



A G E N D A
ECONOMIC DEVELOPMENT CORPORATION - TYPE A BOARD
REGULAR MEETING
Tuesday, December 5, 2017 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 NOVEMBER 7, 2017 MEETING
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 November 30, 2017 for Wilmer EDC
7. DISCUSS AND CONSIDER APPROVAL OF AN EXTENSION OF THE WINNING DEVELOPMENT CONSULTING AGREEMENT FOR RETAIL AND COMMERCIAL DEVELOPMENT
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.

- 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

9. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION

DISCUSSION ITEMS:

10. REVIEW AND POSSIBLE DISCUSSION OF 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, December 2017 at 9:30 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, November 7, 2017 at 6:00 pm

CALL TO ORDER - At 6:00 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, and Sheana Stokes Administrative Assistant**

INVOCATION – led by **Board Member E. Wealthy**

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 SEPTEMBER 5, 2017 MEETING

Motion: Board Member Madrigal made the motion to accept the minutes from September 5, 2017.

Second: Board Member Wealthy

Ayes: 5 Nays: 0 Motion carried unanimously

6. CONSIDER AND ACT REGARDING JULY, AUGUST, SEPTEMBER, AND OCTOBER 2017 FINANCIAL STATEMENTS

- a.) Y.T.D. Profit and Loss Budget vs. Actual Report for Wilmer EDC
- b.) Balance Sheet for month ending July 31, 2017 for Wilmer EDC
- c.) Balance Sheet for month ending August 31, 2017 for Wilmer EDC
- d.) Balance Sheet for month ending September 30, 2017 for Wilmer EDC
- e.) Balance Sheet for month ending October 31, 2017 for Wilmer EDC

Motion: Board Member Madrigal made a motion to accept the July, August, September, and October 2017 Financial Statements

Second: Board Member Wasserman

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

7. ELECTION OF WEDC BOARD OFFICERS

Motion: Board Member Wasserman made a motion that Board Member Burgess remain President and Board Member Madrigal remain Vice President.

Second: Board Member Mears

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

8. DISCUSS AND TAKE POSSIBLE ACTION ON UPDATING THE RETAIL MARKETING ANALYSIS BY CATALYST COMMERCIAL- SPLIT COST OF \$225 WITH WDCD. (\$112.50)

Motion: Board Member Madrigal made a motion to approve updating the Retail Marketing Analysis by Catalyst Commercial and split the costs with WDCD

Second: Board Member Wasserman

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

9. DISCUSS AND TAKE POSSIBLE ACTION CONSIDERING APPROVING PURCHASE OF COLLATERAL MARKETING MATERIALS:

A. FLASH DRIVES

B. BANNERS

C. TABLECLOTH

D. POSTERS W/STANDS

E. WHERE TO STORE THE MATERIALS SECURELY WITH ACCESS ONLY BY EXECUTIVE DIRECTOR AND STAFF LIAISON

10. DISCUSS AND CONSIDER APPROVING ATTENDING THE ICSC TEXAS CONFERENCE AND DEAL MAKING EVENT, 11/8-11/10/17, DALLAS KAY BAILEY HUTCHINSON CONVENTION CENTER

- P3 PAVILION KIOSK - \$600, INCLUDES TWO BADGES
- OR, 10' X 10' BOOTH - \$595, PLUS EXECUTIVE DIRECTOR REGISTRATION OF \$295

Motion: Board Member Madrigal made a motion to pay half of the ICSC Texas Conference and Deal Making Event, and also WEDC approves up to \$1500 in marketing costs.

Second: Board Member Wasserman

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

11. DISCUSS AND CONSIDER APPROVING A 60-DAY EXTENSION OF WINNING DEVELOPMENT'S RETAIL/COMMERCIAL MARKETING SERVICES AGREEMENTS

Motion: Board Member Madrigal made the motion to approve extending the Retail/ Commercial Marketing Services Agreements with Winning Development

Second: Board Member Wasserman

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

12. CONSIDER AND TAKE POSSIBLE ACTION CONCERNING THE PERFORMANCE AGREEMENT WITH CACTUS RECLAMATION SERVICES, LLC

Board Member Wasserman recused himself from meeting at 6:25pm

Motion: Board Member Madrigal made the motion to accept the Performance Agreement with Cactus Reclamation Services, LLC, after the two new Legislative Amendments are included

Second: Board Member Mears

Ayes: 3 Nays: 0 Motion carried unanimously **Board Member Wealthy did not vote*

*Board Member Wasserman returned to meeting at 6:41pm**

13. 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 CACTUS RECLAMATION

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

- PROJECT CACTUS RECLAMATION

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

- PROJECT CACTUS RECLAMATION

The WEDC entered into Executive Session at 6:42 p.m.

The WEDC reconvened into Open Session at 7:03 p.m.

14. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION

** No action taken on this agenda item*

DISCUSSION ITEMS:

15. DISCUSS THE STATUS OF THE NEW WILMER DISD ELEMENTARY SCHOOL, EMLI AND AUTUMN BREEZE MF DEVELOPMENTS – WILMER SOUTHEAST INFRASTRUCTURE PROJECT

No action taken on this agenda item

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 7:24 pm.

APPROVED:

ATTEST:

Casey Burgess, President

Sheana Stokes, Administrative Assistant

Wilmer Economic Development Corporation Type A

Profit & Loss Budget vs. Actual

October 1 through November 29, 2017

Accrual Basis

	Oct 1 - Nov 29, 17	Budget	\$ Over Budget	% of Budget
Income				
10500 · Income				
105125 · Sales Tax Revenue	154,280.91	0.00	154,280.91	100.0%
Total 10500 · Income	154,280.91	0.00	154,280.91	100.0%
Total Income	154,280.91	0.00	154,280.91	100.0%
Expense				
116100 · Dues/Subscriptions/Training				
116120 · Meeting/Conferences	37.43	0.00	37.43	100.0%
119998 · General Membership	1,050.15	0.00	1,050.15	100.0%
Total 116100 · Dues/Subscriptions/Training	1,087.58	0.00	1,087.58	100.0%
117000 · Professional Services/Charges				
117100 · Legal	195.00	0.00	195.00	100.0%
118600 · Consultants				
118601 · Retail	1,000.00	0.00	1,000.00	100.0%
118600 · Consultants - Other	3,200.00	0.00	3,200.00	100.0%
Total 118600 · Consultants	4,200.00	0.00	4,200.00	100.0%
118610 · Marketing Associates	656.25	0.00	656.25	100.0%
Total 117000 · Professional Services/Charges	5,051.25	0.00	5,051.25	100.0%
118000 · Operations & Maintenance				
118100 · Office Supplies	69.84	0.00	69.84	100.0%
910101 · Medline 380 Agreement	112,644.94	0.00	112,644.94	100.0%
Total 118000 · Operations & Maintenance	112,714.78	0.00	112,714.78	100.0%
118500 · Marketing				
118530 · Conferences/Tradeshows	25.00	0.00	25.00	100.0%
118531 · Collateral Materials	177.25	0.00	177.25	100.0%
Total 118500 · Marketing	202.25	0.00	202.25	100.0%
Total Expense	119,055.86	0.00	119,055.86	100.0%
Net Income	35,225.05	0.00	35,225.05	100.0%

**Wilmer Economic Development Corporation Type A
Balance Sheet**

Accrual Basis

As of November 30, 2017

	<u>Nov 30, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
100000 · Wilmer Economic Development Co	1,086,915.33
Total Checking/Savings	<u>1,086,915.33</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>1,147,612.89</u>
TOTAL ASSETS	<u><u>1,147,612.89</u></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	35,225.05
Total Equity	<u>1,027,709.29</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,147,612.89</u></u>



TO: Mr. David Miracle, Executive Director
Wilmer EDC Type A
FR: Robert Winningham
DT: 12-1-17
RE: **Proposed Master Service Agreement**

Dear Mr. Miracle:

I appreciate the opportunity to provide this proposal for the services defined herein. This proposal (“Proposal”) shall be between Winning Development (“Consultant”) and the Wilmer Economic Development Corporation, Type A, Wilmer, Texas (“Client” and “EDC”).

1. **Services:** The Services shall be provided by the Consultant for the Wilmer EDC Type A, including but not limited to the list of services outlined in the attached “Statement of Work” (Scope). The Scope may be renegotiated at any time at the request of either Party.
2. **Confidentiality:** Both parties agree to the following confidentialities:
 - a. **Content:** The Consultant agrees to keep confidential any information related to the Services that is deemed confidential by the Wilmer EDC.
 - b. **Marketing Permission:** The Wilmer EDC agrees to allow Consultant to reference the EDC as a client and to allow Consultant to use a ‘high-level’ explanation of Services provided.
 - c. **Payment Disclosure:** The Wilmer EDC agrees to not disclose the amount of payment included in the Master Service Agreement when possible, unless requested by City Council and/or upon public information request.
3. **Documents:** All documents generated as a result of the Services shall be the property of the Wilmer EDC to be used as needed. However, the Wilmer EDC agrees not to release or share a digital copy of any of the documents without permission by Consultant.
4. **Commencement Date:** Services by Winning Development on behalf of Client shall have begun retroactively upon expiration of the previous contract agreement (on November 20, 2017) but not recognized for payment until Execution of the Master Service Agreement outlined herein per approval of the Wilmer EDC Board of Directors.

5. **Payment for Services:** Consultant shall be paid by the Wilmer EDC for Services rendered as follows:
 - a. **Retainer Fee (2x 30-day Period):** The Wilmer EDC agrees to pay Winning Development a retainer fee of \$1,000 for each 30-day Period beginning at the Commencement Date for 2x 30-day Periods (two payments of \$1,000 for a total 60-day period), separate from the Engagement Fee, payable by the end of the 30th Day and the 60th Day.
 - b. **Payment Method:** Payment of the Engagement Fee and Retainer Fee by the Wilmer EDC to Winning Development per terms outlined herein shall be wired to Winning Development's bank account, or payable by check, whichever is most convenient for Client.

6. **Termination of Agreement:** The Master Service Agreement will be automatically terminated after 60 days from Commencement of this Agreement (on January 21, 2018), unless the Wilmer EDC requests extension of the Agreement beyond 60 days by executed Addendum to the Agreement. Early Termination of the Agreement during the 60-day period can be made by either Party upon notice of 10 business days by either Party. Should Early Termination occur, a prorated portion of the Retainer fee shall be paid on the last day of Service, or on a date that is mutually agreed upon. Should Termination occur, both Parties agree to not disclose terms of the Termination, and agree to not communicate in a way that would be deemed a negative reflection of either Party.

Consultant: Winning Development

Client: Wilmer EDC Type A, Texas

Signed: _____

Signed: _____

Date: _____

Date: _____

Name: Robert R. Winningham, Principal
Robert@WinningDevelopment.com
 (214) 551-1135
 P.O. Box 1124
 Allen, Texas 75013

Name: Board Officer, Wilmer EDC Type A
 c/o dmiracle@wilmeredc.com
 (972) 965-6348
 128 N. Dallas Avenue
 Wilmer, Texas 75172



**Economic Development Services
for Wilmer EDC Type A
Wilmer, Texas**

Proposed Statement of Work
November 21, 2017

I. Research

Winning Development will meet with the EDC Executive Director and Board members in an effort to learn what retail development projects are valued and possible. Winning Development will compile demographics, traffic counts, housing information, labor statistics, hotel market analysis and other pertinent information necessary to attract retail development to Wilmer, including but not limited to grocery, retail centers, commercial space, office space, hotel rooms and mixed-use residential. Additionally, Winning Development will work closely with the economic development and city staff on the compliance with analysis of entitlements on existing retail sites in Wilmer. Further, Winning Development will be available to advise Client at any time during the contract period.

Problem Identification:

- What retail development projects best fit Wilmer and what projects can Wilmer reasonably assume can be won?
- What tools does the City of Wilmer and the Wilmer EDC Type A have to win retail projects?
- Evaluation of any existing public-private retail projects
- An unbiased assessment of strengths and weaknesses (SWOT) will be made for Client

Service Goals:

- Retail analysis, hotel study and any other market feasibility information will be created based on consultation with executive director, the Wilmer business community and reputable developers and brokers
- Available sites will be analyzed to determine best and highest use for revenues to the City
- Any existing agreements between the City of Wilmer, EDC and developers will be reviewed by Consultant

Deliverables:

- Research information will be included in a condensed report to Client, including broker and retailer analysis and comments of the Wilmer market and its potential

II. Pursuit of Retail Development

Winning Development has a strong background of pursuing and attracting reputable retail developers and retailers through use of strong relationships and creative approaches that deliver measureable results.

Problem Identification:

- High-level promotion of Wilmer opportunities to retail developers and retailers is needed
- Creation and execution of plans will require planning and creation of resources
- Representation of Wilmer at key retail events in the region and nationally is needed
- Plans for marketing, branding and public relations activity need to be developed

Service Goals:

- Winning Development will assist with marketing and public relations of Wilmer to retailers
- Wilmer will be represented at upcoming retail trade shows and conferences
- Weekly assessments will be made to Client with respect to the marketing of the project

Deliverables:

- Winning Development will provide a marketing plan targeted to retail developers, retailers and hotel developers
- A brief PowerPoint presentation will be created to promote Wilmer to the retail community
- Updates on marketing and public relations efforts will be made to Client on a weekly basis
- Presentations to elected officials and other key Wilmer stakeholders will be made as needed
- Sites for development of retail will be listed and categorized and delivered to the Executive Director
- Retailers, including a grocery store, will be vigorously pursued; a list of targeted retailers will be provided to the Executive Director
- A list of potential incentives that will help 'close the deal' with retailers, grocers and hotel developers will be created

III. Pursuit of Residential Development

Winning Development and Wilmer EDC staff have learned from efforts to lure retail over the last few months that retail developers and retailers are demanding growth in Wilmer's residential sector in order to consider Wilmer for retail development. This includes bringing additional single-family and multi-family housing to Wilmer. Winning Development has an extensive list of relationships with residential developers that can be pursued on behalf of Wilmer.

Problem Identification:

- Retail Developers and retailers have told Wilmer EDC staff and Winning Development that Wilmer needs additional residents in order to consider
- Creation and execution of plans will require planning and creation of resources
- Representation of Wilmer to key residential developers is needed
- Plans for marketing, branding and public relations activity need to be developed

Service Goals:

- Winning Development will assist with marketing and public relations of Wilmer to residential developers
- Wilmer will be represented at upcoming residential trade shows and conferences
- Weekly assessments will be made to Client with respect to recruitment of residential development

Deliverables:

- Winning Development will provide strategies to recruit single-family and multi-family residential developers
- Sites for single-family and multi-family residential developments will be identified and discussions with landowners will be pursued
- Winning Development will arrange meetings between Wilmer EDC staff, leaders and reputable single-family and multi-family developers with the intent on developing new housing in and around Wilmer
- Presentations to elected officials and other key Wilmer stakeholders will be made as needed
- Any incentives needed to help 'close the deal' with attracting new housing will be developed for consideration by the Wilmer EDC, Wilmer CDC and Wilmer City Council. These incentives would only be offered to residential developers as a last resort in order to attract housing and would be subject to an independent cost-impact analysis.

IV. Advisory Services

Winning Development has nearly 25 years of delivering results that have produced successful retail projects. Winning Development has extensive experience in building relationships and creating a 'team atmosphere' that increases the chance of a positive outcome for all involved.

Problem Identification:

- Challenges with any aspect of the development process often present themselves unexpectedly
- Advisement and consultation can be helpful in dealing with unexpected situations
- Expectations can be delivered more realistically through frequent consultation

Service Goals:

- Winning Development can advise Client and any partners in the development process based on previous experience (Watters Creek, Windsong Rancho, Gates of Prosper in Prosper, Texas, etc.)
- Winning Development can use its extensive base of relationships to learn information on how other developers and communities are completing development projects
- Resources can be called upon when necessary, due to Winning Development's extensive contacts

Deliverables:

- Winning Development will be available for advisement virtually any hour, any day
- Relationships with key retail developers and retailers will be pursued for the Wilmer EDC
- Resources can be identified and delivered quickly upon request



Wilmer Economic Development Corporation (WEDC)
Activity Report for December 5, 2017

Grocery Store and Retail Space Development

- GARRETT WEAVER, Site Acquisition Manager for Lidl USA, a European-based grocery store chain, contacted Robert to let Wilmer know that Lidl is no longer considering sites in the DFW Metroplex. Sales at new Lidl stores that opened on the East Coast have performed under expectations, and Lidl is no longer planning to open stores in Texas. Lidl will close its Dallas office. David Miracle and Robert had courted Weaver and Lidl was actually considering Wilmer for a site.
- Robert and David continue to talk with MICHAEL FRANKS, Corporate Real Estate Manager for Tyler-based Brookshire's (Super One), to see if a Super One or similar Brookshire's product is possible for Wilmer. Robert and David have met with Franks in Tyler and since have sent Franks the updated Market Analysis by Catalyst Commercial to Mr. Frank.
- Robert and David met with WALKER HAIRSTON of John T. Evans Company, a prominent retail development and brokerage firm based in Dallas. Hairston was given a tour of Wilmer and was very impressed with what he saw, and said that his firm would follow-up with consideration of retail development somewhere along I-45. He will get back to David and Robert soon.
- Robert met with KEVIE BEARD of Venture Commercial regarding a WinCo Foods grocery store in Wilmer. Beard told Robert that while Wilmer looks attractive in many ways, there is not enough rooftops to justify a new WinCo Foods grocery store in Wilmer. He added that their smallest store is 85,000-sf, which would be much too big for Wilmer with the currently residential population in the Wilmer trade area. He said that Wilmer may be ready in 5 years if new housing were developed in and around Wilmer.
- Robert and David met with several retailers and retail developers at the recent ICSC Texas Conference. David had invested in a kiosk for Wilmer and this enabled meetings to be held in private, also giving Wilmer exposure at this retail show, the largest such show in Texas. The theme among retailers and retail developers is that Wilmer needs more residential development in order to attract retail, including a grocery. Wilmer needs to make a concerted effort to attract new single-family and multi-family housing.

Residential Sites in Wilmer

- Robert visited again with LEON BACKES (President/CEO), and LEIA SIDWA (VP) of Dallas-based Provident Realty Advisors (PRA) about the need for retail and office development opportunities in Wilmer. Backes said that he has been very impressed with Wilmer's growth in the job sector and he feels that Wilmer is a 'hidden gem' for retail and residential development. Backes said that he will send Sidwa and CHUCK WRIGHT, his President for PRA Construction, to Wilmer soon to visit with David and Robert regarding opportunities to develop multi-family and single-family development in and around Wilmer. Backes sees Wilmer as an excellent opportunity for new housing, and he has developed thousands of home lots and millions of square feet of multi-family since 1991.
- Robert and David conducted several meetings at the recent ICSC Texas Conference and learned from many retail developers and retailers that while Wilmer has an attractive location on I-45 and that traffic counts are strong, and that Wilmer is experiencing tremendous job growth, there needs to be more housing in and around Wilmer. Retailers want rooftops to justify their coming to Wilmer. It is strongly apparent that there needs to be a strong push to bring additional housing to Wilmer, and this may require incentives, creation of Public Improvement Districts (PID's) or similar, and the installation of key infrastructure in strategic locations to attract housing.

Hotel in Wilmer

- Robert met again with MIKE DAUGHERTY, principal of DPG Partners. His company has developed 14 hotels in the Southwest, including Marriott, Hilton and Hyatt brands. Daugherty is considering developing a Marriott Fairfield Inn or similar in Wilmer, but he will likely need to develop it in coordination with surrounding retail development on I-45.
- Robert and David met again with LYNN DOWDLE of Dowdle Real Estate at the recent ICSC Texas Conference in Dallas. Dowdle will visit with David and Robert and Wilmer later this week to discuss a new hotel in Wilmer.

Networking Update

- David and Robert participated on behalf of Wilmer at the recent ICSC Texas Conference held at the Kay Bailey Hutchison Convention Center in Dallas. David distributed flash drives with updated demographic info and site info on Wilmer. Brokers, retailers and retail developers were very positive on Wilmer and its growth in jobs and economic development. Many leads were generated from Wilmer's participation at this year's ICSC Texas Conference.

Upcoming Action Items

- Robert will set up meetings in Wilmer with housing developers, particularly Provident Realty Advisors which has developed over \$3 billion in new housing since 1991
- Robert will assist David with any meetings on the new elementary school to be built in Wilmer. This new DISD school will be a key attraction for new single-family and multi-family housing.
- Robert will continue to set up meetings with various reputable retail developers to determine their interest in developing in Wilmer
- Robert is compiling research on the use of incentive programs by other cities to attract housing developments, grocery, destination retail and hospitality projects. This includes use of Public Improvement Districts (PID's), Municipal Management Districts (MMD's) and more.
- Robert is setting an appointment for he and David to meet in Wilmer with hotel broker Lynn Dowdle of Dowdle Real Estate Services
- Robert is continuing to set appointments with retail tenant rep's and brokers to educate them on opportunities in Wilmer
- Robert is setting a site visit for Mike Daugherty of DPG Partners for hotel development
- Robert is setting up a site visit for Michael Franks (Brookshire's)
- Robert is contacting the key real estate contact at Aldi Grocery