



UTAH INLAND  
PORT AUTHORITY

# Authority Infrastructure Bank (AIB)

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# BP-13 Authority Infrastructure (AIB)

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### Revision Table

Version	Effective Date	Revision Author	Summary of Revisions

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## BP-13 Authority Infrastructure (AIB)

### I. Purpose Statement

The Authority Infrastructure Bank (AIB) is required to invest in infrastructure projects that generate revenue and are in the public interest. Policies and guidelines set forth by the UIPA will prioritize infrastructure that furthers UIPA’s mission, vision, and strategic business plan. Additionally, AIB will fund projects that align with the Port Authority’s core mission of maximizing long-term growth for the state and regional economies.

### II. Regulatory / Legislative Requirements

- UCA 11-58-106 Loan Approval Committee – Approval of Infrastructure Loans
- UCA 63A-3-4 Infrastructure Revolving Loan Funds

### III. Scope

This policy is established to comply with the requirements of 11-58-106 for the loan approval committee and UIPA staff to administer, approve, and oversee loans under the Authority Infrastructure Bank.

### IV. References

- UIPA Loan Committee: <https://inlandportauthority.utah.gov/loan-committee/>

### V. Definitions

Term	Definition
Borrower	As defined in 63A-3-401.5
Infrastructure project	As defined in 63A-3-401.5
Inland Port	As defined in 11-58-102
Public infrastructure and improvements	As defined in 11-58-102

### VI. Roles & Responsibilities

Role	Responsibility
Executive Appropriations Committee (EAC)	<ul style="list-style-type: none"> <li>• Approve AIB loans</li> </ul>
Loan Committee	<ul style="list-style-type: none"> <li>• Review and recommend AIB loans and terms</li> <li>• Adhere to UCA 11-58-106</li> </ul>
UIPA Board	<ul style="list-style-type: none"> <li>• Approve AIB loans</li> </ul>

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	<ul style="list-style-type: none"> <li>• Adhere to UCA 11-58-106</li> </ul>
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### VII. Policy

This policy outlines the application process, loan criteria and evaluation, and application documents requirements for interested parties in obtaining a UIPA AIB loan.

### VIII. Application Process

Interested parties either public or private entities will need to first reach out to UIPA business development team to have an initial introduction meeting. This meeting will screen potential applicant eligibility for an infrastructure loan. Once UIPA staff determines the applicant is eligible, they will send application information via email.

The application will need to be completed in full and the required documents submitted to the Authority. There is an application review process that will be conducted by UIPA staff that may include but not limited to:

- Applicant interviews;
- Technical/financial analysis;
- Collateral analysis;
- Credit reports and credit checks; and
- Document verification and analysis

Applications will be identified by the UIPA staff and brought to the Loan Committee for review and recommendation based on the Loan Committee schedule which can be found on the Authority's website. Both the UIPA board and EAC will approve AIB loans.

### IX. Loan Criteria

The AIB is accountable to policy makers and the public through enabling legislation with UCA 63A-3-4 Infrastructure Revolving Loan Funds, and responsible for meeting all of its legal requirements and ensuring that projects have met the required standards prior to approval.

#### Eligibility

Potential borrowers can be either public and private entities and the project must be either located within an Inland Port project area or have direct beneficial impact on an Inland port project area.

#### Terms

Terms, including but not limited to interest rate, repayment period, and fees will be determined and recommended by the Loan Committee.

#### Credit Worthiness

There is no minimum credit score required by potential borrowers. UIPA staff due diligence to determine the financial viability of the applicant.

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### Collateral

Depending on credit worthiness, the applicant may be expected to have a minimum collateral percentage of the loan amount to be eligible to be reviewed by the loan committee. The Loan Committee may require collateral above minimum requirements depending on the risk of the loan.

### Use of Funds

Per statute 11-58-106 3(b) If an infrastructure loan is to be secured by property tax differential, the funds from the loan must go towards a project located within an existing Inland Port project area that generates the property tax differential.

Funds from an infrastructure loan through the AIB can be used to:

- Acquire land/building
- Construct and develop
- Reconstruction/ improvements
- Rehabilitate and remediate

## X. Loan Evaluation

In applying the key loan criteria, the Loan Committee may also consider additionality, market transformation, impact benefits and transaction size and participation, including:

- Project or private loan
  - Would not likely occur given the current state of market; or
  - Might occur in the market but would likely:
    - Involve unfavorable terms;
    - Not happen at the level to scale the sector;
    - Not involve the same level of focus on Utah; and/or
    - Not happen as quickly.
- Assess investment contribution to sustainability on market transformation in Utah through:
  - Type and amount of capital applied (mobilization)
  - Ability to scale or replication to drive additional financing to market
- Public impacts/benefits:
  - Cost savings
  - High quality job generation
  - Public infrastructure & logistics improvements
  - Environment impact & sustainability
  - Regional economic empowerment

The total evaluation matrix will be used by the Authority's Loan Committee to rank loan applications based on an applicant's credit history, ability to repay the loan, management ability, business experience, community impacts of the business, and fiscal impacts of the loan relating to job creation and retention, leverage of public to private funds, and the collateral requirements enumerated above.

Existing businesses may also be evaluated in terms of any crime issues relating to the business. Based on a Police Department report, a loan may be denied to any business that has crime issues which the local city or county the project is located in, or outstanding issues with the state that the state is not satisfied with the business's plan of resolution.



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### **Lender Participation**

The Authority encourages participation of private lending institutions and looks favorably at providing funds to fill the gap between the owner's equity and conventional financing. The Authority may subordinate its security interest to the private lender.

## **XI. Application Documents**

In addition to the Personal Financial Statement, the following financial documentation may be required for loan consideration. Please submit copies electronically and keep the original documents.

### **Business Taxes**

For businesses established three or more years, corporate federal and state income tax returns for the previous three years, or for the year of operation are required.

### **Business Financials**

For existing or operating businesses, provide audited (preferred) or unaudited/internally prepared corporate financial statements including a profit and loss statement, and balance sheet for three years (or the number of years in operation), as well as the most recent month-end or quarterly financial statements.

Please be advised that some applicants may be asked to provide financial statements for related businesses or businesses in which the guarantors also have substantial ownership of, particularly if the business applying for a loan has been in existence for less than three years.

### **Personal Taxes/Other Information**

Three years of federal and state income tax returns including all schedules and W-2 forms are required for the member(s) of the legal structure of the business (sole proprietor, partners, and principal officers) who own more than 20% of the business. If real estate is pledged as collateral, the applicant must also provide a recent mortgage as well as evidence of the collateral value.

### **Business Location Information**

Provide a copy of the existing or proposed lease agreement or mortgage statement, or evidence of site control.

### **Articles Of Incorporation**

Provide a copy of the existing or proposed Articles of Incorporation to legally document the creation of the business.

### **Business Plan**

A business plan serves as a company's road map, defining a clear goal of what the company will become and how it is going to get there. The plan should convey a thorough understanding of the purpose of the business, who the target market is, the competitive environment, and how the company will adapt to fulfill its objectives. The business plan should also include a complete analysis of the funds needed to meet its objectives including a current financial snapshot and projections. A business plan is an extremely important and useful tool for a business owner to evaluate strengths and weaknesses, seek out areas of improvement, and find the best way to reach financial



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objectives. While your business plan is necessary for your AIB loan application, your plan can also be used to attract additional funding sources from banks and investors.

Business plan should include the following:

- Executive Summary
- Description of Product/Services
- Target Market & Marketing Strategy
- Neighborhood/Human Health/Environmental Impact
- Management Team (bios or resumes)
- Financial Structure
- Future Plans

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