

Floresville Economic Development Corporation (FEDC)

Agenda for Regular Meeting

April 10, 2017; 6:30 PM

Lauro G. Deleon Floresville Event Center; Room 108

600 Hwy. 97 W., Floresville, TX 78114

Open Meeting:

1. Call meeting to Order and Establish a Quorum
2. Invocation
3. U.S. Pledge of Allegiance & Texas Pledge
4. Citizen Comments:

Old Business:

5. Approval of Minutes from the March 13, 2017, Regular Board meeting
6. Treasurer's Report and Review:
7. Committee Reports: Discussion and Possible Action Item:
Possible appointments to the two standing Committees:
 - Personnel Committee:
 - Budget/Finance/Audit Committee:
8. Executive Officer's Report:
 - 3/16: ED attended the Chamber After Hours networking event at the Event Center
 - 3/20: Adam Marconi and his partner want to open a business in Floresville. ED arranged for them to receive (no cost) business advising from Lisha Garcia, UTSA,

Small Business Development Center. Lisha is the business advisor for the Floresville area. Lisa has enrolled Adam and his partner in a class in Pleasanton on “How to start a successful business” the week of 3/20. Adam and his partner are signed up with individual advising sessions after that. I also referred Adam to the FEDC website to review our retail demographics, retail trade area and retail leakage report.

- **3/22: Ram Ramirez, Carlos Munoz and ED attended the Park II project Oversight Committee to hear from the contractor, Park users and the City on status of work on the Project. The most current time line is for the Park to be completed by August 1st. The General Manager (Heartland) discussed every element in the Park. Football lighting and a Football storage container were discussed in length. The name of the Park has changed to: “Riverside Athletic Park”. The next Oversight Committee will meet in May.**
- **3/24: The Mayor and ED had a lunch meeting with the CEO and V.P., Economic Development, from the South San Antonio Chamber of Commerce to discuss mutual programs for regional growth.**
- **4/4: ED attended Chamber new business openings for AT&T, Diva Nails, Capparelli’s and Business-of-the-Month, Wells Fargo.**
- **4/6: ED meeting with SBDC business advisor for the Floresville area, Lisha Garcia, SBDC, UTSA in the ED’s office.**

New Business

9. Discussion Item:

The FEDC Board has invited the City Manager to this meeting to explore improvements in the current City accounting practices, if possible, for more timely FEDC monthly financial reports and sales tax deposits into the corporation's checking account. The City Manager has requested an additional qualified accounting employee but the City Council has declined the request. What can be done, if anything, to improve the current accounting system that will result in timely reports and deposits for the FEDC on a year-round basis?

10. Discussion and Possible Action Item:

Tony Rivera, former city marketing director, is currently under a consulting contract to plan, organize and solicit donations for the 2nd annual, July 2, Freedom Fest. Chez Perez, 4A/City Events Manager, will be working with Mr. Rivera.

11. Discussion Item:

Board member, Scott Gleeson, will be discussing the progress of his effort for Board approved asking prices for available FEDC properties in the Industrial Park (2-11.883 ac. tracts) and the FEDC Business Park (5, build-ready lots).

12. Discussion Items:

General, brief, discussion concerning project ideas that the Board wants the FEDC to be involved in, moving forward:

- ED and City Manager want to update the Board concerning the 3/29 meeting with iWire365 about the City becoming a “Gigabit” city (**handout #1**) with iWire365 bringing underground fiber to River Bend and the City/County government and individual users wanting high speed Internet, TV and additional services.
- The Texas Main Street Program, within the Texas Historical Commission, is a revitalization program for historic downtown and neighborhood commercial tracts. The economic development impact can be realized through historic preservation. Main Street requires a full-time Manager (City employee) and a 3-year commitment to support the Program. Main Street’s 1st year’s budget for our size town would be \$70,000. (**handout #2**) The City must make application and run the Program. The City has no money for this Program and would rely on the FEDC to financially support the Program for 3 years.
- The ED to begin a property search to acquire a 5-10 acre tract for retail development on Hwy. 181 and a 20-40 acre tract, off Hwy. 181 or Hwy. 97, for industrial development (all inside the City limits). Land prices are still high, along Hwy. 181, and the FEDC may need to reduce the price, they paid to purchase, to be attractive to a retail developer or an industrial company. The idea is to have the utilities, behind the curb, with paved streets so that immediate

construction could begin (same as the 5 lots in the Business Park on Paloma Dr.)

- Attempt to purchase the two residential properties with Hwy. 181 frontage/Lone Oak side frontage and combine with our 2 acre tract, (behind the two residential properties) on Lone Oak for a possible retail or restaurant pad site.
- Begin a “Buy Back” program where the FEDC would buy back tracts, in the Industrial Park, that owners have not developed or used (because of the oil/gas downturn). Potential buy-backs might be Watkins Tanks (40 acres) with frontage on Rancho Grande and W. Cardinal; Precision Tools (bldg. & land- 5 ac) with frontage E. Cardinal and A-1 Rocket Industries (5 acres with Metal building) and frontage on E. Cardinal.
- In any of these purchase programs and the sale of FEDC owned land (Industrial Park and Business Park); ED needs, a Board approved, narrow pricing window, in relation to FT jobs created, for purchases or sales. Any interest generated in FEDC buying or selling of real estate will be brought before the full Board for consideration.

13. Adjournment

The Floresville Economic Development Corporation (FEDC) reserves the right to convene in closed session in accordance with Chapter 551 of the Government Code of Texas on any subjects permitted by the code and identified above and

any other provision under Texas law that permits a governmental body to discuss a matter in closed executive session. This facility is wheelchair accessible and accessible parking spaces are available. Request for accommodations or interpretive services must be made 24 hours prior to the meeting. Please contact Tommy Baker, Executive Director, (830) 581-9998.

I certify that the above notice of the meeting will be posted on the front window of the Lauro G. Deleon Floresville Event Center, 600 Hwy. 97W, Floresville, Texas 78114 and on the City and FEDC websites by 5:00 PM on April 6, 2017.

TWB

04/06/2017

Tommy W. Baker, Executive Director, FEDC

Date