

# **Floresville Economic Development Corporation**

## **Regular Meeting Minutes**

**April 10, 2017**

**The Floresville Economic Development Corporation held a regular meeting on Monday, April 10, 2017 at 6:30 PM in the Event Center, Room 108**

### **Members Present**

**Ray Lamberth**

**Ram Ramirez**

**Scott Gleeson**

**Andy Eubanks**

**Carlos Munoz**

**Mary Helen Tieken**

**Marissa Ximenez**

### **Guests**

**City Manager**

**Councilman Nissen**

**Rosa Davila**

**Doug Axtell**

### **FEDC Staff**

**Executive Director, Tommy Baker**

### **Open Meeting:**

- 1. Call meeting to Order and Establish a Quorum**
- 2. Invocation**
- 3. U.S. Pledge of Allegiance & Texas Pledge**
- 4. Citizens Comments: None**

### **Old Business:**

- 5. Approve Minutes of March 13, 2017. Ms. Tieken pointed out one error under Old Business, Item 6, 2<sup>nd</sup> sentence; should use “personnel” not “personal” as shown. Motion to approve, with the one correction, was made by Ms. Tieken, seconded by Mr. Gleeson. Motion was approved.**
- 6. Committee Reports: Discussion and Possible Action Item:  
Possible appointments to the two standing Committees: Ms. Tieken made a motion to**

appoint Mr. Ramirez and Ms. Ximenez to the Personnel Committee that she Chairs, seconded by Mr. Eubanks. Motion was approved.  
Mr. Munoz made a Motion to appoint Mr. Eubanks and Mr. Gleeson to the Budget/Finance/Audit Committee which he Chairs, seconded by Mr. Ramirez. Motion was approved.

- Personnel Committee: no action except appointments named above.
- Budget/Finance/Audit Committee: The City Manager provided the Board members and ED with the March, 2017 financial report and discussed the FEDC Sales Tax report and upcoming additional sales tax from Richardson Chevrolet, CVS, Capparellis, Diva Nails and Taco Bell. The ED discussed the remainder of the March Financial report. The ED also provided the Board with the last 6 months of Bank statements for the Money Market account and explained his transfers from checking to Money Market account to keep \$100,000 in the checking account balance. Ms. Tieken suggested that \$100,000 balance in the checking account was too much. The ED said he would, in the future, only leave an approximate balance in the checking account of \$50,000. Following the meeting, ED made an online transfer of \$45,000 from the checking account to the Money Market account to leave a checking balance of \$50,000.

**7. Executive Director'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. Lisha 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 1<sup>st</sup>. 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.

**4/6:** ED meeting with SBDC business advisor for the Floresville area, Lisha Garcia, in the ED's office.

**New Business**

**8. 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? The City Manager, accompanied by Ms. Davila from the Comptroller's office, further explained the personnel needs (2 additional employees in the Comptroller's office, would be requested in the upcoming budget for 2017-2018. The request will need to be approved by Council within the upcoming budget. The City Manager promised on-time financial reports, account(s) reconciliations and rapid transfer of the FEDC's monthly sales tax into the FEDC checking account.

9. 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 2<sup>nd</sup> annual, July 2, Freedom Fest. Chez Perez, current 4A/City Events Manager will be working with Mr. Rivera. Following a lengthy discussion concerning the FEDC's participation (by donation) in the 2<sup>nd</sup> annual Freedom Fest on July 2, 2017; Mr. Eubanks made a Motion for the FEDC to fund the event with an \$8,000 donation, seconded by Ms. Tieken. Motion was approved.

**10. 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). Mr. Gleeson has requested that a marketing package, for each FEDC owned property, be developed showing a narrow price range that reflects the number of new jobs created by the buyer and approved by the FEDC Board, a copy of a survey, deed restrictions, utilities available to the site and anticipated closing costs. He also requested that net sale funds be deposited into a designated FEDC account for future land purchases. The ED will provide a sample of such a marketing package to the Board in the May 8<sup>th</sup> Board meeting.

**11. 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 our 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 City Manager and Councilman Nissen addressed the Board concerning the March 29<sup>th</sup> meeting with iWire365 concerning

bringing fiber cable to the City of Floresville offices, Wilson County government offices, Floresville area citizens and citizens of Wilson County. The fiber package will allow access to suppliers of packaged services (high speed Internet, Cable TV and phone) for \$100 per month or less in the Floresville area. The ED requested that the City Manager arrange a “joint workshop” meeting between iWire365 and Council, FEDC Board and attorneys for both the City and FEDC to hear about the service and investment opportunities from the fiber service provider, iWire365.

- 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 1<sup>st</sup> 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 Board discussed the program and the 3-year financial commitment to fund the Main Street program, for the City, and the conscious of the Board did not feel the financial commitment was justified. The

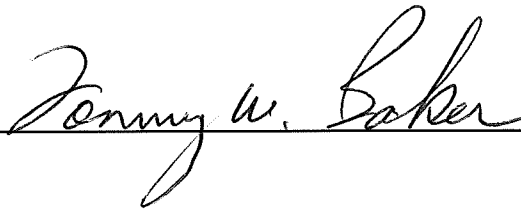
City Manager then spoke about the need for downtown revitalization and that a program is needed to upgrade the sidewalks to ADA standards, provide for off-street parking for merchants and their staff and to seek re-investment dollars, through federal and state programs and low interest loans for property owners to upgrade their downtown properties and participate financially in sidewalk improvements.

Mr. Gleeson made a Motion to table the remaining discussion items until the May 8<sup>th</sup> Regular Board meeting, seconded by Ms. Tieken. Motion was approved.

**12. Adjournment**

At 8:55 PM, Mr. Eubanks made a Motion to adjourn, seconded by Mr. Lamberth. Motion was approved.

Tommy W. Baker TWB

A handwritten signature in cursive script that reads "Tommy W. Baker". The signature is written in dark ink and is positioned above a horizontal line.

April 17, 2017