



A G E N D A
COMMUNITY DEVELOPMENT CORPORATION - TYPE B BOARD
REGULAR MEETING
Tuesday, January 17, 2017 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 NOVEMBER 15, 2016 MEETING
6. CONSIDER AND ACT REGARDING DECEMBER 2016 FINANCIAL STATEMENTS
 - a) Revenue and Expense Report for Month Ending December 31, 2016 Wilmer CDC
 - b) Balance Sheet for Month Ending December 31, 2016 Wilmer CDC
7. CONSIDER AND TAKE POSSIBLE ACTION REGARDING 2015-2016 YEAR-END FINANCIAL REPORTS
2015-2016 YEAR-END FINANCIAL REPORTS

DISCUSSION ITEMS:

8. REVIEW AND POSSIBLE DISCUSSION OF WCDC TYPE B APPOINTMENTS AND TERMS AS SET BY WILMER CITY COUNCIL
9. REVIEW AND POSSIBLE DISCUSSION OF WEB SITE / EMAIL ACCOUNTS FOR BOARD MEMBERS
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 13th January, 2017 at 3:13 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, November 15, 2016 at 6:00 pm

CALL TO ORDER - At 6:02 pm, Vice President Shelia Petta called the meeting to order on November 15, 2016 in the Wilmer Community Center located at 101 Davidson Plaza in Wilmer, Texas 75172.

Board Members in attendance: **Petta, Pinola, Robinette, Pena & Walker-Donson**

Board Members Absent: **President Chowdary and C. Madrigal**

Others in Attendance: **Executive Director David Miracle and Staff Liaison Sheana Stokes**

INVOCATION – led by **Board Member Eric Pinola**

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

COMMUNITY INTEREST – **W.I.S.H. Holiday Program Accepting applications November 14-18, 2016**

ACTION ITEMS:

5. CONSIDER AND TAKE POSSIBLE ACTION ON MINUTES FOR THE SEPTEMBER 20, 2016 MEETING.

Motion: Vice President Shelia Petta made the motion to approve the minutes from September 20, 2016 Meeting

Second: Board Member Victor Pena

Ayes: 5 Nays: 0 Motion carried unanimously

6. CONSIDER AND ACT REGARDING JULY AND AUGUST 2016 FINANCIAL STATEMENTS.

- a) Revenue and Expense Report Month Ending July and August 2016 Wilmer CDC
- b) Balance Sheet Month Ending July and August 2016 Wilmer CDC

Motion: Vice President Shelia Petta made the motion to approve the July and August 2016 Financial Statements

Second: Board Member Victor Pena

Ayes: 5 Nays: 0 Motion carried unanimously

7. CONSIDER AND TAKE POSSIBLE ACTION ON APPROVING WILMER LISTING IN *TEXAS REAL ESTATE BUSINESS' "ANNUAL TEXAS ECONOMIC DEVELOPMENT DIRECTORY"* - \$300 TO BE SPLIT WITH WEDC TYPE A.

Motion: Board Member Eric Pinola made the motion to approve the City of Wilmer being listed in the TEXAS REAL ESTATE BUSINESS' Directory

Second: Board Member Corey Robinette

Ayes: 5 Nays: 0 Motion carried unanimously

8. CONSIDER AND TAKE POSSIBLE ACTION APPROVING THE EXECUTIVE DIRECTOR TO ATTEND IEDC's LEADERSHIP FORUM 1/29/17 to 1/31/17 – TO BE SPLIT WITH WEDC TYPE A.

Motion: Board Member Cory Robinette made the motion to approve the Executive Director David Miracle to attend the IEDC's Leadership Forum, and split the costs with WEDC Type A

Second: Board Member Eric Pinola

Ayes: 5 Nays: 0 Motion carried unanimously

9. REVIEW AND POSSIBLE DISCUSSION OF NEW WWW.WILMEREDC.COM WEB SITE.

No action taken on this agenda item

10. REVIEW AND POSSIBLE DISCUSSION OF TEDC ANNUAL CONFERENCE

No action taken on this agenda item

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

No action taken on this agenda item

Board Member Carolyn Walker-Donson announces her resignation from the board.

ADJOURN – Board Vice President Petta adjourned the meeting at 7:24 pm.

APPROVED:

ATTEST:

Shelia Petta, Vice President

Sheana Stokes, Administrative Assistant

Wilmer Community Development Corporation Type B
Profit & Loss Budget vs. Actual
October through December 2016

Accrual Basis

	Oct - Dec 16	Budget	\$ Over Budget	% of Budget
Income				
10500 · Income				
105125 · Sales Tax Revenue	167,247.95	175,000.00	(7,752.05)	95.6%
Total 10500 · Income	167,247.95	175,000.00	(7,752.05)	95.6%
10501 · Miscellaneous Income	20.00	100.00	(80.00)	20.0%
Total Income	167,267.95	175,100.00	(7,832.05)	95.5%
Expense				
115900 · Transfers Out				
115960 · Transfers	1,500.00	6,000.00	(4,500.00)	25.0%
Total 115900 · Transfers Out	1,500.00	6,000.00	(4,500.00)	25.0%
116100 · Dues/Subscriptions/Training				
116120 · Meeting/Conferences	0.00	3,000.00	(3,000.00)	0.0%
118510 · Training	295.00	3,000.00	(2,705.00)	9.8%
118515 · Travel	537.26	5,000.00	(4,462.74)	10.7%
119998 · General Membership	750.00	5,000.00	(4,250.00)	15.0%
Total 116100 · Dues/Subscriptions/Training	1,582.26	16,000.00	(14,417.74)	9.9%
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%
Total 116200 · Expenditures - Capital Projects	0.00	500,000.00	(500,000.00)	0.0%
117000 · Professional Services/Charges				
117100 · Legal	0.00	10,000.00	(10,000.00)	0.0%
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	12,000.00	36,000.00	(24,000.00)	33.3%
118610 · Marketing Associates	823.85	9,000.00	(8,176.15)	9.2%
119995 · Studies	3,130.09	60,000.00	(56,869.91)	5.2%
Total 117000 · Professional Services/Charges	15,953.94	127,000.00	(111,046.06)	12.6%
118000 · Operations & Maintenance				
118100 · Office Supplies	0.00	2,000.00	(2,000.00)	0.0%
118425 · Web Design	1,463.32	1,000.00	463.32	146.3%
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%
Total 118000 · Operations & Maintenance	1,463.32	14,750.00	(13,286.68)	9.9%
118500 · Marketing				
118529 · Memberships	393.50	7,750.00	(7,356.50)	5.1%
118530 · Conferences/Tradeshows	202.50	10,000.00	(9,797.50)	2.0%
118531 · Collateral Materials	0.00	5,000.00	(5,000.00)	0.0%
118532 · Misc Marketing	0.00	21,250.00	(21,250.00)	0.0%
118533 · Ad Design & Advertising	150.00	1,000.00	(850.00)	15.0%
Total 118500 · Marketing	746.00	45,000.00	(44,254.00)	1.7%
Total Expense	21,245.52	708,750.00	(687,504.48)	3.0%
Net Income	146,022.43	(533,650.00)	679,672.43	(27.4)%

Wilmer Community Development Corporation Type B
Balance Sheet
As of December 31, 2016

Accrual Basis

	<u>Dec 31, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
100000 · Wilmer Community Develop Corp	864,138.48
Total Checking/Savings	864,138.48
Other Current Assets	
101320 · Due from G Fd - Sales Tax	(2,252.20)
Total Other Current Assets	(2,252.20)
Total Current Assets	861,886.28
TOTAL ASSETS	861,886.28
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
102320 · Due to Other Funds	15.00
Total Other Current Liabilities	15.00
Total Current Liabilities	15.00
Total Liabilities	15.00
Equity	
390000 · Fund Balance	715,848.85
Net Income	146,022.43
Total Equity	861,871.28
TOTAL LIABILITIES & EQUITY	861,886.28

**Wilmer Community Development Corporation Type B
General Ledger
As of December 31, 2016**

Accrual Basis

Type	Date	Num	Name	Memo	Debit	Credit	Balance
100000 - Wilmer Community Develop Corp							718,116.05
Check	10/12/2016	1066	Marketing Alliance	Inv 21162		46.75	718,069.30
Check	10/12/2016	1068	Texas Economic Development Council	2016 Annual Convention		295.00	717,774.30
Check	10/14/2016	1069	NAIOP	David Miracle 231351		356.00	717,418.30
General Journal	10/15/2016				15,236.15		732,654.45
Check	10/24/2016	1071	Miracle Development Services	Consultant Services for October Inv 122		3,000.00	729,654.45
Check	10/26/2016	1073	Dallas County Public Works			37.50	729,616.95
Check	11/03/2016	1074	MDSC-Ellington Creative			393.75	729,223.20
Check	11/04/2016	1075	IEDC-Int'l Economic Dev Council			202.50	729,020.70
Check	11/04/2016	1076	MDSC-Ellington Creative			287.26	728,733.44
Check	11/04/2016	1077	Marketing Alliance			1,416.57	727,316.87
Check	11/08/2016	1078	City of Wilmer-General Fund	November Secretarial Fees		500.00	726,816.87
Check	11/08/2016	1079	City of Wilmer-General Fund	November Secretarial Fees		500.00	726,316.87
Deposit	11/15/2016			Deposit	20.00		726,336.87
General Journal	11/18/2016	Deposit			71,770.91		798,107.78
Check	11/21/2016	1080	Texas Economic Development Council	Inv 5523		250.00	797,857.78
Check	12/02/2016	1086	MDSC - Ellington Creative			750.00	797,107.78
Check	12/02/2016	1082	MDSC			3,000.00	794,107.78
Check	12/02/2016	1083	City of Wilmer-General Fund	December Secretarial Fees		500.00	793,607.78
Check	12/07/2016	1084	Stone Hospitality and Real Estate	Contract		430.09	793,177.69
Check	12/07/2016	1085	Stone Hospitality and Real Estate	Contract		2,700.00	790,477.69
Check	12/09/2016	1086	MDSC - Ellington Creative			430.10	790,047.59
Check	12/09/2016	1087	MDSC			3,000.00	787,047.59
Check	12/21/2016	1088	MDSC			3,000.00	784,047.59
Check	12/21/2016	1089	France Publications, Inc.	Inv SW 80653		150.00	783,897.59
Deposit	12/22/2016			Deposit	80,240.89		864,138.48
Total 100000 - Wilmer Community Develop Corp					167,267.95	21,245.52	864,138.48
101320 - Due from G Fd - Sales Tax							(2,252.20)
General Journal	10/14/2016				15,236.15		12,983.95
General Journal	10/15/2016					15,236.15	(2,252.20)
General Journal	11/14/2016				71,770.91		69,518.71
General Journal	11/18/2016	Deposit				71,770.91	(2,252.20)
General Journal	12/09/2016				80,240.89		77,988.69
Deposit	12/22/2016	46193	City of Wilmer-General Fund	Deposit		80,240.89	(2,252.20)
Total 101320 - Due from G Fd - Sales Tax					167,247.95	167,247.95	(2,252.20)
102320 - Due to Other Funds							(15.00)
Total 102320 - Due to Other Funds							(15.00)
390000 - Fund Balance							(715,848.85)
Total 390000 - Fund Balance							(715,848.85)

**Wilmer Community Development Corporation Type B
General Ledger
As of December 31, 2016**

Accrual Basis

Type	Date	Num	Name	Memo	Debit	Credit	Balance
10500 - Income							0.00
105125 - Sales Tax Revenue							0.00
General Journal	10/14/2016					15,236.15	(15,236.15)
General Journal	11/14/2016					71,770.91	(87,007.06)
General Journal	12/09/2016					80,240.89	(167,247.95)
Total 105125 - Sales Tax Revenue					0.00	167,247.95	(167,247.95)
Total 10500 - Income					0.00	167,247.95	(167,247.95)
10501 - Miscellaneous Income							0.00
Deposit	11/15/2016			Deposit		20.00	(20.00)
Total 10501 - Miscellaneous Income					0.00	20.00	(20.00)
115900 - Transfers Out							0.00
115960 - Transfers							0.00
Check	11/08/2016	1078	City of Wilmer-General Fund	November Secretarial Fees	500.00		500.00
Check	11/08/2016	1079	City of Wilmer-General Fund	November Secretarial Fees	500.00		1,000.00
Check	12/02/2016	1083	City of Wilmer-General Fund	December Secretarial Fees	500.00		1,500.00
Total 115960 - Transfers					1,500.00	0.00	1,500.00
Total 115900 - Transfers Out					1,500.00	0.00	1,500.00
116100 - Dues/Subscriptions/Training							0.00
116510 - Training							0.00
Check	10/12/2016	1068	Texas Economic Development Council	2016 Annual Convention	295.00		295.00
Total 116510 - Training					295.00	0.00	295.00
118515 - Travel							0.00
Check	11/04/2016	1076	MDSC-Ellington Creative		287.26		287.26
Check	11/21/2016	1080	Texas Economic Development Council	Inv 5523	250.00		537.26
Total 118515 - Travel					537.26	0.00	537.26
119998 - General Membership							0.00
Check	12/02/2016	1086	MDSC - Ellington Creative	David never recieved the cecks?	750.00		750.00
Total 119998 - General Membership					750.00	0.00	750.00
Total 116100 - Dues/Subscriptions/Training					1,582.26	0.00	1,582.26
117000 - Professional Services/Charges							0.00
118600 - Consultants							0.00
Check	10/24/2016	1071	Miracle Development Services	Consultant Services for October Inv 122	3,000.00		3,000.00
Check	12/02/2016	1082	MDSC	David never received the checks	3,000.00		6,000.00
Check	12/09/2016	1087	MDSC	Inv 123	3,000.00		9,000.00
Check	12/21/2016	1088	MDSC	Inv 124	3,000.00		12,000.00
Total 118600 - Consultants					12,000.00	0.00	12,000.00

**Wilmer Community Development Corporation Type B
General Ledger
As of December 31, 2016**

Accrual Basis

Type	Date	Num	Name	Memo	Debit	Credit	Balance
118610 - Marketing Associates							
Check	11/03/2016	1074	MDSC-Ellington Creative		393.75		393.75
Check	12/09/2016	1086	MDSC - Ellington Creative		430.10		823.85
Total 118610 - Marketing Associates					823.85	0.00	823.85
119995 - Studies							
Check	12/07/2016	1084	Stone Hospitality and Real Estate	Contract	430.09		430.09
Check	12/07/2016	1085	Stone Hospitality and Real Estate	Contract	2,700.00		3,130.09
Total 119995 - Studies					3,130.09	0.00	3,130.09
Total 117000 - Professional Services/Charges					15,953.94	0.00	15,953.94
118000 - Operations & Maintenance							
118425 - Web Design							
Check	10/12/2016	1066	Marketing Alliance	Inv 21162	46.75		46.75
Check	11/04/2016	1077	Marketing Alliance		1,416.57		1,463.32
Total 118425 - Web Design					1,463.32	0.00	1,463.32
Total 118000 - Operations & Maintenance					1,463.32	0.00	1,463.32
118500 - Marketing							
118529 - Memberships							
Check	10/14/2016	1069	NAIOP	David Miracle 231351	356.00		356.00
Check	10/26/2016	1073	Dallas County Public Works		37.50		393.50
Total 118529 - Memberships					393.50	0.00	393.50
118530 - Conferences/Tradeshows							
Check	11/04/2016	1075	IEDC-Int'l Economic Dev Council		202.50		202.50
Total 118530 - Conferences/Tradeshows					202.50	0.00	202.50
118533 - Ad Design & Advertising							
Check	12/21/2016	1089	France Publications, Inc.	Inv SW 80653	150.00		150.00
Total 118533 - Ad Design & Advertising					150.00	0.00	150.00
Total 118500 - Marketing					746.00	0.00	746.00
TOTAL					355,761.42	355,761.42	0.00

WILMER CITY COUNCIL
Agenda Item Summary
November 17, 2016

AGENDA ITEM

6

**Discuss and Consider by Minute Entry Appointments,
 (Re)Appointments to and/or Removals from the Community
 Development Corporation, Type B Board of Directors.**

Issue/Problem

In July 2015, the Community Development Board amended its by-laws to have the terms of office coincide with their fiscal year. At its inception, all seven board members were appointed at the same time with no consideration given to staggered the terms. So that not all members are replace at one time, staff is recommending that with this appointment, the two year terms be staggered by appointing three members for a one year term.

Community Development Board of Directors

Place	Name	Term Expires	
1	*Subbayya Chowdary Yanamdala	September 30, 2018	2 Year Appointment
2	Celeste Madrigal	September 30, 2017	1 Year Appointment
3	Victor Pena	September 30, 2018	2 Year Appointment
4	Shelia Petta	September 30, 2017	1 Year Appointment
5	Eric Michael Pinola	September 30, 2018	2 Year Appointment
6	Cory Robinette	September 30, 2017	1 Year Appointment
7	Carolyn Walker-Donson	September 30, 2018	2 Year Appointment

Attachments

None

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Economic Development Report
January 12, 2016

David D. Miracle CEcD
Executive Director

PROJECTS COMPLETED and NEW COMPANIES LOCATING TO WILMER

- ✓ **Makita USA (formerly known as Project Tool Box M)**
Update: Makita has purchased the site/building and is installing their warehouse equipment and finishing out their office at the former Sunridge/Scannell Building #1 at 901 E. Pleasant Run Road.
After negotiating a tax abatement agreement that included an expansion of the facility, the agreement was approved in September. The agreement has been signed by all parties. Makita will hire 55 employees and add \$28 million of new assessed value to Wilmer's tax base.
- ✓ **Skyhawk Development Partners (formerly known as Project Billipp)**
Update: The tax abatement agreement has been approved and Skyhawk has purchased the site (fronting I45 between Pleasant Run and Fulghum roads). Platting, permitting and dirt work are underway. The facility will be a 350 K SF speculative distribution center and will place \$25 million on the Wilmer tax base.
- ✓ **Scannell 246 Building**
Scannell Developers has begun construction on the pad site just south of Medline on N. Goode Road in Sunridge Business Park, of an 850,000 SF speculative distribution center. Scannell had their tax abatement agreement already approved when their first building at 910 E. Pleasant Run Road (now the Makita building) was presented. This new building will add \$50 million to Wilmer's tax base.
- ✓ **Southport Building #1**
1.1 million SF speculative building – is nearing completion and will add \$65 million to the Wilmer tax base.

✓ **Almo Corporation**

The largest independent distributor of appliances, consumer electronics, professional A/V equipment, furniture and housewares in the United States. Serving the needs of retailers across the country, Almo operates 8 regional distribution facilities with over 2.5 million square feet of warehousing.

Almo has leased the middle portion of the Port-A-Cool building in DalPort. They may take the rest of the building by mid-summer 2017.

✓ **Wilmer EDC Web Site** www.wilmeredc.com

Update: Site is live! There are a few improvements that are to be made to Photo Gallery, Workforce and Economic Development pages. Our new Marketing Associate has been working with Marketing Alliance (web site designer) on the site. Miracle has completed his Content Management System training (how to make changes to web site using the formatting processes).

✓ **Hotel Feasibility Study**

Update: the final report has been received and is featured on the wilmeredc.com web site on the Home Page under “Announcements”, “News Releases” and “Site Selection.”

New and Ongoing Projects

✓ **Southport Building #4**

A 400,000 SF speculative distribution center is under construction and when completed will add approximately \$30 million to the City tax base.

✓ **Project PR**

Miracle and the new Marketing Associate are preparing a marketing strategy to announce via media and advertising, the numerous successful projects that have occurred in Wilmer. We will be using trade organizations and publications that Wilmer EDC is a member of (NAIOP, NTCAR, ICSC, etc.) as well as business and trade papers and journals. The plan will be shown to the EDC boards and Council to raise their awareness.

✓ **Star Transit**

Update: From a 12/16/16 email from their CFO, their contracts are based on hours of service and are calculated by the total cost per hour. Their FY17 cost per hour is set at \$50.76, and with a federal subsidy of 60% it is reduced to \$20.30 per hour ($\$50.76 \times 40\%$ local portion). If they develop a service that ran for 12 hours each day, the daily cost to the City would be \$243.60 ($\20.30×12 hours). Their cost per hour is updated on an annual basis by June 1st of each year. A reply was requested to create a route with their assistance and am waiting on a response.

STAR'S Executive Director suggested the following questions to be asked of Wilmer's employers that will tell us and STAR Transit their needs:

- Is your business interested in transportation for employees?

- Are your employees asking for transportation options?
- During exit interviews, is the lack of transportation a reason for resigning?
- If your company had transportation options for employees, would it make recruiting new talent easier?

A survey/questionnaire is being created to give to employers to get their input on this project.

The Executive Director of Star was given a tour of Wilmer's industrial parks with the major employers to create a bus service plan for Wilmer's employees and employers. Star is to provide a draft service and cost plan for the City and EDC's consideration. Star believes that matching funds can be found. Wilmer employers may also need to contribute funding.

If Star can provide bus service that connects our major employers with the Dart light rail system, Wilmer will have solved a significant workforce availability issue for existing and new businesses.

✓ **Project Over Land**

The Office of the Governor has been contacted by a consultant requesting sites for a concrete pipe manufacturing operation. The company is requesting sites that are a minimum of 100-150 acres. The operation will initially create 75 jobs and capital investment is estimated to be approximately \$34,000,000.

Site visits are anticipated within 60- days.

Submitted Prime Rail's 110-acre site in Southeast Wilmer.

✓ **Project Artemis**

The Office of the Governor has been contacted by a consultant requesting sites for a heavy manufacturing operation whose primary business is fabrication of metal parts, components, and subassemblies. An existing building or shovel-ready site approximately 25 acres, preferably in a community willing to welcome a manufacturing facility for the long-term. The operation will create 135 jobs.

- Initial total of approximately 135 staff: 105 production and maintenance, 20 engineers and other degreed professionals, 10 management/administration. Potential to double staff.

- The new plant will require rail service. It has not been firmly determined whether this will be direct (via an on-site spur track) or intermodal (via rail to a nearby intermodal center and drayage by truck for final delivery to the plant).

Submitted Prime Pointe Industrial Park and Prime Rail's 110-acre site.

✓ **Project Greenfield**

Contact from a site consultant requesting an incentive offer for a distribution center project at an existing facility in Wilmer.

The approximate cost of Greenfield's project is expected to be \$170 million. The proposed facility would consist of approximately 1M+ square feet and at full capacity

would employ 700 full-time and 1200 part-time employees (operation positions are union jobs and provide health and wellness benefits and pension).

A meeting with the consultant and Mr. Wheat was held to discuss the incentives available. An incentive offer in letter form was requested and delivered.

A response is to be received mid to late January 2017.

✓ **Project Pacer**

International consumer products company is looking to lease an existing facility in Wilmer. Will hire 500 FTE's by the end of Year 5 and will add \$15 million in new tax base to Wilmer.

Meetings to discuss the incentives were held with Mr. Wheat and an incentive offer was provided via letter.

The response is to be immediate.

✓ **Project Watson**

A site consultant provided a detailed request for information for a large manufacturing company. The estimated size of the final facility is 800,000 to 950,000 square feet and the expected investment is:

Real Property Investment: \$70,000,000 - \$80,000,000

Personal Property Investment: \$80,000,000 - \$100,000,000

Total Estimated Investment: \$150,000,000 - \$180,000,000

Project Watson may take a phased-approach to the construction of its plant along with the deployment of its equipment.

The facility will employ 400 – 500 workers at maximum potential capacity paying wages capable of attracting a qualified Skilled Labor Force to work in the plant.

Submitted Prime Pointe Industrial Park and Prime Rail's 110-acre site. The 110-acre site was quickly eliminated due to its proximity to the Ferris land fill.

A meeting with the consultant is to be set the week of 1/16/17 to tour Prime Pointe.

✓ **Project Blue Phoenix**

Lead came from the Dallas Regional Chamber of Commerce for a company looking for both available sites and existing buildings. Initial operations will require approximately 200,000 SQFT for production and warehousing/distribution. Future facility expansion could include an additional 136,000 SQFT, so properties that can accommodate future growth are preferred.

At full operations, the facility will have \$62 million of real and BPP value and hire 194 skilled and semi-skilled FTE's.

Prime Pointe was submitted. However, their interest was in Site 3 which is in Hutchins.

✓ **Project Pillar 2**

The Governor's Office: Deloitte Consulting has been working on behalf of a confidential client that seeks to identify a community and a site to support a new state-of-the-art heavy manufacturing facility (codename: Project Pillar 2). Our client is planning to locate

an operation that will require a minimum of 1,200 full time employees and a capital investment of US \$1 billion, with the potential for future expansion dependent on operating conditions.

Deloitte's client – the tire manufacturer that will be the controlling investor in Project Pillar 2– is a 100% state-owned enterprise in China, and Project Pillar will be the company's first manufacturing deployment outside of China. The company's selected location of 300 acres for their first deployment into North America will be very influential in the company's long-term operational strategy for the region.

Prime Pointe was submitted.

✓ **Project Bengal Wave**

This project had considerable emissions from a manufacturing facility and was not responded to the lead from the Governor's Office.

✓ **Project Robin Hood**

Lead received from Governor's Office looking for an existing 100K SF facility on 15 acres with rail service. Wilmer does not have this available and did not respond.

✓ **Project Southern Comfort**

The Office of the Governor has been contacted by a consultant requesting existing buildings or 10-30 acre developable greenfield sites for a new international food processing and distribution facility. Initial operations will require approximately 110,000 SF for production and warehousing/distribution. The operation will create 66 jobs initially and capital investment is estimated to be \$30,900,000.

Prime Point and Sunridge were submitted.

✓ **Project Light Green**

The Office of the Governor has been contacted by a company representative requesting sites for an advanced solar module manufacturing facility. The company is seeking sites between 100,000 and 150,000 sq. ft. including adjacent acreage. The operation will initially create 165 jobs and capital investment is estimated to be \$70M, with a potential future growth of 2,000 jobs by 2024.

Wilmer does not have this available and did not respond.

✓ **Project Honey Wheat**

Lead received from the Governor's Office of ED&T. The company is an existing manufacturer and distributor of ready to eat food products, under their own and private label products. The company is investigating site options for a new production facility.

The plant will create 175 hourly wage jobs and 50 salaried administrative and technical positions. Annual wages for all the jobs range from \$26,000-31,000. Capital investment

is estimated to be more than \$10 million. The operational timeline will be determined by site characteristics and availability but 2019 is the company's target deadline to commence operations.

Sunridge and Dal Port sites were submitted.

✓ **Project Sunrise Beach**

Lead received from the Office of the Governor who has been contacted by a consultant is representing a well-established, family owned food manufacturing company with existing operations in a nearby state. They are interested in finding suitable sites for relocation of both Headquarters and production operations.

The consultant is only seeking sites on 15 acres within NMTC qualified Census Tracts (of which Wilmer qualifies).

If developed, the facility would be a USDA/FDA certified industrial food manufacturing operation and consist of apx. 100k sq. ft. for production and office. Capital investment is anticipated to reach \$37 million plus 150 new and relocated jobs (\$15 hourly wage).

Sunridge and Dal Port sites were submitted.

✓ **Project Mississippi**

Lead received from the Dallas Regional Chamber. A local consultant is supporting a manufacturing company that wants to build a location in DFW. This project is funded internally, and it's a well-established company that does final, value added processing and packaging of food products.

Project Specs:

- 500 jobs
- \$50 million expected spend (to either acquire and fit out a perfect existing building, or to build on 20-30 acre site)
- Food product value-added manufacturing (some fried foods)

Site Requirements:

- 250,000 square feet with 100,000 freezer space; could double in size later
- 10,000 AMPS of electricity
- 250,000 Gallons per day of water
- Natural gas is required (usage not specified, would be typical for a plant of this size and type)
- Parking sufficient, 2 per 1,000, if existing building

DRC was notified that Wilmer could meet all site requirements. Waiting for consultant contact.

✓ **Project Dragonfly Road**

Lead received from the Office of the Governor ED&T. A consultant is representing the project that is an established automotive industry manufacturer seeking approximately a 500-acre site for their first North American production facility. Initial investment is estimated at \$800 million, 2 million sq ft production facility, with 24/7 operations and

approximately 1100 FTE for phase 1. This RFI is for the first phase of a multi-phase project.

Prime Pointe was submitted.

✓ **Project Free**

Lead received from a Houston financial service firm looking for greenfield site for manufacturing company looking to hire 100 and have a capital investment of \$100 million. Available incentives were requested and emailed. Company is looking at multiple sites.

✓ **Project Southern Comfort**

Lead received from the Office of the Governor ED&T who was contacted by a consultant requesting existing buildings or greenfield sites for a new international food processing and distribution facility. Initial operations will require approximately 110,000 SF for production and warehousing/distribution. The operation will create 66 jobs initially and capital investment is estimated to be \$30,900,000.

Prime Pointe and Sunridge were submitted.

✓ **Project 20/20**

Lead received from the Dallas Regional Chamber.

Project 20/20 is looking for a site for a new beverage production and distribution facility.

- Production operation with an estimated headcount of 100 (preliminary – subject to revision)
- Approximate capital investment of \$48.0 million (preliminary – subject to revision)
- Approximate average wage of \$41,000 (preliminary – subject to revision)

Real Estate Requirements:

The below outlines the key real estate requirements for this project.

- Type: Both existing buildings and shovel-ready land sites will be considered
- Size: Approximately 150,000 SF on ~20 acres with room for a 50,000 SF expansion.
- Ownership: Preference to own, but may consider lease
- Dimensions: 30 ft. clear height
- Space Requirements: Refrigerated space for finished goods, climate controlled space for raw materials
- Water: 6-inch water main at 80 psi – upwards of 750 Kgal water/day at full build out
- Transportation: Proximate highway access is a critical consideration

Dal Port, Prime Pointe and Sunridge were submitted.

✓ **Project Bocanna**

12/14/16 Pre-Development Meeting: following a conference call, members of the project team (architectural firm, engineering firm and CEO) met with Mayor, City Administrator, ED Director and Planner to discuss the company's interest in constructing a 25K SF pharmaceutical facility in Wilmer. 12/27/16 - A site tour with the CEO and a few commercial sites were provided. A response to the visit is expected soon.

✓ **Project Scout**

Update: it is believed this is a European company and we are told their Board of Directors are meeting in January to discuss sites and location procedures.

Scout's second visit was at the end of September. Similar contingent of company representatives (Europeans) and consultants (both local and from consultant's home office in the Northeast USA) met with Wilmer and at least one other DFW site over 3 days. Site visits and presentations at both the Prime Point Marketing Center and at the Dallas Regional Chamber's office were attended by several local elected officials and city/county representatives.

Following the three-day visit, additional information was requested by Scout and delivered. It is believed that only two sites are now in the final consideration stage and the site decision could come as early as December.

(Scout's first visit was 7/28/16. 18 attendees over 3.5 hours, three site consultants from WDG Consulting along with Wilmer's Mayor, City Administrator and Exec. Director ED were joined by:

Prime Pointe's Mike Rader, two representatives from the Governor's Office of Eco Dev; three representatives from the Dallas Regional Chamber, two representatives from Dallas County (Commissioner Price), two representatives from Dallas County Community College District (Chancellor May), and one representative each from Oncor and Atmos.

6/21/16 conference call with site consultants and Mike Rader. Consultant was thankful for the thoroughness of the Block 1 submissions (site criteria information). Prime Pointe had "survived" the initial elimination phase.

Block 2 information (workforce, etc.) was discussed and its submission was completed 6/24/16. Additional site information and an Occupational Wage Study from the Dallas Regional Chamber was submitted as well. A site visit is to take place in July.

Lead received from the office of the Governor who has been contacted by a consultant requesting 273-300 acre sites for a new manufacturing operation.

Project Scout is a new manufacturing location selection project for a global company that will potentially create **1,500 plus permanent jobs**. At full scale, the project could hire 5,000 permanent production, engineering/technical and management workers. Capital investment at full scale could exceed **\$1.4 billion**. The immediate goal is to acquire land by Q1 2017. The comprehensive response was submitted for Prime Pointe.

The Dallas / Fort Worth metro area is among the initial list of qualified locations per the consultant and they are seeking additional information specific to sites, labor market and business climate factors.)

✓ **Project Baseball**

Update: site visit scheduled 10/14/16 with Baseball and Dallas Regional Chamber, cancelled and has yet to be re-scheduled.

(Lead received 6/17/16 from Dallas Regional Chamber who shared that the office of the Governor has been contacted by a company requesting sites for a manufacturing operation. Project Baseball produces large appliances for family use. Company is seeking 100+ acres of land on which to build a 600m x 600m building. The operation is expected to create approximately 1,000 jobs with an estimated capital investment of \$200 million. Prime Pointe was submitted.)

✓ **Redneck Diesel Performance (formerly known as Project RN Diesel)**

Update: They have all the civil plans completed and turned into the city. Everything has been approved with zoning, and are turning all remaining final plans to Wilmer for approval and permits. 4-6 weeks for appraisal. Then construction will begin and be completed and moved in by May.

Company has closed on site and begun platting and permitting process to construct their new facility to relocate from Hutchins.

(Council has approved the new zoning and the company is closing on the site 7/29/16. They appeared before P&Z last week in June and will appear before Council 7/7/16. Contract is being finalized. Owner has informed us that they are close to purchasing the site.

Background: A Hutchings company in a neighboring city was looking for information on available incentives for relocating their business to Wilmer. They had a site under consideration for their class A diesel truck repair business of 10 employees and were talking to the owner. Information was sent to the business December 9, 2015.)

✓ **Liberty Crossing**

Update: The Liberty Crossing PD amendment has been approved by the City Council. It increased building height limit to 3 stories, and modified the land use designation for the northernmost 21-acre tract to now be multi-family.

An alternate method of providing utilities with USDA financing has been presented to the City.

✓ **Wilmer South Infrastructure**

Update: The City has hired Freese and Nichols to analyze the feasibility and cost. They are working with Ferris survey the manhole rim and invert elevations.

City staff has approached both Ferris and TRA to propose accessing TRA transmission line via a Ferris input. If approved by the TRA and Ferris, the costs saving would be significant versus Wilmer's Freese and Nichols study. However, this a temporary solution but would allow projects from Courtland and Piret (DFW Inland Port) and Cactus to occur.

✓ **Catalyst Commercial Retail Analysis**

Update: meeting was held in November. Billing issue has been resolved and the draft copy invoice has been submitted for payment.

(A meeting with Catalyst is to be held to review draft and finalize remaining deliverables.

Final draft received 7/1/16.

Draft report was shown to WEDC 6/7/16 (WCDC meeting cancelled – no quorum)

Draft maps and other deliverables were emailed to the EDC's and Council week of 4/11/16.

Background: A second meeting 2/26/16 with two Catalyst representatives was held to discuss properties, maps, demographics as well as a tour of Wilmer to create the six priority retail properties. These sites will be the first investigated as to marketability.

First meeting with Catalyst on 2/11/16.

Contract has been signed by EDC Presidents and the kickoff meeting is the week of 2/8/16.)

Other Meetings and Events attended

- 12/14/16 - South Port management met with ED Director and Mr. Wheat to discuss the two buildings #1 and #4, Fulghum Road and other development issues.
- City of Wilmer Thanksgiving and Christmas luncheon events
- 12/13/16 – meeting with Jon Napper of Courtland Development and Mr. Wheat to discuss Wilmer South infrastructure project
- 12/15/16 - BSW 30th Anniversary and Legislative Sendoff, Duncanville Hilton

From the Dallas Business Journal:

<http://www.bizjournals.com/dallas/news/2016/05/16/nevada-developer-to-bring-1-1m-sf-industrial-hub.html>

Nevada developer to bring 1.1M SF industrial hub to South Dallas

May 16, 2016, 11:45am CDT

A development firm from Reno, Nevada — Dermody Properties Inc. — plans to get underway on a two-phase, 1.1 million-square-foot industrial hub in southern Dallas at Bonnie View Road and Telephone Road after acquiring 60.2 acres of land.

Terms of the land acquisition were undisclosed.

"Dallas is a highly desirable market, and the south Dallas submarket is one of the fastest growing markets in the Metroplex," said Patrick Gallagher, partner at the company's southwest regional office, in a statement.

"We will continue to seek out opportunities to expand the Dermody Properties portfolio in the region through acquisitions of existing buildings and new development," he added.

Plans for the development, which is being called LogistiCenterSM, includes a 622,440-square-foot distribution center that could be expanded to 1.1 million square feet. The second phase, or second distribution center, could total 444,600 square feet.

The facilities are being designed to cater to e-commerce companies, with skylights, abundant auto and trailer parking and LED lighting systems.

Dermody Properties President Douglas Kiersey said he believes there will continue to be great demand for e-commerce compliant facilities in Dallas and the company plans to make further investments in the market.

Dave Anderson with **CBRE** is representing Dermody Properties in leasing the project. Dermody Properties declined to disclose the names of tenants they may be speaking to about the development.

Construction is slated to get underway on the two-phase project this summer, with completion of the initial phase expected to early 2017.



ALLIANCE ARCHITECTS

The new facility could serve as a distribution hub for a logistics firm.