



**A G E N D A**  
**COMMUNITY DEVELOPMENT CORPORATION - TYPE B BOARD**  
**REGULAR MEETING**  
**Tuesday, January 16, 2018 at 6:00 pm**

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

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

**ACTION ITEMS:**

5. CONSIDERATION AND ACTION ON MINUTES FOR THE DECEMBER 19, 2017 MEETING
6. CONSIDER AND ACT REGARDING DECEMBER 2017 FINANCIAL STATEMENTS
  - a) Monthly Profit and Loss Budget vs. Actual Report for Wilmer CDC
  - b) Y.T.D. Profit and Loss Budget vs. Actual Report for Wilmer CDC
  - c) Balance Sheet for December 30, 2017 for Wilmer CDC
7. DISCUSS AND CONSIDER APPROVING A CONTRACT FOR LOCAL WORKFORCE ANALYSIS (LABOR SHED STUDY) AND EMPLOYER SURVEYS FROM AVALANCHE CONSULTING  
[WWW.AVALANCHECONSULTING.COM](http://WWW.AVALANCHECONSULTING.COM)
8. EXECUTIVE SESSION:

THE WILMER COMMUNITY DEVELOPMENT CORPORATION TYPE B 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 COMMUNITY DEVELOPMENT CORPORATION TYPE B 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 Community Development Corporation Type-B 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 12<sup>th</sup> January, 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 Community Development Corporation TYPE B**  
**Regular Meeting Tuesday, December 19, 2017 at 6:00 pm**

**CALL TO ORDER** - At 6:02 pm, President Shelia Petta called the meeting to order on December 19, 2017 in the Wilmer Community Center located at 101 Davidson Plaza in Wilmer, Texas 75172.

Board Members in attendance: **R. Henry, C. Madrigal, J. Orr, V. Pena, S. Petta, and L. Reese**

Board Members Absent: **E. Pinola**

Others in Attendance: **Executive Director David Miracle, Staff Liaison Sheana Stokes, and Retail Marketing Consultant Robert Winningham**

INVOCATION – led by **President S. Petta**

PLEDGE OF ALLEGIANCE – **The WCDC Type B Board Members led the Pledge of Allegiance.**

COMMUNITY INTEREST

**ACTION ITEMS:**

5. CONSIDER AND TAKE POSSIBLE ACTION ON MINUTES FOR THE SEPTEMBER 19, 2017 MEETING

**Motion: President S. Petta made the motion to approve the Minutes from the September 19, 2017 meeting.**

**Second: Vice President V. Pena**

**Ayes: 6      Nays: 0      Motion carried unanimously**

6. CONSIDER AND ACT REGARDING OCTOBER AND NOVEMBER 2017 FINANCIAL STATEMENTS

**Motion: Vice President V. Pena made the motion to approve the Financial Statements for October and November 2017.**

**Second: Board Member C. Madrigal**

**Ayes: 6      Nays: 0      Motion carried unanimously**

7. DISCUSS AND TAKE POSSIBLE ACTION ON THE 2016-2017 YEAR END REPORT, P&L VERSUS BUDGET

*No action taken on this agenda item*

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

*\*Board Member L. Reese left the room @ 6:16p\**

*\*Board Member L. Reese returned to room @ 6:16p\**

**Motion: Vice President V. Pena made the motion to extend the Agreement for Retail and Commercial Development.**

**Second: Board Member J. Orr**

**Ayes: 6      Nays: 0      Motion carried unanimously**

**9. DISCUSS AND CONSIDER APPROVING THE ATTENDANCE OF THE EXECUTIVE DIRECTOR AT THE TEDC WINTER CONFERENCE, SAN ANTONIO TX - FEBRUARY 21-23, 2018.**

**Motion: Board Member J. Orr made the motion to approve the Executive Director attending the TEDC Winter Conference.**

**Second: Vice President V. Pena**

**Ayes: 6      Nays: 0      Motion carried unanimously**

**10. EXECUTIVE SESSION:**

THE WILMER COMMUNITY DEVELOPMENT CORPORATION TYPE B 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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C.      SECTION 551.072 GOVERNMENT CODE, DELIBERATION REGARDING REAL PROPERTY.

- WILMER SOUTHEAST INFRASTRUCTURE PROJECT

***The WCDC entered into Executive Session at 6:30 p.m.***

***The WCDC reconvened into Open Session at 6:58 p.m.***

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

**Motion: President S. Petta made a motion to approve gap funding the beginning of the TXDOT version of the waterline, contingent upon the negotiations of the Pro Rata and Performance Agreements.**

**Second: Board Member J. Orr**

**Ayes: 6      Nays: 0      Motion carried unanimously**

**DISCUSSION ITEMS:**

**12. REVIEW AND POSSIBLE DISCUSSION OF EXECUTIVE DIRECTOR'S REPORT**

*No action taken on this agenda item*

**13. ADJOURN- Vice President S. Petta adjourned the meeting at 7:00 p.m.**

**APPROVED:**

**ATTEST:**

\_\_\_\_\_  
**Shelia Petta, Vice President**

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

**Wilmer Community Development Corporation Type B  
 Profit & Loss Budget vs. Actual  
 December 2017**

	Dec 17	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>10500 · Income</b>				
105125 · Sales Tax Revenue	62,678.43	0.00	62,678.43	100.0%
115600 · Interest Income	0.00	0.00	0.00	0.0%
<b>Total 10500 · Income</b>	62,678.43	0.00	62,678.43	100.0%
10501 · Miscellaneous Income	0.00	0.00	0.00	0.0%
<b>Total Income</b>	62,678.43	0.00	62,678.43	100.0%
<b>Expense</b>				
<b>115900 · Transfers Out</b>				
115960 · Transfers	0.00	0.00	0.00	0.0%
<b>Total 115900 · Transfers Out</b>	0.00	0.00	0.00	0.0%
<b>116100 · Dues/Subscriptions/Training</b>				
116120 · Meeting/Conferences	0.00	0.00	0.00	0.0%
118510 · Training	0.00	0.00	0.00	0.0%
118515 · Travel	0.00	0.00	0.00	0.0%
119998 · General Membership	0.00	0.00	0.00	0.0%
<b>Total 116100 · Dues/Subscriptions/Training</b>	0.00	0.00	0.00	0.0%
<b>116200 · Expenditures - Capital Projects</b>				
116226 · DFW Inland Port Infrastructure	0.00	0.00	0.00	0.0%
116227 · Other Infrastructure	0.00	0.00	0.00	0.0%
116228 · City Parks Infrastructure	0.00	0.00	0.00	0.0%
<b>Total 116200 · Expenditures - Capital Projects</b>	0.00	0.00	0.00	0.0%
<b>117000 · Professional Services/Charges</b>				
117100 · Legal	0.00	0.00	0.00	0.0%
117120 · Engineering	0.00	0.00	0.00	0.0%
118146 · IT Support	0.00	0.00	0.00	0.0%
118600 · Consultants	0.00	0.00	0.00	0.0%
118610 · Marketing Associates	0.00	0.00	0.00	0.0%
119995 · Studies	0.00	0.00	0.00	0.0%
<b>Total 117000 · Professional Services/Charges</b>	0.00	0.00	0.00	0.0%
<b>118000 · Operations &amp; Maintenance</b>				
118100 · Office Supplies	0.00	0.00	0.00	0.0%
118425 · Web Design	0.00	0.00	0.00	0.0%
118430 · Mapping System	0.00	0.00	0.00	0.0%
118535 · Printing	0.00	0.00	0.00	0.0%
118705 · EDC Board Room Improve	0.00	0.00	0.00	0.0%
119100 · Signage	0.00	0.00	0.00	0.0%
<b>Total 118000 · Operations &amp; Maintenance</b>	0.00	0.00	0.00	0.0%
<b>118500 · Marketing</b>				
118529 · Memberships	0.00	0.00	0.00	0.0%
118530 · Conferences/Tradeshows	0.00	0.00	0.00	0.0%
118531 · Collateral Materials	0.00	0.00	0.00	0.0%
118532 · Misc Marketing	0.00	0.00	0.00	0.0%
118533 · Ad Design & Advertising	0.00	0.00	0.00	0.0%
<b>Total 118500 · Marketing</b>	0.00	0.00	0.00	0.0%
<b>Total Expense</b>	0.00	0.00	0.00	0.0%
<b>Net Ordinary Income</b>	62,678.43	0.00	62,678.43	100.0%
<b>Net Income</b>	62,678.43	0.00	62,678.43	100.0%

**Wilmer Community Development Corporation Type B**  
**Profit & Loss Budget vs. Actual**  
 October 1, 2017 through January 9, 2018

	Oct 1, '17 - J...	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
10500 · Income				
105125 · Sales Tax Revenue	216,959.34	480,350.00	(263,390.66)	45.2%
115600 · Interest Income	0.00	100.00	(100.00)	0.0%
10500 · Income - Other	0.00	0.00	0.00	0.0%
<b>Total 10500 · Income</b>	<b>216,959.34</b>	<b>480,450.00</b>	<b>(263,490.66)</b>	<b>45.2%</b>
10501 · Miscellaneous Income	0.00	0.00	0.00	0.0%
105912 · Other Revenue - Other (A/B Pym)	0.00	0.00	0.00	0.0%
<b>Total Income</b>	<b>216,959.34</b>	<b>480,450.00</b>	<b>(263,490.66)</b>	<b>45.2%</b>
<b>Expense</b>				
105906 · Economic Development	0.00	0.00	0.00	0.0%
115900 · Transfers Out				
115960 · Transfers	0.00	6,000.00	(6,000.00)	0.0%
115965 · Consultant Fees	0.00	0.00	0.00	0.0%
115900 · Transfers Out - Other	500.00	0.00	500.00	100.0%
<b>Total 115900 · Transfers Out</b>	<b>500.00</b>	<b>6,000.00</b>	<b>(5,500.00)</b>	<b>8.3%</b>
116100 · Dues/Subscriptions/Training				
116120 · Meeting/Conferences	37.44	3,000.00	(2,962.56)	1.2%
118510 · Training	0.00	3,000.00	(3,000.00)	0.0%
118515 · Travel	0.00	5,000.00	(5,000.00)	0.0%
119998 · General Membership	1,050.15	5,000.00	(3,949.85)	21.0%
116100 · Dues/Subscriptions/Training - Other	0.00	0.00	0.00	0.0%
<b>Total 116100 · Dues/Subscriptions/Training</b>	<b>1,087.59</b>	<b>16,000.00</b>	<b>(14,912.41)</b>	<b>6.8%</b>
116200 · Expenditures - Capital Projects				
116226 · DFW Inland Port Infrastructure	0.00	150,000.00	(150,000.00)	0.0%
116227 · Other Infrastructure	0.00	300,000.00	(300,000.00)	0.0%
116228 · City Parks Infrastructure	0.00	50,000.00	(50,000.00)	0.0%
1162299 · Prime Rail Gas Line	0.00	0.00	0.00	0.0%
116200 · Expenditures - Capital Projects - Other	0.00	0.00	0.00	0.0%
<b>Total 116200 · Expenditures - Capital Projects</b>	<b>0.00</b>	<b>500,000.00</b>	<b>(500,000.00)</b>	<b>0.0%</b>
117000 · Professional Services/Charges				
117100 · Legal	195.00	10,000.00	(9,805.00)	2.0%
117120 · Engineering	0.00	10,000.00	(10,000.00)	0.0%
118146 · IT Support	0.00	2,000.00	(2,000.00)	0.0%
118600 · Consultants				
118601 · Retail	1,000.00	0.00	1,000.00	100.0%
118600 · Consultants - Other	3,200.00	38,400.00	(35,200.00)	8.3%
<b>Total 118600 · Consultants</b>	<b>4,200.00</b>	<b>38,400.00</b>	<b>(34,200.00)</b>	<b>10.9%</b>
118610 · Marketing Associates	656.25	9,000.00	(8,343.75)	7.3%
119995 · Studies	0.00	60,000.00	(60,000.00)	0.0%
117000 · Professional Services/Charges - Other	0.00	0.00	0.00	0.0%
<b>Total 117000 · Professional Services/Charges</b>	<b>5,051.25</b>	<b>129,400.00</b>	<b>(124,348.75)</b>	<b>3.9%</b>
117700 · Capital Outlay				
117800 · Future Projects	0.00	0.00	0.00	0.0%
119996 · Incentives	0.00	0.00	0.00	0.0%
117700 · Capital Outlay - Other	0.00	0.00	0.00	0.0%
<b>Total 117700 · Capital Outlay</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
118000 · Operations & Maintenance				
118100 · Office Supplies	69.84	2,000.00	(1,930.16)	3.5%
118425 · Web Design	0.00	7,000.00	(7,000.00)	0.0%
118430 · Mapping System	0.00	7,750.00	(7,750.00)	0.0%
118535 · Printing	0.00	1,000.00	(1,000.00)	0.0%
118705 · EDC Board Room Improve	0.00	2,000.00	(2,000.00)	0.0%
119100 · Signage	0.00	1,000.00	(1,000.00)	0.0%

**Wilmer Community Development Corporation Type B**  
**Profit & Loss Budget vs. Actual**  
 October 1, 2017 through January 9, 2018

	Oct 1, '17 - J...	Budget	\$ Over Budget	% of Budget
910101 · Medline 380 Agreement	112,644.94	0.00	112,644.94	100.0%
118000 · Operations & Maintenance - Other	0.00	0.00	0.00	0.0%
<b>Total 118000 · Operations &amp; Maintenance</b>	<b>112,714.78</b>	<b>20,750.00</b>	<b>91,964.78</b>	<b>543.2%</b>
<b>118500 · Marketing</b>				
118529 · Memberships	0.00	7,750.00	(7,750.00)	0.0%
118530 · Conferences/Tradeshows	25.00	10,000.00	(9,975.00)	0.3%
118531 · Collateral Materals	177.25	10,000.00	(9,822.75)	1.8%
118532 · Misc Marketing	0.00	61,250.00	(61,250.00)	0.0%
118533 · Ad Design & Advertising	0.00	1,000.00	(1,000.00)	0.0%
118534 · Allies Days	0.00	0.00	0.00	0.0%
118500 · Marketing - Other	0.00	0.00	0.00	0.0%
<b>Total 118500 · Marketing</b>	<b>202.25</b>	<b>90,000.00</b>	<b>(89,797.75)</b>	<b>0.2%</b>
66000 · Payroll Expenses	0.00	0.00	0.00	0.0%
<b>Total Expense</b>	<b>119,555.87</b>	<b>762,150.00</b>	<b>(642,594.13)</b>	<b>15.7%</b>
<b>Net Ordinary Income</b>	<b>97,403.47</b>	<b>(281,700.00)</b>	<b>379,103.47</b>	<b>(34.6)%</b>
<b>Other Income/Expense</b>				
Other Expense				
ASK CLIENT	0.00	0.00	0.00	0.0%
<b>Total Other Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Net Income</b>	<b>97,403.47</b>	<b>(281,700.00)</b>	<b>379,103.47</b>	<b>(34.6)%</b>



**Wilmer Community Development Corporation Type B  
Balance Sheet**

Accrual Basis

As of December 31, 2017

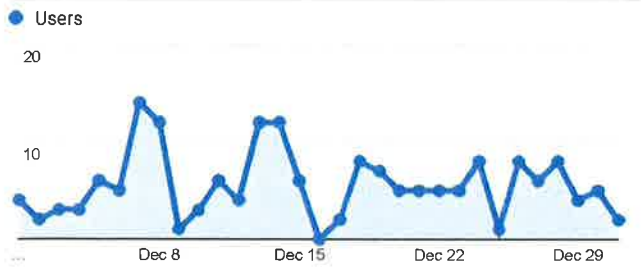
	<u>Dec 31, 17</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
100000 · Wilmer Community Develop Corp	1,179,549.39
<b>Total Checking/Savings</b>	1,179,549.39
<b>Other Current Assets</b>	
101320 · Due from G Fd - Sales Tax	97,496.36
<b>Total Other Current Assets</b>	97,496.36
<b>Total Current Assets</b>	1,277,045.75
<b>TOTAL ASSETS</b>	<u><b>1,277,045.75</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
102320 · Due to Other Funds	15.00
102321 · Due to Medline	110,215.60
102325 · Accrued Expenses	9,688.00
<b>Total Other Current Liabilities</b>	119,918.60
<b>Total Current Liabilities</b>	119,918.60
<b>Total Liabilities</b>	119,918.60
<b>Equity</b>	
390000 · Fund Balance	1,059,723.68
Net Income	97,403.47
<b>Total Equity</b>	1,157,127.15
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>1,277,045.75</b></u>

Website Overview

Dec 1, 2017 - Dec 31, 2017

**All Users**  
100.00% Sessions

Users



Users

**159**

% of Total: 100.00% (159)



New Users

**151**

% of Total: 100.00% (151)



Bounce Rate

**64.40%**

Avg for View: 64.40% (0.00%)



Avg. Session Duration

**00:02:34**

Avg for View: 00:02:34 (0.00%)



Avg. Time on Page

**00:01:55**

Avg for View: 00:01:55 (0.00%)



Users and New Users by Source / Medium

Source / Medium	Users	New Users
google / organic	80	74
(direct) / (none)	43	42
cityofwilmer.net / referral	16	15
bing / organic	7	7
uptime-as.net / referral	5	5
yahoo / organic	3	3
start.att.net / referral	2	2
bestsouthwest.org / referral	1	1
cloudsendchef.com / referral	1	1
en.wikipedia.org / referral	1	0

Pageviews and New Users by Page

Page	Pageviews	New Users
/	79	50
/interactive_maps	33	0
/property_search	26	3
/site-selection/industrial-business-parks	20	9
/about-us/contact-us	16	3
/living-here/liberty-crossing	16	8
/property_search/details/prime-pointe-marketing-center	14	5
/major-employers	13	3
/news-media/article/retail-study-confirms-wilmers-retail-opportunity	13	0
/news-media/article/wilmer-retail-sites-offer-access-to-booming-area	13	1



Wilmer Community Development Corporation (WCDC)  
Activity Report for January 16, 2018

**Grocery Store and Retail Space Development**

- Robert met with a retail development and equity group, based in Dallas, that is interested in exploring retail development opportunities in Wilmer. Robert sent the representative of this development company the latest demographic info from Wilmer, provided by David and the CDC/EDC. The company, which is currently building a hotel/conference center in Collin County and two grocery store retail centers in Dallas, plans to visit with David and Robert in Wilmer later this week or next week.
- Robert and David co-hosted a site visit of Wilmer to Leia Sidwa of Provident Realty Advisors (PRA), a Dallas-based firm that develops single-family lots, multi-family residential and retail centers. PRA projects include the 5,000-home development called Paloma Creek in Denton and Collin Counties, Preston Hollow Village mixed-use center on Central Expressway and Walnut Hill in Dallas, and over \$3 billion total in projects since 1991. David provided Leia with all of the information off of the Wilmer flash drive, and gave a 'windshield tour' of Wilmer. PRA is interested in developing retail, multi-family residential and single-family lots in Wilmer.
- Robert spoke again with TAYLOR LeMASTER of Inroads Realty about attracting retailers to Wilmer. Taylor is actively sharing this information with retailers with whom he works. Should any retail developments be constructed, LeMaster will actively recruit retailers to Wilmer.

**Residential Sites in Wilmer**

- Robert visited again with LEON BACKES (President/CEO), and LEIA SIDWA (VP) of Dallas-based Provident Realty Advisors (PRA) at their office last week about the need for retail and residential development in Wilmer. Leia agreed to a site visit in Wilmer.
- Robert and David met with the Director of Planning and the City Manager of Wilmer to identify sites for development of single-family lots and multi-family residential. From this meeting, information was assimilated that can be shared with developers who can bring housing to Wilmer.

- Robert met with John Zouzelka of The Tower Group, about his company's interest in developing single-family lots in Wilmer. Zouzelka is known as one of the primary founders of Valley Ranch in Irving, one of the largest residential and commercial developments in Texas. Valley Ranch was also former headquarters to the Dallas Cowboys. Zouzelka developed Kingsgate in Plano, an upscale single-family community in Plano, and is currently developing Kingswood in Frisco, a similar upscale community. He is interested in exploring opportunities to develop moderately priced single-family lots in Wilmer. Robert is working to set a site visit for Zouzelka in Wilmer in the next two weeks.

### **Networking Update**

- Robert represented Wilmer at the Weitzman Group Retail Broker's Annual Forecast, held at the George W. Bush Presidential Library. At this event, attended by approximately 300 retail brokers and developers, Robert was able to visit with many of them about retail opportunities in Wilmer.

### **Upcoming Action Items**

- Robert is setting up meetings in Wilmer with housing developers, including the Tower Group, which has developed over 8,000 home lots since 1980. These developers have strong relationships with homebuilders, such as DR Horton and Grand Homes.
- 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 creating a map of potential residential (single-family and multi-family) development sites in Wilmer to share with developers and brokers
- Robert is continuing to set appointments with retail tenant rep's and brokers to educate them on opportunities in Wilmer
- Robert is setting site visit to Wilmer for a major retailer development equity company, based in Dallas



## **Economic Development Report January 12, 2018**

**David D. Miracle CEcD  
Executive Director**

### Attended/Upcoming Events

- ❖ 12/19/17 - WCDC Board meeting
- ❖ 12/22/17, 12/25/17 and 1/1/18 – Holidays
- ❖ 1/2/18 - WEDC Board meeting –cancelled
- ❖ 1/9/18 - EMLI and Autumn Breeze MF conference call–, with the principals and City, City staff, and all attorneys to discuss ROW’s, city utilities, their infrastructure needs
- ❖ 1/9 & 1/10 - Conference calls for DISD/MF Wilmer SE Infrastructure project
- ❖ 1/9/18 - Robert Winningham, met in Wilmer with Sherry Sefko to choose the best single-family housing sites for the 1/10/18 meeting w/ Provident Realty Advisors
- ❖ 1/10/18 – Provident Realty Advisors Business Development officer with Robert Winningham (PRA is a significant retail, MF and single-family home developer)
- ❖ 1/18/18 – Wilmer City Council Executive Session, Wilmer SE Infrastructure
- ❖ 2/7/18 – Dallas Regional Chamber, ED Allies meeting
- ❖ 2/20/18 to 2/22/18 - Texas Economic Development Council Winter Conference – San Antonio

### New and Ongoing Projects

#### **RETAIL**

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

For next set of Flash Drives, she has been working on the City & Property Overview:

- Welcome
  - Table of Contents
  - Demographics snapshot
  - Business Park map
  - Traffic Map
  - Overview of each property (separate Retail from Industrial)
  - Incentives Summary
  - added a link in the body copy of the home page [www.wilmeredc.com](http://www.wilmeredc.com) of an article under Announcements: <http://wilmeredc.com/news-media/article/wilmer-retail-sites-offer-access-to-booming-area>
  - added new Retail Assessment and updated retail site flyers to EDC web site
  - added the 2017 PTA Demographics to the Demographics website page - <http://wilmeredc.com/regional-data/demographics>
- ✓ **Lidl.com Food Stores USA**  
**Update:** Lidl USA, per media reports and from a conversation with Robert Winningham and Garret Weaver, is **no longer considering new sites** in the DFW Metroplex. Sales at new Lidl stores on the East Coast have under performed and Lidl has cancelled plans to open stores in Texas. Lidl is closing its Dallas office.  
 10/17/17 - Mr. Garret Weaver met with Miracle/Winningham at Denny's restaurant and toured Wilmer, focusing on the NE Corner of Beltline and IH45. Mr. Weaver was impressed with the industrial growth of Wilmer and will review the updated Retail Assessment.  
 8/11/17 meeting with Lidl Texas office in Dallas on LBJ Freeway. Met with **Garrett Weaver, Retail Estate Manager/Acquisitions** and Robert Winningham.
- ✓ **Wiens Real Estate**  
**Update:** no word  
 A broker made contact requesting information on the best retail sites in Wilmer for retail and hotel developments. They were particularly interested in the NE corner of Pleasant Run Road and IH 45. All five retail sites' flyers were provided as well as the Hotel Study and Retail Assessment.
- ✓ **Travel Center – Fulghum Road and Interstate 45**  
**Update:** no word  
 Mike Rader of Sunridge BP believes the development of a travel center is beginning to show activity.  
 Impact Data Source, Austin TX (an economic development financial consultant that provides high-quality economic research, specializing in economic and fiscal impact analyses) is working on an application for EB 5 funding (foreign direct investment) for a client considering the site for a future business. It is assumed this business could be a

travel center like the one visited in 2016 in Fort Worth. Mayor Burgess signed a second letter (attached) to the Department of Homeland Security - U.S. Citizenship and Immigration Services to support the site as an EB-5 Designation of Targeted Employment Area (TEA).

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

## COMMERCIAL

### ✓ **Nextlinkinternet.com**

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

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

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

## RRESIDENTIAL/MULTIFAMILY/DISD Elementary School



### ✓ **Autumn Breeze Apartments/EMLI MF**

**Update:** Issues worked on by City staff and/or developers, 1/2/18 to 1/12/18:

- status of the design plans for the Sewer system; EMLI needs them expedited from Pacheco Koch to be submitted to the City for review
- draft of the Sewer Agreement
- drafts of Water Agreement and Escrow Agreement
- how the third Lift Station pump will be funded
- prescriptive ROW's
- Wilmer Water Construction Costs/sharing
- Project Coordinator
- Conference call 1/9/18 with Wheat, Sefko and Halla for preparation for next 1/9/18 conference call with EMLI and Autumn Breeze

1/9/187, conference call with the MF principals, City staff, and all attorneys to discuss issues above and below:

- 1. Water Agreement and EDC participation allocations**
- 2. Sewer Agreement**
- 3. Final opinion on prescriptive right-of-way's**
- 4. Determination of how Pro Rata will be handled**

The conference call revealed serious issues that could jeopardize the project. A follow-up conference call with Wheat, Miracle, Sefko and Hall occurred the next day. It was agreed that solutions to the issues would be presented to City Council 1/18/18 in Executive Session.

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

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

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

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

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

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



✓ **Autumn Breeze**

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!”

✓ **Provident Realty Advisors ([www.providentrealty.net](http://www.providentrealty.net))**

Robert Winningham brought their Business Development officer Leia Sidwa to tour Wilmer’s retail and residential sites. She was impressed with Wilmer’s industrial development and the new school campus with MF development. She was particularly interested in the ZBEC site on W. Beltline for home building, and the NE Corner of Beltline and IH45 for retail development.

She asked that if any major announcements of new business coming to the area be sent to her. The Retail Assessment as well as flyers on the two sites of interest were sent to her along with providing the EDC flash drive information.

✓ **Oxford Enterprises.com**

President of the firm called and inquired as to opportunity for additional MF development. The job growth/industrial development and the Autumn Breeze/DISD/EMLI projects were discussed. He said he would keep an eye on Wilmer for any major employment announcements.

## **INDUSTRIAL**

✓ **Wilmer South Wastewater System**

**Update:** 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 will deliver three hard copies of the construction plans to City Hall today for distribution for review by City Staff.

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

✓ **Project Crane Flower (New)**

The Dallas Regional Chamber is searching for site or an existing 100,000 SF building for a Korean manufacturing company.

Project Overview

- Anticipated investment amount: 20-30M USD
- Anticipated Investment date: 2018
- Product: building exterior panel (aluminum and plastic)
- Number of Jobs to be created: 25

What they are looking for

- Site type: existing facility or new construction
- Transaction type: purchase
- Building size:
  - o 100,000+ SQFT
  - o Width >263 ft
  - o Height >23 ft
- Location: They prefer to avoid rural areas and to locate someplace that is safe from natural disasters. South Port, Sunridge and the Interpoint DC were submitted.

✓ **Project Plastic (New)**

The Dallas Regional Chamber has been contacted by a consultant working with a company which is looking to establish a new plastics injection molding operation.

PROJECT SPECIFICATIONS

- Headcount: 70 – 100 within 3 years. Many will be machinists, injection mold technicians, and inventory / warehouse associates.
- Cap Ex: \$16 Million in equipment
- Building:
  - o Square Footage: 80,000-200,000 SQFT total. Likely 70,000-100,000 SQFT will be used for manufacturing, and the remaining for warehousing and distribution.
  - o Only existing buildings will be considered at this point
  - o Prospect would ideally like to find a facility that was previously used for a similar operation (plastic injection molding), though this is not a requirement.

Interpoint DC and South Port Building 7 were submitted.

✓ **Project Young (New)**

A broker representing an international Legacy Client, is looking for a site to construct a 200,000 SF facility for a chemical manufacturer that will hire 50 employees and invest over \$20 million in the facility. He needs a 20-acre site with heavy industrial zoning. Prime Rail 110-acre site and Sunridge Business Park were submitted.

✓ **Project New World**

**Update:** week of 1/8/18 it was announced that an Alabama super site has been chosen.

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

✓ **Amazon Headquarters 2**

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

✓ **Project Interpoint (New)**

**Update:** 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.

✓ **Project Truck (New)**

**Update:** City staff provided the paving requirements as well Lavender Road upgrades that will be required by the national trucking company and/or property owner. A meeting with City staff has been requested to discuss issues.

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

✓ **Project White**

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

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

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

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