



**AGENDA**  
**COMMUNITY DEVELOPMENT CORPORATION - TYPE B BOARD**  
**REGULAR MEETING**  
**Tuesday, May 15, 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 APRIL 17, 2018 MEETING
6. CONSIDER AND ACT REGARDING APRIL 2018 FINANCIAL STATEMENTS
  - a) Profit and Loss Budget vs. Actual Report for Wilmer CDC
  - b) Balance Sheet for April 30, 2018 for Wilmer CDC
7. DISCUSS AND CONSIDER SENDING THE EXECUTIVE DIRECTOR TO THE TEDC MID-YEAR CONFERENCE; TRAVEL AND REGISTRATION COSTS TO BE SPLIT WITH WEDC TYPE A – ACCOUNTS 11815 AND 116120 RESPECTIVELY.
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.

- PROJECT HOTEL

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

- PROJECT HOTEL

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

- PROJECT HOTEL

9. CONSIDER AND TAKE POSSIBLE ACTION FROM EXECUTIVE SESSION

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

11. ADJOURN

**EXECUTIVE SESSION:** The 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 11<sup>th</sup>, May 2018 at 1:20 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, April 17, 2018 at 6:00 pm**

**CALL TO ORDER** - At 6:01 pm, President Shelia Petta called the meeting to order on April 17, 2018 in the Wilmer Community Center located at 101 Davidson Plaza in Wilmer, Texas 75172.

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

Board Members Absent: **Board Members C. Madrigal and E. Pinola**

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

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

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

COMMUNITY INTEREST – **NBC 5 Dallas- Ft. Worth news feature- “City of Wilmer Poised for Major Growth” was highlighted.**

**\*6:10p Ms. Reese enters meeting**

**Type B President Petta mentioned that the City of Wilmer’s “Annual Spring Clean0 Up” is occurring this week, April 16-21<sup>st</sup>. Those that plan on disposing items will have to bring a photo ID, and there are some exemptions that will not be allowed on site for disposal.**

**ACTION ITEMS:**

5. CONSIDER AND TAKE POSSIBLE ACTION ON MINUTES FOR THE MARCH 20, 2018 MEETING

**Motion: President S. Petta made the motion to approve the Minutes from the March 20, 2018 meeting.**

**Second: Vice President V. Pena**

**Ayes: 5      Nays: 0      Motion carried unanimously**

6. CONSIDER AND ACT REGARDING MARCH 2018 FINANCIAL STATEMENTS

**Motion: Vice President V. Pena made the motion to approve the Financial Statements for March 2018.**

**Second: Board Member J. Orr**

**Ayes: 5      Nays: 0      Motion carried unanimously**

7. DISCUSS AND CONSIDER REVISING THE ADMINISTRATIVE SERVICES AGREEMENT BETWEEN THE WCDC AND THE CITY OF WILMER

**Motion: President Petta made the motion to approve and revise the Administrative Services Agreement by including the Profit and Loss Report to the financial records that have to be provided.**

**Second: Vice President V. Pena**

**Ayes: 4      Nays: 0      *Board Member L. Reese abstained from voting***

**8. DISCUSS AND CONSIDER APPROVAL OF THE PRIME POINTE PLEASANT RUN ROAD LANDSCAPING PERFORMANCE AGREEMENT, TO BE SPLIT WITH TYPE A WEDC, BUDGET ACCOUNT 116227.**

**Motion: Vice President V. Pena made the motion to approve the Prime Pointe Pleasant Run Road Landscaping Performance Agreement; Split costs 50/50 with WEDC from Account # 116227 Other Infrastructure.**

**Second: Board Member R. Henry**

**Ayes: 5      Nays: 0      Motion carried unanimously**

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

**Motion: Board Member J. Orr made the motion to approve the Executive Director and other Board/Council Members to attend the Dallas Lodging Summit, April 18, 2018, and split the costs 50/50 with WEDC; from Account # 118530.**

**Second: Vice President V. Pena**

**Ayes: 5      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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- PROJECT HOTEL

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

- PROJECT HOTEL

*Item Skipped; No action taken on this agenda item.*

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

*No action taken on this agenda item.*

**12. DISCUSS AND TAKE POSSIBLE ACTION OF EXECUTIVE DIRECTOR'S REPORT**

*No action taken on this agenda item.*

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

**Motion: Vice President V. Pena made the motion to approve the Miracle Development Services Company General Services and Consulting Agreement 2018-2019.**

**Second: Board Member J. Orr**

**Ayes: 5      Nays: 0      Motion carried unanimously**

**14. ADJOURN- President S. Petta adjourned the meeting at 7:17 p.m.**

**APPROVED:**

**ATTEST:**

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

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

**Wilmer Community Development Corporation Type B**  
**Profit & Loss Budget vs. Actual**  
 October 2017 through April 2018

	TOTAL				
	Apr 18	Oct '17 - Apr 18	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>10500 - Income</b>					
105125 - Sales Tax Revenue	69,201.16	521,131.20	480,350.00	40,781.20	108.49%
115600 - Interest Income	0.00	0.00	100.00	(100.00)	0.0%
<b>Total 10500 - Income</b>	<u>69,201.16</u>	<u>521,131.20</u>	<u>480,450.00</u>	<u>40,681.20</u>	<u>108.47%</u>
10501 - Miscellaneous Income	0.00	0.00	0.00	0.00	0.0%
<b>Total Income</b>	<u>69,201.16</u>	<u>521,131.20</u>	<u>480,450.00</u>	<u>40,681.20</u>	<u>108.47%</u>
<b>Expense</b>					
<b>115900 - Transfers Out</b>					
115960 - Transfers	0.00	3,000.00	6,000.00	(3,000.00)	50.0%
<b>Total 115900 - Transfers Out</b>	<u>0.00</u>	<u>3,000.00</u>	<u>6,000.00</u>	<u>(3,000.00)</u>	<u>50.0%</u>
<b>116100 - Dues/Subscriptions/Training</b>					
116120 - Meeting/Conferences	8.41	51.44	3,000.00	(2,948.56)	1.72%
118510 - Training	0.00	0.00	3,000.00	(3,000.00)	0.0%
118515 - Travel	0.00	258.57	5,000.00	(4,741.43)	5.17%
119998 - General Membership	0.00	1,300.15	5,000.00	(3,699.85)	26.0%
<b>Total 116100 - Dues/Subscriptions/Training</b>	<u>8.41</u>	<u>1,610.16</u>	<u>16,000.00</u>	<u>(14,389.84)</u>	<u>10.06%</u>
<b>116200 - Expenditures - Capital Projects</b>					
116226 - Wilmer South Infrastructure	0.00	0.00	150,000.00	(150,000.00)	0.0%
116227 - Other Infrastructure	0.00	0.00	300,000.00	(300,000.00)	0.0%
116228 - City Parks Infrastructure	0.00	0.00	50,000.00	(50,000.00)	0.0%
116229 - Pipe Bursting	0.00	0.00	162,000.00	(162,000.00)	
116230 - Fulghum Rd	0.00	0.00	230,570.00	(230,570.00)	
116231 - Cactus	0.00	0.00	100,000.00	(100,000.00)	
116232 I-45 Waterline	0.00	0.00	823,295.00	(823,295.00)	
<b>Total 116200 - Expenditures - Capital Projects</b>	<u>0.00</u>	<u>0.00</u>	<u>1,815,865.00</u>	<u>(1,815,865.00)</u>	<u>0.0%</u>
<b>117000 - Professional Services/Charges</b>					
117100 - Legal	115.00	585.00	10,000.00	(9,415.00)	5.85%
117120 - Engineering	0.00	0.00	10,000.00	(10,000.00)	0.0%
118146 - IT Support	0.00	0.00	2,000.00	(2,000.00)	0.0%
118600 - Consultants					
118601 - Retail	0.00	4,000.00			
118600 - Consultants - Other	0.00	19,200.00	38,400.00	(19,200.00)	50.0%
<b>Total 118600 - Consultants</b>	<u>0.00</u>	<u>23,200.00</u>	<u>38,400.00</u>	<u>(15,200.00)</u>	<u>60.42%</u>
118610 - Marketing Associates	0.00	4,350.00	9,000.00	(4,650.00)	48.33%
119995 - Studies	0.00	112.50	60,000.00	(59,887.50)	0.19%
117000 - Professional Services/Charges - Other	0.00	1,003.97			
<b>Total 117000 - Professional Services/Charges</b>	<u>115.00</u>	<u>29,251.47</u>	<u>129,400.00</u>	<u>(100,148.53)</u>	<u>22.61%</u>
<b>118000 - Operations &amp; Maintenance</b>					
118100 - Office Supplies	0.00	69.84	2,000.00	(1,930.16)	3.49%
118425 - Web Design	15.17	32.67	7,000.00	(6,967.33)	0.47%
118430 - Mapping System	0.00	0.00	7,750.00	(7,750.00)	0.0%
118535 - Printing	0.00	0.00	1,000.00	(1,000.00)	0.0%
118705 - EDC Board Room Improve	0.00	0.00	2,000.00	(2,000.00)	0.0%
119100 - Signage	0.00	0.00	1,000.00	(1,000.00)	0.0%
910101 - Medline 380 Agreement	0.00	220,855.49			
<b>Total 118000 - Operations &amp; Maintenance</b>	<u>15.17</u>	<u>220,958.00</u>	<u>20,750.00</u>	<u>200,208.00</u>	<u>1,064.86%</u>
<b>118500 - Marketing</b>					
118529 - Memberships	0.00	0.00	7,750.00	(7,750.00)	0.0%
118530 - Conferences/Tradeshows	0.00	1,536.00	10,000.00	(8,464.00)	15.36%
118531 - Collateral Materials	0.00	177.25	10,000.00	(9,822.75)	1.77%
118532 - Misc Marketing	0.00	0.00	61,250.00	(61,250.00)	0.0%
118533 - Ad Design & Advertising	0.00	0.00	1,000.00	(1,000.00)	0.0%
<b>Total 118500 - Marketing</b>	<u>0.00</u>	<u>1,713.25</u>	<u>90,000.00</u>	<u>(88,286.75)</u>	<u>1.9%</u>
<b>Total Expense</b>	<u>138.58</u>	<u>256,532.88</u>	<u>762,150.00</u>	<u>(505,617.12)</u>	<u>33.66%</u>
<b>Net Ordinary Income</b>	<u>69,062.58</u>	<u>264,598.32</u>	<u>(281,700.00)</u>	<u>546,298.32</u>	<u>(93.93%)</u>
<b>Net Income</b>	<u>69,062.58</u>	<u>264,598.32</u>	<u>(281,700.00)</u>	<u>546,298.32</u>	<u>(93.93%)</u>

**Wilmer Community Development Corporation Type B**  
**Balance Sheet**  
As of April 30, 2018

Accrual Basis

	Apr 30, 18
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
100000 · Wilmer Community Develop Corp	1,346,775.92
<b>Total Checking/Savings</b>	1,346,775.92
<b>Other Current Assets</b>	
101320 · Due from G Fd - Sales Tax	60,682.56
<b>Total Other Current Assets</b>	60,682.56
<b>Total Current Assets</b>	1,407,458.48
<b>TOTAL ASSETS</b>	<b>1,407,458.48</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
102320 · Due to Other Funds	22.59
102321 · Due to Medline	33,650.41
<b>Total Other Current Liabilities</b>	33,673.00
<b>Total Current Liabilities</b>	33,673.00
<b>Total Liabilities</b>	33,673.00
<b>Equity</b>	
390000 · Fund Balance	1,109,187.16
Net Income	264,598.32
<b>Total Equity</b>	1,373,785.48
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,407,458.48</b>



TEXAS ECONOMIC DEVELOPMENT COUNCIL

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

May 3, 2018



**Moody Gardens Hotel**

Seven Hope Boulevard  
Galveston, Texas

**Registration:**

Member Rate: \$350

Non-member Rate: \$400

[»Link to Registration](#)

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

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

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

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

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

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





@TexasEDC #TEDC2018

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



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

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

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

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

[»Link to Registration](#)

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**Texas Economic Development Council**

512-480-8432

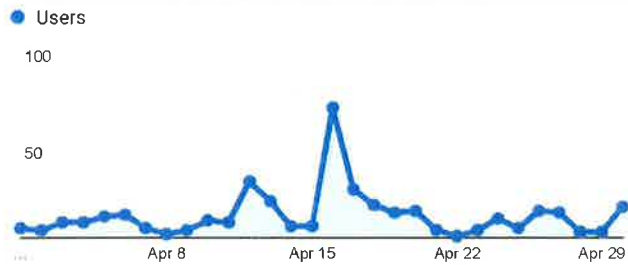
[www.texasedc.org](http://www.texasedc.org)

Website Overview

Apr 1, 2018 - Apr 30, 2018

All Users  
100.00% Sessions

Users



Users

**327**  
% of Total: 100.00% (327)



New Users

**308**  
% of Total: 100.00% (308)



Bounce Rate

**68.38%**  
Avg for View: 68.38% (0.00%)



Avg. Session Duration

**00:01:58**  
Avg for View: 00:01:58 (0.00%)



Avg. Time on Page

**00:01:46**  
Avg for View: 00:01:46 (0.00%)



Users and New Users by Source / Medium

Source / Medium	Users	New Users
google / organic	174	157
(direct) / (none)	57	57
m.facebook.com / referral	55	53
cityofwilmer.net / referral	21	18
bing / organic	6	5
news.url.google.com / referral	5	4
l.facebook.com / referral	3	3
lm.facebook.com / referral	3	2
yahoo / organic	3	3
facebook.com / referral	2	0

Pageviews and New Users by Page

Page	Pageviews	New Users
/news-media/article/city-of-wilmer-poised-for-major-growth	164	88
/	93	44
/living-here/liberty-crossing	57	35
/news-media/article/mixed-use-development-under-way-in-wilmer	42	3
/property_search	37	4
/property_search/details/plr-southport-building-1-under-const	36	21
/interactive_maps	35	0
/news-media	25	6
/news-media/article/housing-is-a-first-step-to-bringing-services	25	0
/property_search/details/dfw-inland-port-piret-inc	21	13



**Economic Development Report  
May 10, 2018**

**David D. Miracle CEcD  
Executive Director**



**DUSD TRUSTEES APPROVED WATER AND SEWER AGREEMENTS**  
For the new Wilmer Elementary School and Campus - At Board meeting 4/26/18

## SALES TAX

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

## Attended/Upcoming Events

### ✚ MAYOR BURGESS TELEVISION INTERVIEW

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

Interview setup with Cory Smith, Reporter/Anchor and Miracle

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

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

- ❖ 3/20/18 – **Ribbon Cutting** for EMLI/Liberty Crossing **Apartments**
- ❖ 4/3/18 – Wilmer South sanitary sewer construction meeting
- ❖ 4/3/18 - Wilmer EDC Type A monthly board meeting
- ❖ 4/5/18 – third meeting with La Quinta **Hotel** team: Geoff Tucker of La Quinta, Lynn Dowdle, La Quinta investor/owner, Wilmer site - property manager/broker
- ❖ 4/10/18 – fourth meeting with La Quinta broker and 2<sup>nd</sup> Wilmer site owner
- ❖ 4/12/18 - DISD Trustees Board Meeting, Wilmer Elementary School approval
- ❖ 4/17/18 - Wilmer CDC Type B monthly board meeting
- ❖ 4/18/18 - Kent Anderson - Dallas Workforce Solutions (Job Training programs) \*
- ❖ 4/18/18 – Bis Now’s Dallas Hotel/ Lodging Summit– The Lorenzo Hotel, Dallas
- ❖ 5/1/18 - Wilmer EDC Type A monthly board meeting
- ❖ 5/2/18 – Best Southwest Partnership Regional ED Round Table meeting
- ❖ 5/3/18 – David Hoover, Business Development Manager, Highland Builders (retail, commercial, office, small industrial)
- ❖ 5/3/18 - Cody Seabolt, Coordinator Career & Technical Education, DISD – **W-H High School to launch a Logistics Career training program Fall 2018** \*
- ❖ 5/3/18 – Wilmer City Council meeting: Pleasant Run Road/Prime Pointe Median Landscaping Performance Agreements, EDC’s/City Administrative Services Agreement, and for **Wilmer South Infrastructure Project: Cactus Reclamation Sewer Line/Deed for Lift Station and bid for Sewer Line Pipe Bursting** – all approved
- ❖ 5/15/18 – Wilmer CDC Type B monthly board meeting

## New and Ongoing Projects

### **COMMERCIAL/RETAIL/RESIDENTIAL**

- **La Quinta Inn & Suites**

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

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

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

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

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

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

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

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

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

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

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

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

4/12/18 DISD Trustees Board Meeting to be briefed on the infrastructure development agreements. Miracle pointed out to Trustees Blackburn and Foreman that Wilmer EDC's were spending over \$1.6 million for the project, which they noted (they had stated that it was not uncommon for a City like Dallas to provide all the infrastructure at no cost to the District). There was little discussion on the two items and it appears that the vote on 4/26/18 will be for approval.

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

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

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

✓ **EMLI Apartments RIBBON CUTTING and Press Releases**  
**Update:** walls are up on several buildings, infrastructure ongoing

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

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

Ellis County Press

Steve Brown, Dallas Morning News

Haisten Willis, Texas Real Estate Weekly

Bill Hethcock, Dallas Business Journal

Brannon Boswell, ICSC

Lisa Brown, Globe Street

Jeremiah Jensen, BisNow

Kevin Parker, City Biz List -

<http://citybizlist.citybizlist.com/article/471028/mixed-use-development-underway-in-wilmer>

Cory Smith, Channel 5 NBC – 4/11/18 Television interview with Mayor Burgess

Tried contacting Marie Saavedra, weekend anchor, Channel 8 ABC

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

citybizlist: Citybizlist - Mixed | globest.com: 1097\_001.pdf | 67%


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DALLAS/FORT WORTH MULTIFAMILY

## Housing Is A First Step To Bringing Services

MARCH 26, 2018 BY USA TODAY

REPRINTS



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

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

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

Today's Mortgage Rate  
3.75%  
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MORE DALLAS/FORT WORTH HEADLINES

Verizon MIFI451 Internet access

Windows taskbar: iTunes, 1097\_001.pdf, Desktop

• **Autumn Breeze Apartments**

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

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

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

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

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

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

- **HighlandBuilders.net**

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

- **DFW Real Estate Advisors (dfwa.net)**

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

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

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

- ✓ **Project IC3**

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

## **INDUSTRIAL**

- ✓ **Prospect Lead—Governor’s Office of EDT—Project Eagle Feathers (NEW)**

The Office of the Governor has been contacted by a consulting firm on behalf of a publicly traded company that provides sustainable manufacturing products.

The company is seeking 100 acres of flat land served by a rail spur (or available extension) with Class 1 rail access and proximity to an interstate highway.

Approximately **300 of an average annual salary of \$70,000 will be employed** at the proposed operation. The company anticipates spending approximately **\$500 million in capital investment**. The total combined square footage of the two facilities is approximately 770,000 square feet and require significant utilities and rail service.

Site R at Prime Pointe was submitted via a multi-page Excel spreadsheet questionnaire.



✓ **Prospect Lead—Governor’s Office of EDT—Project Savant Hour**

**Update:** still active

Vacant or soon to be vacant industrial building(s) 800,000 - 900,000 sq. ft. or larger, preferably along the border or metros. Two 400,000 sq. ft. buildings adjacent to each other or in the same industrial park will also suffice.

The company is projected to employ 500 people and deploy approximately \$50 million in capital investment on the proposed facility.

South Port Logistics Park was submitted.

✓ **Project Fireball**

**Update:** four sites have been selected as finalists, two are in Wilmer.

Site tours with broker and prospect to Dal Port, Piret, Sunridge and Southport were conducted 3/15/18. A national brand tire company was looking for sites and/or existing facilities for a 1.2 million SF distribution center.

✓ **Project Starlight**

**Update:** still active

Lead received from Dallas Regional Chamber for a production and assembly operation that manufactures air moving equipment:

Production operation with an estimated initial headcount of 172 employees (subject to revision), capital investment of \$20mm (not including building, subject to revision).

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

✓ **Project Stanley**

**Update:** no word

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

✓ **Project Wolverine**

**Update:** still active; site selection ongoing

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

Dalport, Prime Pointe and Sunridge sites were submitted.

✓ **Project Long Run**

**Update:** they’ve selected a finalist site in DFW and are working with that city

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

✓ **Project Dahl**

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

✓ **Project IC3**

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

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

✓ **Wilmer South Wastewater System**

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

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

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

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

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

From Dan Grant 12/15/17, Kimley-Horn has completed design and construction plans for the gravity main, lift station, and force main to serve the PIRET, Inland Port, and Cactus projects. They have delivered three hard copies of the construction plans to City Hall for review by City Staff.

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

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

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

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

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

✓ **Project Interpoint**

**Update:** no word

There is a new video of the building - <https://youtu.be/IFgYPLuRhTw>.

Available incentives were sent to the broker to discuss with his client.

Broker representing the new Interpoint DC has an RFP they are responding to for a major corporation considering leasing space. The inquiry was concerning the zoning of the property.

✓ **Marketing Associate Sherie Ellington**

Posted agendas to website

Gathered bids for flash drive:

worked on interactive document

made changes to website to reflect document introduction

approved layout with DM

began populating property information

Media:

added EMLI groundbreaking photo to news release on website

added Channel 5 video/story to website

added Globe Street article to website

sent thank-you emails to reporters who covered

called/emailed Ellis Co Press