zip Code:** Alameda, Alameda, 94502

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**Project Sponsor Information:**  
**Name:** Crawford & Irion, LLC  
**Principals:** Thomas Irion, Timothy Crawford, Loretta Irion and Donna Crawford

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**Project User Information:**  
**Name:** Unique Elevator Interiors Inc.  
**Principals:** Same individual names as above

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**Project Financing Information:**  
**Bond Counsel:** Lofton & Jennings  
**Underwriter:** Westhoff, Cone & Holmstedt  
**Credit Enhancement Provider:** Comerica Bank  
**TEFRA Hearing:** July 31, 2007

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**Description of Proposed Project:**

<b>Principal products to be manufactured:</b>	Manufactures and installs custom elevator interiors
<b>Number of jobs created:</b>	41
<b>Number of jobs retained:</b>	19
<b>Jobs-to-bond ratio:</b>	\$64,634
<b>Estimated total development cost:</b>	\$3,532,500

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**Legal Questionnaire:**  
The Staff has reviewed the Applicant's responses to the questions contained in the Legal Status portion of the application. No information was disclosed to question the financial viability or legal integrity of the Applicant.

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**Total Points:** 30 out of 85

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**Recommendation:**  
Staff recommends that the Committee approve \$2,675,000 in tax-exempt bond allocation.

**DESCRIPTION OF PROPOSED PROJECT:**

- **Description of project, renovation or new construction, the number of square feet to be constructed/renovated:**  
The purchase of a newly constructed 17,430 square foot concrete tilt up facility.
- **Type of equipment being purchased:**  
New equipment will consist of woodworking and metal fabrication equipment.
- **Principal products to be manufactured:** Unique Elevator Interiors manufactures and installs custom elevator interiors using highly skilled metal fabricators skilled in the fabrication of exotic metals such as bronze, stainless steel and nickel silver.
- **Purpose of the project:** The Company can no longer operate efficiently in its current location in Oakland. The new building in Alameda provides the kind of space and facility that are needed and meeting the most current level of environmental materials and design.
- **Estimated total development cost:** \$2,675,000
- **Relocation:** Yes. The Company is moving from Oakland to Alameda. There will not be any job loss.
- **Sources of funds:**

Tax-Exempt Bond Proceeds	\$2,675,000
Taxable Bond Proceeds	\$ 0
Project Sponsor Equity	\$ 0
Other Sources	<u>\$ 857,500</u>
Total Sources	\$3,532,500
- **Uses of funds:**

Acquisition of Land	\$ 413,740
Acquisition of Existing Buildings	\$2,586,260
New Equipment Purchase & Installation	\$ 200,000
Bond Issuance Expenses	\$ 85,500
Letter of Credit or Bond Insurance Fee	\$ 47,000
Other (Tenant Improvements)	<u>\$ 200,000</u>
Total Uses	\$3,532,500

**DESCRIPTION OF PUBLIC BENEFITS:**

- **Distressed community location:** Not applicable
- **Total number of new jobs to be created and jobs to be retained within two years of project completion:**

	Jobs Created	Jobs Retained	Total after two years
Management:	4	6	10
Skilled & Semi-skilled:	34	11	45
<u>Unskilled:</u>	<u>3</u>	<u>2</u>	<u>5</u>
<b>TOTAL</b>	<b>41</b>	<b>19</b>	<b>60</b>

- **Total jobs/Allocation ratio:** 1 job per \$64,634 in allocation

**EVALUATION SCORING:**

Point Criteria	Maximum Points Allowed	Points Scored
<u>Community Economic Need:</u>		
1. Unemployment Rate of Project Area	10	0
2. Poverty Rate of Project Area	5	0
3. Special Designation Area	5	0
4. Median Family Income of Project Area	5	0
Job Creation Ratio (1/\$22,121)	25	5
Welfare to Work Program Participation	5	5
Employee Benefits	5	5
Average Hourly Wage	5	5
Land Use	5	5
Transit Corridor	5	5
Energy Efficiency	5	0
Leveraging	5	0
<b>Total Points</b>	<b>85</b>	<b>30</b>