



A G E N D A
ECONOMIC DEVELOPMENT CORPORATION - TYPE A BOARD
REGULAR MEETING
Tuesday, January 2, 2018 at 6:00 pm

Pursuant to the Texas Government Code, Chapter 551, the Wilmer Economic Development Corporation – Type A Board will conduct a Regular Meeting on the aforementioned date and time at the Wilmer Community Center, located at 101 Davidson Plaza, Wilmer, Texas 75172 to consider the following matters:

1. CALL TO ORDER
2. INVOCATION
3. PLEDGE OF ALLEGIANCE
4. COMMUNITY INTEREST

ACTION ITEMS:

5. CONSIDERATION AND ACTION ON MINUTES FOR THE DECEMBER 5, 2017 MEETING
6. CONSIDER AND ACT REGARDING DECEMBER 2017 FINANCIAL STATEMENTS
 - a) Monthly Profit and Loss Budget vs. Actual Report for Wilmer EDC
 - b) Y.T.D. Profit and Loss Budget vs. Actual Report for Wilmer EDC
 - c) Balance Sheet for December 30, 2017 for Wilmer EDC
7. DISCUSS AND TAKE POSSIBLE ACTION ON THE 2016-2017 YEAR END REPORT, P&L VERSUS BUDGET
8. DISCUSS AND CONSIDER APPROVING THE ATTENDANCE OF THE EXECUTIVE DIRECTOR AT THE TEDC WINTER CONFERENCE, SAN ANTONIO TX - FEBRUARY 21-23, 2018.
9. EXECUTIVE SESSION:

THE WILMER ECONOMIC DEVELOPMENT CORPORATION TYPE A RESERVES THE RIGHT TO RECESS TO EXECUTIVE SESSION DURING THE COURSE OF THE MEETING TO SEEK LEGAL ADVICE FROM ITS ATTORNEY REGARDING ANY ITEM ON THE POSTED AGENDA AS AUTHORIZED BY SECTION 551.071 OF THE TEXAS GOVERNMENT CODE.

A. ADDITIONALLY, PURSUANT TO THE PROVISIONS OF CHAPTER 551 OF THE TEXAS GOVERNMENT CODE, THE WILMER ECONOMIC DEVELOPMENT CORPORATION TYPE A WILL RECESS INTO EXECUTIVE SESSION, IN ACCORDANCE WITH THE AUTHORITY CONTAINED IN:

SECTION 551.071 GOVERNMENT CODE, CONSULTATION WITH ATTORNEY.

- WILMER SOUTHEAST INFRASTRUCTURE PROJECT

B. SECTION 551.087 GOVERNMENT CODE, DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS.

- WILMER SOUTHEAST INFRASTRUCTURE PROJECT

C. SECTION 551.072 GOVERNMENT CODE, DELIBERATION REGARDING REAL PROPERTY.

- WILMER SOUTHEAST INFRASTRUCTURE PROJECT

10. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION

DISCUSSION ITEMS:

11. REVIEW AND POSSIBLE DISCUSSION OF EXECUTIVE DIRECTOR'S REPORT

12. ADJOURN

EXECUTIVE SESSION: The Economic Development Corporation Type-A Board reserves the right to convene into executive session on any posted agenda item pursuant to Section 551.071(2) of the Texas Government Code.

CERTIFICATION - I, Sheana Stokes, Administrative Assistant of the City of Wilmer, certify that the above notice was duly posted at the Wilmer City Hall on 27th, December 2017 at 3:32 a.m. /p.m.

Sheana Stokes, Administrative Assistant



THE CITY OF WILMER IS COMMITTED TO COMPLIANCE TO THE AMERICANS WITH THE DISABILITIES ACT; REASONABLE MODIFICATIONS WILL BE PROVIDED UPON REQUEST PLEASE CALL 972-441-6373



ACTION MINUTES
Wilmer Economic Development Corporation TYPE A
Regular Meeting Tuesday, December 5, 2017 at 6:00 pm

CALL TO ORDER - At 6:01 pm, President Casey Burgess called the meeting to order on November 7, 2017 in the Wilmer Community Center located at 101 Davidson Plaza in Wilmer, Texas 75172.

Board Members in attendance: **Burgess, Madrigal, Wasserman, Mears, and Wealthy**

Board Members Absent: **All Members Present**

Others in Attendance: **Executive Director David Miracle, Robert Winningham of Winning Development, and Sheana Stokes Administrative Assistant**

INVOCATION – led by **President Burgess**

PLEDGE OF ALLEGIANCE – **The WEDC Type A Board Members led the Pledge of Allegiance**

COMMUNITY INTEREST – **Board Member Madrigal highlighted the City of Wilmer’s Christmas WISH Program has about 59 children signed up. Mrs. Petta and others are working hard to collect donations and help families that may need assistance during the holiday season. President Burgess highlighted that on Saturday, December 9, 2017 Wilmer will be having its Tree Lighting at 6:30p. Also, Vice President Madrigal mentioned the Wilmer Senior Center will be having its Christmas Luncheon on Saturday as well.**

*Board Member Wealthy entered meeting at 6:04pm**

ACTION ITEMS:

5. CONSIDER AND TAKE POSSIBLE ACTION ON MINUTES FOR THE NOVEMBER 7, 2017 MEETING

Motion: Board Member Madrigal made the motion to accept the minutes from November 7, 2017.

Second: Board Member Wasserman

Ayes: 4 Nays: 0 Motion carried **Board Member Wealthy did not vote*

6. CONSIDER AND ACT REGARDING NOVEMBER 2017 FINANCIAL STATEMENTS

- a.) Y.T.D. Profit and Loss Budget vs. Actual Report for Wilmer EDC
- b.) Balance Sheet for month ending November 30, 2017 for Wilmer EDC

Motion: Board Member Madrigal made a motion to accept the November 2017 Financial Statements

Second: Board Member Wealthy

Ayes: 5 Nays: 0 Motion carried unanimously

7. DISCUSS AND CONSIDER APPROVAL OF EXTENSION OF THE WINNING DEVELOPMENT CONSULTING AGREEMENT FOR RETAIL AND COMMERCIAL DEVELOPMENT

Motion: Board Member Madrigal made a motion to approve extending the Consulting Agreement for Retail and Commercial Development with Winning Development

Second: Board Member Wasserman

Ayes: 5 Nays: 0 Motion carried unanimously

8. EXECUTIVE SESSION:

THE WILMER ECONOMIC DEVELOPMENT CORPORATION TYPE A RESERVES THE RIGHT TO RECESS TO EXECUTIVE SESSION DURING THE COURSE OF THE MEETING TO SEEK LEGAL ADVICE FROM ITS ATTORNEY REGARDING ANY ITEM ON THE POSTED AGENDA AS AUTHORIZED BY SECTION 551.071 OF THE TEXAS GOVERNMENT CODE.

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- WILMER SOUTHEAST INFRASTRUCTURE PROJECT

The WEDC entered into Executive Session at 6:35 p.m.

The WEDC reconvened into Open Session at 7:16 p.m.

9. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION

Motion: Board Member Madrigal made a motion to approve the beginning of the TXDOT version of the waterline, contingent upon the negotiations of the Pro Rata and Performance Agreements.

Second: Board Member Wasserman

Ayes: 5 Nays: 0 Motion carried unanimously

DISCUSSION ITEMS:

16. REVIEW AND POSSIBLE DISCUSSION OF EXECUTIVE DIRECTOR'S REPORT

No action taken on this agenda item

17. ADJOURN – Board President Burgess adjourned the meeting at 7:32 pm.

APPROVED:

ATTEST:

Casey Burgess, President

Sheana Stokes, Administrative Assistant

**Wilmer Economic Development Corporation Type A
Profit & Loss Budget vs. Actual**

Accrual Basis

December 1 - 27, 2017

	<u>Dec 1 - 27, 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
10500 · Income				
105125 · Sales Tax Revenue	62,678.43	0.00	62,678.43	100.0%
Total 10500 · Income	62,678.43	0.00	62,678.43	100.0%
Total Income	62,678.43	0.00	62,678.43	100.0%
Net Income	62,678.43	0.00	62,678.43	100.0%

Wilmer Economic Development Corporation Type A Profit & Loss Budget vs. Actual

Accrual Basis

October through December 2017

	Oct - Dec 17	Budget	\$ Over Budget	% of Budget
Income				
10500 · Income				
105125 · Sales Tax Revenue	216,959.34	480,350.00	(263,390.66)	45.2%
115600 · Interest Income	0.00	100.00	(100.00)	0.0%
Total 10500 · Income	<u>216,959.34</u>	<u>480,450.00</u>	<u>(263,490.66)</u>	<u>45.2%</u>
Total Income	216,959.34	480,450.00	(263,490.66)	45.2%
Expense				
115900 · Transfers Out				
115960 · Transfers	0.00	6,000.00	(6,000.00)	0.0%
115900 · Transfers Out - Other	500.00			
Total 115900 · Transfers Out	<u>500.00</u>	<u>6,000.00</u>	<u>(5,500.00)</u>	<u>8.3%</u>
116100 · Dues/Subscriptions/Training				
116120 · Meeting/Conferences	37.43	3,000.00	(2,962.57)	1.2%
118510 · Training	0.00	3,000.00	(3,000.00)	0.0%
118515 · Travel	0.00	5,000.00	(5,000.00)	0.0%
119998 · General Membership	1,050.15	5,000.00	(3,949.85)	21.0%
Total 116100 · Dues/Subscriptions/Training	<u>1,087.58</u>	<u>16,000.00</u>	<u>(14,912.42)</u>	<u>6.8%</u>
116200 · Expenditures - Capital Projects				
116226 · Dal-Porte Infrastructure	0.00	150,000.00	(150,000.00)	0.0%
116227 · Other Infrastructure	0.00	350,000.00	(350,000.00)	0.0%
Total 116200 · Expenditures - Capital Projects	<u>0.00</u>	<u>500,000.00</u>	<u>(500,000.00)</u>	<u>0.0%</u>
117000 · Professional Services/Charges				
117100 · Legal	195.00	10,000.00	(9,805.00)	2.0%
117120 · Engineering	0.00	10,000.00	(10,000.00)	0.0%
118146 · IT Support	0.00	2,000.00	(2,000.00)	0.0%
118600 · Consultants				
118601 · Retail	1,000.00			
118600 · Consultants - Other	3,200.00	38,400.00	(35,200.00)	8.3%
Total 118600 · Consultants	<u>4,200.00</u>	<u>38,400.00</u>	<u>(34,200.00)</u>	<u>10.9%</u>
118610 · Marketing Associates	656.25	9,000.00	(8,343.75)	7.3%
119995 · Studies	0.00	60,000.00	(60,000.00)	0.0%
Total 117000 · Professional Services/Charges	<u>5,051.25</u>	<u>129,400.00</u>	<u>(124,348.75)</u>	<u>3.9%</u>
118000 · Operations & Maintenance				
118100 · Office Supplies	69.84	2,000.00	(1,930.16)	3.5%
118425 · Web Design	0.00	7,000.00	(7,000.00)	0.0%
118430 · Mapping System	0.00	7,500.00	(7,500.00)	0.0%
118535 · Printing	0.00	1,000.00	(1,000.00)	0.0%
118705 · EDC Board Room Improve	0.00	2,000.00	(2,000.00)	0.0%
119100 · Signage	0.00	1,000.00	(1,000.00)	0.0%
910101 · Medline 380 Agreement	112,644.94			
Total 118000 · Operations & Maintenance	<u>112,714.78</u>	<u>20,500.00</u>	<u>92,214.78</u>	<u>549.8%</u>
118500 · Marketing				
118529 · Memberships	0.00	7,750.00	(7,750.00)	0.0%
118530 · Conferences/Tradeshows	25.00	10,000.00	(9,975.00)	0.3%
118531 · Collateral Materials	177.25	10,000.00	(9,822.75)	1.8%
118532 · Misc Marketing	0.00	61,250.00	(61,250.00)	0.0%
118533 · Ad Design & Advertising	0.00	1,000.00	(1,000.00)	0.0%
Total 118500 · Marketing	<u>202.25</u>	<u>90,000.00</u>	<u>(89,797.75)</u>	<u>0.2%</u>
Total Expense	<u>119,555.86</u>	<u>761,900.00</u>	<u>(642,344.14)</u>	<u>15.7%</u>
Net Income	<u>97,403.48</u>	<u>(281,450.00)</u>	<u>378,853.48</u>	<u>(34.6)%</u>

Wilmer Economic Development Corporation Type A Balance Sheet

As of December 29, 2017

Accrual Basis

	<u>Dec 29, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
100000 · Wilmer Economic Development Co	1,149,093.76
Total Checking/Savings	<u>1,149,093.76</u>
Other Current Assets	
101320 · Due from G Fd - Sales Tax	60,682.56
101330 · Due from 4B	15.00
Total Other Current Assets	<u>60,697.56</u>
Total Current Assets	<u>1,209,791.32</u>
TOTAL ASSETS	<u>1,209,791.32</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
102321 · Due to Medline	110,215.60
102325 · Accrued Expenses	9,688.00
Total Other Current Liabilities	<u>119,903.60</u>
Total Current Liabilities	<u>119,903.60</u>
Total Liabilities	119,903.60
Equity	
390000 · Fund Balance	992,484.24
Net Income	97,403.48
Total Equity	<u>1,089,887.72</u>
TOTAL LIABILITIES & EQUITY	<u>1,209,791.32</u>

From: tedc@memberclicks-mail.net [<mailto:tedc@memberclicks-mail.net>]

Sent: Wednesday, December 13, 2017 10:10 AM

To: [miracledevserve@aol.com](mailto:miracldevserve@aol.com)

Subject: TEDC's 2018 Winter Conference Now Open for Registration



TEXAS ECONOMIC DEVELOPMENT COUNCIL

**TEDC Winter Conference
February 21-23, 2018
San Antonio, Texas**

December 13, 2017



Westin Riverwalk

420 W. Market Street
San Antonio, TX 78205

Registration:

Member Rate: \$400

Non-member Rate: \$450

[»Link to Registration](#)

Hotel Room Block:

The TEDC's discounted room block rate at the Westin Riverwalk Hotel is \$189/night

**Join Us at the 2018 Winter Conference in San Antonio,
February 21-23**

Our first conference in 2018 will be held at the Westin Hotel in San Antonio, located on the beautiful downtown Riverwalk. TEDC conferences bring together hundreds of economic development professionals from around the state to hear from industry experts and economic development peers. The two and one-half day event will feature general and breakout sessions on economic development trends, resources and best practices, as well as numerous networking opportunities.

[»LINK TO REGISTRATION](#)

Sponsorships

If you are interested in sponsoring the 2018 Winter Conference, please view the list of sponsorship opportunities below.

[»Link to Sponsorship Menu](#)

Networking

The conference will have two receptions and several networking breaks throughout the event. TEDC conferences are a great way to meet with your economic development

plus tax. There are a limited number of rooms in the block, so book your reservation early. The rate expires January 23, 2018 or when the block is full.

[»Link to Westin Reservations](#)



For information on San Antonio Travel and Attractions
[»Visit San Antonio](#)

colleagues and exchange ideas. The TEDC's PAC will host a fundraiser during the conference.

Workshop

On Wednesday, February 21st, the TEDC will host a Small Business Financing Workshop from 10:00 AM to 4:00 PM. Separate registration of \$200.00 for the workshop is required. To register for the workshop, use the conference registration link above.

Don't forget that most TEDC committees are open to all conference attendees. Committee meetings begin at 12:30 PM on Wednesday, February 21st. Attending committee meetings is a great way to get more involved in TEDC and to be a part of shaping the organization's programs.

We hope to see you in San Antonio in February!

Follow this event on Twitter:



@TexasEDC #TEDC2018

Texas Economic Development Council
512-480-8432
www.texasedc.org

This email was sent to miracldevserve@aol.com by carlton@texasedc.org

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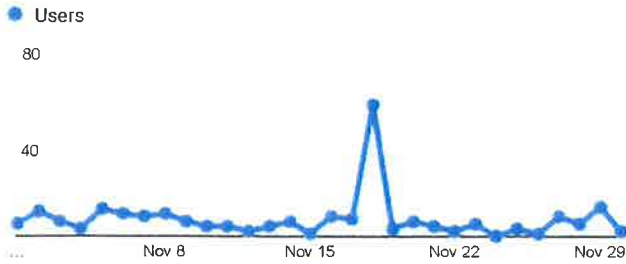
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Website Overview

Nov 1, 2017 - Nov 30, 2017

All Users
100.00% Sessions

Users



Users

182
% of Total: 100.00% (182)



New Users

174
% of Total: 100.00% (174)



Bounce Rate

69.03%
Avg for View: 69.03% (0.00%)



Avg. Session Duration

00:02:07
Avg for View: 00:02:07 (0.00%)



Avg. Time on Page

00:01:15
Avg for View: 00:01:15 (0.00%)



Users and New Users by Source / Medium

Source / Medium	Users	New Users
(direct) / (none)	91	90
google / organic	68	62
cityofwilmer.net / referral	10	9
bing / organic	6	5
yellowstonesafaritours.com / referral	3	3
foxweber.com / referral	2	2
en.wikipedia.org / referral	1	0
internationalpeptide.com / referral	1	1
news.url.google.com / referral	1	1
yahoo / organic	1	1

Pageviews and New Users by Page

Page	Pageviews	New Users
/	111	45
/property_search	47	2
/interactive_maps	37	1
/regional-data/demographics	24	1
/property_search?property_title=&channel=both&building_space_min=0&building_space_max=1075260&site_space_min=0&site_space_max=1500&zoning=Retail&location=Select+All&Submit=Submit	21	1
/property_search/details/dalport-trade-center	18	10
/site-selection/taxes-incentives	18	2
/news-media	17	5
/site-selection/industrial-business-parks	16	4
/living-here/liberty-crossing	15	6



Economic Development Report

December 15, 2017

David D. Miracle CEcD

Executive Director

Attended/Upcoming Events

- ❖ ICSC Texas Deal Making Conference – Dallas, 11/8-11/10/17; P3 Pavilion booth with Robert Winningham; see attached “ICSC 11-17-17 Report”
- ❖ Wilmer South Wastewater System -- Preliminary Design Presentation Meeting 11/7/17 – Dan Grant with Kimberly Horn Engineering provided a status on the work to date on the Wilmer South Wastewater System Miller Ferry Road
- ❖ Drew Fagan, Stream Realty – 11/7/17; brokerage considering representing various properties for development in Wilmer including ETJ sites
- ❖ Robert Winningham – 11/16/17, met in Wilmer to view sites, prospects
- ❖ Wilmer City Council – 11/16/17, to receive approvals on the Cactus Performance Agreements
- ❖ WCDC Board meeting – 11/21/17, cancelled due to Holiday week
- ❖ Randy Church, Wicker and Associates – 11/29/17, met with Denny Wheat to discuss the ZBEC site and Dalport
- ❖ EMLI MF – 11/29/17, met with the principals to discuss their infrastructure needs
- ❖ DISD/MF – 11/29/17, bi-weekly meeting with all parties, Dallas Fire Marshall
- ❖ WEDC Board meeting – 12/5/17
- ❖ DISD – 12/6/17- meeting to discuss road and traffic impacts/costs to Goode and Beltline due to the new schools. A Traffic Impact Analysis is needed as well as information from the DISD on bus ridership, etc.
- ❖ DISD/MF – 12/6/17, bi-weekly meeting with all parties
- ❖ Texas Economic Development Council Winter Conference – 2/18, San Antonio

New and Ongoing Projects

RETAIL

- ❖ **ICSC Texas Deal Making Conference** – Dallas, 11/8-11/10/17; P3 Pavilion booth. See attached “ICSC 11-17-17 Report.”

- ✓ **Winning Development.com Services for Retail, Housing and Hotel Development Update:** WD’s Activity Report is attached.

- ✓ **Marketing Associate Sherie Ellington**
 - added a link in the body copy of the home page www.wilmeredc.com of an article under ‘Announcements: <http://wilmeredc.com/news-media/article/wilmer-retail-sites-offer-access-to-booming-area>
 - added new Retail Assessment and updated retail site flyers to EDC web site
 - added the 2017 PTA Demographics to the Demographics website page - <http://wilmeredc.com/regional-data/demographics>

- ✓ **Lidl.com Food Stores USA (New)**

Update: Lidl USA, per media reports and from a conversation with Robert Winningham and Garret Weaver, is **no longer considering sites** in the DFW Metroplex. Sales at new Lidl stores on the East Coast have under performed and Lidl has cancelled plans to open stores in Texas. Lidl is closing its Dallas office.

10/17/17 - Mr. Garret Weaver met with Miracle/Winningham at Denny’s restaurant and toured Wilmer, focusing on the NE Corner of Beltline and IH45. Mr. Weaver was impressed with the industrial growth of Wilmer and will review the updated Retail Assessment.

8/11/17 meeting with Lidl Texas office in Dallas on LBJ Freeway. Met with **Garrett Weaver, Retail Estate Manager/Acquisitions** and Robert Winningham.

- ✓ **Wiens Real Estate**

A broker made contact requesting information on the best retail sites in Wilmer for retail and hotel developments. They were particularly interested in the NE corner of Pleasant Run Road and IH 45. All five retail sites’ flyers were provided as well as the Hotel Study and Retail Assessment.

- ✓ **Travel Center** – Fulghum Road and Interstate 45
Update: no word
Mike Rader of Sunridge BP believes the development of a travel center is beginning to show activity.

Impact Data Source, Austin TX (an economic development financial consultant that provides high-quality economic research, specializing in economic and fiscal impact analyses) is working on an application for EB 5 funding (foreign direct investment) for a client considering the site for a future business. It is assumed this business could be a travel center like the one visited in 2016 in Fort Worth. Mayor Burgess signed a second letter (attached) to the Department of Homeland Security - U.S. Citizenship and Immigration Services to support the site as an EB-5 Designation of Targeted Employment Area (TEA).

This assists Impact DS in its application for the client's funding for this project.

COMMERCIAL

✓ **Nextlinkinternet.com**

Update: WCDC Board member Panola is gathering signed letters from Wilmer businesses requesting upgrading to City internet service via Nextlink.

The company's desire to present to the City Council has been communicated with City Administrator.

A phone conference call with Nextlink representatives and Eric Panola, WCDC Board member, was held to discuss the company's interest in establishing a city-wide internet service that could improve the residential and commercial services. New tower and/or antennae on water towers are being explored and encouraged. Nextlink is to send details of Nextlink's proposal to Miracle for review.

MULTIFAMILY/DISD Elementary School – Beltline, Goode, Mars and IH 45



✓ **Autumn Breeze Apartments/EMLI MF**

Update: meeting on 11/1/17 was cancelled due to lack of water line engineering information to discuss. Due to Thanksgiving Holiday, the next meeting was held 11/29/17. At that meeting, the shared costs of the water system and the schedule of when the City's new pump station and storage tanks are to come on line caused a discussion of using 100,000-gallon water tanks with pumps to provide adequate fire flow protection. DISD representatives then stated that they would not be in favor of adding tanks and pumps.

Miracle then stepped in and offered the \$1.2 million gap funding to provide the multi-segment solution for all developments. The EDC's would be able provide the funds by having the water line extended from Distribution Drive in Sunridge Business Park down the IH 45 frontage road to the corner of Mars Road and IH 45. In addition, the South segment would provide added water pressure to the west side of IH 45 for those existing businesses as well as for new sites in the City as well as in the ETJ to Miller Ferry Road. As of this report date, the WEDC approved moving forward with their half of the funding necessary in their board meeting 12/5/17.

At the 12/6/17 Project meeting, this approval was announced and that the WCDC meets 12/19/17 to consider approving their half. The developers were very pleased.

If approved, pro-rata and performance agreements will be created and then presented to the EDC's and Council for final approvals. But, it still leaves the scheduling challenge of the City's new pump station and storage tanks to be online in time to serve the first MF units.

A temporary solution is to have EMLI add temporary water tanks to serve their initial units until the new water system comes online. The Fire Marshall is to consider this option.

(10/25/17 meeting – water costs of almost \$3 million and all developers agreed to their individual costs. But, that leaves a \$1.2 million shortfall that the City is expected to take on. Additional design route along IH45 frontage road versus Goode Road is to be explored by engineers. Next meeting 11/1/17 is to hear City's response to the shortfall.)

INDUSTRIAL

✓ **Wilmer South Wastewater System**

From Dan Grant 12/15/17, Kimley-Horn has completed design and construction plans for the gravity main, lift station, and force main to serve the PIRET, Inland Port, and Cactus projects. They will deliver three hard copies of the construction plans to City Hall today for distribution for review by City Staff.

With the upcoming holidays, they anticipate the next step would be to meet during the first two weeks of January with City Staff and consultants to review comments.

✓ **Project Interpoint (New)**

Broker representing the new Interpoint DC has an RFP they are responding to for a major corporation considering leasing space. The inquiry was concerning the zoning of the property.

✓ **Project Truck (New)**

A national general contractor company is looking at the Prime Rail site off Miller Ferry Road and Lavender Road to locate a national trucking company. Paving requirements are being reviewed by City staff.

✓ **Project Dorothy Gale**

Update: no word

Lead generated by the Governor's Office who has been contacted by a consultant requesting sites for a construction equipment manufacturing facility. The company is seeking an existing building that is approximately 400,000 sq. ft. on a site that is 20 to 40 acres, or a build-to-suit site. The operation will initially create 200 jobs, with future growth projected, and the capital investment is estimated to be \$57 million.

Interpoint Distribution Center, Southport Building 7 and Southport building sites were submitted.

✓ **Project Dusty Trail 1, 2, 3**

Update: no word

Lead generated by the Governor's Office. Dust Trail is a company looking for sites/buildings for three separate projects.

Project Dusty 1 Trail No. 1 Advanced Manufacturing

Estimated Capital Investment: Approx. \$85,000,000

- Estimated Job Creation: Approx. 200 net-new jobs
- Average Salary: \$87,500/year
- Industry: Advanced Manufacturing
- Timing: Construction Start Q2 2018

Project Dusty 2 Trail No. 2 Distribution Center

Estimated Capital Investment: Approx. \$150,000,000

- Estimated Job Creation: Approx. 250 net-new jobs
- Average Salary: \$45,000/year
- Industry: Distribution Center
- Timing: Construction Start Q2 2018

Project Dusty 3 Trail No. 3 Manufacturing Site

Estimated Capital Investment: Approx. \$325,000,000

- Estimated Job Creation: Approx. 650 net-new jobs
- Average Salary: \$55,000/year
- Industry: Manufacturing
- Timing: Construction Start Q2 2018

Each Project had significant utility requirements.

Prime Point Site R and Southport Buildings 1 and 7 plus Sites 2, 3, 4, 5, 6, 8, and 9 were submitted. Each Park could provide a campus setting to host all three Projects.

✓ **Project Cadillac**

Update: no word

The Dallas Regional Chamber has been contacted by a U.S. company, that is strongly considering DFW for the establishment of a headquarters/manufacturing/distribution facility.

Key Information:

- 100 jobs initially in manufacturing, more as departments move to location
- 265,000 square feet total (90,000 manufacturing, 150,000 warehouse, 25,000 office)
- No specific capital expenditure provided at this time
- Would pay regionally competitively for manufacturing, warehouse, office and IT

Additional Information:

Must haves:

- Land- +/- 50 acres (acquired as one parcel or in parts. 25 acres purchased immediately, 25 adjacent acres for future purchase)
- Infrastructure readily available. Electric, Sanitary, Natural Gas, Water, IT providers
- Site with rail or close proximity to rail depot/hub
- Close proximity to airport (approximately 30 miles)
- Close proximity to Downtown Dallas (approximately 40 Miles)
- Easy commute for employees
- Easily assessable for ground transportation (highways)

All five industrial parks and two speculative facilities were submitted.

✓ **Project Golden Hercules**

Update: no word

The Office of the Governor has been contacted by a consultant on behalf of an advanced manufacturing company in the clean technology sector looking to expand. The company is seeking a shovel-ready site of 150-300 acres and estimates a capital investment of \$2 billion for initial phases, with possible further expansion. Approximately 1,000 jobs will be created by 2024.

This advanced manufacturing operation will be capital-intensive and highly-automated while still employing up to 1,000 workers in the initial phases. The facility will create highly valuable products to support the green economy of the future. Warehouse and transportation workers will be needed to handle raw materials and finished products while a more skilled workforce will oversee the process and maintain machinery and robotics in the primary manufacturing functions. The project includes the following general characteristics:

General Project Parameters:

- Capital Investment: \$2 billion for initial phases by 2024, further expansion possible after.
- Building size estimated at 2.1 million SF in initial phases
- Employment of approximately 1,000 and payroll exceeding \$50 million by 2024, possibly more with future expansion.

Prime Pointe Site R was submitted with multiple and significant data spreadsheets.

✓ **Project Suitcase**

Update: no word

The Dallas Regional Chamber has been contacted by a luggage manufacturing company, looking for space for a warehouse/distribution center in North Texas. The company has indicated that incentives are a driving factor in their decision-making process.

Project Specs:

- Operation Type: Warehouse/distribution
- Employment: 60 employees
- Building: Existing industrial space available for lease; begin with 250,000-300,000 SFT; eventually expanding to up to 500,000 SFT
- Location: In DFW near I-20

Interpoint and Southport Building 7 were submitted.

✓ **Project Sperry**

Update: no word

A local real estate broker provided a lead on a prospect looking for 300,000 SF facility for a cabinet manufacturer. Interpoint and Southport Building 7 were submitted along with Available Incentives.

✓ **Project New World**

Update: As of 12/1/17, no word from the project but the Governor's Office believes an announcement is imminent for either a site in North Carolina or Florida. This project is believed to be the new joint facility for the **Toyota/Nissan** auto assembly plant.

✓ **Amazon Headquarters 2**

Update: significant media coverage and speculation. Over 230 sites were submitted.

✓ **Project White**

Update: Developer believes it will be February when the site closes.

Sherry Sefko is handling platting now. Site/project will need road, water, sewer improvements that the EDC's will be asked to help with. Per the developer – "Will be a great name to add to Wilmer."

From the developer, **they are under contract** on Site 7 (east Pleasant Run Road) in Sunridge Business Park with Mr. White and are in the "due diligence period."

A frequent site consultant who has inquired into Wilmer industrial sites on several occasions has communicated that a company is submitting a contract on a site in Sunridge BP to construct a 200,00 – 400,000 SF warehouse. He discussed possible incentives available and was sent information requested as to operational costs.