

JOINT RESOLUTION

JOINT RESOLUTION BETWEEN THE CITY OF OKLAHOMA CITY AND THE OKLAHOMA CITY ECONOMIC DEVELOPMENT TRUST APPROVING THE ALLOCATION OF GENERAL OBLIGATION LIMITED TAX BOND PROCEEDS AND/OR INVESTMENT PROCEEDS IN AN AMOUNT NOT TO EXCEED \$400,000 FOR THE PROVISION OF CERTAIN JOB CREATION ECONOMIC DEVELOPMENT INCENTIVES TO SIGNIFY HEALTH, INC., IN EXCHANGE FOR ITS ESTABLISHMENT OF A NEW CALL CENTER OPERATION IN OKLAHOMA CITY, AND FOR ITS COMMITMENT TO CREATE APPROXIMATELY 224 NEW QUALITY JOBS OVER THE NEXT FIVE YEARS, AND AUTHORIZING AND DIRECTING THE GENERAL MANAGER AND/OR DESIGNEE TO NEGOTIATE AN ECONOMIC DEVELOPMENT AGREEMENT WITH SIGNIFY HEALTH, INC., FOR SUBSEQUENT TRUST APPROVAL AND CITY COUNCIL CONCURRENCE.

WHEREAS, The City of Oklahoma City (“City”) and the Oklahoma City Economic Development Trust (“OCEDT” or “Trust”) desire to promote and assist economic development and redevelopment projects, which involve substantial investments and the creation and retainage of jobs and employment opportunities; and

WHEREAS, The City and OCEDT wish to support redevelopment and investment in the urban core of the City by providing assistance through the creation and retainage of new jobs through the job creation incentive grants, which make possible investment, development, redevelopment, and economic growth within the urban core of The City; and

WHEREAS, on December 11, 2007, the citizens of Oklahoma City overwhelmingly approved Proposition #11 which provided for the issuance of \$75,000,000 in General Obligation Limited Tax (“GOLT”) Bonds for the purpose of expanding Oklahoma City’s economic base; and

WHEREAS, over the years, The City has issued several series of the GOLT Bonds totaling \$75,000,000 from the 2007 GOLT Bond approval; and

WHEREAS, on September 12, 2017, the voters of Oklahoma City approved the issuance of an amount not to exceed \$60,000,000 of taxable Economic Development Bonds (“GOLT Bonds”) by The City of Oklahoma City, Oklahoma (the “City”); and

WHEREAS, in May 2019, The City issued the first series of the 2017 GOLT Bonds totaling \$30,000,000, and in May 2021, The City issued the final series of the 2017 GOLT Bonds totaling \$30,000,000; and

WHEREAS, the Oklahoma City Economic Development Trust has approximately \$47,000,000 in GOLT Bond proceeds and/or investment income on hand from the 2007 and 2017 bond approvals to support new economic development projects authorized by the Municipal and County Industrial Development Bonds Act, 62 Okla. Stat. §§ 800, *et seq.*; and

WHEREAS, the Greater Oklahoma City Chamber of Commerce (“Chamber”), in the exercise of its obligations under its agreement with The City to identify and promote new business opportunities, along with the expansion of existing business within Oklahoma City, has pursued economic development projects including the location of Signify Health, Inc.’s new call center operation in Oklahoma City; and

WHEREAS, the Chamber has received an application for economic incentives from Signify Health, Inc. (“Signify Health” or “Company”) in conformance with the Oklahoma City Economic Development Trust’s and City’s Strategic Investment Program; and

WHEREAS, the Chamber has worked with Signify Health since March 2021; and

WHEREAS, Signify Health provides a leading healthcare platform that leverages advanced analytics, technology, and nationwide healthcare provider networks to create and power value-based payment programs; the Company’s mission is to transform how healthcare is paid for and delivered so that people can enjoy more healthy, happy days at home; and

WHEREAS, Signify Health’s customers include health plans, governments, employers, health systems, and physician groups; the Company conducts in-home visits to assess the need for specific health and social determinants of health services on behalf of its customers; and

WHEREAS, Signify Health launched in December 2017 as the result of a merger between CenseoHealth and Advance Health; and

WHEREAS, Signify Health conducted its initial public offering in February 2021, which resulted in a market capitalization of \$7.12 billion; and

WHEREAS, Signify Health is headquartered in Dallas, TX, and has approximately 2,200 employees based primarily at the company’s offices located in Norwalk, CT, Dallas, TX, New York, NY and Rapid City, SD; and

WHEREAS, the Company also has approximately 9,000 credentialed physicians and nurse practitioners and other providers within its mobile network with whom it contracts on an independent contractor basis, either directly or through captive professional affiliates; and

WHEREAS, prior to meeting with City and Chamber staff to discuss the needs of its planned expansion, Signify Health considered multiple locations for a new call center operation, including San Antonio, TX, Austin, TX, and Las Vegas, NV; and

WHEREAS, based largely upon the availability of state and local incentives and the positive attributes of Oklahoma City and its business community, including low utility and occupancy costs, workforce availability, economic stability and other key metrics, Signify Health has decided to locate its new call center operation at a location in Oklahoma City; and

WHEREAS, Signify Health's application with the Chamber provides that it intends to add 224 new-to-market jobs for employment over a five-year period; and

WHEREAS, Signify Health plans to invest or cause the investment of approximately \$400,000 in information technology equipment and other capital improvements at its Oklahoma City location over the next two years; and

WHEREAS, Signify Health's application to the Chamber further reflects that the company anticipates the average first year wage for the new jobs will be around \$46,210; and

WHEREAS, City staff and the Chamber have reviewed the application and information submitted to the Chamber by Signify Health, and based on that information, staff is recommending, based in part on the number of jobs that will be created by Signify Health, and in part on the investment anticipated by Signify Health in Oklahoma City, that the City Council and Trust allocate \$400,000 from the General Obligation Limited Tax Bonds proceeds and/or investment income for a proposed Economic Development Agreement with Signify Health under the Strategic Investment Program, and

WHEREAS, there is presently a sufficient amount of GOLT proceeds and/or investment income readily available to support a \$400,000 job creation economic development incentive for the proposed Signify Health Call Center Economic Development Project; and

WHEREAS, it is further the recommendation of City staff to the Trust and City Council that the General Manager be authorized and directed to negotiate a job creation Economic Development Agreement in conformance with the Strategic Investment Program between the Trust and Signify Health for subsequent consideration by the Trust and City Council; and

WHEREAS, after reviewing the information presented by City staff and representatives from the Chamber, the City Council and Trustees find that it is in the best interest of the Trust, the City, and the citizens of Oklahoma City that \$400,000 in General Obligation Limited Tax Bonds proceeds and/or investment income be allocated to the proposed Signify Health, Inc. Call Center Economic Development Project and that the General Manager or his designee be authorized and directed to negotiate a job creation Economic Development Agreement between the Trust and Signify Health in conformance with the Strategic Investment Program for subsequent consideration and approval.

NOW, THEREFORE BE IT JOINTLY RESOLVED by the Oklahoma City Economic Development Trust and The City of Oklahoma City that an allocation of \$400,000 from the General Obligation Limited Tax Bond proceeds and/or investment income for the proposed Economic Development Agreement with Signify Health, Inc., is hereby approved.

BE IT FURTHER JOINTLY RESOLVED by the Trustees of the Oklahoma City Economic Development Trust and by the Mayor and City Council of The City of Oklahoma City that the General Manager, or designee, is hereby authorized and directed to negotiate a job creation Economic Development Agreement with Signify Health, Inc., to incentivize the location of its new call center operation in Oklahoma City and the expansion of its workforce by creating

approximately 224 new quality jobs over a five-year period located in Oklahoma City, for subsequent consideration by the Trust and the City Council.

ADOPTED by the Trustees and **SIGNED** by the Chairman of the Oklahoma City Economic Development Trust this 20th day of July, 2021.

ATTEST:

**OKLAHOMA CITY ECONOMIC
DEVELOPMENT TRUST**

Amy K. Simpson
SECRETARY



[Signature]
CHAIRMAN

ADOPTED by the City Council and **SIGNED** by the Mayor of The City of Oklahoma City this 17th day of August, 2021.

ATTEST:

**THE CITY OF OKLAHOMA
CITY**

Amy K. Simpson
CITY CLERK



David Holt
MAYOR

REVIEWED for form and legality.

Wiley L. Williams
ASSISTANT MUNICIPAL COUNSELOR