



**A G E N D A**  
**ECONOMIC DEVELOPMENT CORPORATION - TYPE A BOARD**  
**REGULAR MEETING**  
**Tuesday, May 1, 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- City of Wilmer Poised for Major Growth | NBC 5 Dallas-Fort Worth  
[https://www.nbcdfw.com/news/local/City-of-Wilmer-Poised-for-Major-Growth-479467613.html?\\_osource=mobilesharebar](https://www.nbcdfw.com/news/local/City-of-Wilmer-Poised-for-Major-Growth-479467613.html?_osource=mobilesharebar)

**ACTION ITEMS:**

5. CONSIDERATION AND ACTION ON MINUTES FOR THE APRIL 3, 2018 MEETING
6. CONSIDER AND ACT REGARDING MARCH 2018 FINANCIAL STATEMENTS
  - a) Profit and Loss Budget vs. Actual Report for Wilmer EDC
  - b) Balance Sheet for March 31, 2018 for Wilmer EDC

7. 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.

- PROJECT HOTEL

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

- PROJECT HOTEL

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

- PROJECT HOTEL

8. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION

9. DISCUSS AND TAKE POSSIBLE ACTION ON EXECUTIVE DIRECTOR'S REPORT

10. 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 27<sup>th</sup>, April 2018 at 2:15 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, April 3, 2018 at 6:00 pm**

**CALL TO ORDER** - At 6:00 pm, President Casey Burgess called the meeting to order on April 3, 2018 in the Wilmer Community Center located at 101 Davidson Plaza in Wilmer, Texas 75172.

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

Board Members Absent: **Madrigal**

Others in Attendance: **Executive Director David Miracle, and Sheana Stokes Administrative Assistant**

INVOCATION –Led by **WEDC President Burgess**

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

COMMUNITY INTEREST -

**ACTION ITEMS:**

**5. CONSIDER AND TAKE POSSIBLE ACTION ON MINUTES FOR THE MARCH 6, 2018 MEETING**

**Motion: Board Member Mears made the motion to accept the minutes from March 6, 2018.**

**Second: Board Member Wasserman**

**Ayes: 3      Nays: 0      Motion carried unanimously**

**6. CONSIDER AND ACT REGARDING JANUARY AND FEBRUARY 2018 FINANCIAL STATEMENTS (MR. WHEAT)**

- a.) Profit and Loss Budget vs. Actual Report for Wilmer EDC
- b.) Balance Sheet for month ending February 28, 2018 for Wilmer EDC

*No action taken on this agenda item*

**7. DISCUSS AND CONSIDER APPROVAL OF THE NON-RECURRING INVOICE APPROVAL REQUEST POLICY**

*\*Board Member Wealthy enters meeting at 6:22pm\**

**Motion: Board Member Mears made the motion to approve the Non-Recurring Invoice Approval Request Policy**

**Second: Board Member Wasserman**

**Ayes: 4      Nays: 0      Motion carried unanimously**

**8. DISCUSS AND CONSIDER REVISING THE ADMINISTRATIVE SERVICES AGREEMENT BETWEEN THE WEDC AND THE CITY OF WILMER**

**Motion: Board Member Wasserman made the motion to add P&L Financial Statements to the Administrative Services Agreement between the WEDC and the City of Wilmer**

**Second: Board Member Mears**

**Ayes: 4      Nays: 0      Motion carried unanimously**

9. DISCUSS AND CONSIDER APPROVAL OF THE PRIME POINTE PLESANT RUN ROAD LANDSCAPING PERFORMANCE AGREEMENT, TO BE SPLIT WITH TYPE B WCDC, BUDGET ACCOUNT # 116227

**Motion: Board Member Mears made the motion to approve the Performance Agreement with Prime Pointe Landscaping, and split costs with WCDC from Account# 116227 Other Infrastructures.**

**Second: Board Member Wealthy**

**Ayes: 3      Nays: 0      Board Member Wasserman chose to abstain**

10. DISCUSS AND CONSIDER APPROVAL OF THE EXECUTIVE DIRECTOR AND OTHER BOARD/COUNCIL MEMBERS TO ATTEND THE DALLAS LODGING SUMMIT, WED. APRIL 18, 2018 AT THE LORENZO HOTEL, DALLAS, TX; SPLIT THE COST WITH WCDC, BUDGET ACCOUNT 118530

**Motion: Board Member Wealthy made a motion to approve the executive director and other Board/Council Members to attend the Dallas Lodging Summit, Wed. April 18, 2018 at the Lorenzo Hotel, Dallas, TX; Split costs with WCDC.**

**Second: Board Member Mears**

**Ayes: 4      Nays: 0      Motion carried unanimously**

11. DISCUSS AND CONSIDER APPROVAL OF PARTICIPATING IN SITE SELECTION MAGAZINE'S ANNUAL ECONOMIC DEVELOPMENT AGENCY DIRECTORY; SPLITTING THE COST OF \$950 WITH WCDC – CHARGE TO MARKETING ACCOUNT 118533 AD DESIGN AND ADVERTISING

**Motion: Board Member Wealthy made a motion to approve the WEDC's participation in SITE Selection Magazine's Economic Development Agency Directory; splitting the cost of \$950 with WCDC - charge to Marketing Account 118533 Ad Design and Advertising**

**Second: Board Member Mears**

**Ayes: 3      Nays: 0      Board Member Wasserman chose to abstain**

12. 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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- PROJECT HOTEL

***The WEDC entered into Executive Session at 7:17 p.m.***

***The WEDC reconvened into Open Session at 7:36 p.m.***

**13. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION**

*No action taken on this agenda item*

**14. DISCUSS AND TAKE POSSIBLE ACTION ON EXECUTIVE DIRECTOR'S REPORT**

*\*M. Wasserman steps out of meeting at 7:43 p.m.*

*\*M. Wasserman returns to meeting at 7:45 p.m.*

*No action taken on this agenda item*

**15. DISCUSS AND CONSIDER APPROVAL OF THE MIRACLE DEVELOPMENT SERVICES COMPANY GENERAL SERVICES AND CONSULTING AGREEMENT 2018-2019**

**Motion: Board Member Mears made a motion to approve the Miracle Development Services Company General Services and Consulting Agreement 2018-2019**

**Second: Board Member Wasserman**

**Ayes: 4      Nays: 0      Motion carried unanimously**

**16. ADJOURN** – Board President Burgess adjourned the meeting at 7:53 pm.

**APPROVED:**

**ATTEST:**

\_\_\_\_\_  
**Casey Burgess, President**

\_\_\_\_\_  
**Sheana Stokes, Administrative Assistant**

**Wilmer Economic Development Corporation Type A**  
**Balance Sheet**  
As of March 31, 2018

Accrual Basis

|   | <b>Mar 31, 18</b>   |
|---|---------------------|
| <b>ASSETS</b>                           |                     |
| <b>Current Assets</b>                   |                     |
| <b>Checking/Savings</b>                 |                     |
| 100000 · Wilmer Economic Development Co | 1,247,226.03        |
| <b>Total Checking/Savings</b>           | 1,247,226.03        |
| <b>Other Current Assets</b>             |                     |
| 101320 · Due from G Fd - Sales Tax      | 60,682.56           |
| 101330 · Due from 4B                    | 22.59               |
| <b>Total Other Current Assets</b>       | 60,705.15           |
| <b>Total Current Assets</b>             | 1,307,931.18        |
| <b>TOTAL ASSETS</b>                     | <b>1,307,931.18</b> |
| <b>LIABILITIES &amp; EQUITY</b>         |                     |
| <b>Liabilities</b>                      |                     |
| <b>Current Liabilities</b>              |                     |
| <b>Other Current Liabilities</b>        |                     |
| 102321 · Due to Medline                 | 33,650.41           |
| 102325 · Accrued Expenses               | 9,688.00            |
| <b>Total Other Current Liabilities</b>  | 43,338.41           |
| <b>Total Current Liabilities</b>        | 43,338.41           |
| <b>Total Liabilities</b>                | 43,338.41           |
| <b>Equity</b>                           |                     |
| 390000 · Fund Balance                   | 1,069,057.02        |
| Net Income                              | 195,535.75          |
| <b>Total Equity</b>                     | 1,264,592.77        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>   | <b>1,307,931.18</b> |

**Wilmer Economic Development Corporation Type A**  
**Profit & Loss Budget vs. Actual**  
 October 2017 through March 2018

|   | TOTAL            |                   |                     |                       |                  |
|---|------------------|-------------------|---------------------|-----------------------|------------------|
|   | Mar 18           | Oct '17 - Mar 18  | Budget              | \$ Over Budget        | % of Budget      |
| <b>Income</b>   |                  |                   |                     |                       |                  |
| <b>10500 · Income</b>                                 |                  |                   |                     |                       |                  |
| 105125 · Sales Tax Revenue                            | 65,461.39        | 451,930.04        | 480,350.00          | (28,419.96)           | 94.08%           |
| 115600 · Interest Income                              | 0.00             | 0.00              | 100.00              | (100.00)              | 0.0%             |
| <b>Total 10500 · Income</b>                           | <u>65,461.39</u> | <u>451,930.04</u> | <u>480,450.00</u>   | <u>(28,519.96)</u>    | <u>94.06%</u>    |
| <b>Total Income</b>                                   | 65,461.39        | 451,930.04        | 480,450.00          | (28,519.96)           | 94.06%           |
| <b>Expense</b>  |                  |                   |                     |                       |                  |
| <b>115900 · Transfers Out</b>                         |                  |                   |                     |                       |                  |
| 115960 · Transfers                                    | 0.00             | 2,000.00          | 6,000.00            | (4,000.00)            | 33.33%           |
| 115900 · Transfers Out - Other                        | 0.00             | 1,000.00          |                     |                       |                  |
| <b>Total 115900 · Transfers Out</b>                   | <u>0.00</u>      | <u>3,000.00</u>   | <u>6,000.00</u>     | <u>(3,000.00)</u>     | <u>50.0%</u>     |
| <b>116100 · Dues/Subscriptions/Training</b>           |                  |                   |                     |                       |                  |
| 116120 · Meeting/Conferences                          | 5.59             | 43.02             | 3,000.00            | (2,956.98)            | 1.43%            |
| 118510 · Training                                     | 0.00             | 0.00              | 3,000.00            | (3,000.00)            | 0.0%             |
| 118515 · Travel                                       | 240.11           | 258.56            | 5,000.00            | (4,741.44)            | 5.17%            |
| 119998 · General Membership                           | 0.00             | 1,300.15          | 5,000.00            | (3,699.85)            | 26.0%            |
| <b>Total 116100 · Dues/Subscriptions/Training</b>     | <u>245.70</u>    | <u>1,601.73</u>   | <u>16,000.00</u>    | <u>(14,398.27)</u>    | <u>10.01%</u>    |
| <b>116200 · Expenditures - Capital Projects</b>       |                  |                   |                     |                       |                  |
| 116226 · Wilmer South Infrastructure                  | 75.00            | 75.00             | 150,000.00          | (149,925.00)          | 0.05%            |
| 116227 · Other Infrastructure                         | 0.00             | 0.00              | 350,000.00          | (350,000.00)          | 0.0%             |
| 116229 Pipe Bursting                                  |                  |                   | 162,000.00          |                       |                  |
| 116230 Fulghum Rd                                     |                  |                   | 230,570.00          |                       |                  |
| 116231 Cactus   |                  |                   | 100,000.00          |                       |                  |
| 116232 I-45 Waterline                                 |                  |                   | 823,295.00          |                       |                  |
| <b>Total 116200 · Expenditures - Capital Projects</b> | <u>75.00</u>     | <u>75.00</u>      | <u>1,815,865.00</u> | <u>(1,815,790.00)</u> | <u>0.0%</u>      |
| <b>117000 · Professional Services/Charges</b>         |                  |                   |                     |                       |                  |
| 117100 · Legal  | 0.00             | 395.00            | 10,000.00           | (9,605.00)            | 3.95%            |
| 117120 · Engineering                                  | 0.00             | 0.00              | 10,000.00           | (10,000.00)           | 0.0%             |
| 118146 · IT Support                                   | 0.00             | 0.00              | 2,000.00            | (2,000.00)            | 0.0%             |
| 118600 · Consultants                                  |                  |                   |                     |                       |                  |
| 118601 · Retail                                       | 0.00             | 4,000.00          | 0.00                | 4,000.00              | 100.0%           |
| 118600 · Consultants - Other                          | 6,400.00         | 19,200.00         | 38,400.00           | (19,200.00)           | 50.0%            |
| <b>Total 118600 · Consultants</b>                     | <u>6,400.00</u>  | <u>23,200.00</u>  | <u>38,400.00</u>    | <u>(15,200.00)</u>    | <u>60.42%</u>    |
| 118610 · Marketing Associates                         | 1,500.00         | 4,350.00          | 9,000.00            | (4,650.00)            | 48.33%           |
| 119995 · Studies                                      | 0.00             | 112.50            | 60,000.00           | (59,887.50)           | 0.19%            |
| 117000 · Professional Services/Charges - Other        | 0.00             | 1,003.98          |                     |                       |                  |
| <b>Total 117000 · Professional Services/Charges</b>   | <u>7,900.00</u>  | <u>29,061.48</u>  | <u>129,400.00</u>   | <u>(100,338.52)</u>   | <u>22.46%</u>    |
| <b>118000 · Operations &amp; Maintenance</b>          |                  |                   |                     |                       |                  |
| 118100 · Office Supplies                              | 0.00             | 69.84             | 2,000.00            | (1,930.16)            | 3.49%            |
| 118425 · Web Design                                   | 0.00             | 17.50             | 7,000.00            | (6,982.50)            | 0.25%            |
| 118430 · Mapping System                               | 0.00             | 0.00              | 7,500.00            | (7,500.00)            | 0.0%             |
| 118535 · Printing                                     | 0.00             | 0.00              | 1,000.00            | (1,000.00)            | 0.0%             |
| 118705 · EDC Board Room Improve                       | 0.00             | 0.00              | 2,000.00            | (2,000.00)            | 0.0%             |
| 119100 · Signage                                      | 0.00             | 0.00              | 1,000.00            | (1,000.00)            | 0.0%             |
| 910101 · Medline 360 Agreement                        | 0.00             | 220,855.49        | 0.00                | 220,855.49            | 100.0%           |
| <b>Total 118000 · Operations &amp; Maintenance</b>    | <u>0.00</u>      | <u>220,942.83</u> | <u>20,500.00</u>    | <u>200,442.83</u>     | <u>1,077.77%</u> |
| <b>118500 · Marketing</b>                             |                  |                   |                     |                       |                  |
| 118529 · Memberships                                  | 0.00             | 25.00             | 7,750.00            | (7,725.00)            | 0.32%            |
| 118530 · Conferences/Tradeshows                       | 200.00           | 1,511.00          | 10,000.00           | (8,489.00)            | 15.11%           |
| 118531 · Collateral Materials                         | 0.00             | 177.25            | 10,000.00           | (9,822.75)            | 1.77%            |
| 118532 · Misc Marketing                               | 0.00             | 0.00              | 61,250.00           | (61,250.00)           | 0.0%             |
| 118533 · Ad Design & Advertising                      | 0.00             | 0.00              | 1,000.00            | (1,000.00)            | 0.0%             |
| <b>Total 118500 · Marketing</b>                       | <u>200.00</u>    | <u>1,713.25</u>   | <u>90,000.00</u>    | <u>(88,286.75)</u>    | <u>1.9%</u>      |
| <b>Total Expense</b>                                  | <u>8,420.70</u>  | <u>256,394.29</u> | <u>761,900.00</u>   | <u>(505,505.71)</u>   | <u>33.65%</u>    |
| <b>Net Income</b>                                     | <u>57,040.69</u> | <u>195,535.75</u> | <u>(281,450.00)</u> | <u>476,985.75</u>     | <u>(69.47%)</u>  |





**Economic Development Report**  
**April 26, 2018**

**David D. Miracle CEcD**  
**Executive Director**



**EMLI APARTMENTS RIBBON CUTTING CEREMONY MARCH 20, 2018**



## Attended/Upcoming Events

### MAYOR BURGESS TELEVISION INTERVIEW

Channel 5 NBC 10:00 PM 4/11/18 – “Economic Development Growth”

Interview setup with Cory Smith, Reporter/Anchor and Miracle

“City of Wilmer Poised for Major Growth” | NBC 5 Dallas-Fort Worth

[https://www.nbcdfw.com/news/local/City-of-Wilmer-Poised-for-Major-Growth-479467613.html?\\_osource=mobilesharebar](https://www.nbcdfw.com/news/local/City-of-Wilmer-Poised-for-Major-Growth-479467613.html?_osource=mobilesharebar)

- ❖ 3/19/18 – second meeting with La Quinta Hotel team: Robert Winningham, Geoff Tucker of La Quinta, Lynn Dowdle + La Quinta investor/owner
- ❖ 3/20/18 – **Ribbon Cutting** for EMLI/Liberty Crossing Apartments
- ❖ 3/21/18 - GlobeSt.com (retail e-newsletter interview with Lisa Brown – EMLI PR
- ❖ 3/22/18 – BSW RED Showcase, Duncanville Hilton Garden Inn
- ❖ 4/3/18 – Wilmer South sanitary sewer construction meeting
- ❖ 4/3/18 - Wilmer EDC Type A monthly board meeting
- ❖ 4/5/18 – third meeting with La Quinta Hotel team: Geoff Tucker of La Quinta, Lynn Dowdle, La Quinta investor/owner, Wilmer site - property manager/broker
- ❖ 4/10/18 – fourth meeting with La Quinta broker and 2<sup>nd</sup> Wilmer site owner
- ❖ 4/12/18 - DISD Trustees Board Meeting, Wilmer Elementary School approval
- ❖ 4/17/18 - Wilmer CDC Type B monthly board meeting
- ❖ 4/18/18 - Kent Anderson - Dallas Workforce Solutions (Job Training programs) \*
- ❖ 4/18/18 – Bis Now’s Dallas Lodging Summit– The Lorenzo Hotel, Dallas
- ❖ 5/1/18 - Wilmer EDC Type A monthly board meeting
- ❖ 5/3/18 - Cody Seabolt, Coordinator - Career & Technical Education, DISD – WH High School to launch a Logistics Career training program Fall 2018 \*
- ❖ 5/3/18 – Wilmer City Council meeting, Prime Pointe Performance Agreements
- ❖ 5/15/18 – Wilmer CDC Type B monthly board meeting

## New and Ongoing Projects

### **RETAIL/RESIDENTIAL**

#### ✓ **EMLI Apartments RIBBON CUTTING and Press Releases**

The EMLI Apartments had their Ribbon Cutting Ceremony 3/20/18. The Liberty Crossing representatives and Wilmer stakeholders from the City Council and EDC Boards were in attendance (see picture above). Over 40 Wilmer and Liberty crossing representatives and employees attended and enjoyed a BBQ supper.

Sherie Ellington (Marketing Associate) and Miracle created the Press Release that was sent to:

Ellis County Press

Steve Brown, Dallas Morning News

Haisten Willis, Texas Real Estate Weekly  
 Bill Hethcock, Dallas Business Journal  
 Brannon Boswell, ICSC  
 Lisa Brown, Globe Street  
 Jeremiah Jensen, BisNow  
 Kevin Parker, City Biz List -  
<http://citybizlist.citybizlist.com/article/471028/mixed-use-development-underway-in-wilmer>  
 Cory Smith, Channel 5 NBC – 4/11/18 Television interview with Mayor Burgess  
 Tried contacting Marie Saavedra, weekend anchor, Channel 8 ABC

Miracle conducted interviews with Cory Smith of Channel 5 and Lisa Brown of GlobeSt.com. The press release appeared in GlobeSt.com, Dallas Morning News, Biz List, and Texas Real Estate Weekly.

**DALLAS/FORT WORTH MULTIFAMILY**

## Housing Is A First Step To Bringing Services

MARCH 26, 2018 BY LISA BROWN

With Wilmer continuing to add hundreds of new jobs, there are additional housing needs for the area's workforce, which will be found in Liberty Crossing, along with retail and healthcare amenities.

REPRINTS

Facebook Twitter LinkedIn Google+

*EMLI at Liberty Crossing, the first phase of a master-planned development, is underway.*

WILMER, TX—With housing needs nipping at the heels of Wilmer's city limits, a first phase residential development is underway. EMLI at Liberty Crossing, a 100-acre master-planned development, is the residential component of Liberty Crossing. The development will include 240 residential units across 10 buildings as well as a business center, internet cafe, swimming pool, pet park, farm-to-table garden, on-site nonprofit, playground and fitness center.

"With Wilmer continuing to add hundreds of new jobs, we have needed additional housing for Wilmer's workforce," said David Miracle, executive director of Wilmer Economic Development.

Today's Mortgage Rate  
**3.75%**  
 APR 15 Year Fixed

Select Loan Amount  
 \$225,000

Calculate Payment

lendingtree

MORE DALLAS/FORT WORTH HEADLINES

Verizon MIFI451 Internet access

- **Autumn Breeze**

**Update:** here are the details of this project that is to break ground in August:

Capital investment: \$29,000,000; “Apartment units: 216 units, 10 Buildings with 1, 2 and 3-bedroom floor plans; some garages and carports; Gated Community, Club House, Community Room and Conference Room, Lounge Area w/ Kitchen, Fitness Center, Pool, professionally landscaped, 12.5 acres for Phase 1, Three-story walkup apartments, Energy Efficient meeting the National Green Building Standards Washer/Dryer Connections, Granite Counter Tops.”

Miracle was contacted 1/9/18 by a representative from BBG - a leading national commercial real-estate valuation and assessment company – to assist in answering questions from Dwight Capital – a national real estate finance and investment company – relating to a funding application for the Autumn Breeze apartments. The questions were:

- The “transit person” question is -- will workers come from Dallas to Wilmer?
- Contacting employers for commitment letters on wages

A conference call was set for the next day 1/10/18 with Autumn Breeze, BBG and Dwight Capital for Miracle to provide answers. The last six months of Wilmer building permits, the updated Retail Assessment Report as well as the 12/17 Economic Development report was provided prior to the call.

After the call, an email from Dwight Capital was received that stated, “David – Excellent input, **saving-the-day input** - many thanks!”

- **Harrison Homes**

**Update:** after City Staff reviewed the building plans, the project has been put on hold.

- **DFW Real Estate Advisors**

3/19/18 meeting with brokerage/developer interested in single family home development. Several tracts were discussed and information on them were provided for possible purchase and development.

- **Elm & Associates Home Builders**

An Arlington home builder meeting was set for 3/30/18 but was postponed due to meeting set on Good Friday, which City Hall was closed. Rescheduling has yet to occur.

✓ **Project IC3**

**Update:** Ikel/Spenser are considering a multifamily and retail strip center option on the 93-acre tract on E. Pleasant Run Road. Due to new school and industrial development employment growth, the owner is looking to a higher and better use of the property. (See Project IC3 in the “Industrial” section below.)

## COMMERCIAL

- **La Quinta Inn & Suites**

**Update:** CAD file provided to broker and to investor/owner for layout of the facility; and offer has been made and waiting to hear back on the status

4/10/18 meeting with La Quinta broker and 2nd Wilmer site owner

4/6/18 – conference call with La Quinta broker and 2<sup>nd</sup> Wilmer site owner

4/5/18 – third meeting with La Quinta Hotel team: Geoff Tucker of La Quinta, Lynn Dowdle, La Quinta investor/owner, Wilmer 1<sup>st</sup> site - property manager/broker

A second meeting with the La Quinta Team occurred 3/19/18 and the third meeting will be 4/5/18. A Wilmer site representative will attend the 4/5/18 meeting. He attended the 3/19/18 and introduced himself as a **current La Quinta Hotel owner**. He owns 5 other hotels and has been looking a Wilmer sites for a while.

Ms. Dowdle was accompanied by Geoff Tucker, La Quinta's Director of Development, to the meeting with Robert Winningham and Miracle at Denny's restaurant 2/1/17. A good discussion of Wilmer's hotel and retail sites ensued. Mr. Tucker had already toured Wilmer a few days before the meeting and had looked at Wilmer before. Since the latest growth in industrial development/major employers in Wilmer and Hutchins, he believes an 85 to 110 room hotel with 2,000 SF of conference space is a possibility. He felt the best sites for a La Quinta are in the Belt Line Road corridor. The challenge is now finding an investor/ownership group to provide the financing.

La Quinta is rebranding its image with a considerable makeover. They are using new designs to modernize 250 of their 890 inns and suites. In addition, they will be building 235 new hotels with the new designs. Mr. Tucker left a portfolio of the new designs.

Incentives, Hotel/Motel Tax, developers, financing methods, additional feasibility studies and City/EDC participation in ownership were all discussed. The message left with Mr. Tucker and Ms. Dowdle is that Wilmer will be very easy to work with and will do what is necessary to attract a new La Quinta. The EDC flash drive was provided.

Wilmer's challenge is a competitive one. There are several new hotels being planned for the IH20 corridor in neighboring cities.

### **DISD's Wilmer Elementary School**

**Update:** 4/12/18 DISD Trustees Board Meeting to be briefed on the infrastructure development agreements. Miracle pointed out to Trustees Blackburn and Foreman that Wilmer EDC's were spending over \$1.6 million for the project, which they noted (they had stated that it was not uncommon for a City like Dallas to provide all the infrastructure at

no cost to the District). There was little discussion on the two items and it appears that the vote on 4/26/18 will be for approval.

The infrastructure development agreements' approvals by the DISD has been moved to April.

The water and sewer agreements have been agreed to by the developers and are to be considered by approval along with the school construction budget at the DISD Board of Trustees 3/22/18.

Once approved, bidding for the construction projects will be begin. Wilmer Economic Development will work with all parties to create and publish the Press Releases and Public Announcements to maximize the impact of the school and apartments effect on Wilmer's enhanced market for new retail and commercial development.

## **INDUSTRIAL**

### **Avalanche Consulting**

**Update:** project on hold due to City Staff working with Star, COG, DART, RTC, Dallas County and neighboring cities on creating a Transportation Management Association

The two EDC's have approved the proposal from Avalanche for the Wilmer Industrial Employer Survey. Contract signatures, initial setup meetings, etc. are being pursued to get the project started.

- ✓ **Interpoint Marketing Video <https://youtu.be/IFgYPLuRhTw>**  
A similar marketing piece is being considered for other Wilmer developments.
- ✓ **Prospect Lead—Governor's Office of EDT—Project Savant Hour (NEW)**  
Vacant or soon to be vacant industrial building(s) 800,000 - 900,000 sq. ft. or larger, preferably along the border or metros. Two 400,000 sq. ft. buildings adjacent to each other or in the same industrial park will also suffice.  
The company is projected to employ 500 people and deploy approximately \$50 million in capital investment on the proposed facility.  
South Port Logistics Park was submitted.
- ✓ **Project Fireball (NEW)**  
Site tours with broker and prospect to Dal Port, Piret, Sunridge and Southport were conducted 3/15/18. A national brand tire company was looking for sites and/or existing facilities for a 1.2 million SF distribution center.
- ✓ **Dallas Regional Chamber PROJECT STARLIGHT (NEW)**  
A production and assembly operation that manufactures air moving equipment:  
Production operation with an estimated initial headcount of 172 employees (subject to revision), capital investment of \$20mm (not including building, subject to revision).

This project is considering 20-acre greenfield sites as well as 200,000 SF existing buildings. Interpoint, South Port, and Sunridge were submitted.

✓ **Project Stanley**

A site consultant is interested in Building One at Southport. They desire a facility that is 1.075 million sf and may be expanded to 1.2 million sf. The company is considered a 10.5-year lease. The project is on a fast track with a site decision anticipated in the next couple of weeks and occupancy by as early as the 2nd or 3rd quarter of this year. An incentive offer letter was provided.

✓ **Project Wolverine**

Lead received from Dallas Regional Chamber for alternative food and food technology company searching for a 250,000 SF build-to-suit or existing food processing/manufacturing facility on 20-40 acres is preferred, but an existing semiconductor fabrication facility would be considered. 350-400 projected FT positions over 3 shifts with a capital investment of \$250 million. Dalport, Prime Pointe and Sunridge sites were submitted.

✓ **Project Long Run**

Lead received from the Dallas Regional Chamber for a project that is looking for a building 300,000 – 500,000 square foot range and 900' or longer in one direction. The length of the building is due to the manufacturing process of its product. Building 7 was submitted (it is 832' long).

✓ **Project Dahl**

Lead received from Dallas Regional Chamber for a medical device manufacturing facility searching for (prefers) an existing building, but will consider a greenfield site - 185,000 to 300,000 square feet (with potential to expand); Greenfield: 15-20 acres, that could be expandable to 30 acres; Capital Investment: \$30 million in real estate, with a potential transfer of \$43 million in manufacturing equipment and Jobs: at least 250 new jobs. Dalport, Interpoint, Prime Pointe and Sunridge were submitted along with Available Incentives Overview.

✓ **Project IC3**

**Update:** Ikel and Spenser are considering a multifamily and retail strip center option. The owner is working with a firm to determine infrastructure costs. IC3 is working with Sherry Sefko to provide information on the City's available water and sewer infrastructure for the site. A cost analysis will be created for the extensions of the infrastructure for either constructing or pricing of the tract.

Bob Ikel (IC3 Real Estate), rep for the 93-acre Spenser tract on E. Pleasant Run Road (adjacent to Sunridge and Southport industrial parks) and the owner met at Denny's to discuss the site and its potential development. Site information is now in the Available Properties database on the EDC's web site.

✓ **Wilmer South Wastewater System**

**Update:** 4/3/18 – construction meeting attended to clarify descriptive easements versus construction easements concerns - Piret, Kimberly Horn, Quadrant Investments, City Staff.

per Kimberly Horn Engineering, the construction of the micro-lift station and sewer lines has gone out to bid. Once the bid is awarded and construction begins, the Downstream Pipe Bursting funds from the EDC's will be accessed.

Cactus Environmental has received approval of its preliminary plat for its new facility.

Plan review is almost completed. When approved, the construction project will be sent out to bid. The EDC's "Downstream Pipe Bursting" funding will be used soon.

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 have delivered three hard copies of the construction plans to City Hall for review by City Staff.

✓ **Prime Pointe – Talco Road/Phase 2 Rail Project (NEW)**

**Update:** copies of Hutchins and Lancaster TIF's used with Prime Point will be provided by Mr. Rader. The Wilmer TIF agreement will be written by his attorney and reviewed by the City's attorney, ED Director and staff.

In a meeting with Mike Rader, Mr. Wheat and Ms. Sefko, he is in the planning stage to develop Wilmer property that is his "Phase 2 Track" area. This will be the **first rail served sites of Prime Pointe in Wilmer**. This area needs significant road, water and sewer infrastructure that may require joint support with Hutchins and/or a possible PID/TIF.

His plans call for 7 facilities of a total of 4.25 million SF to be rail served.

In addition, he has plans for another 7 facilities of 3.25 million SF that will be non-rail served. These plans do not include the 420-acre site R that we have submitted for projects such as Scout, New World (Toyota), Baseball, Chariot, and 3F. With Wilmer support on infrastructure, Prime Rail could add 14 new facilities of over 7 million SF.

✓ **Project Interpoint (New)**

**Update:** There is a new video of the building - <https://youtu.be/IFgYPLuRhTw>. Available incentives were sent to the broker to discuss with his client.



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.

✓ **Marketing Associate Sherie Ellington**

Posted agendas to website

Edited property search page for Sunridge Business Park II

Edited property search page for DFW Inland Port

Edited property search page for Interpoint DC

Edited website to add video Interpoint DC

EMLI @ Liberty Crossing

-Researched and wrote Press Release

-Sent to media\*\*

\*\*Dallas Morning News; Texas Real Estate Weekly; ICSC; Globe Street; Bis Now; City Biz List; Dallas Business Journal; Channel 5 NBC

-Arranged interviews with Globe Street, Channel 5 NBC