



**CITY OF DEL RIO, TEXAS
DEL RIO ECONOMIC DEVELOPMENT CORP.
MEETING
COUNCIL CHAMBERS - CITY HALL
109 WEST BROADWAY
NOVEMBER 2, 2017 - 12:00 P.M.**

AGENDA

1. CALL TO ORDER
2. ROLL CALL
3. INVOCATION
4. PLEDGE OF ALLEGIANCE
0. APPROVAL OF MINUTES

OTHER BUSINESS

(ACTION MAY BE TAKEN ON THESE MATTERS)

- a. Discussion and Possible Action on Options for DREDC Website Creation and Maintenance
- b. Update on TML Insurance Coverage for DREDC
- c. Observation of Information on Texas Sky and American Airlines meeting
- d. Discussion and Possible Action on Potential Industrial Site at Del Rio International Airport Area
- e. Update and Possible Action on San Antonio Free Trade Alliance/San Antonio Economic Development Foundation
- f. Update and Possible Action on Economic Development and/or Trade Associations to Consider for Membership
- g. Update and Possible Action on Ports-to-Plains Alliance Annual Conference
- h. Financial Report
- i. Confirm December 2017 Meeting
7. **EXECUTIVE SESSION**
(Action May Be Taken on These Items)
 - a. Discussion and Possible Action on Feasibility Study for Project B

8. ADJOURNMENT

I, Biatrix Vela, Deputy City Secretary, hereby certify that the above agenda was posted on the bulletin board in the Municipal Building and on the bulletin board immediately outside the Municipal Building on or before 12:00 p.m. on the 30 day of October.


Biatrix Vela, Deputy City Secretary

DR ECONOMIC DEVELOPMENT CORP

0.

Meeting Date: 11/02/2017

Subject

APPROVAL OF MINUTES

Attachments

Minutes for september

CITY OF DEL RIO, TEXAS
DEL RIO ECONOMIC DEVELOPMENT CORP. MEETING
COUNCIL CHAMBERS-CITY HALL
109 W. BROADWAY ST.
SEPTEMBER 7, 2017 @ 12:00 P.M.

MINUTES

1. CALL TO ORDER

Mr. Frank H. Larson called the meeting to order at 12:08 p.m.

2. ROLL CALL

The following members were present: Mr. Frank H. Larson, Mrs. Rachel Beavan, Mr. Roberto Garza-Crosby, Mr. Lucas Gilliam, Mr. Don Newton, Mr. Manuel Pacheco, Mr. Jerry Simpton, Mr. James Wacaser

The following member was absent: Mr. Antonio Rodriguez

Others Present: Ms. Ori Fernandez, Mrs. Gloria M. Barrientos, Mr. Gilbert Sanchez

3. INVOCATION

Mr. Lucas Gilliam gave the invocation.

4. APPROVAL OF MINUTES

Both the August 14, 2017 regular meeting minutes and the August 22, 2017 special meeting minutes were unanimously approved 8-0.

OTHER BUSINESS

5. Discussion and Possible Action on Electing a new Secretary for the DREDC

Mr. Wacaser was nominated by Mr. Gilliam and seconded by Mr. Pacheco to be the new DREDC secretary. The motion was unanimously approved 8-0.

6. Discussion and Possible Action on Term Expirations for DREDC Board Members

Ms. Fernandez stated that the three members whose terms are up are: Mr. Gilliam, Mr. Pacheco, and Mr. Simpton. She stated that she planned on suggesting that all three be reappointed for a new term at the next City Council meeting on September 26.

Mr. Wacaser made a motion to recommend to Council to extend the terms of the three directors whose names are listed above.

Mr. Newton seconded the motion.

The motion unanimously passed 8-0.

Mr. Garza-Crosby asked for clarification on Mrs. Beavan's term since she replaced Mrs. Owens who had previously resigned. Ms. Fernandez confirmed that Mrs. Beavan would assume Mrs. Owen's original term, which expires on October 1, 2019.

7. Discussion and Possible Action on Contracts for Services for City Employees

Mr. Larson suggested that this item be tabled until the next meeting.

Mr. Gilliam made a motion to table this item.

Mr. Garza-Crosby seconded the motion.

The motion unanimously passed 8-0.

8. Financial Report

Mr. Gilbert Sanchez gave the financial report with the following information stated: The total sales tax balance as of August 31, 2017 is \$568,876.23. The EDC portion of the sales tax for August 2017 was \$47,406.35. The total EDC balance to date is \$385,182.80.

He also attached the sales tax history. He stated there was a decrease this past month compared to last year. He stated that the bank reconciliation was provided as backup for the EDC's review.

Mr. Gilliam asked if the total revenue was \$385K versus the bank statement total of \$338K. Mr. Sanchez confirmed that the bank statement provided the true number since the total balance of \$385K collected did not include expenses like contracts for services and the consultant fee earlier in the year.

Mr. Gilliam made a motion to accept the financial report as presented.

Mr. Newton seconded the motion.

The motion unanimously passed 8-0.

9. Update on Project A

Mr. Larson referred to a letter from SWTJC that confirmed to and agreed to the funds that the DREDC will provide for the equipment for the A&P Project. Mr. Sanchez stated that the payment needed to be initiated by staff and provide backup for it. Mrs. Barrientos confirmed that the request for payment would be made today. Mr. Sanchez

stated that the check could be cut tomorrow if the request for payment was made today.

Ms. Fernandez agreed to notify Mr. Larson and Mr. Bobby Guzman (SWTJC) when the check would be mailed out.

Mr. Larson reported that a preliminary inspection had been filed and done. The FAA representative showed up today and said that the hangar and workspace is sufficient to start the program with. All the updates on the hangar would be done by the college as well as the rent.

Mr. Pacheco commented that he believed that this is exactly what the DREDC should be doing. He stated that this was fully a 100% return on investment due to the matching grant.

No action was taken on this item.

10. Discussion and Possible Action on developing Association Memberships and Contacts

Mr. Larson stated he found two strong associations for economic development. He said he would bring detail on these at a later time. Mr. Simpton stated that he had contacts in San Angelo that he has reached out to for suggestions, too.

Mr. Larson suggested that he, Ori, and a couple of others could decide as a group which associations to be a part of. Mr. Simpton asked Ori if there was one state-wide organization or was it fragmented into two or three different ones. Ori stated that there was the TEDC, Texas Economic Development Council. She stated that the City of Del Rio is already a part of that, and it has an annual fee of \$500. She stated that in the budget that the DREDC just approved that she allocated between \$1,500 and \$2,000 for membership fees to organizations like these.

Mr. Larson suggested a small committee to vet these organizations.

Mr. Gilliam made a motion to allocate \$2,500 for this if it's not already in the budget. He then amended his motion to include that the money be used for association dues and that Mr. Larson, Ori, and Mr. Gilliam be a part of the committee to select these associations.

Mr. Newton seconded the motion.

The motion unanimously passed 8-0.

11. Discussion on Potential Industrial Sites at Del Rio International Airport Area

Mr. Larson discussed taking advantage of the land that is available at the airport. He stated that he and Ori had been working with the City's GIS department to develop a map that detailed the land that was available for development.

Mr. Simpton and Mr. Newton affirmed Mr. Larson's statements about the airport being a good area where industrial development can take place.

"As we continue to move forward, our relationship with Mexico is going to grow," stated Mr. Larson. He also stated that he believed jobs would grow on U.S. side as well. Mr. Newton stated that he is currently working on a project that has workers on both sides (in Mexico and in the U.S.).

Mr. Pacheco agreed that this was a good idea and stated that he is all for working together with the various contacts that the group has.

Mr. Garza-Crosby asked if there's any way the DREDC can express the group's wants and needs in terms of influencing the deal on NAFTA. Mr. Larson mentioned that they could through the San Antonio Free Trade Alliance (SAFTA). He mentioned David Marquez, the current Bexar County Economic Development Executive Director. Mr. Larson stated that he can add all the EDC directors' names for member on that list (SAFTA) for the upcoming membership year.

Mr. Newton stated that if NAFTA went away completely that under the old system we would still be paying a duty in Mexico but returning to the U.S. duty-free. He said that "we could live with that." He said we need to push this issue with people, but he was not sure who to push this issue with. Mr. Garza-Crosby stated that he agreed and needed to inform the policymakers what issues take place on the border because many of them are not aware of these issues since they do not live on the border.

Mr. Larson stated that there is a law firm in San Antonio that the DREDC can team up with in the future as well because they discuss these issues in a monthly newsletter.

Ms. Fernandez stated that the economists and experts at the conferences she has attended in the past believe that not too many changes, if any at all, would take place to NAFTA.

No action was taken on this item.

12. Confirm October 2017 Meeting

Ms. Fernandez stated that she would be at the TML annual conference in Houston on the next regularly scheduled meeting on October 5, so she is requesting that the meeting be pushed back to the following Thursday on October 12.

Mr. Newton made a motion to change the next meeting date to Thursday, October 12 at 12 noon.

Mr. Gilliam seconded the motion.

The motion unanimously passed 8-0.

13. ADJOURNMENT

Mr. Gilliam made a motion to adjourn the meeting.

Mr. Wacaser seconded the motion.

The motion unanimously passed 8-0.

There was no further business to come before the EDC Board; therefore, Mr. Larson adjourned the meeting at 1:03 p.m.

ATTEST:

FRANK H. LARSON
DREDC President

JAMES WACASER
DREDC Secretary

DR ECONOMIC DEVELOPMENT CORP

6.a.

Meeting Date: 11/02/2017

Submitted By: Oriana Fernandez, Economic Development Director, Economic Development

SUBJECT:

Discussion and Possible Action on Options for DREDC Website Creation and Maintenance

SUMMARY:

As the DREDC enters its second year of existence, it is vital to begin promoting and marketing the incentives and services that it offers to further develop Del Rio's economy. After doing some research and discussing this with our media and marketing department, it is most feasible to contract in-house. Contracting website creation and maintenance from a company can cost upwards of \$5,000 and more per year.

BACKGROUND:

City staff is quite capable of creating and maintaining a website for the DREDC. Our media and marketing specialist, Victoria Vargas, can create and help maintain the DREDC website for a contracted cost below what a bigger company may require. She will also be easier to get in contact with in the event of changes, updates, etc.

DISCUSSION:

Per DREDC Board of Directors' request.

PROS:

More economically feasible; better access to webmaster; tighter internal controls.

CONS:

None at this time.

RECOMMENDATION:

Staff recommends contracting City staff to create and maintain the new DREDC website.

Fiscal Impact

FISCAL IMPACT:

Domain Name: \$12-20 per year (Google)

Wix Website: \$200-300 per year

Labor: \$1,200 (This is an estimate that includes design, development, and yearly maintenance)

Total: \$1,520 max

Attachments

No file(s) attached.

DR ECONOMIC DEVELOPMENT CORP

6.b.

Meeting Date: 11/02/2017

Subject

Update on TML Insurance Coverage for DREDC

Attachments

TML Certificate of Coverage

LIABILITY EXPOSURE CHANGE ENDORSEMENT

This endorsement forms a part of the **Declarations** to which attached, effective on the inception date of the coverage unless otherwise stated herein, and modifies such coverage as is afforded by the provisions of the coverage shown below:

Endorsement Reason(s):
Change-Reported Exposure(s)

Tran. Type Codes: A=Add C=Change D=Delete

| Tran Type | Class Code | Description | Reported Exposure |
|-------------------------------|------------|--|-------------------|
| C | SP99991B | Non-Profit Organizations-Municipality (2,501 & Over Pop.) | 17,570 |
| Rating Basis: Rateable budget | | | |

Entity Name Del Rio
Entity ID 7907

Contract Type / ID . . . LIAB / 18 10-01-16 to 10-01-17
Coverage Type General Liability
Endorsement ID 7
Endorsement Effective . 8-01-17

Additional Contribution \$ 11

Texas Municipal League Intergovernmental Risk Pool EL233
5-20-02

ADOUCET 9-27-17 11:07:54

DR ECONOMIC DEVELOPMENT CORP

6.c.

Meeting Date: 11/02/2017

Subject

Observation of Information on Texas Sky and American Airlines meeting

Attachments

No file(s) attached.

DR ECONOMIC DEVELOPMENT CORP

6.d.

Meeting Date: 11/02/2017

Subject

Discussion and Possible Action on Potential Industrial Site at Del Rio International Airport Area

Attachments

No file(s) attached.

DR ECONOMIC DEVELOPMENT CORP

6.e.

Meeting Date: 11/02/2017

Subject

Update and Possible Action on San Antonio Free Trade Alliance/San Antonio Economic Development Foundation

Attachments

No file(s) attached.

DR ECONOMIC DEVELOPMENT CORP

6.f.

Meeting Date: 11/02/2017

Subject

Update and Possible Action on Economic Development and/or Trade Associations to Consider for Membership

Attachments

No file(s) attached.

DR ECONOMIC DEVELOPMENT CORP

6.g.

Meeting Date: 11/02/2017

Subject

Update and Possible Action on Ports-to-Plains Alliance Annual Conference

Attachments

No file(s) attached.

DR ECONOMIC DEVELOPMENT CORP

6.h.

Meeting Date: 11/02/2017

Submitted For: Oriana Fernandez, Economic Development

Submitted By: Oriana Fernandez, Economic Development

Subject

Financial Report

Attachments

EDC Financial Report October 2017

**CITY OF DEL RIO
MEMORANDUM**

To: Economic Development Corporation Committee

From: Gilbert E. Sanchez
Finance Director

Date: October 30, 2017

Re: Financial Report

The Sales Tax allocation for the City of Del Rio and the Economic Development Corporation Portion computation is listed below. The balances are as of October 31, 2017.

| Month Collected | Sales Tax Allocation | EDC Portion |
|-----------------------------|----------------------|--------------------|
| October 2017 (August Sales) | <u>\$497,177.85</u> | <u>\$41,431.49</u> |
| Totals | \$497,177.85 | \$41,431.49 |

If you have any questions on this matter, please let me know. Thank you.

Attachments: Source: *Municipal Advisory Council of Texas*



Municipal Advisory Council of TEXAS

1374 - Del Rio, City of (General Obligation Debt)

1. **Report - Del Rio, City of (General Obligation Debt)**
2. **Sales Tax Data**

The Charts below contain sales tax revenue allocated each month by the State Comptroller. For example, the February allocations reflect December sales, collected in January and allocated in February.

*Excludes any sales tax retained by the municipality and not remitted to the Comptroller.

- [View Grid Based on Calendar Year](#)
- [View Grid With All Years](#)

Download to Excel
Change Fiscal Year End

09/30/2018 

Submit

By Fiscal Year 10/01 - 09/30

| Year | October | November | December | January | February | March | April | May | June | July | August | September | Total |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| 2018 | \$497,178 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$497,178 |
| 2017 | \$511,238 | \$519,590 | \$457,663 | \$505,206 | \$616,903 | \$446,580 | \$450,925 | \$573,635 | \$489,970 | \$512,435 | \$568,876 | \$491,773 | \$6,144,794 |
| 2016 | \$445,150 | \$538,576 | \$469,101 | \$523,768 | \$628,987 | \$460,940 | \$446,024 | \$621,364 | \$495,410 | \$490,008 | \$597,670 | \$483,316 | \$6,200,314 |
| 2015 | \$499,906 | \$463,503 | \$467,339 | \$460,600 | \$653,412 | \$430,713 | \$451,973 | \$569,736 | \$470,086 | \$446,347 | \$597,723 | \$490,074 | \$6,001,412 |
| 2014 | \$447,201 | \$478,016 | \$438,305 | \$456,811 | \$595,700 | \$412,703 | \$440,174 | \$532,416 | \$499,749 | \$462,938 | \$555,874 | \$489,796 | \$5,809,683 |
| 2013 | \$475,715 | \$468,071 | \$439,890 | \$451,060 | \$621,123 | \$428,308 | \$429,618 | \$517,788 | \$440,907 | \$436,558 | \$517,092 | \$453,435 | \$5,679,563 |
| 2012 | \$440,617 | \$456,066 | \$387,688 | \$420,195 | \$552,669 | \$374,250 | \$424,976 | \$513,057 | \$421,204 | \$420,140 | \$499,072 | \$454,918 | \$5,364,852 |
| 2011 | \$386,902 | \$462,632 | \$371,040 | \$408,798 | \$565,219 | \$378,227 | \$354,209 | \$501,779 | \$409,336 | \$413,474 | \$507,379 | \$388,656 | \$5,147,650 |
| 2010 | \$363,995 | \$441,993 | \$368,242 | \$345,964 | \$532,293 | \$343,843 | \$379,988 | \$507,878 | \$377,154 | \$376,041 | \$475,358 | \$386,078 | \$4,898,828 |
| 2009 | \$361,181 | \$456,049 | \$397,626 | \$366,051 | \$536,190 | \$366,546 | \$364,752 | \$441,377 | \$390,038 | \$354,056 | \$470,427 | \$390,094 | \$4,894,385 |

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DR ECONOMIC DEVELOPMENT CORP

6.i.

Meeting Date: 11/02/2017

Subject

Confirm December 2017 Meeting

Attachments

No file(s) attached.

DR ECONOMIC DEVELOPMENT CORP

7.a.

Meeting Date: 11/02/2017

Subject

Discusson and Possible Action on Feasibility Study for Project B

Attachments

No file(s) attached.
