

Memorandum

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CITY OF DALLAS

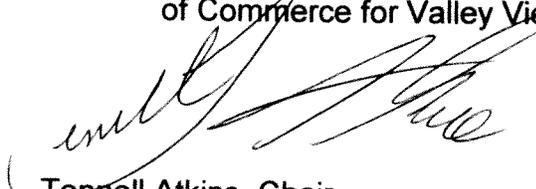
DATE September 28, 2012

TO Members of the Economic Development Committee:
Ann Margolin, (Vice-Chair), Monica Alonzo, Sheffie Kadane, Jerry Allen

SUBJECT **Economic Development Committee**
Monday, October 1, 2012, 9:00 – 10:30 a.m.
1500 Marilla Street, City Hall, Room 6ES, Dallas, Texas 75201

AGENDA

1. Approval of September 17, 2012 Minutes of the Economic Development Committee
2. FY 2010-11 ICMA Benchmarking Results LaToya Jackson, Assistant Director
Strategic Customer Services
(Estimated time 15 minutes)
3. FY 2011-12 Strategic Plan Review LaToya Jackson, Assistant Director
Strategic Customer Services
(Estimated time 15 minutes)
4. Upcoming agenda items for October 2012
 - Encore International Investment Funds, LLC
 - Donation Funds to Promote International Investment Into the City of Dallas for Business Development
 - Authorize a Chapter 380 Economic Development Grant to the North Dallas Chamber of Commerce for Valley View/ Galleria Area Planning Study


Tennell Atkins, Chair
Economic Development Committee

C: The Honorable Mayor and Members of the City Council
Mary K. Suhm, City Manager
Rosa Rios, City Secretary
Tom Perkins Jr., City Attorney
Judge Daniel Solis, Administrative Judge Municipal Court
Craig Kinton, City Auditor
A.C. Gonzalez, First Assistant City Manager

Ryan S. Evans, Assistant City Manager
Forest Turner, Assistant City Manager
Jill A. Jordan, P.E., Assistant City Manager
Joey Zapata, Assistant City Manager
Jeanne Chipperfield, CFO, OFS
Karl Zavitkovsky, Director, OED
J. Hammond Perot, Assistant Director, OED
Stephanie Pegues-Cooper, Asst. to the CMO

A closed session may be held if the discussion on any of the above agenda items concerns one of the following:

1. Contemplated or pending litigation, or matters where legal advice is requested to the City Attorney. Section 551.071 of the Texas Open Meetings Act.
2. The Purchase, exchange, lease or value of real property, if the deliberation in an Open Meeting would have a detrimental affect on the position of the City in negotiations with a third person. Section 551.072 of the Texas Open Meetings Act.
3. A contract for a prospective gift or donation to the City, if deliberation in an Open Meeting would have a detrimental affect on the position of the City in negotiations with a third person. Section 551.073 of the Texas Open Meetings Act.
4. Personnel matters involving appointments, employment, evaluation, reassignment, duties, discipline or dismissal of a public officer or employee or to hear a complaint against an officer or employee. Section 551.074 of the Texas Open Meetings Act.
5. The deployment or specific occasions for implementation of security personnel or device. Section 551.076 of the Texas Open Meetings Act.
6. Deliberations regarding Economic Development negotiations. Section 551.087 of the Texas Open Meeting Act.



DRAFT

Economic Development Committee

**Meeting Record
September 17, 2012**

The Economic Development Committee meetings are recorded. Agenda materials and audiotapes may be reviewed/copied by contacting the Office of Economic Development, Staff Coordinator at 214-670-1686.

Meeting Date: September 17, 2012 **Meeting Start time:** 9:03 AM

Committee Members Present:

Tennell Atkins
Sheffie Kadane
Monica Alonzo
Jerry Allen

Other Council Members Present:

Delia Jasso

Staff Present:

Ryan Evans, *Assistant City Manager, City Managers Office*
Karl Zavitkovsky, *Director, Office of Economic Development*
Karl Stundins, *Assistant Director, Office of Economic Development*
Peer Chacko, *Assistant Director, Sustainable Development & Construction*

Other Presenters:

John Fregonese, *President, Fregonese & Associates*

1. Approval of August 20, 2012 Minutes of the Economic Development Committee

Presenter(s):

Action Taken/Committee Recommendation(s): Motion made to approve the minutes.

Motion made by: Mr. Allen

Motion seconded by: Mr. Kadane

Item passed unanimously: X

Item passed on a divided vote:

Item failed unanimously:

Item failed on a divided vote:

Follow-up (if necessary):

2. SourceLink Dallas: Linking Entrepreneurs To Answer

Presenter(s): Karl Zavitkovsky, Director, Office of Economic Development

Action Taken/Committee Recommendation(s): Motion made to bring the item forward to Council

Motion made by: Mr. Allen

Motion seconded by: Mr. Kadane

Item passed unanimously: X

Item passed on a divided vote:

Item failed unanimously:

Item failed on a divided vote:

Follow-up (if necessary):

3. Dallas TOD: HUD Challenge Grant Planning Update

Presenter(s): John Fregonese, President, Fregonese & Associates

Action Taken/Committee Recommendation(s): Not action taken

Motion made by:

Motion seconded by:

Item passed unanimously:

Item passed on a divided vote:

Item failed unanimously:

Item failed on a divided vote:

Follow-up (if necessary):



4. Davis Street Market Project (Davis Garden TIF District)

Presenter(s): Karl Zavitkovsky, Director, Office of Economic Development

Action Taken/Committee Recommendation(s): Not action taken

Motion made by: Mr. Kadane

Motion seconded by: Mr. Allen

Item passed unanimously: X

Item passed on a divided vote: _____

Item failed unanimously: _____

Item failed on a divided vote: _____

Follow-up (if necessary):

5. Upcoming agenda items for September 2012

- Agreements with North Central Texas Council of Governments, the State of Texas, PC LH Land Partners, LP, and Dallas County for the Lake Highlands TOD Multimodal Connectivity Sustainable Development Infrastructure Project
- Agreement with North Central Texas Council of Governments, the State of Texas, Routh Street Underpass, LLC for the Routh Street Underpass Sustainable Development Infrastructure Project
- Agreements with North Central Texas Council of Governments, the State of Texas, for the Collective Sustainable Development Infrastructure Project
- Civitas Capital Management Contract Amendment
- Ridge South Dallas I, LLC Distribution Facility
- Patriot Tower – Encore Office, LLC
- Authorize the first renewal option for eight Business Assistance Centers (BACs) for a twelve-month service contract to provide technical assistance

Action Taken/Committee Recommendation(s): Motion made to recommend items to council for approval.

Motion made by: Mr. Allen

Motion seconded by: Mr. Kadane

Item passed unanimously: X

Item passed on a divided vote: _____

Item failed unanimously: _____

Item failed on a divided vote: _____

Follow-up (if necessary):

Meeting Adjourned: 10:14 AM

Approved By: _____

Memorandum



DATE September 28, 2012

TO Honorable Members of the Economic Development Committee: Tennell Atkins (Chair),
Ann Margolin (Vice Chair), Jerry R. Allen, Sheffie Kadane, Monica Alonzo

SUBJECT FY 2010-11 ICMA Benchmarking Results

On Monday, October 1, 2012, the Economic Development Committee will be briefed on the City of Dallas' FY11 International City/County Management Association (ICMA) performance. ICMA participation allows the City of Dallas to benchmark its performance against other cities and review our performance over multiple fiscal years. The material is attached for your review.

If you have additional questions, please feel free to contact me.



Jill A. Jordan, P.E.
Assistant City Manager

Attachment

- c: The Honorable Mayor and Members of the City Council
Mary K. Suhm, City Manager
Thomas P. Perkins, Jr., City Attorney
Rosa A. Rios, City Secretary
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Stephanie Cooper, Assistant to the City Manager

FY 2010-11 ICMA Benchmarking Results



SUSTAINABLE DEVELOPMENT & CONSTRUCTION



ICMA Center for Performance Measurement History



- Center for Performance Measurement builds on work begun in 1994 to address a need for accurate, fair, and comparable data about the quality and efficiency of service delivery to citizens
- Established benchmarks for participating cities to compare service to service across jurisdictions
 - Standard definitions and calculations
 - Easier to compare jurisdictions and services within a jurisdiction

ICMA Center for Performance Measurement



- **Because of standardized measurement, data from ICMA can be used in a variety of ways**
 - Identify trends in your jurisdiction for benchmarks over time
 - Identify how your jurisdiction compares to other similarly situated cities
 - Identify and learn from jurisdictions that may have developed new efficiencies or ways to better serve their residents that can be modeled (best practices)

ICMA Center for Performance Measurement



- **Jurisdictions (both cities and counties) must have a council-manager form of government to participate**
 - **Currently, over 150 jurisdictions participate in the comprehensive survey program in one or more service area**
 - ✦ **Not all cities participate in all service area surveys which can limit the availability of comparison data**
 - **Dallas has participated in ICMA Performance Measurement since 2001**
 - ✦ **Currently, the City participates in 16 of the 19 Service Areas (see Appendix for list of services)**

Participating Jurisdictions

(Large Cities – over 500,000 in population)



Jurisdiction	FY 2011 Reported Population
Oklahoma City, OK	579,999
Portland, OR	583,835
Bernalillo County, NM	662,564
Lake County, IL	703,462
Austin, TX	799,578
Fairfax County, VA	1,081,726
Dallas, TX	1,200,530
San Antonio, TX	1,327,407
Phoenix, AZ	1,446,000
Miami-Dade County, FL	2,496,435

Top 10 Largest U.S. Cities and ICMA Participation



Top 10 Largest Cities	2011 ICMA CPM Participant
New York*	No
Los Angeles*	No
Chicago*	No
Houston*	No
Philadelphia*	No
Phoenix	Yes
San Antonio	Yes
San Diego*	No
Dallas	Yes
San Jose	No

* *Indicates strong mayor form of government*

ICMA Center for Performance Measurement



- Today's presentation covers results of departments that fall under Economic Development Council Committee and
 - Results of Dallas performance over time
 - Results of how Dallas compares with other participating jurisdictions

ICMA Benchmarks

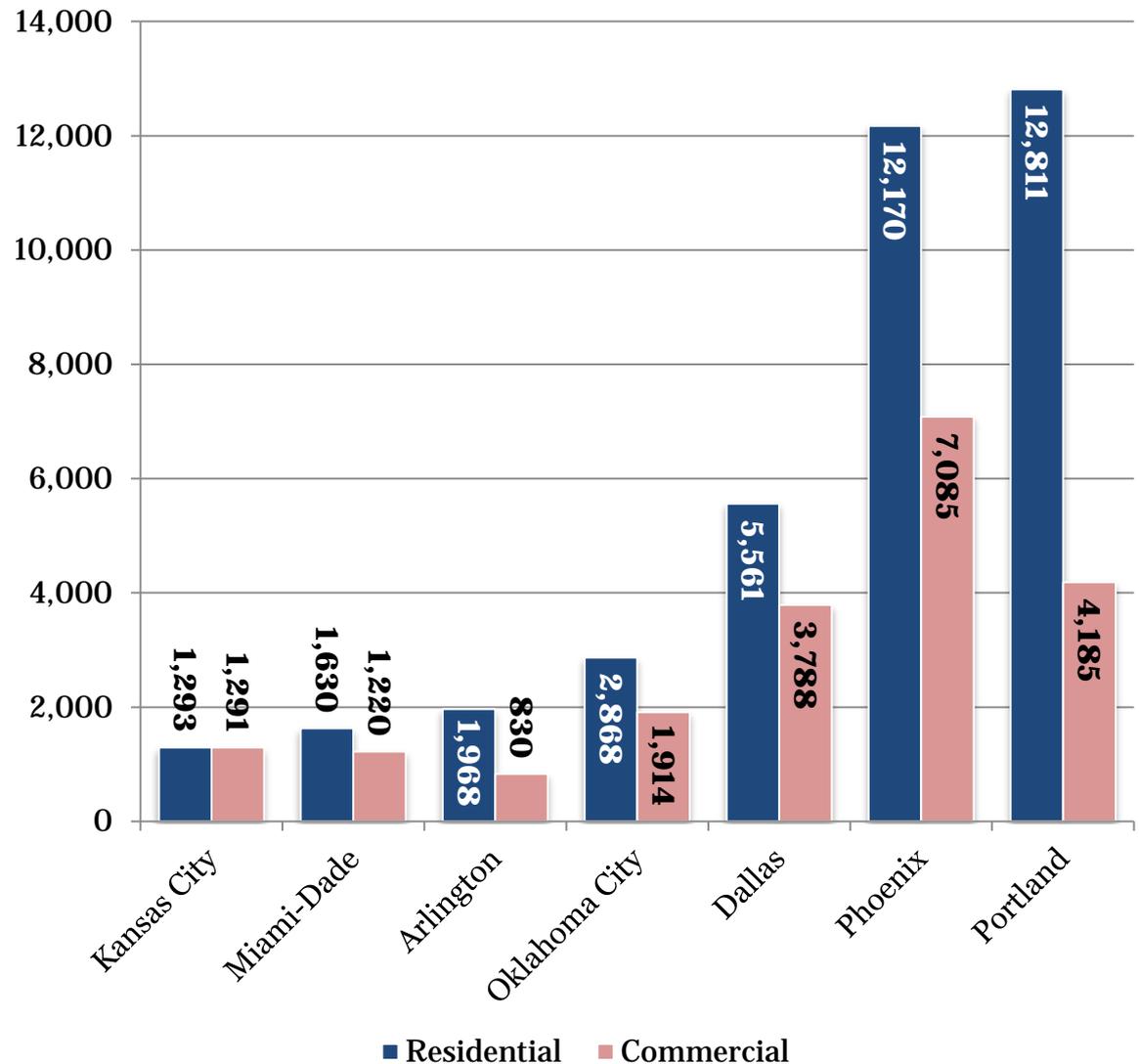


SUSTAINABLE DEVELOPMENT & CONSTRUCTION

Number of Residential & Commercial Building Permits Issued

Comparative: FY 11

Overall, the City of Dallas issued 38,186 total construction permits in FY 2011



Construction Permits by Type

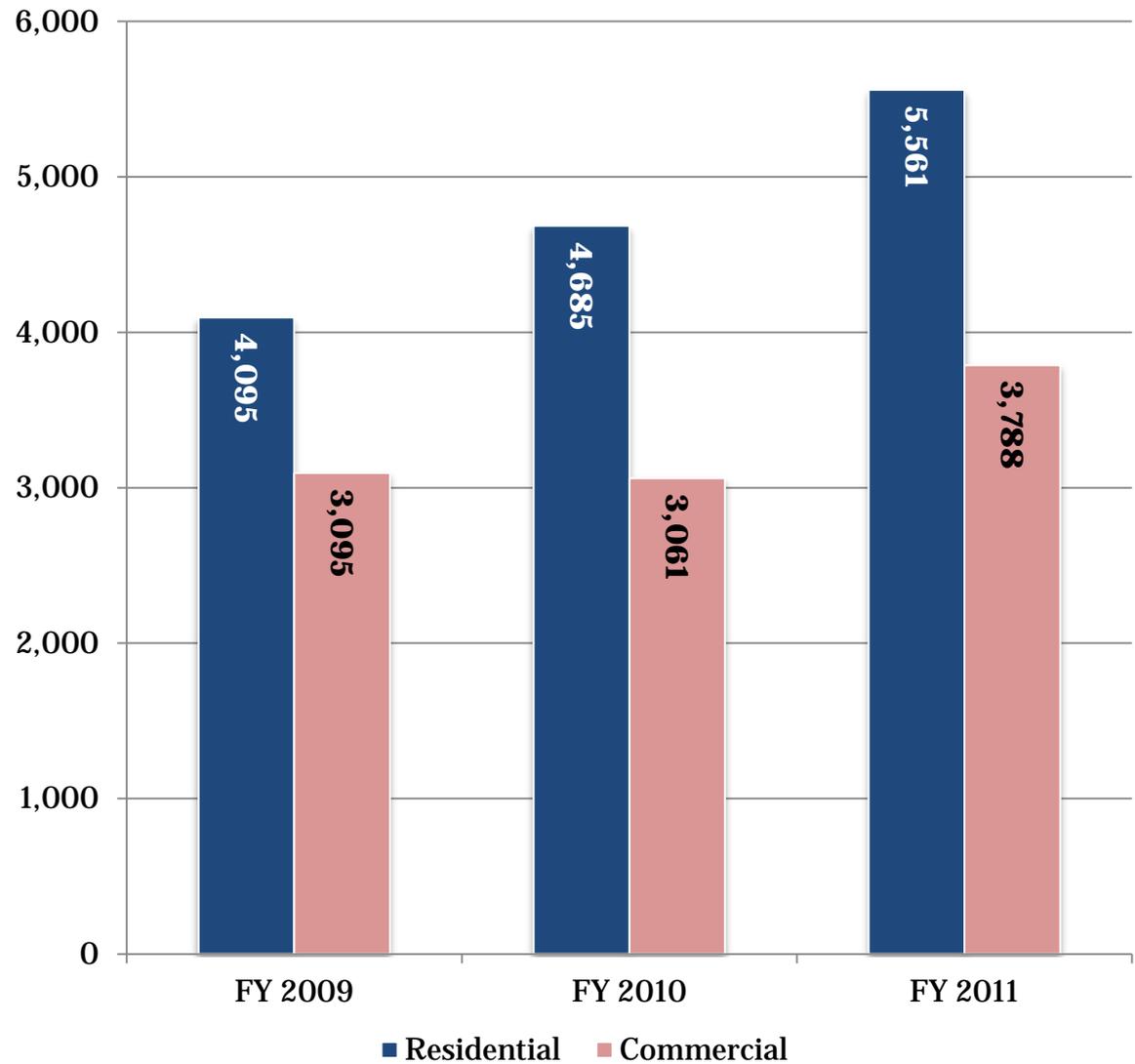
Comparative: FY 11



	Total	Residential	Commercial	Plumbing	Electrical	Demolition	Mechanical	Other
Arlington	11,830	1,968	830	4,044	1,990	22	2,274	702
Kansas City	15,546	1,293	1,291	2,731	5,464	371	2,417	1,979
Phoenix	20,001	12,170	7,085			746		
Dallas	38,186	5,561	3,788	9,565	5,255	764	4,285	8,968
Miami-Dade	41,475	1,630	1,220	4,761	13,378	431	5,692	14,363
Portland	42,774	12,811	4,185	9,630	15,270	356	522	0
Oklahoma City	43,835	2,868	1,914	10,389	8,010	430	8,773	11,451

Number of Residential & Commercial Building Permits

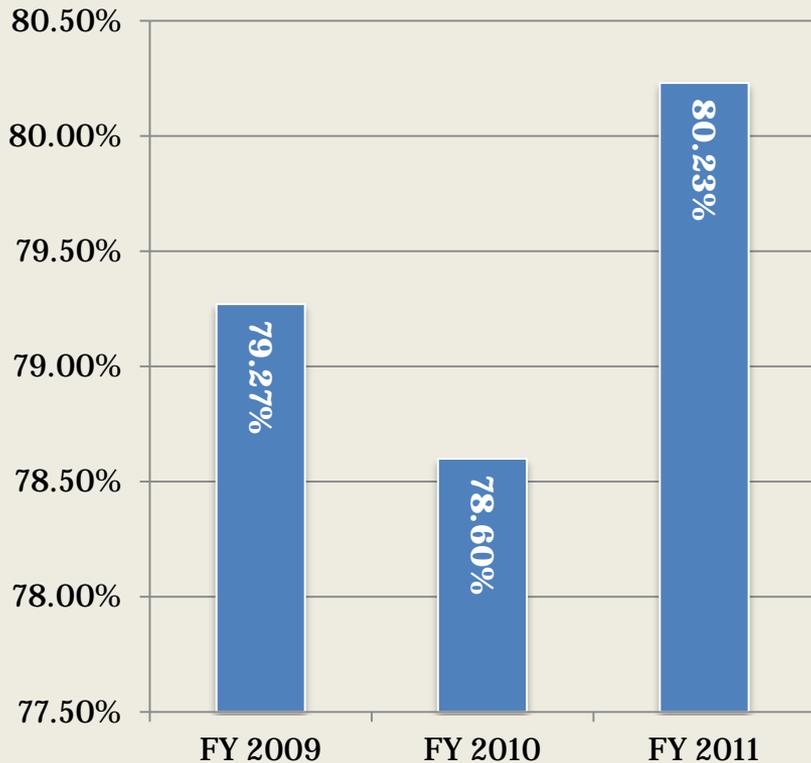
Dallas: FYs 09 - 11



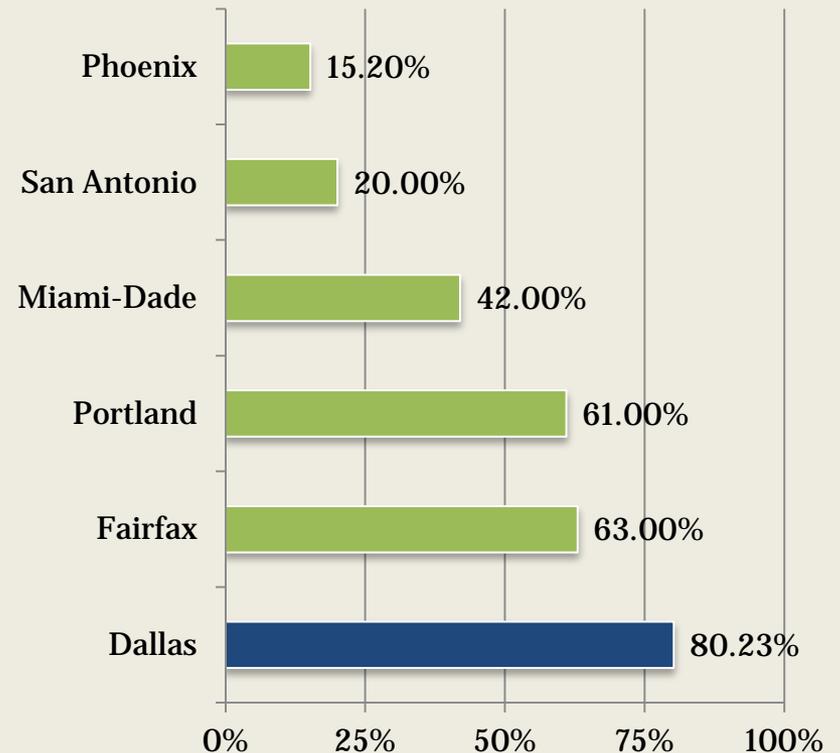
Percent of Permits Issued within 1 business day



Dallas: FYs 09 - 11



Comparative: FY 11

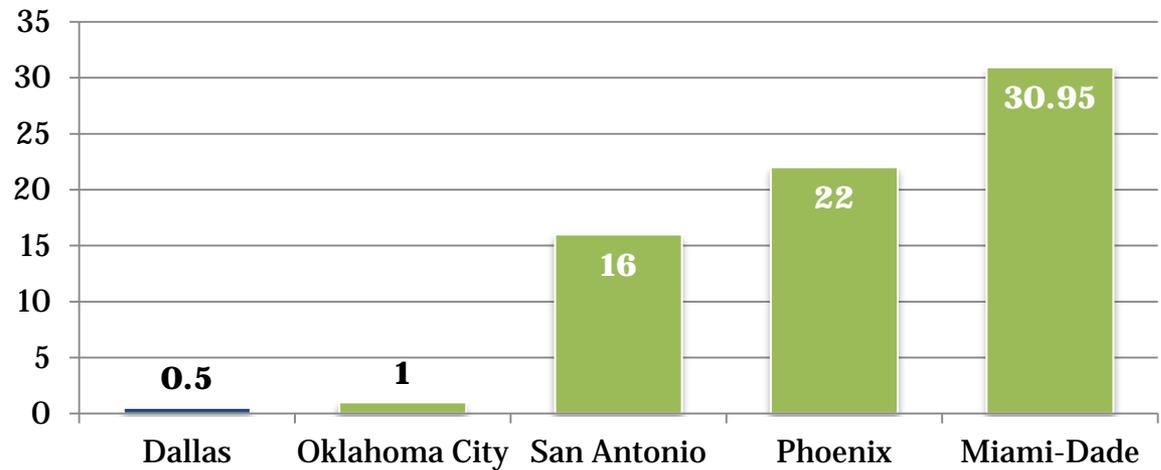




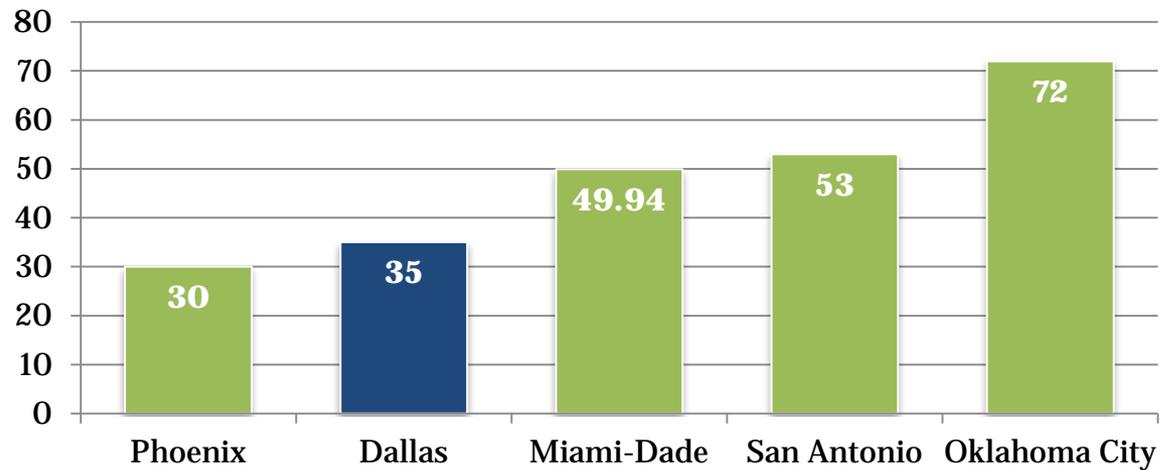
Average number of days from Application to Permit Issuance

Comparative: FY 11

Residential



Commercial



Number of Residential & Commercial Building Inspections

Dallas: FYs 09 -11

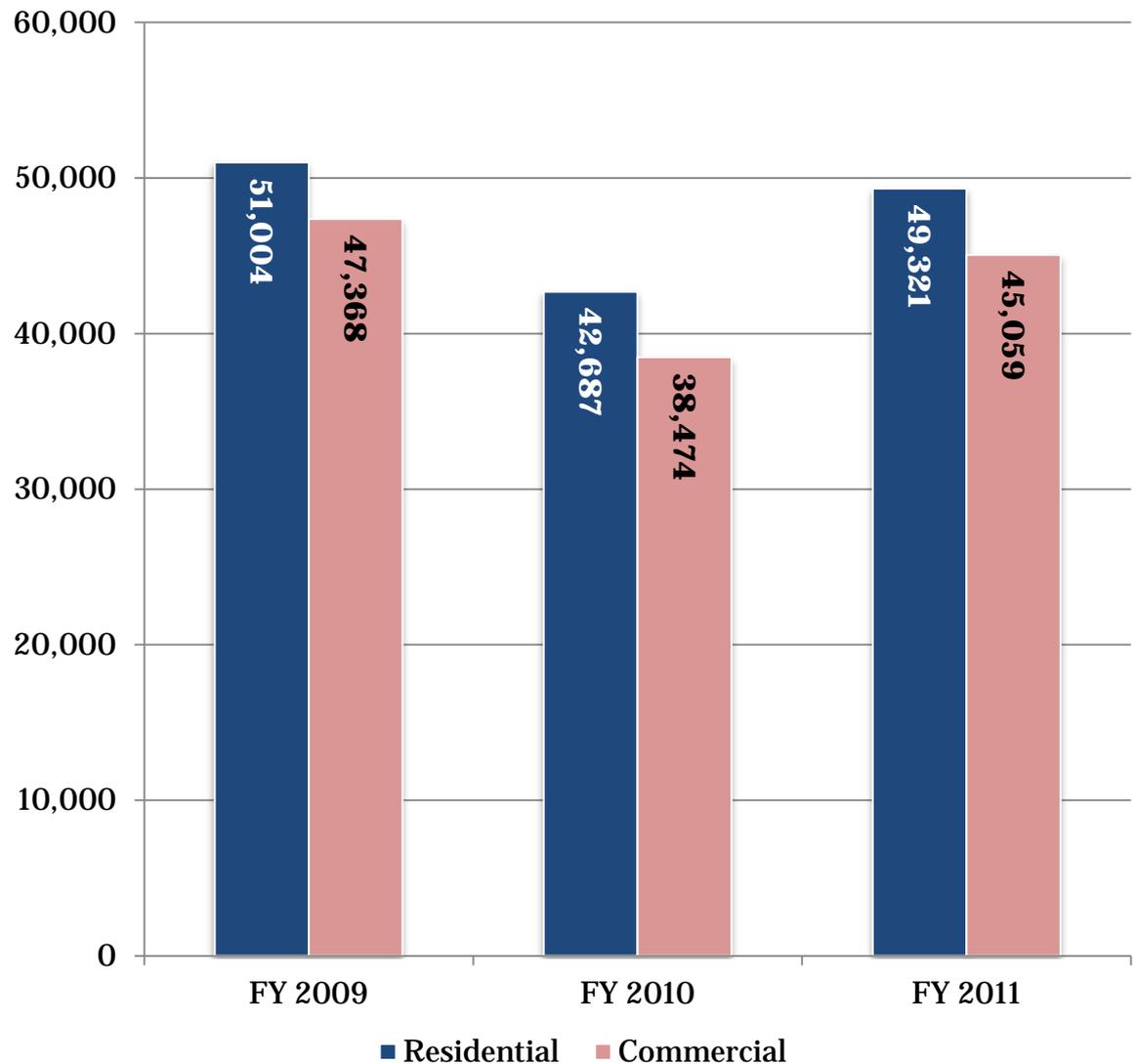
Other Inspections

Plumbing – 31,549

Electrical – 31,567

Other – 21,509

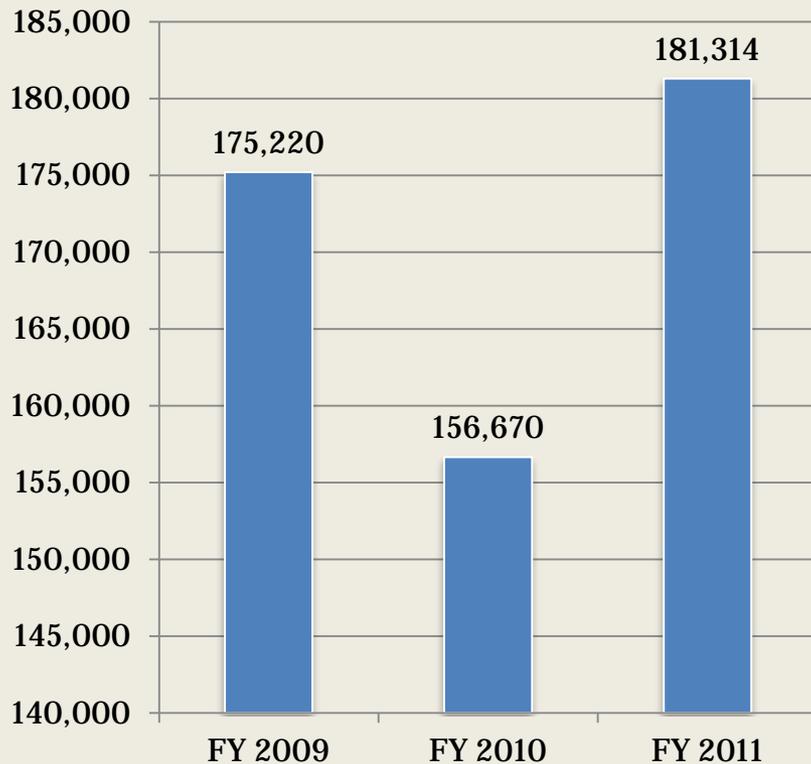
Total – 181,314



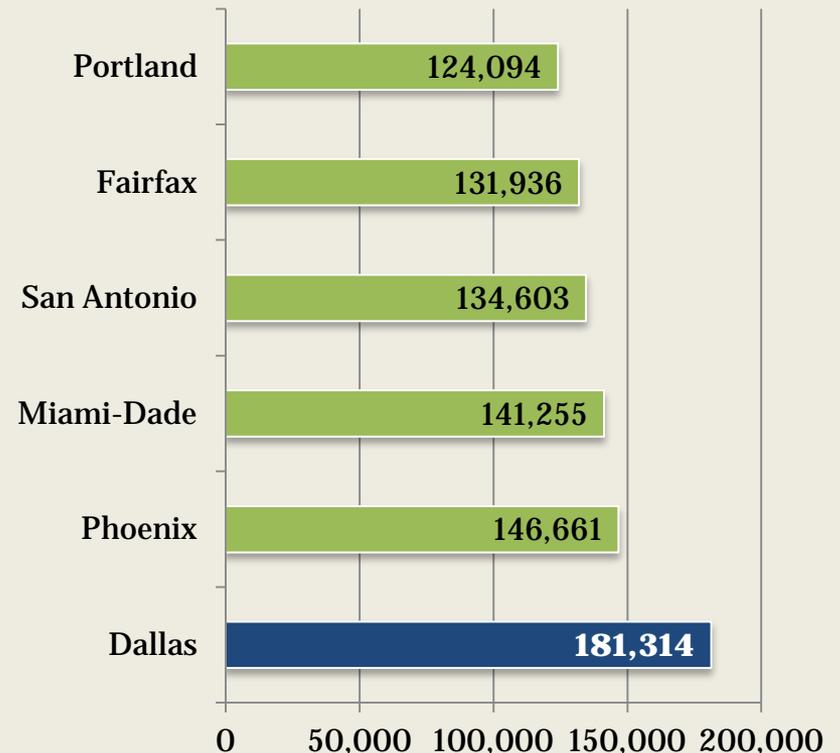
Total Number of Inspections Made



Dallas: FYs 09 - 11

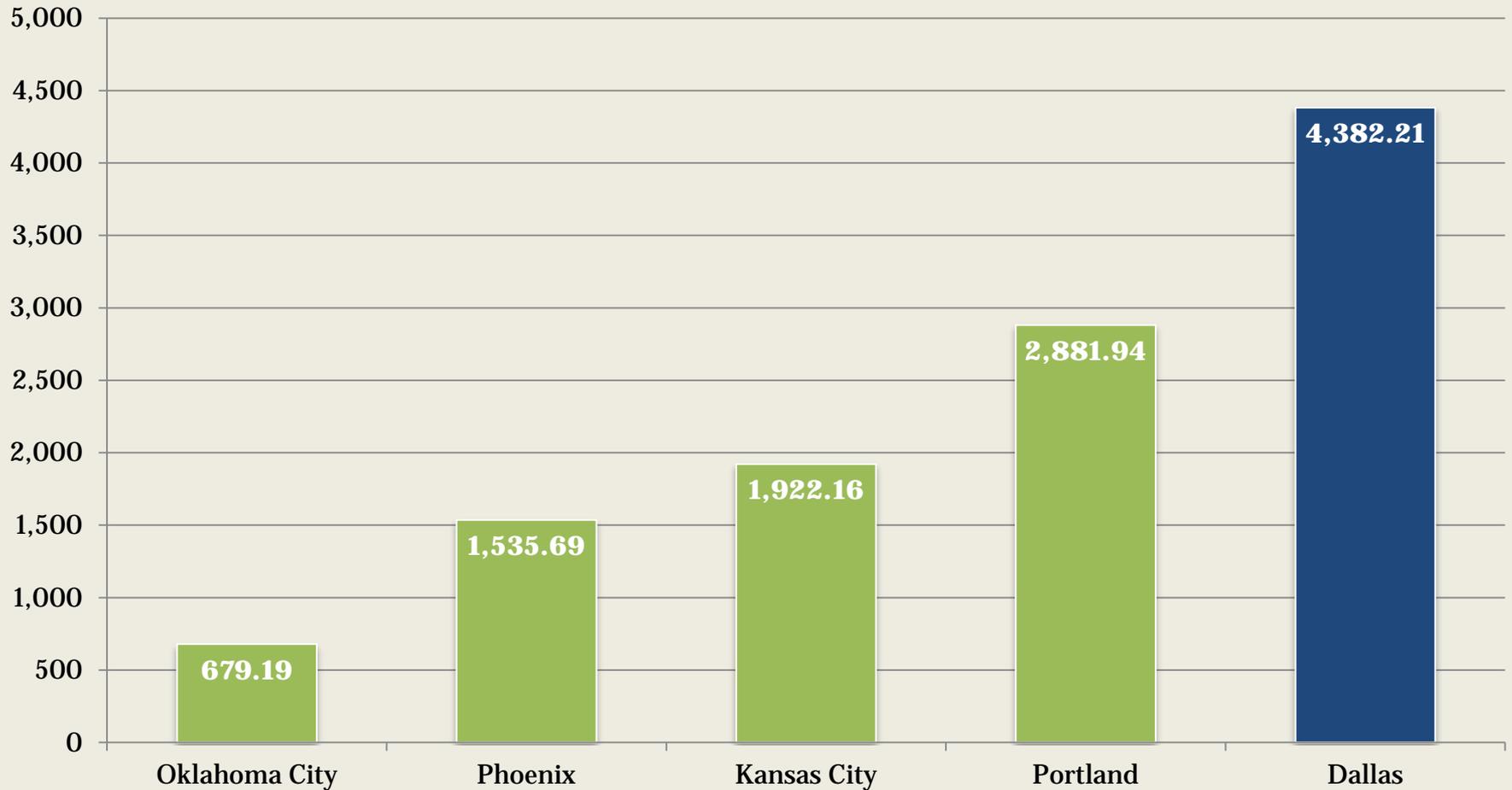


Comparative: FY 11

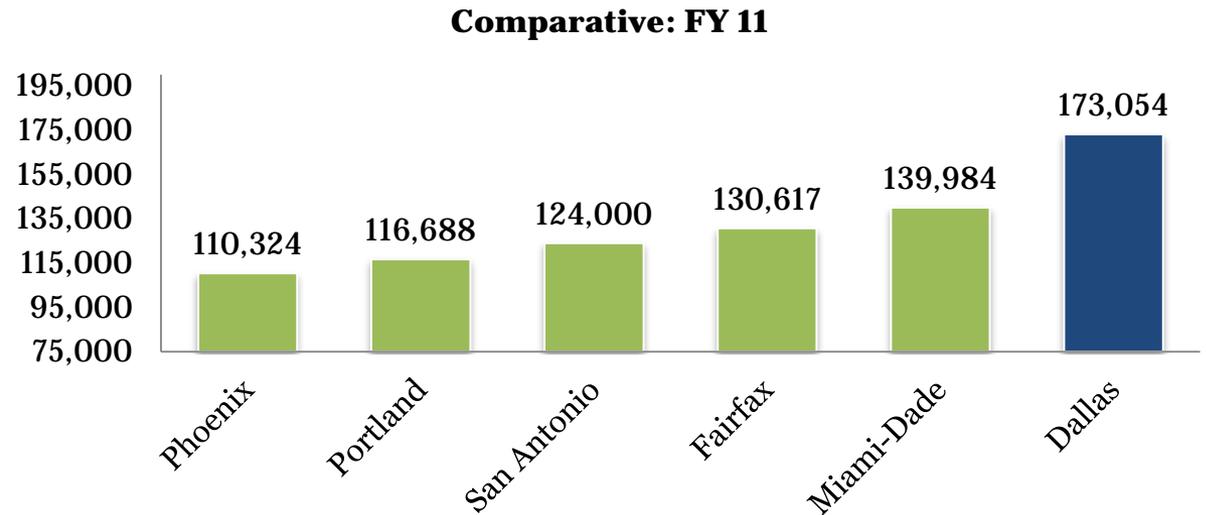
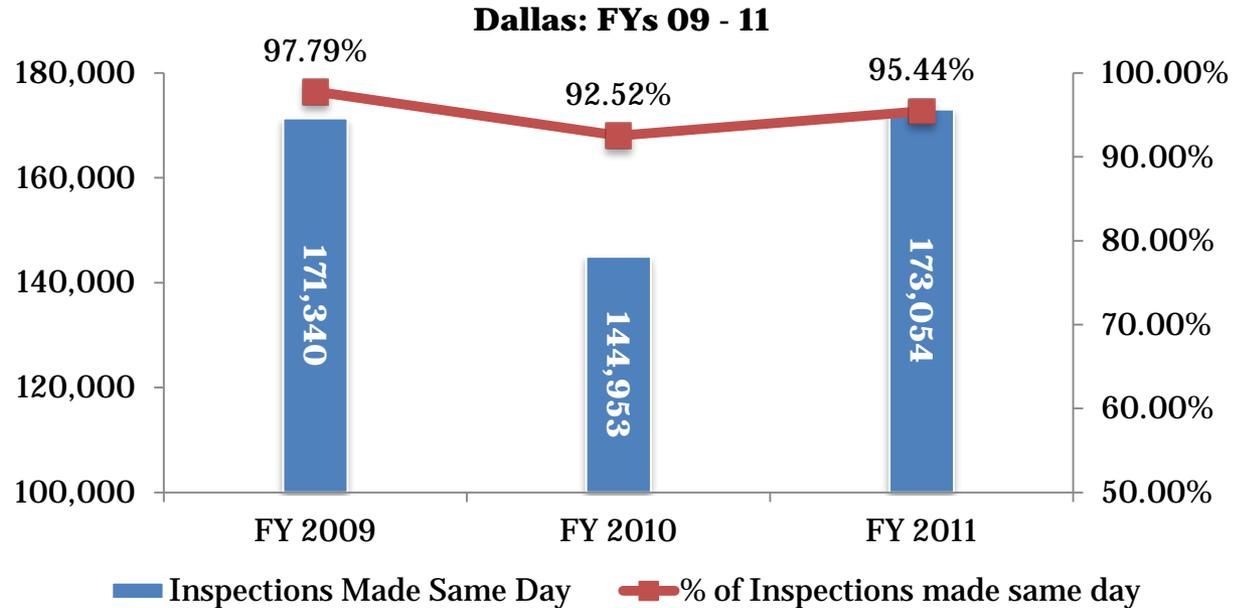


Average Number of Inspections per year per FTE

Comparative: FY 11

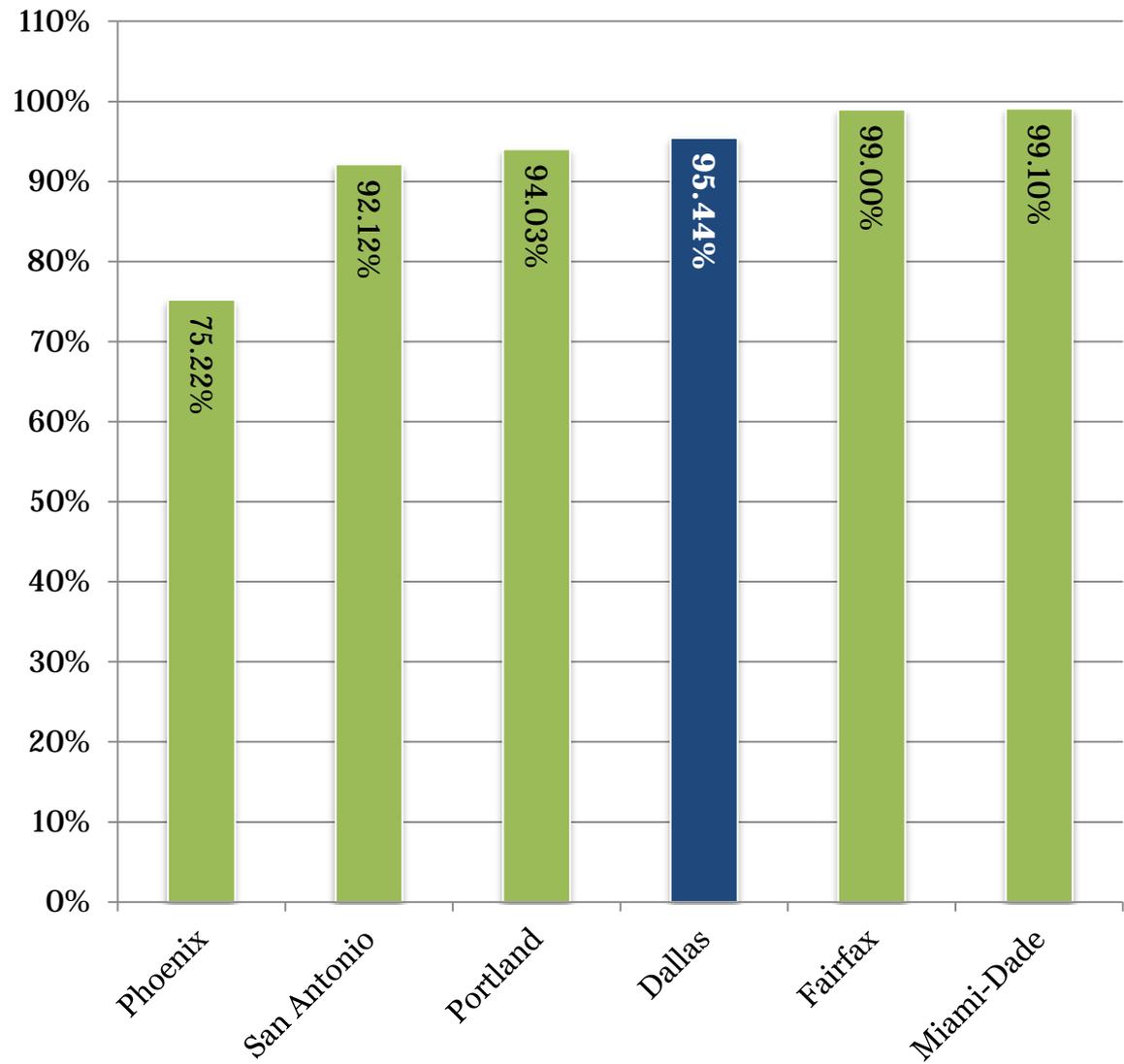


Number of Building Inspections Made Same Day



Percent of Building Inspections Made Same Day

Comparative: FY 11





QUESTIONS

APPENDIX



Appendix

ICMA Reporting Areas



Reporting Area	Departments	Council Committee
Code Enforcement	Code Compliance Services	Quality of Life
Facilities Management	Equipment & Building Services	Transportation & Environment
Fire & EMS	Fire-Rescue Department	Public Safety
Fleet Management	Equipment & Building Services	Transportation & Environment
Highways & Roads Maintenance	Streets	Transportation & Environment
Housing	Housing & Community Services	Housing
Human Resources	Human Resources	Budget, Finance & Audit
Library Services	Library	Arts, Culture, and Libraries
Parks & Recreation	Park & Recreation	Quality of Life
Permits, Plan Review & Land Use	Sustainable Development & Construction	Economic Development
Police Services	Police Department	Public Safety
Procurement	Business Development & Procurement Services	Budget, Finance & Audit
Risk Management	Office of Risk Management	Budget, Finance & Audit
Solid Waste	Sanitation	Transportation & Environment

Memorandum



DATE September 28, 2012

TO Honorable Members of the Economic Development Committee: Tennell Atkins (Chair), Ann Margolin (Vice Chair), Jerry R. Allen, Sheffie Kadane, Monica Alonzo

SUBJECT FY 2011-12 Strategic Plan Review

On Monday, October 1, 2012, the Economic Development Committee will be briefed on the City of Dallas' FY12 Strategic Plan performance. The material is attached for your review.

If you have additional questions, please feel free to contact me.



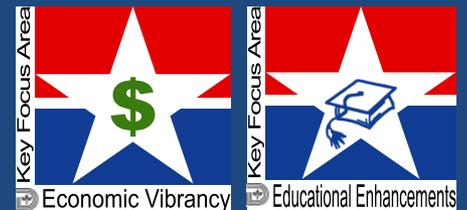
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Assistant City Manager

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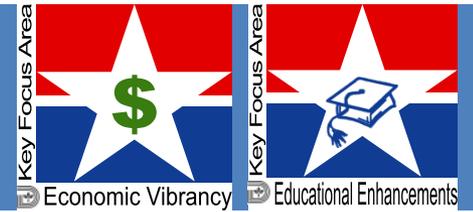
FY 2011-12 STRATEGIC PLAN REVIEW

ECONOMIC DEVELOPMENT COUNCIL COMMITTEE BRIEFING



October 1, 2012

Briefing Outline

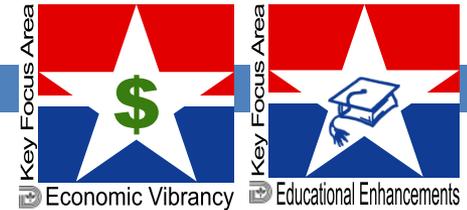


Strategic Planning Overview

Review of FY 2011-12 Objectives

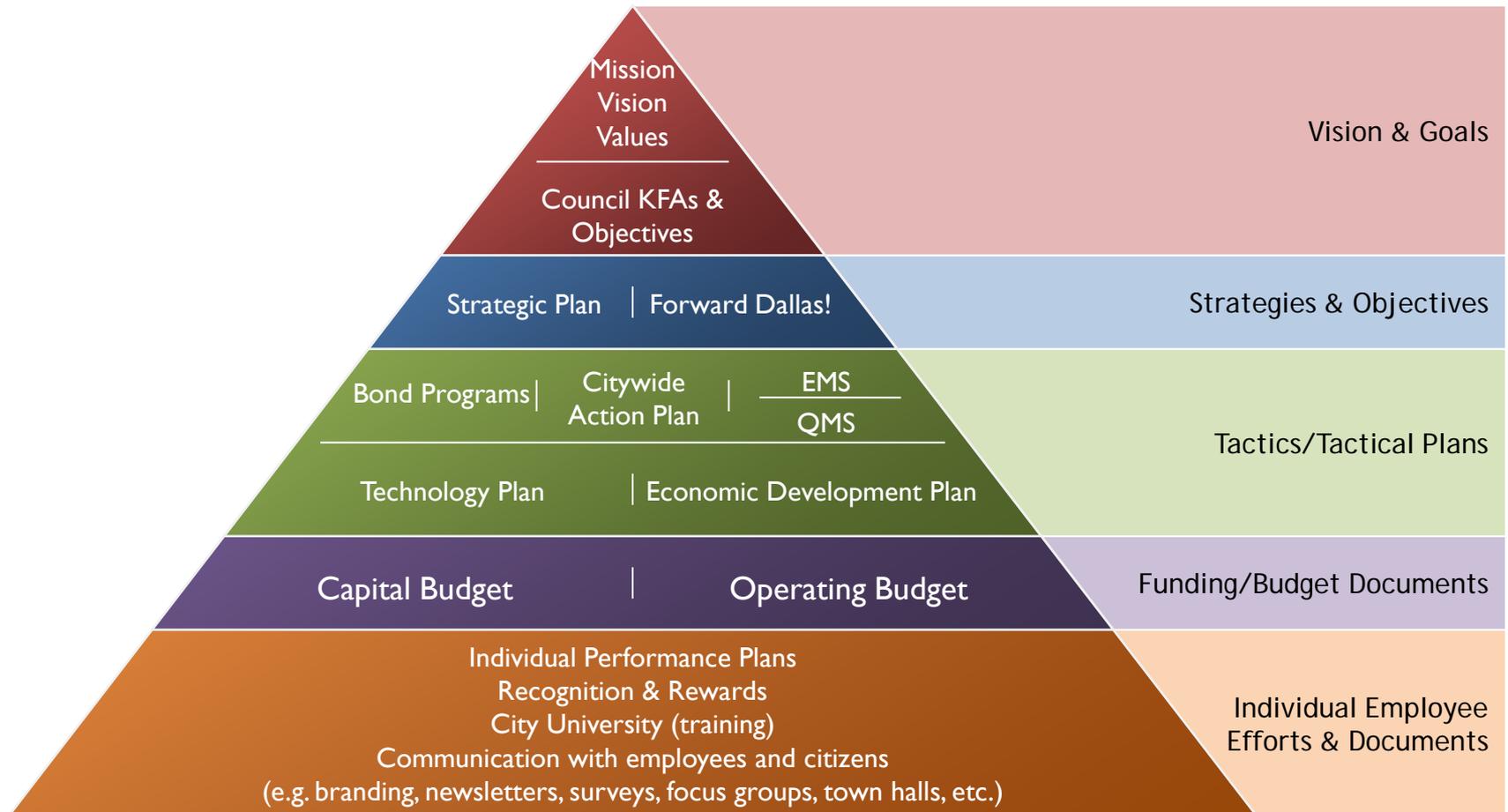
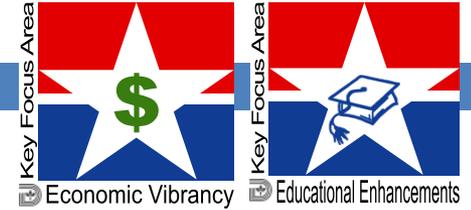
Recommendations for FY 2012-13

Strategic Planning Overview

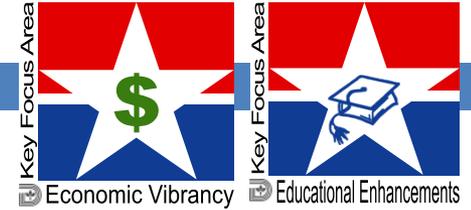


- Active Management Tool
 - ▣ Mechanism for stimulating disciplined thought
 - ▣ Provides focus for an organization
- Continuous (Improvement) Process
 - ▣ Does not end with a document called a strategic plan, but
 - ▣ Challenges organizations to define performance by how well they anticipate, rather than react to changing conditions

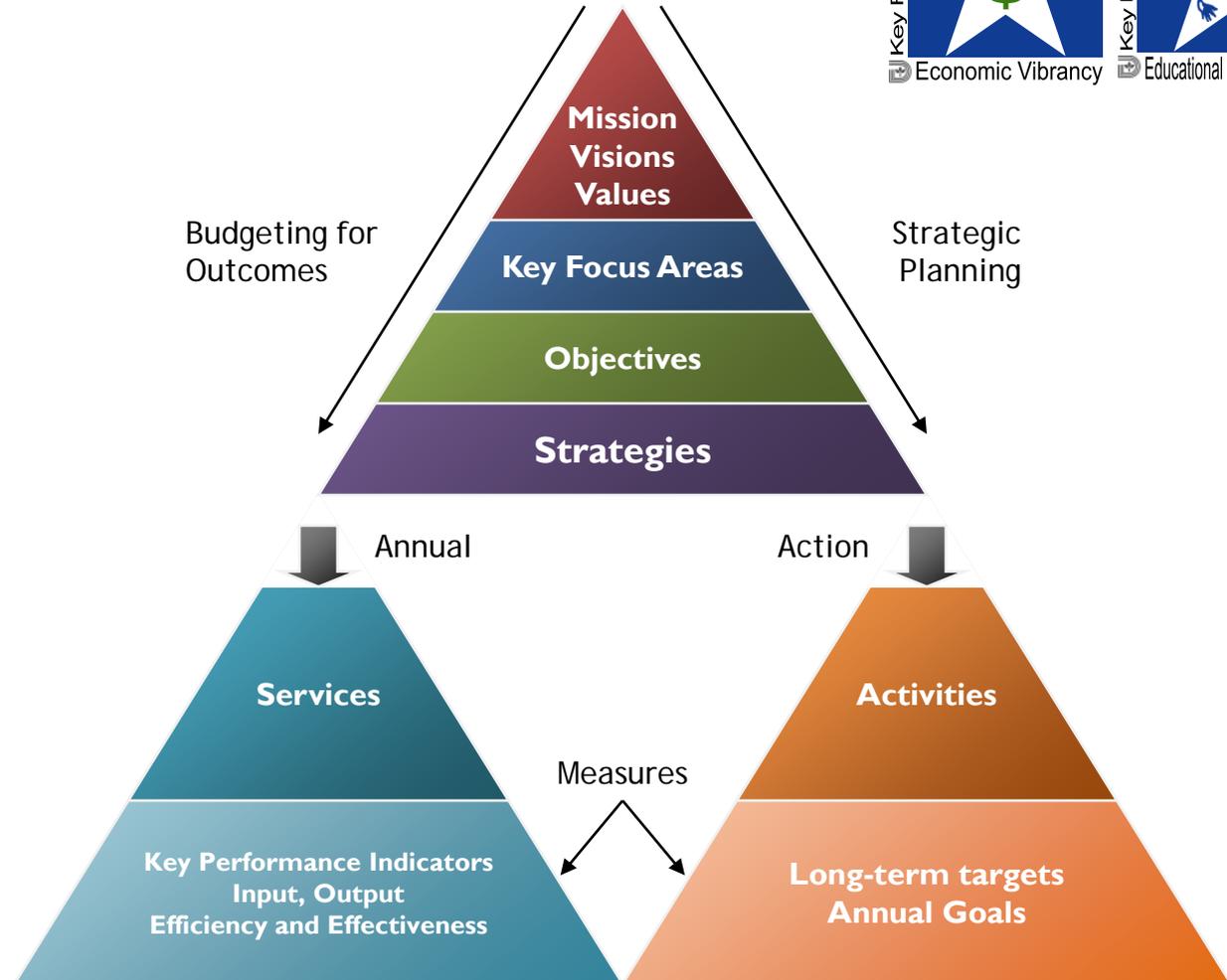
Strategic Planning Overview



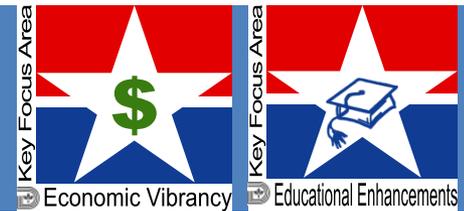
Strategic Planning Overview



How do we strategically align the City's work activities to achieve the desired objectives?

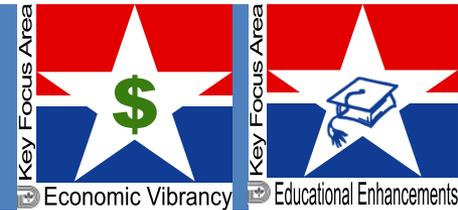


FY 2011-12 Committee Goal



Southern Dallas needs to be turned into a growth engine for Dallas and the region.

Review of FY 2011-12 Objectives

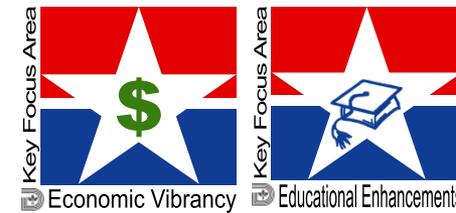


- EV Objective 1:** Continue to pursue new and expanded manufacturing facilities in Southern Dallas business parks and pursue major job generator
- EV Objective 2:** Continue to focus on 10 opportunity areas and pursue additional retail
- EV Objective 3:** Executive Airport Development (Area Development)
- EV Objective 4:** Implement a Development Process Improvement Strategy

- EE Objective 3:** Support development of a law school in downtown Dallas

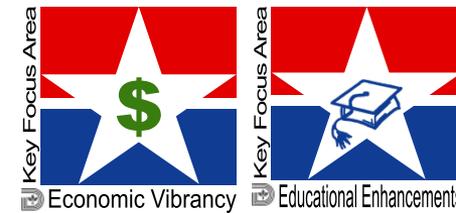
★ - Completed ● - On Track ▲ - Behind ◻ - Not Started/On hold

FY 2011-12 KFA Objectives	FY 2011-12 Planned Activities	FY 11-12 Status	FY 2011-12 Interim Report	FY 2012-13 Recommendations
<p>(EV) Objective 1: Continue to pursue new and expanded manufacturing facilities in Southern Dallas business parks and pursue major job generator</p>	<p>Develop Inland Port Strategy</p>	<p>●</p>	<ul style="list-style-type: none"> • Draft report of Phase II IIPOD Infrastructure Study completed and public meeting underway (4th Quarter FY 2011-12) • ECO Committee briefed on IIPOD Strategy August 6, 2012 • Moving forward with Bond funding of infrastructure improvements to create “shovel ready” sites for vertical development 	<p>Move forward with Bond funding of infrastructure improvements to create “shovel ready” sites for vertical development</p> <ul style="list-style-type: none"> • \$35M vertical project commitments secured • \$12M infrastructure funding authorized by City Council
	<p>Add another 100,000 sf manufacturing facility</p>	<p>●</p>	<p>80,000 sf - Progressive Steel & Wire</p>	<p>Continue</p>



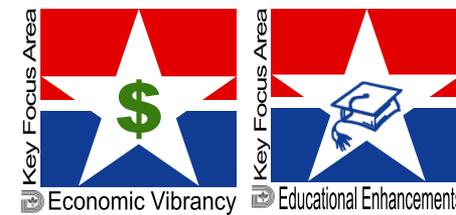
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FY 2011-12 KFA Objectives	FY 2011-12 Planned Activities	FY 11-12 Status	FY 2011-12 Interim Report	FY 2012-13 Recommendations
<p>(EV) Objective 2: Continue to focus on 10 opportunity areas and pursue additional retail</p>	<p>Recommend additional \$200M annual increase in the 10 opportunity areas and adding a new property value goal for Southern Dallas focus areas</p>	<p>● On track</p>	<p>On track</p>	<ul style="list-style-type: none"> • Recommend additional \$200M annual increase in 10 opportunity areas • Increase real property tax base in Southern Dallas focus areas by 50% in 4 years and 100% in 8 years
	<p>Pursue a Main Street-type development; promote a more pedestrian oriented neighborhood that contains a balanced range of housing, business and retail</p>	<p>● On track</p>	<p>Infrastructure improvements on Elm Street to support a more pedestrian-friendly neighborhood in Deep Ellum are in progress</p>	<p>Target public investment that encourages private development in neighborhoods and corridors (i.e. Deep Ellum, Victory, West Dallas/Singleton, Fort Worth Ave, Davis, Bishop/Jefferson, Lancaster, South Lamar, Skillman, UNT)</p>
	<p>Determine a citywide megasite redevelopment area</p>	<p>● On track</p>	<p>On track</p>	<p>Implement land use planning for Galleria/Valley View citywide Megasite redevelopment</p>



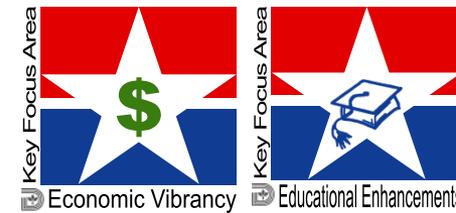
★ - Completed ● - On Track ▲ - Behind □ - Not Started/On hold

FY 2011-12 KFA Objectives	FY 2011-12 Planned Activities	FY 11-12 Status	FY 2011-12 Interim Report	FY 2012-13 Recommendations
(EV) Objective 3: Executive Airport Development (Area Development)	Improve the airport as a catalyst for local economic development		<ul style="list-style-type: none"> • Contract awarded to Coffman Associates for Master Plan Study • Contract awarded to Garver Engineering for pavement evaluation • Notice to Proceed issued May 2012 	Complete Master Plan Update by May 2013
	Rebrand Airport in manner similar to Addison Airport, with Redbird Area focus and improve the airport as catalyst for local economic development		<ul style="list-style-type: none"> • Completed engineering and design work for upgrade and enhancement of security gates and fencing to attract security sensitive clientele; construction of airport perimeter road to allow for patrol; and extension of Taxilane Romeo to open up developable property with airfield access • Completed property appraisal to aid in setting rates for lease of airport property • Developed Airport Property GIS sheet for potential developers 	<ul style="list-style-type: none"> • Complete RFP for PR and Advertising • Construction scheduled for security gate enhancements, airport fencing, Taxilane Romeo, and perimeter road • Host special events and promote airport through marketing • Launch website by June 2013

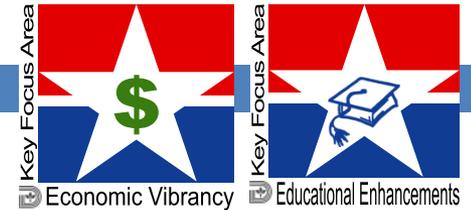


★ - Completed ● - On Track ▲ - Behind ◻ - Not Started/On hold

FY 2011-12 KFA Objectives	FY 2011-12 Planned Activities	FY 11-12 Status	FY 2011-12 Interim Report	FY 2012-13 Recommendations
(EV) Objective 4: Implement a Development Process Improvement Strategy	Complete B.I. Zip Process	●	13 Zip Processes related to BI have been completed; 15 will be complete by end of FY2011-2012	Evaluate opportunities for additional ZIP processes
(EE) Objective 3: Support development of law school in downtown Dallas	City will complete renovation of 2014 Main Street in 2012 for all Municipal Court Services and vacate 106 S. Harwood	●	Construction 50% complete	Complete construction by February 2013
	Award contract for exterior renovations of 106 S. Harwood in Summer 2012	▲	Water infiltration repairs completed; exterior renovations are contingent upon the completion of the renovation of 2014 Main	Award construction contract, and begin renovations of 106 S. Harwood in early 2013

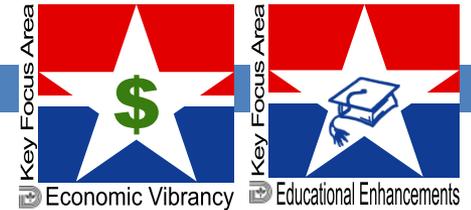


Summary of FY 2011-12 Strategic Plan



- Completion of Inland Port Infrastructure Study
- Completion of 15 ZIP process for improved performance in Building Inspections
- Completed plans for Executive Airport infrastructure upgrades

Summary of Recommendations for FY 2012-13



- Increase real property tax base in Southern Dallas focus areas by 50% in 4 years and 100% in 8 years
- Implement land use planning for citywide megasite development
- Complete Executive Airport Master Plan
- Begin renovation of 106 S. Harwood

Memorandum



DATE September 28, 2012

TO Members of the Economic Development Committee:
Tennell Atkins (Chair), Ann Margolin (Vice-Chair), Jerry R. Allen,
Monica Alonzo, Sheffie Kadane

SUBJECT **Encore International Investment Funds, LLC**
October 10, 2012 Council Agenda

Background

City staff has been in negotiations with Encore International Investment Funds, LLC to create a call center operation in Dallas. The company provides call center services to businesses and government organizations. As a full-service call center operator, Encore International Investment Funds, LLC provides service solutions and develops customized platforms around each client's needs by blending deep operational experience and customizable service platforms to deliver high-value results and services to its clients. The discussions have covered not only financial incentives, but also the participation of the City of Dallas Regional Center as an investment partner in the project.

The company has leased approximately 12,666 square feet of a 25,022 square foot office building, at 2608 Inwood Road, Dallas, Texas. This building is directly adjacent to the Inwood/Love Field DART Station linking the company with both light rail and bus service essential to their employee recruitment and establishing a catalyst employer for this TOD. This building is also located in an enterprise zone, which is a census tract block group that has a 20% or more poverty rate based upon the decennial census federal poverty level information. Encore International Investment Funds, LLC will make a minimum investment of \$75,000 in tenant improvements to the building and a minimum business personal property investment of \$750,000.

In conjunction with Etech Global Services, LLC and Etech Texas, LLC, Encore International Investment Funds, LLC has created 30 Dallas jobs and will add a minimum of 220 new, permanent, non-seasonal FTE jobs for a total employment of 250 jobs in Dallas. Encore and Etech have committed to hire and train workers from socioeconomically challenged backgrounds and to date, 60 percent of current hires were unemployed. In addition to gainful employment and full benefits, employees receive skills training for internal promotional or future employment opportunities.

Encore International Investment Funds, LLC seeks City Council approval of an economic development grant in an amount not to exceed \$440,000 in consideration of the creation of Encore International Investment Funds, LLC's call center operation in Dallas.

The economic development grant will be payable in installments every six months corresponding to the new jobs created above the base existing employment of 30 jobs at a rate of \$2,000 per employee. The first payment of the economic development grant will be payable upon the substantial completion of the required tenant improvements and verification of a minimum of 150 jobs on site by December 31, 2012. Encore International Investment Funds, LLC must reach a total 250 jobs on site by April 15, 2014.

If Encore International Investment Funds, LLC fails to maintain the minimum job requirement any time before the end of the 5th calendar year from the date of City Council approval, Encore International Investment Funds, LLC will be required to repay \$2,000 per job under the minimum job creation requirement up to the paid grant amount but not to exceed \$440,000.

The proposed agreement will result in an estimated net 10-year total fiscal impact of -\$1,684,673 offset by job creation for the unemployed, on-the-job training and being a catalyst project for TOD. Total economic output over a 10 year period is \$245 Million. This takes into account not only the direct impact of new jobs, but also the indirect and induced supplier and household spinoff effects.

The proposed project meets the minimum eligibility requirements of the Public/Private Partnership Program as adopted by the City Council in Resolution No. 12-1520 on June 13, 2012.

Project Details

Project Site: 2608 Inwood Road

Jobs: 220

New Real Property Tenant Improvements: \$75,000

New Business Personal Property Improvements: \$750,000

Annual Payroll: \$6,549,000

Average Salary: \$27,868

City Incentives

Economic Development Grant: \$440,000

Proposed Estimated Schedule of the Project

Begin Construction	June 2012
Complete Construction	December 2012

Fiscal Information

Public Private Partnership Funds - \$440,000

Owner

Encore International Investment Funds, LLC

Patrick Barber, CEO

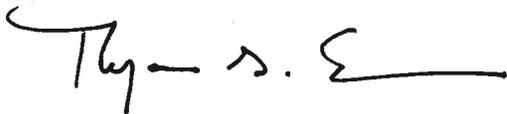
Staff

J. Hammond Perot, Assistant Director
Kim L. Moore, Marketing Manager

Recommendation

Staff recommends approval of the subject item.

Should you have any questions or concerns, please contact me at (214) 670-3296.



Ryan S. Evans
Assistant City Manager

Attachments

C: The Honorable Mayor and Members of the City Council
Mary K. Suhm, City Manager
Rosa Rios, City Secretary
Thomas Perkins Jr., City Attorney
Judge Daniel Solis, Administrative Judge Municipal Court
Craig Kinton, City Auditor
A.C. Gonzalez, First Assistant City Manager
Jill A. Jordan, P.E., Assistant City Manager
Forest E. Turner, Assistant City Manager
Joey Zapata, Assistant City Manager
Jeanne Chipperfield, Chief Financial Officer
Karl Zavitkovsky, Director, Office of Economic Development
J. Hammond Perot, Assistant Director, Office of Economic Development
Stephanie Pegues-Cooper, Assistant to the City Manager

Proposed Project Information Worksheet Economic Development Committee

A. Project Summary

City Council District			2
Project/Company Name	Encore International Investment Funds, LLC		
Project Location	2608 Inwood Road		
Project Type	Call Center Operation		
Facilities (Square Feet)	12,666		
Construction Schedule	Begin	1-Jun-12	
	Complete	31-Dec-12	
Private Improvement Investment	Real Property	\$75,000	
	Business Property	\$750,000	
Jobs	Created	220	
	Retained	30	
Average Wage Rate	Salary	\$27,868	
	Hourly	N/A	
City Incentive Summary	Tax Abatement	N/A	
	Infrastructure	N/A	
	Other	\$440,000 Grant	

B. Economic Impact Estimates (Dallas City Economy Only, \$ Million)

	10-Year		20-Year	
	Jobs	Economic Output	Jobs	Economic Output
Direct Impact	300	136,203,140	300	329,410,423
Indirect and Induced Impact*	180	108,962,512	180	263,528,339
Total Impact	480	245,165,652	480	592,938,762

C. City of Dallas General Fund Fiscal Impact (\$ Million)

(From direct, indirect and induced economic impacts)

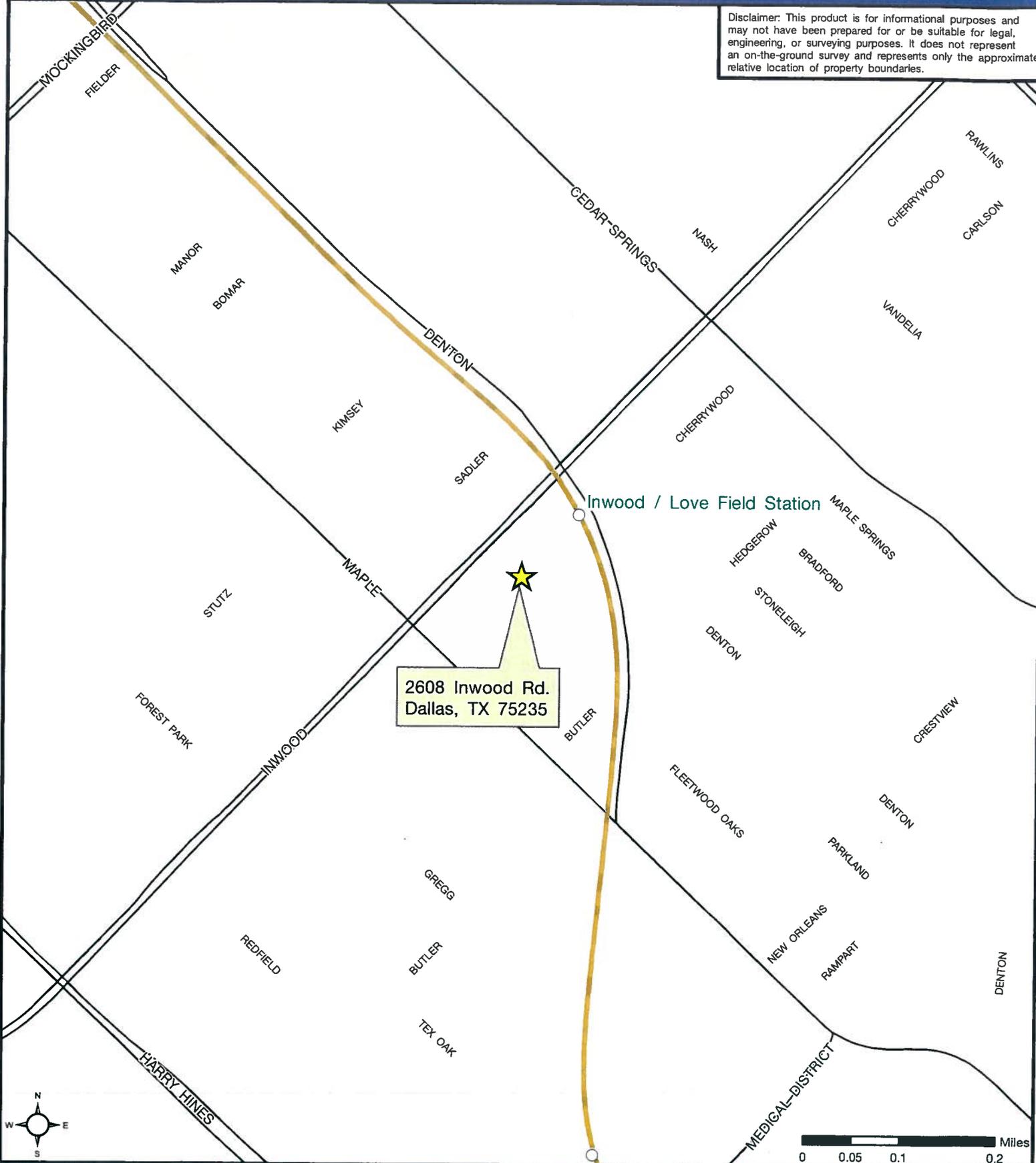
	10-Year	20-Year
Total City GF Revenue Generated	2,826,443	6,982,496
Total City GF Service Costs	4,485,116	9,530,253
Net Impact Before Incentives	-1,658,673	-2,547,757
Unemployment Adjustment	414,000	828,000
City Incentives	440,000	440,000
Net City Fiscal Impact	-1,684,673	-2,159,757

* Indirect impacts represent supplier effects, induced impacts represent spin-off household effects.

D. Other Taxing Jurisdiction 10-yr Estimated Tax Revenue

	Property Taxes	Sales Taxes
DISD	\$ 63,969	N/A
Dallas County	\$ 12,547	N/A
DCCCD	\$ 4,941	N/A
Parkland Hospital	\$ 13,435	N/A
DART	-	N/A

Disclaimer: This product is for informational purposes and may not have been prepared for or be suitable for legal, engineering, or surveying purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries.



Memorandum



DATE September 28, 2012

TO Members of the Economic Development Committee:
Tennell Atkins (Chair), Ann Margolin (Vice-Chair), Jerry Allen, Monica Alonzo,
Sheffie Kadane

SUBJECT **Donation Funds to Promote International Investment Into the City of Dallas for Business Development**

The purpose of this memorandum is to provide you information regarding the proposed donation funds from CIVITAS Capital Management, LLC, and possible future donations from this donor and/or other donors, to further promote foreign investment into the City of Dallas for business development. The proposed action item for your consideration and recommendation to move forward to the City Council for consideration and approval is as follows:

SUBJECT

Authorize the acceptance, receipt, deposit, transfer and disbursement of donation funds from CIVITAS Capital Management, LLC in an amount estimated at \$70,000 in FY 2012-13 to be used by the Office of Economic Development to further encourage Asian foreign investment interest in the City of Dallas - Financing: Private Funds

BACKGROUND

The City of Dallas was approved as a "Designated Regional Center" by the U.S. Citizenship and Immigration Service (USCIS) on September 8, 2009. The City of Dallas Regional Center (CDRC) is a program that builds on the elements of the federal EB-5 investor visa program and related regulations.

The CDRC is designed to acquire foreign, private capital that can be aligned with Dallas' Public Private Partnership Program to fuel the City's economic growth strategy with an emphasis on targeted areas of opportunity, including Southern Dallas. The program is structured specifically to attract high net worth foreign investors to the CDRC and focus this investment on projects that generate real, permanent jobs and growth for Dallas.

The City of Dallas selected CIVITAS Capital Management, LLC as the private, independent third-party firm to manage CDRC investment proposals and to conduct daily operations of the CDRC. Duties include: Screening investors and their capital, managing CDRC capital on behalf of the investors; facilitating Securities and USCIS compliance with respect to each investor; underwriting and structuring every CDRC fund investment on behalf of the investors; and on-going monitoring of those investments to ensure compliance with USCIS regulations.

BACKGROUND (Continued)

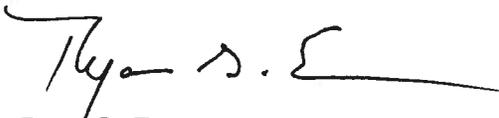
CIVITAS Capital Management, LLC wishes to make a donation to the City to further fund the Office of Economic Development's focus and efforts to encourage Asian foreign investment interest in the City of Dallas.

Among the largest geographic markets interested in investing in Dallas is Asia. The City has the opportunity to seek additional foreign investment from Asian countries via this donation to continue its focus and efforts to leverage and maximize the use of available resources where markets appear to have interest in the City's programs and projects.

RECOMMENDATION

Staff recommends the Economic Development Committee to move forward with this item for City Council consideration and approval.

Should you have any questions, please contact me at (214) 670-3296.



Ryan S. Evans
Assistant City Manager

C: The Honorable Mayor and Members of the City Council
Mary K. Suhm, City Manager
Tom Perkins Jr., City Attorney
Craig Kinton, City Auditor
Rosa Rios, City Secretary
Judge Daniel F. Solis, Administrative Judge Municipal Court
A.C. Gonzalez, First Assistant City Manager
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Jeanne Chipperfield, Chief Financial Officer
Karl Zavitkovsky, Director, Office of Economic Development
Stephanie Pegues-Cooper, Assistant to the City Manager

Memorandum



CITY OF DALLAS

DATE September 28, 2012

TO Honorable members of the Economic Development Committee:
Tennell Atkins (Chair), Ann Margolin (Vice Chair), Sheffie Kadane, Monica Alonzo, Jerry R. Allen

SUBJECT Valley View – Galleria Area Planning Study

Authorize a Chapter 380 Economic Development Grant agreement with the North Dallas Chamber of Commerce pursuant to the City of Dallas Public-Private Partnership Program for a Valley View – Galleria Area Planning Study in an amount not to exceed \$250,000; Financing: Not to exceed \$250,000 – Public/Private Partnership Funds.

The Valley View – Galleria area, located at the confluence of two major transportation corridors, is one of Dallas' major regional business centers with significant Class A office space, strong destination retail, as well as several high quality hotels. This area is identified as a key growth area in the City of Dallas Strategic Engagement Plan as well as the *forwardDallas!* Comprehensive Plan. Further, this site fulfills the City Council's citywide "megasite" redevelopment opportunity area within the Economic Vibrancy KFA.

The City has defined the area between the Dallas North Toll Road to the west, Preston Road to the east, LBJ freeway to the south and Southern Boulevard to the north (see attached map) as the focus for planning consideration. Several factors make this area a prime candidate for special planning consideration and economic development interest. Most notably, the recent change in ownership of the Valley View Mall site creates a unique opportunity for catalytic development. Also, the LBJ Freeway enhancements currently underway will add capacity with 8 free lanes and 6 managed lanes. These enhancements are already generating development interest as is evident from numerous zoning change requests.

In the interest of promoting economic development and a positive planning outcome through a public-private partnership, the North Dallas Chamber of Commerce has brought representative property and business owners within this area to the table. During 2011 the North Dallas Chamber led a series of stakeholder meetings. This private stakeholder group understood the opportunities for the area and charged itself with taking the lead in creating a unified vision and implementation plan for economic growth in this area. The group reviewed proposals from several local and national planning teams and is now poised to move forward with development of an area plan.

The proposed Valley View – Galleria Area Plan will establish a comprehensive vision to guide future private investment, economic development and public infrastructure investments in a coordinated fashion towards an optimal outcome in terms of tax base, quality of life, and accessibility. In particular, the plan will focus on urban design, land use and transportation and will serve as the basis for the City to undertake an area-wide rezoning to ensure a sound regulatory framework that encourages economic development consistent with the vision. Absent such a vision and zoning framework for this critical growth area, the City will lack an adequate means to ensure that future development, as well as requests for zoning changes and economic development incentives by individual property owners or developers, will ultimately maximize public benefit.

Please contact me should you have additional questions.



Ryan S. Evans
Assistant City Manager

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Joey Zapata, Assistant City Manager
Jeanne Chipperfield, Chief Financial Officer
Edward Scott, Director, Controller's Office
Frank Libro, Public Information Office
William Finch, Chief Information Officer
Theresa O'Donnell, Director, Sustainable Development and Construction
Karl Zavitkovsky, Director, Economic Development
J. Hammond Perot, Assistant Director, Office of Economic Development
Stephanie Cooper, Assistant to the City Manager – Council Office

Attachment

Attachment: Valley View – Galleria Area Planning Study Area Boundary

