

Memorandum



CITY OF DALLAS

DATE September 17, 2010

TO Members of the Economic Development Committee: Ron Natinsky (Chair), Tennell Atkins (Vice Chair), Jerry R. Allen, Dwaine Caraway, Sheffie Kadane, Linda Koop, Ann Margolin and Steve Salazar

SUBJECT **Authorize the second renewal option with Business Assistance Centers (BAC) to provide technical assistance and eligible microenterprise program activities to low-to-moderate income persons interested in starting a microenterprise or those who own an existing microenterprise.**

Authorize the second renewal option with Business Assistance Centers (BAC) to provide technical assistance and eligible microenterprise program activities and services to low-to-moderate income persons owning or starting microenterprises: (a) Greater Dallas Hispanic Chamber of Commerce (BAC#1) located at 4622 Maple Avenue in an amount not to exceed \$80,000; (b) Inncity Community Development Corporation (BAC#2) located at 4907 Spring Avenue in an amount not to exceed \$80,000; (c) Greater Dallas Hispanic Chamber of Commerce (BAC#3) located at 2060 Singleton Boulevard in an amount not to exceed \$80,000; (d) Greater Dallas Hispanic Chamber of Commerce (BAC#4) located at 400 S. Zang Boulevard in an amount not to exceed \$80,000; (e) MBA Consultants (BAC#5) located at 208 E. Wheatland Road in an amount not to exceed \$80,000; (f) Greater Dallas Asian American Chamber of Commerce/Multi-Ethnic Education and Economic Development Center (BAC#6) located at 11171 Harry Hines Boulevard in an amount not to exceed \$80,000; (g) Organization of Hispanic Contractors DBA Regional Hispanic Contractors Association (BAC#7) located at 2210 West Illinois Avenue in an amount not to exceed \$80,000; and (2) a BAC contract for one-year with the Greater Dallas Indo American Chamber of Commerce (BAC#8) located at 2750 W. Northwest Hwy in an amount not to exceed \$80,000.

Since 1993, the City has been using Community Development Block Grant (CDBG) funds in addition to other funding sources to fund the technical assistance and other support services of the Business Assistance Centers (BACs) in the City to promote community and economic development.

The City has recognized the importance of its role in supporting entrepreneurial and small business development to benefit CDBG eligible persons of the City by supporting the BAC program. BACs under this contract located within the City will provide technical assistance, incubator space and other support services (as approved by HUD and the City) to further strengthen the economic development aspect of the program and other support services (as eligible and allowable under the federal guidelines) to microenterprises. Per HUD regulations "microenterprise" means a business having five or fewer employees, one or more of whom own(s) the business.

Services may include, but not be limited to: business counseling, seminars/training, incubator space, business plan and loan packaging assistance, technical assistance related to financial and business management and other eligible services which foster economic development opportunities for low-to-moderate income (LMI) persons operating or planning to start a microenterprise. Performance indicators related to the current year BACs are outlined in the chart below:

Preliminary FY2009-10 (thru June 2010) Performance Indicators

	Goal	BAC 1	BAC 2	BAC 3	BAC 4	BAC 5	BAC 6	BAC 7
Est. # of inquiries received/answered	250	189	216	121	204	397	179	186
Est. # of individual technical assistance sessions	48	38	66	88	70	67	44	21
Est. # of group/seminar technical assistance sessions	12	5	7	11	4	18	19	15
Est. # of actual business incubator tenants housed	3	4	N/A	3	3	N/A	N/A	N/A
Est. # of new businesses created	6	8	3	10	15	6	6	7
Est. # of unduplicated clients served		57	56	83	64	58	81	224

FISCAL INFORMATION

\$640,000 - 2010-11 Community Development Block Grant Funds

RECOMMENDATION

Staff recommends City Council approval of the above referenced item.

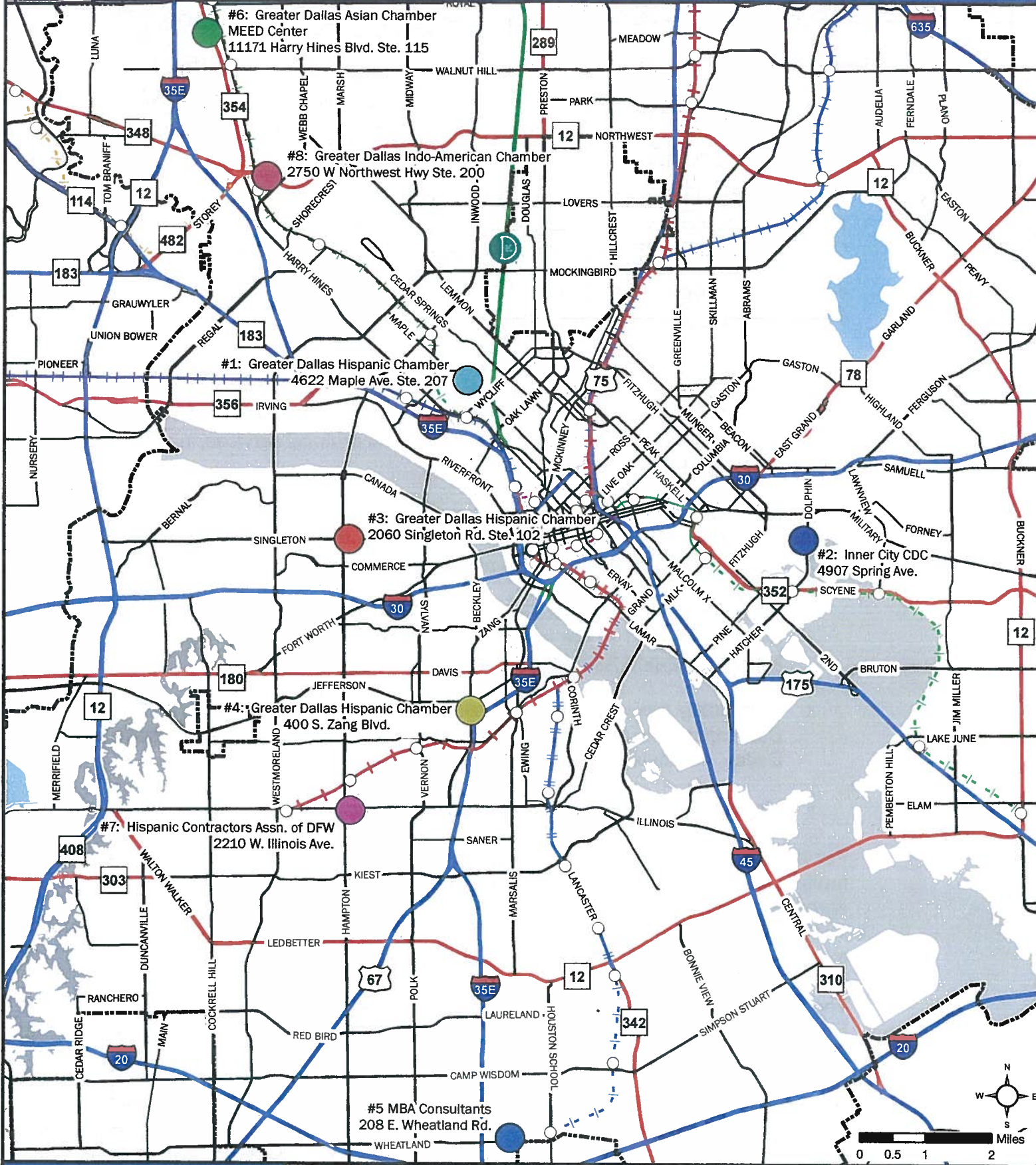
Should you have any questions concerning this information, please contact me at (214) 670-3314.



A. C. Gonzalez
 Assistant City Manager

- C: The Honorable Mayor and Members of the City Council
- Mary K. Suhm, City Manager
- Deborah Watkins, City Secretary
- Tom Perkins, City Attorney
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- Karl Zavitkovsky Director, Office of Economic Development
- Hammond Perot, Assistant Director, Office of Economic Development
- Lee McKinney, Assistant Director, Office of Economic Development
- Helena Stevens-Thompson, Assistant to the City Manager

Dallas Business Assistance Centers



DALLAS ECONOMIC DEVELOPMENT
 Research & Information Division
 214.670.1685
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Legend

- Trinity Railway Express
- DART Green Line
- DART Blue Line
- DART Red Line
- DART Orange Line (2013)
- DART Blue Line South Extension (2018)
- DART D2 Line (2016)
- DART Green Line Extension (2010)
- Freeway
- Tollway
- Highway
- Arterial
- Local Road
- Escarpment
- Flood Plain
- Lake

Scale: 0 0.5 1 2 Miles

Source: Rail Lines - DART, 2009; All Other Data - City of Dallas, 2010

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SUBJECT **World Affairs Council Contract / 90 Day Extension**
September 22, 2010 Council Agenda

On September 22, 2010, the City Council will be asked consider authorizing an amendment to the grant agreement with the World Affairs Council of Dallas/Fort Worth (WAC/DFW) to extend the existing term from October 1, 2010 through December 31, 2010 for economic development and protocol services, in an amount not to exceed \$50,000.

Since February 2003, the City has entered into a series of grant agreements for economic development and protocol services with the World Affairs Council of Dallas/Fort Worth. The WAC/DFW's responsibilities include:

- Working with the office of the Mayor, City Council Members and City officials to market Dallas to the international community and provide protocol and logistical support for international delegations visiting Dallas
- Supporting the International Business Division of the Office of Economic Development to promote foreign investment and attract foreign companies to Dallas, particularly in the southern sector
- Managing the Sister Cities International Program

For the past seven years, the WAC/DFW has received annual grants (through multiple contracts) from the City to fund the City of Dallas Protocol office. The grant agreements stipulated funding to pay for salaries of two full time persons to work exclusively for the City of Dallas, plus a portion of the salaries and overhead of the executive staff of the World Affairs Council of Dallas/Fort Worth.

The grant agreement with the WAC/DFW is currently managed by the Office of Economic Development's International Business Development Division. The third of ~~this~~^{these} twelve month renewal options will expire on September 30, 2010.

Since economic development is a high priority of the City, in addition to measuring protocol related responsibilities, the grant agreement also measures economic development criteria such as promoting business referrals from target trading partners; providing logistical and technical assistance to business-related inbound delegations and supporting partnership events such as trade workshops.

Furthermore, the World Affairs Council of Dallas/Fort Worth committed approximately \$96,000 in Fiscal Year 2009 in private sector funding and in-kind support for City of Dallas economic development and protocol activities. The goal is to leverage this agreement to create more synergy with economic development programs and priorities. The ultimate objective is to encourage more international companies to move to Dallas, thereby creating a higher tax base and more jobs.

A restricted fund, the "Mayor's International Relations Fund", was established in 2009 under the World Affairs Council's (WAC) 501(c)3 charter. WAC will seek to capitalize the Mayor's International Relations Fund by membership contributions with annual fund raising goal of \$30,000, to support international initiatives, specifically protocol activities, hospitality, and business development. The current grant agreement with WAC/DFW expires on September 30, 2010. The City issued an RFP to solicit bids for professional assistance related to the Protocol Services on August 19, 2010. It is not anticipated that a selection from that RFP will be made prior to the expiration of the current grant agreement. Because of this, a 90-day extension of the existing grant agreement is needed. The payment of \$50,000 over the three months is a continuation of current contract terms. Any future contract related to protocol services will commence January 1, 2011 or after this extension is expired.

Should you have any questions or concerns, please contact me at (214) 670-3314.



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SUBJECT **Approval of the addition of City owned properties into the North Oak Cliff Municipal Management District (MMD) – September 22, 2010 Council Agenda**

On September 22, 2010, City Council will consider approval the addition of City owned properties addressed as 4512 and 4524 West Davis Street (shown in **Exhibit A**) into the North Oak Cliff Municipal Management District (North Oak Cliff MMD) subject to approval of the MMD Board.

The North Oak Cliff MMD was created as a special law district of the State of Texas under Section 59, Article XVI, of the Texas Constitution and subsequently codified in Special District Local Laws Code, Chapter 3884, (the "Act"), and the North Oak Cliff MMD's powers and duties include, among others, those of a municipal management district operating under Chapter 375, Texas Local Government Code.

The Act allows the addition or removal of property within the MMD if approved by the City and the owners of the property being added or removed.

On August 25, 2010, City Council approved the addition of certain properties near IH-30 and Westmoreland Road acquired by SLF III/INCAP, L.P. after the initial creation of the MMD was received by the City and determined to have met the petition requirements of the Act. The properties are part of an overall master planned development called 'The Canyon in Oak Cliff'.

The City owned properties addressed as 4512 and 4524 West Davis Street under the auspices of the Park and Recreation Department are adjacent to the existing MMD boundary and planned development 'The Canyon in Oak Cliff'. The proposed inclusion of these properties into the MMD boundary would allow for greater coordination for future access and potential improvements. Pursuant to the outcome of a special election on November 2, 2010, the City may consider the sale of these properties in the future.

This action would approve the addition of these City owned properties, subject to approval by the MMD Board once it begins functioning. The MMD Board structure has been outlined in the Act and requires representation from property owners. Two MMD Board members have been appointed in addition to City staff representatives and it is anticipated that additional appointments will be brought forward for Council consideration in the near future.

On February 11, 2009, City Council passed resolutions declaring the City of Dallas' support of and consent to the creation of three municipal management districts (MMDs) subject to certain limitations. In the 2009 session, the State

Legislature passed bills creating the Cypress Waters MMD, North Oak Cliff MMD, and Trinity River West MMD.

City support for the creation of the MMDs was conditioned on having certain limitations and City oversight built into the creating legislation for the three MMDs. The legislation for each MMD required that a development and operating agreement between the district and City be negotiated and executed after the district's board was organized but before the MMD could undertake any projects, issue bonds, impose taxes, levy assessments or fees, or borrow money.

Once the MMD Board is functioning, the City can begin negotiating the development and operating agreement. The approval to add property into the North Oak Cliff MMD boundary can be considered in advance of this agreement.

Should you have any questions, please contact me at (214) 670-3314.



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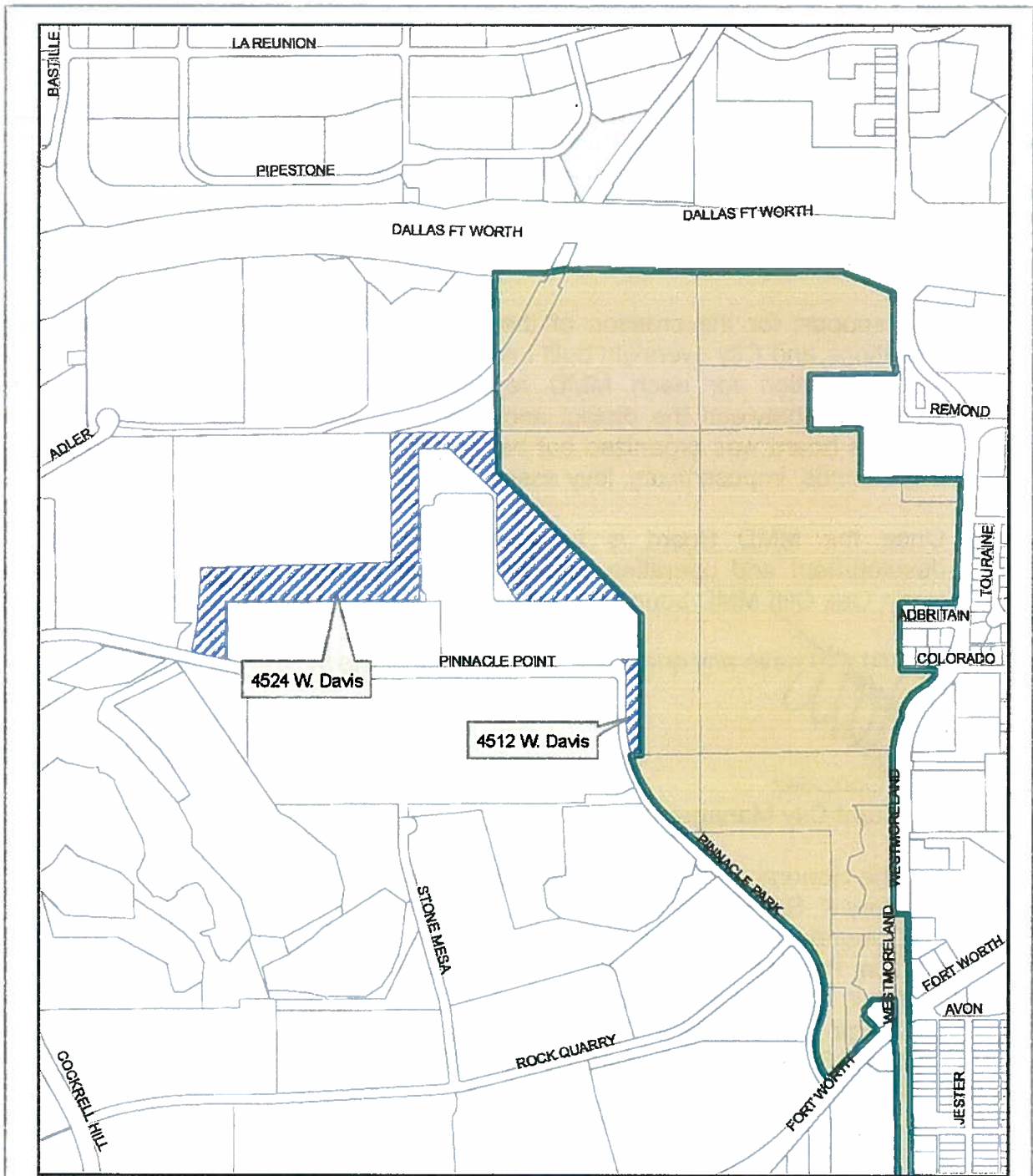




Exhibit A
City Owned Properties proposed for addition
into North Oak Cliff MMD

-  City properties to be added
-  MMD original boundary



Office of Economic Development
 August 20 10