Dear Citizens of Tulsa,

In 2008, I was appointed to the Tulsa Development Authority (TDA) and in 2009 I had the honor of being appointed TDA chairman. Since that time, through our ongoing collaborative efforts as commissioners and community stakeholders, Tulsa’s downtown and north side neighborhoods have experienced some exciting changes – new office buildings, hotels, restaurants, housing, parks and a new One-Ok stadium.

Many individuals, organizations and developers have fueled this growth, including TDA. Using the assets that we had available, the initial revitalization efforts were centered around three projects – Riverbend Gardens, One Place and the Metro at Brady. Those projects complemented the BOK Center and once they were under construction, you could feel the resurgence of downtown Tulsa.

Since 2009, TDA has continued to drive or partnered with others in more than twenty (20) new or revitalized commercial and residential land parcels or properties inside and outside the Inner Dispersal Loop (IDL). We consider it an amazing achievement. Yet, more often than not, TDA’s role in these shining new additions/improvements is known only by the Project Developers.

In this presentation, I believe you will see that TDA plays a critical/crucial role in bringing concepts to fruition. We hope this report to the Community will assist you in learning more about TDA and help you to better understand what TDA does and how it may help you or your organization realize your business or civic goals.

I want to thank the TDA Board of Commissioners, TDA staff, the Mayor’s office and other key stakeholders for their collaborative efforts.

Signature

NEED SIGNATURE!
Julius Pegues, Chairman
Tulsa Development Authority
The Tulsa Development Authority is rooted in more than 50 years of the City’s history. Formed as the Tulsa Urban Renewal Authority in 1959, it sought to identify, remove and reinvigorate blighted areas through federal funds.

Although the urban renewal funding program ended in 1974, over the decades, the Authority’s role expanded to cover diverse areas including neighborhood improvement, code enforcement, flood area acquisition, and home rehabilitation. Presently, it focuses on land acquisition and sales for targeted economic development.

In 1985, the Authority adopted its present name. A five-member Board of Commissioners appointed by the Mayor and confirmed by the Tulsa City Council oversees its activities.

TDA has helped make possible some of the city’s largest improvements. One example: The ONEOK baseball park may not have been built if not for the donation of almost seven acres by the Authority to the baseball trust. Additionally, the John Hope Franklin Reconciliation Center became a reality because TDA sold three acres of property in the Greenwood District of downtown Tulsa.

Other well-known projects TDA has helped to reality include Center Plaza apartments, the Downtown Doubletree Hotel, and the Williams Center complex, which in part includes an office tower, the Tulsa Performing Arts Center, and the Hyatt Hotel.

It helped with preservation of the Union Depot, a joint project with Williams energy company; the historic Greenwood Cultural Center, a partnership with the Greenwood Chamber of Commerce; the early phases of the Greenwood Cultural Center, and the Brady Heights District.

TDA’s decision to transfer 160 acres made possible the University Center at Tulsa. It helped assemble sites to construct the new Emerson Elementary School and to expand Carver Middle School and Booker T. Washington High School. It has helped in city park expansion. Other projects in which TDA has played a vital role through land sales or acquisition include Tulsa Regional Medical Center, the Salvation Army, Tulsa Food Bank, EMSA’s headquarters, community churches, labor unions and numerous housing projects.

It is now a key force in reshaping an exploding downtown Tulsa. Twenty of the 48 recent, current and upcoming downtown residential, retail and office projects are due to TDA involvement.
THE MISSION OF THE TULSA DEVELOPMENT AUTHORITY IS TO IMPROVE TULSA THROUGH PROGRAMS AND PROJECTS DESIGNED TO UTILIZE PRIVATE AND PUBLIC RESOURCES THAT ADVANCE THE PHYSICAL, SOCIAL AND ECONOMIC WELLBEING OF CITIZENS AND NEIGHBORHOODS THROUGHOUT THE CITY. TO THAT END, OUR PEOPLE ARE THE KEY TO REALIZING THAT DREAM.
TDA: Its Role

The Tulsa Development Authority collaborates with planning bodies, city government and visionary developers. TDA drives the improvement of targeted, deteriorated areas that offer potential for residential and commercial redevelopment.

TDA works in the following ways:
1. Restoring Land Value by Removing Blighted Buildings
2. Creating Opportunities for Revitalization by Selling Surplus Land
3. Assisting the City of Tulsa in Selling Unused Lands
4. Improving Infrastructure and Beautification Processes by Managing Tax Increment Funds (TIFs)
5. Driving New Multi-Family Residential Projects by Administering Downtown Development Funds
6. Providing Vision and Planning for Areas Targeted for Improvement

As a designated, independent Authority, its mission includes safe and sanitary housing, providing attractive infrastructure and streetscaping to attract development, and overseeing new projects to assure they are completed in a reasonable time and meet the needs of the area in which they are being built.

FIVE WAYS TDA HELPS REVITALIZE TULSA

THE TDA PROCESS

TDA’s involvement in a project does not end with a land sale. It becomes a working partner with the visionary developers who purchase lands or buildings.

TDA ensures ideas become reality by participating in the building process every step of the way. With its mantra of “the highest and best use” for each property, TDA works to assure each project meets the city’s needs for new housing, retail service and office space. Developers are required to present an architectural plan and any plan changes to the TDA board for approval. Critically, developers must complete the project in a reasonable time.
TDA: Change Agent

A plan is no more than words on paper until someone takes action. In the past six years, Tulsa, particularly its downtown, has experienced a tremendous building revival that many hoped for, but few imagined would ever happen.

Although many players have contributed to the seemingly overnight rebirth of Tulsa’s urban core, the Tulsa Development Authority has been a genuine change agent. Yet few outside city planning offices and property developers may be aware of TDA’s role.

Since 2010 — through TDA — the burgeoning area within the Inner Dispersal Loop has gained: 989 new residential units, 4 new hotels, 4 restaurants and retail places.

Quietly, persistently and patiently, TDA has carried out its mission. It has purchased blighted and dilapidated sites and worked with developers to carry out the ideas voiced by citizens, city government and community leaders. Similarly, it has helped the City find buyers for its unwanted properties, adding to this mix. It has enhanced tax increment fund (TIF) districts with infrastructure and streetscaping. And in three north side neighborhoods, it has helped create safe and sanitary housing by partnering with other community organizations and businesses.

Since 2008, “we’ve been on the move,” said Julius Pegues, who was appointed TDA chairman that year. A new, strong working board along with executive director, O.C. Walker, a former city planner, reviewed massive planning documents including the citizen-driven comprehensive plan It Tulsa, small area plans and sector plans, and housing and hotel studies.

They discovered tremendous opportunities. “We had the assets, but we just weren’t developing them,” Pegues said. TDA already had 180 parcels that could find new life if matched with the right project. Two studies commissioned by the City of Tulsa’s Economic Development Commission on the downtown area showed a strong demand for both rental and for-sale housing — 1,625 and 3,125 units respectively — and for at least 1,800 additional hotel rooms.

After studying the TDA’s holdings, the board developed a strategy to redevelop unused parcels ripe for new construction and buildings that could be adapted for the uses citizens said they wanted — condominiums, apartments, and locally owned stores and eateries. Then TDA began issuing Requests for Proposals (RFPs). The first: One Place, an office-hotel-retail complex to be built on a TDA block of land facing the new BOK Center. Second: The Metro at Brady Arts District, a five-story apartment project adjacent to an earlier TDA-incentivized project, the Tribune Lofts. Third: Riverbend Gardens at 11th Street and Denver Avenue, where the land would provide space for 40 affordable townhomes.

Through more than 20 additional projects since then, TDA’s mission has always been to focus on ‘the highest and best use’ of land and property. But unlike other development, TDA’s role did and does not end with the sale. And land or buildings do not lie fallow. Developers must meet TDA’s high standards by adhering to the submitted project and agreeing upon timelines and completion dates. If a project presents challenges, TDA and developers work together to overcome them.

The result? A November 2014 report by Tulsa Regional Chamber on downtown building activity shows that 21 of the 48 recently completed or projects in process were the products of TDA involvement. Since 2010 — through TDA — the burgeoning area within the Inner Dispersal Loop has gained 989 new apartment residential units, 4 new hotels with more than 542 guestrooms, and 4 restaurants and retail places that accompany many of them.
Along with The Metro at Brady and One Place, other notable achievements have included the Detroit Lofts, East End Village, The Lofts at the YMCA, and Vandever Lofts. These projects would not have been possible without the TDA-administered Downtown Housing Fund. Through it, potential developers may be eligible for up to a $1 million, interest-free loan. It has been the critical factor in encouraging lenders to extend the needed funding to make projects possible.

Additionally, TDA has played a vital role in enhancing the look and feel of targeted growth areas by administering five Tax Increment Funds (TIFs). Almost $2.4 million in streetscaping, including lighting and landscaping, sidewalks and curbs have added immeasurably to the character and appeal of revitalized TIFs in the Brady Arts District and Blue Dome District. Visitors will see TDA’s touch everywhere from the Guthrie Green to The Arts and Humanities Council’s Hardesty Arts Center (AHHA), to qualifying commercial sites such as the Fairfield Inn, Griffin Communications and Hogan Assessments, and along Elgin Avenue as it approaches ONEOK Field. In conjunction with the Tulsa Parking Authority, it provided $1 million to build the Williams North Garage. It also funded Central Park intersection improvements at Sixth and 11th streets along Peoria Avenue, and at 10th, Street and Elgin Avenue. Such enhancements not only improve TDA-related projects but also encourage other private development.
The Tulsa Development Authority administers five of Tulsa’s TIFs – Tax Increment Funds:

- Blue Dome District
- Brady Village
- Central Park (expired)
- North Peoria
- Tech area (expired)

It has provided landscaping, lighting, sidewalks, curbs and parking. Two of its largest TIF projects have been a $1 million William North Garage in the Tech TIF, and an ongoing $1.3 million streetlighting project in the Blue Dome area.

### TIF Activity 2010-2014

- **Central Park**
  - $3,113,000
  - Intersection Improvements
  - Expired but dollars still available

- **Brady**
  - $1,692,000
  - Sidewalks, Curbs, Trees, Lights

- **North Peoria**
  - $574,000
  - Park Improvements

- **Blue Dome**
  - $84,000 to date
  - Streetscaping, Street Lighting

- **Tech**
  - $367,000
  - Central Park Intersection Improvement
  - Expired but dollars still available
1. **Detroit Lofts**  
107 N. Detroit Ave.  
Conversion/Downtown Development Fund  
Developer: Brickhugger LLC  
Historic building turned into 16 loft apartments with garage parking and 2 commercial restaurant spaces: The Rusty Crane and Z’s Tacoshop and Market  
**Completed:** 2010  
**Cost:** $5.5 million

2. **The Metro at Brady Arts District**  
10 E. Archer St.  
New Construction/TDA land sale and Downtown Development Fund  
Developer: American Residential Group  
Adjacent to the Tribune Lofts, an earlier renovation by the developers, the five-story building added 75 units, including four “live-work” units. The two buildings share a swimming pool, two-story parking garage and clubhouse.  
**Completed:** 2011  
**Cost:** $12 million

“**I was looking for a place near work. And there was allure to no one ever living in the apartment before. With the Guthrie Green, the art museums, and the art crawls, there’s activity and vibrancy. My bedroom faces the Center of the Universe and I can see the south scoreboard of Driller Stadium from my window. I like downtown living; it makes me feel more urban than I actually am.”** – Tom Taylor, Metro on Brady Lofts resident

3. **One Place, Phase I**  
201 S. Denver Ave.  
New Construction/TDA land sale  
Developer: One Place, LLC  
Phase 1 includes mixed-use development including an 18-story office tower occupied by Cimarex Energy, and a five-story building along Denver occupied by Northwestern Mutual Life Network and Check6.  
**Completed:** 2012  
**Cost:** $70 million
4. Riverbend Gardens
611 W. 11th St.
New Construction/TDA land sale
Developer: Arrington Developers
Designed to cater to qualifying low-income families, it includes 40 townhouses with two-bedrooms, a front porch, garage and back patio, along with a picnic area and a community facility.
Completed: 2012
Cost: $5.6 million

5. Aloft Tulsa Downtown
200 Civic Center
Renovation/Conversion of former City Hall/ City property sold via TDA
Developer: Brickhugger, LLC
180-room hotel with two 300-person capacity banquet rooms, Wxyz bar and pool, commercial restaurant space.
Completed: 2013
Cost: $25 million

6. GreenArch Lofts
10 N. Greenwood Ave.
New Construction/TDA land sale
Developer: GreenArch, LLC
Mixed use project with 70 apartments — studio, one-bedroom and two-bedroom; 9,000 square feet of ground floor retail; and a dedicated parking lot across Greenwood Avenue.
Completed: 2013
Cost: $9 million
7. **100 Boulder**
First to Second streets on South Boulder Avenue
New construction/City property sold via TDA
Developer: 100 Boulder LLC, Mapview and 21 Century Investments
The project used a narrow strip of city-owned land beginning at West Second Street and South Boulder Avenue for 18 residential condominiums with private patios or balconies and adjacent parking.
**Completed:** October 2014  
**Cost:** $3 million

8. **Vandever Lofts**
16 E. Fifth St.
Renovation/ Downtown Development Fund
Developer: TDL NOW, LLC
A major renovation and conversion of Tulsa’s iconic Vandever’s Department Store into 44 loft apartments, condominiums and townhouses from studio to multi-bedroom sizes.
**Completed:** 2014  
**Cost:** $3.7 million

9. **Hogan Assessments**
11 S. Greenwood Ave.
New Construction/TDA land sale and Blue Dome TIF funds
Developer: Hogan Assessments
New 35,000-square-foot company headquarters for Tulsa-based firm.
**Projected Completion:** October 1, 2015  
**Cost:** $10+ million
“We wanted to own a property and big pieces of dirt are few and far between. Then here came TDA with an RFP. The site on Greenwood tipped every box. They are not turning property, they are truly focused on redevelopment of these properties into something valuable for the community.”

Aaron Tracy, chief operating officer, Hogan Assessments

10. Lofts at the YMCA
515 S. Denver Ave.
Conversion/ Downtown Development Fund
Developer: Brickhugger, LLC
Renovation of former downtown YMCA into 82 loft apartments with garage parking and mixed-use space.
Projected Completion: 2015
Cost: $9.7 million

11. Urban8
East Third Street and South Greenwood Ave.
New Construction/ TDA land sale
Developer: Tulsa Urban Development Group, LLC d/b/a URBAN8
Project includes eight, four-level high, owner-occupied units — seven flexible three-bedroom, and one two-bedroom. Each home includes a roof top penthouse with an outdoor living area, a two-car garage and optional elevator.
Projected Completion: December 2015
Cost: $5 million
12. East End Village  
Fourth to Fifth streets, Elgin to Frankfort avenues  
Conversion/Downtown Development Fund  
Developer: East End, LLC  
Description: The 74,000-square-foot project involved the redevelopment of the former Bill White Chevrolet property. Of that, 68,000 square feet has been converted in 83 loft apartments. The remaining 6,000 square feet in other buildings is being leased for two restaurants.  
Projected Completion: First quarter, 2016  
Cost: $10 million

13. Hartford Commons  
211 S. Greenwood Ave.  
New Construction/TDA land sale  
Developer: Hartford Commons, LLC  
161 multi-family units with 253 on-site parking spaces  
Projected Completion: Spring 2016  
Cost: $21 million

14. The Flats on Archer  
Northwest corner of East Archer Street and North Boston Avenue  
New Construction/TDA land sale  
Developer: Sattcom Investments  
Project involves five-story building for 61 residential units — 49 one-bedroom and 12 two-bedroom; with underground and second level parking; fitness center; fifth level outdoor living area.  
Projected completion: Summer 2016  
Cost: $8-10 million
15. One Place – Phase II, Hampton Inn
West Third Street and South Cheyenne Avenue
New Construction/TDA involvement
Developer: Promise Hotels
Part of One Place development. A nine-story Hampton Inn & Suites will include 122 guest rooms along with a swimming pool, deck and fitness area and off-street parking.
Projected Completion: Summer 2016
Cost: $17.3 million

It took two years for the owners of Pinkitzel cupcakes to find the right Tulsa location. A TDA sale that paved the way for One Place — with its mix of office and retail — also led to the right space in the new building for the young Oklahoma chain to expand. “We love Tulsa. It has an awesome vibe.”
Jonathan Jantz, owner, Pinkitzel

16. Brady Streetscaping
Brady Village and Blue Dome TIF districts
New Construction/TDA
Developer: Multiple
Sidewalks, curbs, trees, street lighting and other enhancements to Brady Village and Blue Dome TIF districts. Improvements to Guthrie Green, Fairfield Inn, Griffin Communications, AHHA – the Arts and Humanities Council’s Hardesty Arts Center, Hogan Assessments, Elgin Avenue and First Street.
Ongoing until Brady District TIF expires August 26, 2016
Cost: $2+ million

17. 120 Greenwood Village
Archer to Brady on Elgin
New Construction/TDA land sale
Developer: W3 Development, LLC
Six-floor mixed-use project in the Greenwood District, directly across from ONEOK Ballpark. It includes a 96-suite extended stay hotel by Towne Place Suites, ground floor retail, office space and 157 parking slots.
Completion Date: October-November 2016
Cost: $25 million
18. **First Street Lofts**
310 E. First St.
Conversion/Downtown Development Fund
Developer: Blue Dome Properties, LLC; Michael Sager; Ross Group
The five-story former Jacob’s Hotel has been transformed into 22 one- and two-bedroom residential lofts ranging from 700-1,700 square feet with a roof top deck, ground-floor restaurant and two retail spaces.

**Projected Completion:** Fall 2016
**Cost:** $6.5 million

19. **Fire Station No. 1**
411 S. Frankfort Ave.
Conversion/ City property sold via TDA
Developer: CORE Associates LLC
Plans call for the redevelopment of the fire station.

**Projected Completion:** Spring 2018
**Cost:** $670,000

20. **Hartford Building**
110 S. Hartford Ave.
New Construction/ TDA land sale
Developer: Blue Dome Anchor, LLC
Redevelopment and new construction for mixed use-space including 30,000 square feet of retail; 15,000 square feet of service, and 128 residential units.

**Projected Completion:** Fall 2018
**Cost:** 12.5 Million
Every citizen deserves safe and secure housing — and it is a key focus of the Tulsa Development Authority. Through its Neighborhood Development Program, it has identified deteriorated neighborhoods that can be reclaimed and reinvigorated.

Whether through land or property purchases, or providing special funding, the TDA has driven the re-creation of several housing projects in Tulsa neighborhoods. Since 2011, it has partnered with other organizations to transform three areas long needing attention.

**Crutchfield:** Located between Highway 75 and Utica from Pine to Admiral – A resident of the near downtown area – had for years led an effort to tear down abandoned houses to rid it of drug dealers. Working with the City through TDA, the Crutchfield Neighborhood Association cleared out dilapidated structures leaving 300 empty lots needing affordable housing. TDA worked with Habitat for Humanity by selling the lots to the nonprofit homebuilding organization for $2,500 each, making it possible in 2011 to construct seven lower cost, sturdy homes. “It’s a better, more healthy quality of life than we have ever had anywhere we’ve ever lived in Tulsa,” one new homeowner told a Tulsa television station.

**Wells Fargo:** In 2012, several Tulsa organizations working for safe housing cooperated to make home ownership dreams come true for low-income citizens. It began when Wells Fargo foreclosed on 18 north Tulsa properties, which it then donated to nonprofits for renovation. TDA was one of those partners, working on behalf of the City’s Rehabilitation Program. TDA, in partnership with the City of Tulsa’s Working In Neighborhoods (WiN) department, provided a $35,000 grant for rehabilitation costs including new siding, heat and air, bathroom and kitchen fixtures and appliances. Each first-time owner must qualify, based on income, through the Working in Neighborhoods program. After attending New Homeowner Training from the Tulsa Housing Authority, potential owners’ names were chosen by lottery to receive a home. New owners pay no mortgage, but must live and maintain the property for five years, when a lien on the home is forgiven.

**West Park:** Tulsa’s Kendall Whittier neighborhood is one of the city’s oldest. Once at the eastern edge of Tulsa, it included its own business center, but had declined as its population aged and the city moved outward. Fortunately, its 1991 Masterplan has led to re-growth. One project, located near East Fifth Street and South Lewis Avenue, was originally designated by TDA as West Park Urban Renewal area. It found new life in 2012 when the George Kaiser Family Foundation announced a $36 million plan to develop 7.5 acres in the West Park neighborhood. TDA acquired and eliminated several depilated structures, which in turn removed the criminal element. Completed in October 2013, it includes 128 mixed-income housing units, 20 University of Tulsa student-housing units, and 7,000 square feet of office and management space, and a major park renovation.
Bob Eggleston, One Oklahoma LLC

PROJECTS: ONE PLACE

Bob Eggleston came to Tulsa to oversee the building of the BOK event center. He stayed when he and a partner, Hank Pelligrini, decided to take advantage of this new downtown drawing card by building up the facing block on the east side of Denver Avenue. The result has been the $70 million One Place, a mixed use development that includes Class A office space for Northwestern Mutual Life, Cimerex Energy and Check 6. Phase II will be a new $17.3 million Hampton Inn, scheduled for completion in Summer 2016. A third yet-to-be-scheduled phase will include restaurants and retail space.

Working with the TDA “was a learning process; I had never done any developing myself, my background is as a builder. I love the TDA guys; they are great, great guys doing their best,” Eggleston said. Although the process is not always easy, “you respect the job they’re doing, and they do the same for what you are trying to do. …There was not a lot of investment going into Tulsa at the time. It was one of the biggest real estate developments in downtown Tulsa in 20-30 years, so it’s a bold, bold move and we needed them as partners. And they were.”

Steve Ganzkow, American Residential Properties

PROJECTS: THE METRO ON BRADY, HARTFORD COMMONS

Steve Ganzkow has longtime experience with the Tulsa Development Authority. In the early 2000s, he worked with TDA on the Renaissance apartments and the conversion of an old newspaper building into the Tribune Lofts. With that latter success, American Residential Properties decided to expand the concept by constructing an adjacent twin, The Metro on Brady. TDA helped bring the project to fruition first, by selling the land, and second, with a $1 million, no-interest loan. It was a courageous stand, Ganzkow said, because there was strong resistance to the idea. Today, Ganzkow is helping develop the 162-unit Hartford Commons.

Of the early days, Ganzkow said, “We were all going down a road without a road map. Nobody had a manual for urban development. They (TDA) were very patient, great people to work with; great staff… it was very cooperative effort with them. They always believed in the public purpose of what we were doing.”

Today it is much the same. “They have great leadership at the board level,” he said, always staying on the task to meet the goals of getting housing units and of facilitating projects.

What has been TDA’s influence on spurring downtown growth? “It’s hard to say,” he said, “but it’s got to start somewhere”. The difference, he noted, is that instead of saying why project won’t work, TDA says, “Sure, it will work.”
TDA: Board Commissioners

Julius Pegues, Chairman
Carl Bracy
Roy Peters, Vice Chairman
Nancy Lynn Roberts
Steve Mitchell
Jot Hartley, General Counsel
O.C. Walker, Executive Director

With the completion of an updated strategic plan, TDA will be moving its focus north. It will review and refresh earlier plans for areas of north Tulsa, in which changing demographics will require changing development concepts. A consultant will assist TDA in evaluating the needs of neighborhoods (blue boundary) and later those neighborhoods marked in orange.
O.C. Walker II, Executive Director
O.C. Walker has been TDA executive director since 2009. His previous experience includes eight years as city planner for the City of Tulsa and two for the City of Broken Arrow. In those positions, he focused on city planning, neighborhood development, community relations, economic development and property enhancement. He has a bachelor’s degree in construction management from Langston University, and a master’s degree in architectural/urban design from the University of Oklahoma. He serves on the board of Crossover Community Impact and the Tulsa Public Schools’ school bond committee.

Jane Malone, Executive Assistant
A paralegal for over 15 years, Jane Malone has worked with other private and public institutions, including the State of Oklahoma and the Tulsa Public Schools. She has been a leader and board member with the YWCA, Greenwood Chamber of Commerce, the Oklahoma Jazz Hall of Fame, and Neighborhood Housing Services of Tulsa, Inc. The city, the mayor and President Barack Obama have all recognized her accomplishments. In 2014, the Tulsa YWCA named her as one of the “100 Women with Moxie”.

Carol Young, Research Analyst
After retiring from 37 years as a city planner with the City of Tulsa Urban Development Department, where she monitored social, housing and physical projects, Carol Young returned to work part-time as a research analyst for TDA. She has also worked as a recreation director at military bases at Camp Benning, Georgia, and Camp Drake, Japan, and at Tulsa’s B.C. Franklin Park. She is a graduate of Tuskegee University.

NaTasha Bunch-Everly, Administrative Assistant
Bunch-Everly has 20 years of experience in office administration, more than 10 of which were in the hospitality industry. She is a graduate of the University of Phoenix and holds a bachelor’s degree in business management and a master’s in business administration. She is an active member of her church.

Jot Hartley, General Counsel
A member of the Hartley Law Firm, Hartley has been an attorney since 1977 after earning his Juris Doctor the same year from the University of Oklahoma. His wide experience includes civil, trial, appellate and federal practice, real property, corporation, taxation, eminent domain, commercial, probate, criminal defense, criminal prosecution and estate planning law. He also holds a bachelor’s of business administration from Oklahoma State University.
**FINANCIAL HIGHLIGHTS**

The Tulsa Development Authority ("Authority") has several sources of revenue. Some sources are restricted as to how they can be used, such as ad valorem and sales tax, federal and state grants, inter-governmental revenue, and payments from primary government.

Ad valorem and sales tax revenues are collected in the Authority's tax increment financing (TIF) funds and must be spent on eligible projects within the TIF boundary. The spending is reported by the Authority as a Capital Contribution to Primary Government, because the projects result in long-lived assets for the City of Tulsa. Funds are collected by the Authority and held as restricted cash prior being spent by the Authority.

Federal and state grant revenues are restricted for use as prescribed by the granting agency and for the purpose stated in the grant award. Inter-governmental revenues and Payments from primary Government are typically voter-approved sales tax collections by other governmental entities in the Tulsa area and transferred to the Authority. The funds are used for projects, such as long term loans for downtown housing and economic development. Funds are collected by the Authority and held as restricted cash prior to being spent by the Authority. Operating revenues, including gains on sale of land held for resale, are unrestricted and can be used for the operations of the Authority.

**TDA: Five-Year Summary**

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<td>Other services and charges</td>
<td>1,519</td>
<td>537</td>
<td>856</td>
<td>1,135</td>
<td>2,968</td>
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<tr>
<td>Unrealized loss on land held for resale</td>
<td>22</td>
<td>99</td>
<td>89</td>
<td>894</td>
<td>70</td>
</tr>
<tr>
<td>Provision for uncollectible accounts</td>
<td>-</td>
<td>-</td>
<td>(1)</td>
<td>(40)</td>
<td>533</td>
</tr>
<tr>
<td>Depreciation expense</td>
<td>15</td>
<td>13</td>
<td>11</td>
<td>11</td>
<td>100</td>
</tr>
<tr>
<td>Payments to Tulsa Parking Authority</td>
<td>20</td>
<td>18</td>
<td>585</td>
<td>-</td>
<td>1,022</td>
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<tr>
<td>Payments to primary government</td>
<td>59</td>
<td>809</td>
<td>668</td>
<td>41</td>
<td>9</td>
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<tr>
<td>Other non-operating expense</td>
<td>-</td>
<td>265</td>
<td>-</td>
<td>1,108</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>1,895</td>
<td>1,990</td>
<td>2,478</td>
<td>3,364</td>
<td>5,261</td>
</tr>
<tr>
<td><strong>Capital contributions to primary government</strong></td>
<td>1,569</td>
<td>1,351</td>
<td>4,776</td>
<td>3,976</td>
<td>-</td>
</tr>
<tr>
<td><strong>Change in net position</strong></td>
<td>(81)</td>
<td>(960)</td>
<td>(1,283)</td>
<td>(800)</td>
<td>1,551</td>
</tr>
<tr>
<td><strong>Net position, beginning of year</strong></td>
<td>34,609</td>
<td>34,609</td>
<td>35,892</td>
<td>36,692</td>
<td>35,141</td>
</tr>
<tr>
<td><strong>Net position, end of year</strong></td>
<td>$34,528</td>
<td>$33,649</td>
<td>$34,609</td>
<td>$35,892</td>
<td>$36,692</td>
</tr>
</tbody>
</table>
## TDA: Project Overview

### Projects inside the IDL

<table>
<thead>
<tr>
<th>Project</th>
<th>TDA Land Sale</th>
<th>Sold for City</th>
<th>TIF</th>
<th>New</th>
<th>Renovated</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>100 Boulder</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>2014, 3,000,000</td>
</tr>
<tr>
<td>Aloft Hotel/former City Hall</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td>2013, 25,000,000</td>
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<tr>
<td>120 Greenwood Village</td>
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<td></td>
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<td>2016, 25,000,000</td>
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<tr>
<td>Brady Streetscaping</td>
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<td>2016, 2,400,000+</td>
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<td>Detroit Lofts</td>
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<td>2010, 5,500,000</td>
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<td>East End Village</td>
<td></td>
<td></td>
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<td>2016, 10,000,000</td>
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<tr>
<td>Fire Station #1</td>
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<td>2018, 670,000</td>
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<td>First Street Lofts</td>
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<td>2016, 6,500,000</td>
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<td>Flats on Archer,The</td>
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<td>2016, 8-10,000,000</td>
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<td>Greenarch/Greenwood Lofts</td>
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<td>2013, 9,000,000</td>
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<tr>
<td>Hartford Building</td>
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<td>2018, 12,500,000</td>
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<td>Hartford Commons</td>
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<td>2016, 21,000,000</td>
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<td>Hogan Assessments</td>
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<td>2015, 10,000,000</td>
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<td>Lofts at the YMCA</td>
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<td>2015, 9,700,000</td>
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<td>Metro at Brady Arts,The</td>
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<td></td>
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<td>2011, 12,000,000</td>
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<td>One Place, Phase 1</td>
<td></td>
<td></td>
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<td>2012, 70,000,000</td>
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<td>One Place - Hampton Inn</td>
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<td>Riverbend Gardens</td>
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<td>2012, 5,600,000</td>
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<td>Urban8</td>
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<td>2015, 5,000,000</td>
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<tr>
<td>Vandever Lofts</td>
<td></td>
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<td>2014, 3,700,000</td>
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</tbody>
</table>

**Total** 253,870,000+

### Partnerships

TDA has also partnered with other Tulsa organizations to provide safe and secure housing in north Tulsa. They include:

- **Crutchfield Neighborhood – 2011**
  TDA sold seven home sites at low cost ($42,500 total) to be built by Habitat for Humanity.

- **Kendall Whittier West Park – 2012**
  TDA acquired and cleared land at a cost of $6.2 million as part of $36 million redevelopment by George Kaiser Family Foundation for mixed-use housing, office and parkland.

- **Wells Fargo – 2012**
  TDA funded $35,000 in renovations of homes donated by Wells Fargo for new ownership.