



AGENDA
ECONOMIC DEVELOPMENT CORPORATION - TYPE A BOARD
REGULAR MEETING
Tuesday, June 5, 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 MAY 1, 2018 MEETING
6. CONSIDER AND ACT REGARDING APRIL 2018 FINANCIAL STATEMENTS
 - a) Profit and Loss Budget vs. Actual Report for Wilmer EDC
 - b) Balance Sheet for April 30, 2018 for Wilmer EDC

7. DISCUSS AND CONSIDER SENDING THE EXECUTIVE DIRECTOR TO THE TEDC MID-YEAR CONFERENCE; TRAVEL AND REGISTRATION COSTS TO BE SPLIT WITH WCDC TYPE B – ACCOUNTS 11815 AND 116120 RESPECTIVELY.

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.

- 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

9. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION
10. DISCUSS AND TAKE POSSIBLE ACTION ON EXECUTIVE DIRECTOR'S REPORT
11. 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 1st, June 2018 at 4:05 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, May 1, 2018 at 6:00 pm

CALL TO ORDER - At 6:00 pm, President Casey Burgess called the meeting to order on May 1, 2018 in the City of Wilmer Conference Room located at 128 N. Dallas Ave. in Wilmer, Texas 75172.

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

Board Members Absent: **All Members Present**

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

INVOCATION –Led by **Board Member E. Wealthy-Williams**

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

COMMUNITY INTEREST – **EDC Director David Miracle highlighted Mayor Burgess' recent segment on the growth of Wilmer on NBC 5.**

ACTION ITEMS:

5. CONSIDER AND TAKE POSSIBLE ACTION ON MINUTES FOR THE APRIL 3, 2018 MEETING

Motion: Board Member Mears made the motion to accept the minutes from April 3, 2018.

Second: Board Member Wasserman

Ayes: 4 Nays: 0 **Board Member Wealthy abstained**

6. CONSIDER AND ACT REGARDING MARCH 2018 FINANCIAL STATEMENTS

- a.) Profit and Loss Budget vs. Actual Report for Wilmer EDC
- b.) Balance Sheet for month ending March 31, 2018 for Wilmer EDC

No action taken on this agenda item

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.

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The WEDC entered into Executive Session at 6:10 p.m.

The WEDC reconvened into Open Session at 6:20 p.m.

No action taken on this agenda item

8. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION

No action taken on this agenda item

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

No action taken on this agenda item

10. ADJOURN – Board President Burgess adjourned the meeting at 6:35 pm.

APPROVED:

ATTEST:

Casey Burgess, President

Sheana Stokes, Administrative Assistant

Wilmer Economic Development Corporation Type A
Balance Sheet
As of April 30, 2018

	<u>Apr 30, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
100000 · Wilmer Economic Development Co	1,312,338.61
Total Checking/Savings	<u>1,312,338.61</u>
Other Current Assets	
101320 · Due from G Fd - Sales Tax	60,682.56
101330 · Due from 4B	22.59
Total Other Current Assets	<u>60,705.15</u>
Total Current Assets	<u>1,373,043.76</u>
TOTAL ASSETS	<u><u>1,373,043.76</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
102321 · Due to Medline	33,650.41
102325 · Accrued Expenses	9,688.00
Total Other Current Liabilities	<u>43,338.41</u>
Total Current Liabilities	<u>43,338.41</u>
Total Liabilities	43,338.41
Equity	
390000 · Fund Balance	1,069,057.02
Net Income	260,648.33
Total Equity	<u>1,329,705.35</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,373,043.76</u></u>

Wilmer Economic Development Corporation Type A
Profit & Loss Budget vs. Actual
For the Month of April 2018 and October 2017 through April 2018 Totals

	<u>Apr 18</u>	<u>Oct '17 - Apr 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income					
10500 · Income					
105125 · Sales Tax Revenue	69,201.16	521,131.20	480,350.00	40,781.20	108.49%
115600 · Interest Income	0.00	0.00	100.00	(100.00)	0.0%
Total 10500 · Income	<u>69,201.16</u>	<u>521,131.20</u>	<u>480,450.00</u>	<u>40,681.20</u>	<u>108.47%</u>
Total Income	69,201.16	521,131.20	480,450.00	40,681.20	108.47%
Expense					
115900 · Transfers Out					
115960 · Transfers	0.00	3,000.00	6,000.00	(3,000.00)	50.0%
Total 115900 · Transfers Out	<u>0.00</u>	<u>3,000.00</u>	<u>6,000.00</u>	<u>(3,000.00)</u>	<u>50.0%</u>
116100 · Dues/Subscriptions/Training					
116120 · Meeting/Conferences	0.00	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	0.00	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%
Total 116100 · Dues/Subscriptions/Training	<u>0.00</u>	<u>1,601.73</u>	<u>16,000.00</u>	<u>(14,398.27)</u>	<u>10.01%</u>
116200 · Expenditures - Capital Projects					
116226 · Wilmer South Infrastructure	0.00	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	0.00	0.00	162,000.00	(162,000.00)	0.0%
116230 · Fulghum Rd	0.00	0.00	230,570.00	(230,570.00)	0.0%
116231 · Cactus	0.00	0.00	100,000.00	(100,000.00)	0.0%
116232 · I-45 Waterline	0.00	0.00	823,295.00	(823,295.00)	0.0%
Total 116200 · Expenditures - Capital Projects	<u>0.00</u>	<u>75.00</u>	<u>1,815,865.00</u>	<u>(1,815,790.00)</u>	<u>0.0%</u>
117000 · Professional Services/Charges					
117100 · Legal/Accounting	115.00	1,513.98	10,000.00	(8,486.02)	15.14%
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	3,208.41	22,408.41	38,400.00	(15,991.59)	58.36%
Total 118600 · Consultants	<u>3,208.41</u>	<u>26,408.41</u>	<u>38,400.00</u>	<u>(11,991.59)</u>	<u>68.77%</u>
118610 · Marketing Associates	750.00	5,100.00	9,000.00	(3,900.00)	56.67%
119995 · Studies	0.00	112.50	60,000.00	(59,887.50)	0.19%
Total 117000 · Professional Services/Charges	<u>4,073.41</u>	<u>33,134.89</u>	<u>129,400.00</u>	<u>(96,265.11)</u>	<u>25.61%</u>
118000 · Operations & Maintenance					
118100 · Office Supplies	0.00	69.84	2,000.00	(1,930.16)	3.49%
118425 · Web Design	15.17	32.67	7,000.00	(6,967.33)	0.47%
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 380 Agreement	0.00	220,855.49	0.00	220,855.49	100.0%
Total 118000 · Operations & Maintenance	<u>15.17</u>	<u>220,958.00</u>	<u>20,500.00</u>	<u>200,458.00</u>	<u>1,077.84%</u>
118500 · Marketing					
118529 · Memberships	0.00	25.00	7,750.00	(7,725.00)	0.32%
118530 · Conferences/Tradeshows	0.00	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%
Total 118500 · Marketing	<u>0.00</u>	<u>1,713.25</u>	<u>90,000.00</u>	<u>(88,286.75)</u>	<u>1.9%</u>
Total Expense	<u>4,088.58</u>	<u>260,482.87</u>	<u>2,077,765.00</u>	<u>(1,817,282.13)</u>	<u>12.54%</u>
Net Income	<u>65,112.58</u>	<u>260,648.33</u>	<u>(1,597,315.00)</u>	<u>1,857,963.33</u>	<u>(16.32%)</u>



TEXAS ECONOMIC DEVELOPMENT COUNCIL

TEDC Mid-Year Conference
June 13-15, 2018
Galveston, Texas

May 3, 2018



Moody Gardens Hotel

Seven Hope Boulevard
Galveston, Texas

Registration:

Member Rate: \$350

Non-member Rate: \$400

[»Link to Registration](#)

We have a great program and lineup of presentations at our 2018 Mid-Year Conference in Galveston -- Don't miss the opportunity to hear...

State Representative Byron Cook, District 8 of the Texas House of Representatives and Chair of the House Select Committee on Economic Competitiveness. Representative Cook will present the findings of the recent the Select Committee's report.

Craig Richard, CEcD, FM, President & CEO, Tampa-Hillsborough EDC will present *"Redefining the Economic Development Narrative."*

Phil Schneider, Schneider Strategy Consulting and **Maggie Kuhn**, MKJ Communications, will present *"Talent - If you build it, business will come: Redefining the core mission of economic development."*

Tracy McDaniel, McDaniel Strategy Ecosystems, **David Elcock**, International Consortium of Minority Cybersecurity Professionals and **Lee Ann Woods**, Walnut Ridge Group, will present *"Workforce Future: Robots and Drones and AI, Oh my."*

Our ever popular **Peer Group Roundtables** will also be part of the program. The two PGR topics are *"Local Politics and Its Impact Upon the Economic*



@TexasEDC #TEDC2018

The Mid-Year Conference Golf Tournament will be Wednesday morning, June 13th, at the Moody Gardens Golf Course.



Development Profession" and "Site Visits - the Scary, the Funny and the Downright Weird."

There will be several networking opportunities during the event, including a reception on Thursday evening aboard the *Colonel* Paddle Boat.

The TEDC will recognize the recipients of the 2018 Workforce Excellence Award and the 2017 Economic Excellence Recognition at our **Awards Breakfast** on Thursday morning.

Check out the conference registration page for more details on the program and Things to Do at the Moody Gardens Hotel and on Galveston Island.

[»Link to Registration](#)



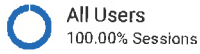
Texas Economic Development Council

512-480-8432

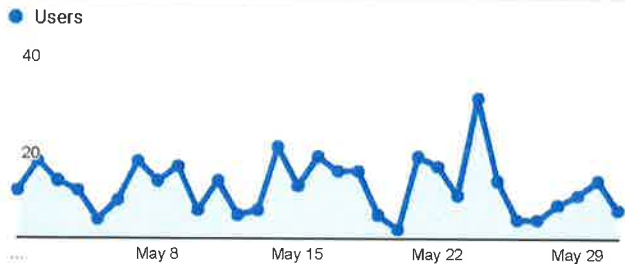
www.texasedc.org

Website Overview

May 1, 2018 - May 31, 2018



Users



Users

310
% of Total: 100.00% (310)



New Users

301
% of Total: 100.00% (301)



Bounce Rate

66.76%
Avg for View: 66.76% (0.00%)



Avg. Session Duration

00:01:35
Avg for View: 00:01:35 (0.00%)



Avg. Time on Page

00:01:34
Avg for View: 00:01:34 (0.00%)



Users and New Users by Source / Medium

Source / Medium	Users	New Users
google / organic	208	200
(direct) / (none)	54	54
surface-post-forbid.net / referral	20	20
cityofwilmer.net / referral	18	17
bing / organic	7	7
yahoo / organic	2	2
en.m.wikipedia.org / referral	1	1
facebook.com / referral	1	0
m.facebook.com / referral	1	1

Pageviews and New Users by Page

Page	Pageviews	New Users
/	94	59
/living-here/liberty-crossing	59	38
/property_search	43	3
/site-selection/industrial-business-parks	33	13
/news-media/article/city-of-wilmer-poised-for-major-growth	27	1
/property_search/details/plr-southport-building-1-under-const	25	18
/about-us/contact-us	23	6
/interactive_maps	23	0
/property_search/details/liberty-crossing	23	11
/property_search/details/prime-pointe-marketing-center	22	14

Get financing today.



SIOR Announces Top 20
Investment Deals of 2017



Connect Bay Area:
Transportation and
Housing Meet



Blackstone Continues Renewed Industrial Push with Closing of PIRET Deal

May 30, 2018

Having divested its U.S. industrial platform IndCor to a venture including GLP for \$8.1 billion in 2015, the Blackstone Group is continuing a renewed ramping-up of its presence in the sector. Late last week, the asset management giant closed on its acquisition of Vancouver, BC-based Pure Industrial Real Estate Trust (PIRET) in a \$3.8-billion deal.

When Connect Media first reported the Pure Industrial deal in **early January**, an affiliate of Blackstone Property Partners was the sole buyer. Subsequently, Blackstone brought in Ivanhoé Cambridge, the real estate arm of Canadian fund manager Caisse de

dépôt et placement du Québec, as a partner. Blackstone now owns 62% of the REIT, which has been delisted from the Toronto Stock Exchange, while Ivanhoé owns 38%.

Although PIRET's properties are concentrated mainly in Canada, it does have a presence in some of the leading U.S. industrial markets as well. Largest of these by square footage is a two-building complex (pictured) in the Cedar Port Distribution Park in Baytown, TX, within the Houston metro area. PIRET also has properties in the Dallas, Chicago, Philadelphia, San Antonio, Los Angeles, South Florida and New Orleans markets.

In March, Blackstone made another large-scale industrial play, this one focused strictly on the U.S. market. Its Blackstone Real Estate Income Trust acquired the **Canyon Industrial Portfolio**, a 22-million-square-foot portfolio, for roughly \$1.8 billion.

The Canyon portfolio is comprised of 146 last-mile infill warehouses and distribution buildings, with major concentrations in the Chicago, Dallas, Baltimore/Washington DC, Los Angeles/Inland Empire and South/Central Florida markets.

Later in March, Blackstone announced a more regional acquisition, this one focused on the DC metro area. Its Blackstone Real Estate Partners VIII said it would buy 41 industrial warehouses and two adjacent lots from Jacksonville-based **FRP Holdings, Inc.** for \$358.9 million. The transaction is expected to close by the third quarter of 2018.



Economic Development Report May 31, 2018

David D. Miracle CEcD
Executive Director

SALES TAX

Per recent Texas Comptroller's Dallas County Sales Tax Allocations Report, Wilmer now brings in more sales tax Year to Date than Hutchins, Sachse, Seagoville and Sunnyvale.

Attended/Upcoming Events

- ❖ 5/1/18 – Wilmer EDC Type A monthly board meeting
- ❖ 5/3/18 – David Hoover, Business Development Manager, Highland Builders (retail, commercial, office, small industrial)
- ❖ 5/3/18 - Cody Seabolt, Coordinator Career & Technical Education, DISD – **W-H High School to launch a Logistics Career training program Fall 2018**
- ❖ 5/3/18 – Wilmer City Council meeting: Pleasant Run Road/Prime Pointe Median Landscaping Performance Agreements, EDC's/City Administrative Services Agreement, and for **Wilmer South Infrastructure Project**: Cactus Reclamation Sewer Line/Deed for Lift Station and bid for Sewer Line Pipe Bursting – all approved
- ❖ 5/15/18 – Wilmer CDC Type B monthly board meeting
- ❖ 5/17/18 – Wilmer City Council Meeting
- ❖ 5/24/18 – Best Southwest Education Luncheon with Mayor, Council and Staff
- ❖ 6/4/18 – meeting with Elm and Associates home builders
- ❖ 6/5/18 - Wilmer EDC Type A monthly board meeting
- ❖ 6/7/18 – meeting with Liberty Crossing, City Administrator and Mayor concerning new development at Liberty Crossing
- ❖ 6/19/18 - Wilmer CDC Type B monthly board meeting

New and Ongoing Projects

RESIDENTIAL/RETAIL

- **EMLI Apartments at Liberty Crossing**

Update: walls and roofs are up on several buildings, infrastructure construction ongoing. They hope to have their first unit available mid-summer.

EMLI will have **240 residential units** across 10 buildings as well as a business center, Internet cafe, swimming pool, pet park, farm-to-table garden, on-site non-profit, playground, and fitness center. **The capital investment is \$34,000,000.**

- **Autumn Breeze Apartments at Liberty Crossing**

Update: Autumn breeze has submitted its civil and engineering plans to the City Engineer, Fire Marshall and Public Works for review/approval.

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.”

- **Robbie Hale Homes.com**



Has submitted their civil plans to City staff for the **160 single-family homes** in the Meadow Ridge Phase II development on east Belt Line Road.

- **The Crossing.com**



The manufactured home development will be bringing civil plans to the City next week to start on their Phase III **100-unit** Phase of the development.

OVER 700 NEW HOMES AND APARTMENTS EITHER UNDER CONSTRUCTION OR COMMITTED TO BUILD IN WILMER NOW!

- **HighlandBuilders.net**

Met 5/3/18 with Business Development Manager. He is wanting to tell his clients that Wilmer is a good market for their locations and wanted a windshield tour. Highland Builders is a full-service General Contractor and Construction Management company working in the commercial, industrial, educational and medical sectors since 1996.

- **Elm & Associates Home Builders (no web site)**

Update: meeting rescheduled for 6/4/18

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: a meeting has been requested by developer/owner with ED Director, City Administrator and city staff to review three infrastructure connection plans for City recommendations for an apartments and retail mixed use development. The three options have been forwarded onto staff and am waiting on staff to schedule meeting week of 6/4/18.

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 develop a better use of the property. (See Project IC3 in the “Industrial” section below.)

✓ **Sunshine Food Marts**

WCDC President and City Council person Sheila Petta kindly passed on a lead that Brookshire grocery store had purchased Sunshine Food Stores in east Texas. She believed that Brookshire maybe starting a new division of Brookshires with a smaller size store that might be successful in Wilmer. She did not know which Brookshire was involved (Tyler or Lufkin).

Here is what I could find out on Sunshine Food Marts, Sunshine Foods:

1. There is a SunshineFoodStores.com out of the Midwest with stores in So Dakota, Minnesota, and Illinois. They may own a few convenience stores in Sherman, Denison and Bonham TX. And, they seem to own Sunshine Food Marts convenience store group with stores in Duncanville and Dallas. I can't tell much more for their web site only shows store locations and no corporate headquarter contact information. They may also own Sunshine Food Marts, convenience stores with gas stations, in San Augustine, Nacogdoches and other east TX cities.
2. Brookshire Grocery Company (Tyler) – they have no Press Releases about Sunshine on their web site, and Nancy Cooper in their Real Estate Department said they have not purchased any Sunshine stores nor has she heard of anyone else doing so. They have recently purchased 8 Winn Dixie stores in southern Louisiana and are converting them over to Super Ones.
3. Brookshire Brothers (Lufkin) – no Press Releases on their web site mentioning Sunshine. Suzie Freeman in their Real Estate Department said she has no knowledge of them purchasing any Sunshine stores. To the contrary, Brookshire Brothers did sell a few of their convenience stores some time ago to a company who then sold a few to Sunshine. She could not remember when this occurred for it was some time ago.

It seems that a Sunshine Store, whether food mart or food store, is a convenience store and not a typical grocery store. And, neither Brookshire company is involved with a Sunshine store acquisition.

This a good example of the leadership of Wilmer assisting economic development with hearing about opportunities and sharing them. Although the lead did not pan out, it could have. Thanks Ms. Petta.

- **La Quinta Inn & Suites**

Update: A new hotel owner/developer has inquired as to the possibility of opening a hotel in Wilmer. He was contacted by the La Quinta's Director of Development Geoff Tucker and Lynn Dowdle, broker.

From La Quinta, investor/owner is securing financing which should be completed by week of 5/21/18. Project should then move to site acquisition phase.

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 2nd 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 1st 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: at 4/26/18 the Board approved the water and sewer funding agreements; the road improvements agreement is the final agreement to be finalized by City and DISD staff.

INDUSTRIAL

- **Project Southport (NEW)**

Public Works has issued the construction permit for the tenant finish out for Building 7. The Fire Marshall and City Engineer are reviewing plans for the new 12-acre parking lot. The confidential tenant may be leasing Building One as well, employing several hundred for each building.

- **Project Sunrise Road (NEW)**

The public announcement from the food manufacturer is coming in next few weeks, per the developer. There is a full engineering effort on site underway to start construction in September. The company's executives toured the site recently and, yes, they liked the new median landscaping on Pleasant Run Road. The developer offers his thanks to the EDC board members and City Council for support for this Project.

- **Project Talco Road/Phase 2 Rail – Prime Pointe Industrial Park (NEW)**

Update: The developer is about to come to the city on the Phase 2 development Of Prime Pointe – Wilmer, which will open another 350 acres for large employer development in Wilmer. He is trying to get all the engineering plans complete to start additional rail service to this area within the next 6 months.

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.

The Wilmer property that is the "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.

- **Prospect Lead Governor's Office of EDT – Project Pavement (NEW)**

The Office of the Governor has been contacted by a consultant representing a contract manufacturer of consumer wipes products that is looking to relocate their complete manufacturing from the Northeast to a lower cost location in the United States.

The company is seeking an existing 250,000 to 350,000 square foot building for manufacturing. The company prefers to lease but would consider purchase.

Approximately 240 positions will be created at the proposed operation, half of which in the first year. The company anticipates spending approximately \$14 million in machinery and equipment. The real estate costs are to be determined.

Interpoint DC was submitted.

- **Prospect Lead Governor's Office of EDT - Project Eagle Feathers (NEW)**
The Office of the Governor has been contacted by a consulting firm on behalf of a publicly traded company that provides sustainable manufacturing products. The company is seeking 100 acres of flat land served by a rail spur (or available extension) with Class 1 rail access and proximity to an interstate highway. Approximately **300 of an average annual salary of \$70,000 will be employed** at the proposed operation. The company anticipates spending approximately **\$500 million in capital investment**. The total combined square footage of the two facilities is approximately 770,000 square feet and require significant utilities and rail service. Site R at Prime Pointe was submitted via a multi-page Excel spreadsheet questionnaire.
- **Project West (NEW)**
Lead received from the Dallas Regional Chamber. Project West is considering the Metroplex for a 300-500 employee food manufacturing facility. They are looking for a 15-acre greenfield site on which they could build an approx. 200,000 sq ft facility. They prefer to be in industrial park and/or somewhere where permitting can be expedited as they seem to be on a fast timeline. All Wilmer sites in the 4 parks were submitted along with water and sewer rates.
- **Prospect Lead Governor's Office of EDT - Project Savant Hour**
Update: still active
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 Starlight**
Update: still active
Lead received from Dallas Regional Chamber for 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 Wolverine**

Update: still active; site selection ongoing

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 Dahl**

Update: Company is working with a local broker and they're still considering DFW.

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.

- **Wilmer South Wastewater System**

Update: Piret has been acquired by the Blackstone Group.

The Blackstone Group L.P. is an American multinational private equity, alternative asset management and financial services firm based in New York City with assets under management: \$434.1 billion USD (2017). It is anticipated that there will be no change in direction for the Piret site development and Wilmer South due to the acquisition.

Pipe Bursting bid has been awarded; Cactus pump station and sewer line easements have been approved as well.

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

- ✓ **Marketing Associate Sherie Ellington**

Posted agendas to website

For new Flash Drive:

Worked on interactive document

Edited, sized and placed images

Wrote and edited copy

Set up and populated demographic information

Rewrote incentives section

Reviewed and renewed monthly website Analytics Report

Revised text from Channel 5 story on website