

Memorandum

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CITY OF DALLAS

DATE September 17, 2010

TO Members of the Economic Development Committee
Tennell Atkins (Vice-Chair), Dwaine Caraway, Jerry R. Allen,
Sheffield Kadane, Ann Margolin, Linda Koop, Steve Salazar

SUBJECT **Economic Development Committee**
Monday, September 20, 2010, 9:30 – 11:30 a.m.
1500 Marilla Street, City Hall, Room 6ES, Dallas, Texas 75201

AGENDA

1. Approval of September 7, 2010 Minutes of the Economic Development Committee
2. Cypress Waters TIF District
Karl Zavitkovsky, Director
Office of Economic Development
(Estimated time 20 minutes)
3. Major Events Development
Use of State's Trust Fund
Al Rojas, Interim Director
Convention & Event Services
(Estimated time 20 minutes)
4. Upcoming agenda items for September 2010
 - 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
 - World Affairs Council Contract / 90 day Extension
 - Approval of the addition of City owned properties into the North Oak Cliff Municipal Management District (MMD)

Ron Natinsky, Chair
Economic Development Committee

C: The Honorable Mayor and Members of the City Council
Mary K. Suhm, City Manager
Deborah Watkins, City Secretary
Tom Perkins, City Attorney
Craig Kinton, City Auditor
Judge C. Victor Lander, Administrative Judge Municipal Court
Ryan S. Evans, First Assistant City Manager
A.C. Gonzalez, Assistant City Manager
Forest Turner, Assistant City Manager
Jill A. Jordan, P.E., Assistant City Manager
Jeanne Chipperfield, CFO, OFS
Karl Zavitkovsky, Director, OED
Helena Stevens-Thompson, 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 7, 2010

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 7, 2010 **Meeting Start time:** 9:41 AM

Committee Members Present:

Ron Natinsky
Tennell Atkins
Sheffie Kadane
Ann Margolin
Jerry Allen
Dwayne Caraway
Linda Koop
Steve Salazar

Staff Present:

AC Gonzalez, *Assistant City Manager*
Karl Zavitkovsky, *Director, Economic Development*
Hammond Perot, *Assistant Director, Economic Development*
Lee McKinney, *Assistant Director, Economic Development*
Karl Stundins, *Area Redevelopment Manager, Economic Development*

Other Council Members Present:

David Neumann

1. Approval of August 16, 2010 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: Ms. Koop

Item passed unanimously: X

Item passed on a divided vote:

Item failed unanimously:

Item failed on a divided vote:

Follow-up (if necessary):

Councilmember Atkins requested value of improvements 2004 – 2010 and a map of the City owned properties.

Councilmember Natinsky requested to have breakdown (year by year) on an annual basis.

2. Dallas Public Improvement Districts

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

Action Taken/Committee Recommendation(s): Motion made to approve for public hearing.

Motion made by: Mr. Kadane

Motion seconded by: Mr. Atkins

Item passed unanimously: X

Item passed on a divided vote:

Item failed unanimously:

Item failed on a divided vote:

Follow-up (if necessary):

4. Upcoming agenda items for September 2010:
Presenter(s): Ron Natinsky, Councilmember

a. Consolidated Container Company and Weingarten Realty Investors

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

Motion made by: Mr. Atkins

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):

b. Authorize Community Based Non-Profit Grant Agreements with Mothers (Fathers) for the Advancement of Social Systems, Inc., Education is Freedom, Inc., and the National Kidney Foundation Serving North Texas for the South Dallas/Fair Park Trust Fund FY 09-10

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

Motion made by: Mr. Caraway

Motion seconded by: Mr. Atkins

Item passed unanimously: X

Item passed on a divided vote: _____

Item failed unanimously: _____

Item failed on a divided vote: _____

Follow-up (if necessary):

Councilmember Caraway requested a briefing on the South Dallas/Fair Park Trust Fund.

Councilmember Salazar requested a City plan for the area including goals, what can the other programs offer the area and how to market this area.

Councilmember Allen requested the number of public & private investments (including CDBG) into the Fair Park area in the past 10 years.

c. Niagara Bottling, LLC

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

Motion made by: Mr. Atkins

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):

Councilmember Allen requested a walk-thru the Dallas Central Appraisal District and how they value the land.

Meeting Adjourned: 10:46 AM

Approved By: _____
Ron Natinsky, Chair

Memorandum



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, Ann Margolin, Linda Koop, and Steve Salazar

SUBJECT: **Call a public hearing to consider creation of TIF Reinvestment Zone Number Nineteen (Cypress Waters TIF District) to be held on December 8, 2010; Cypress Waters TIF District; Council District 6; Agenda Item, September 22, 2010**

A briefing on the proposed Cypress Waters Tax Increment Financing (TIF) District will accompany this memo, providing additional information on the proposed TIF district.

State law requires that a public hearing be held in order to consider creation of a new TIF reinvestment zone to allow all interested parties to speak in favor of or against the zone.

A 60-day notification period is required prior to a public hearing to create a new TIF reinvestment zone. This action calls a public hearing on December 8, 2010 to consider the creation of TIF Reinvestment Zone Nineteen (Cypress Waters TIF District) and adopt the Cypress Waters Preliminary TIF District Project Plan and Reinvestment Zone Financing Plan. The Cypress Waters Tax Increment Financing (TIF) District is intended to encourage the initial development of the largest tract of undeveloped land within the City of Dallas (approximately 1,661 acres in total) surrounding North Lake. This district will promote the development of pedestrian-oriented traditional neighborhood development (TND) containing multifamily and residential development, a potential senior housing component, pedestrian-oriented retail development, and additional commercial development. Anticipated projects within the district will encourage greater job opportunities and improved housing options for the area.

The district is located in the area north and east of the intersection of LBJ Freeway (I-635) and Belt Line Road, with the entire site being located within the City of Dallas. The district contains approximately 939 acres of contiguous undeveloped land which will be adjacent to a 362 acre lake (upon the planned reduction of North Lake). Due to the remoteness of the property in the Cypress Waters TIF District from the remainder of the City of Dallas, fully developing the property will require significant public expenditures for infrastructure/utility improvements (including extensive water and wastewater transmission, storage and distribution improvements); construction of primary roadway improvements; facilities for police, fire and emergency services; environmental remediation; lake reclamation, etc. The use of TIF funds will allow this large, master-planned development which is

currently located outside of accessible City of Dallas services to commence development much sooner, and to proceed to completion much more quickly, than such would occur absent the use and availability of TIF funds.

The taxable appraised value of real property in the Zone for tax year 2010 was \$75,672, based on information from the Dallas Central Appraisal District. The base value of the district will be adjusted to match final tax roll figures when available. The base value equated to 0.0001% of the \$71,083,488,723 of taxable real property in the City of Dallas. Texas cities may not designate a reinvestment zone if the total appraised value of taxable real property in the proposed zone and other existing zones exceeds 15% of the total appraised value of taxable real property in the municipality. The value of the proposed zone and other reinvestment zones in Dallas is less than this statutory limit.

Moreover, the appraised value of taxable real property in this and all other Dallas TIF reinvestment zones combined is below the maximum threshold of 10% of the City's tax base as set by the City's Financial Management Performance Criteria (FMPC) as amended on September 24, 2008.

Currently, the proportion of the City's tax base contained in TIF districts is 6.9% based on FMPC guidelines (vs. 10% cap) and 8.6% for taxable real property only (State cap is 15%). The proposed Cypress Waters TIF District would not impact the percentages.

The Cypress Waters TIF District Preliminary Plan's defined redevelopment goals are provided below:

- Goal 1 – To create additional taxable value attributed to new private investment in projects in the Cypress Waters TIF District totaling approximately \$2.7 billion over the thirty year life of the TIF District.
- Goal 2 – To attract new private development, including approximately 10,000 new residential units, 4,000,000 square feet of commercial space (including approximately 700,000 square feet of data center use and 2,000,000 square feet of light warehouse/industrial use), and an estimated 150,000 square feet of pedestrian-oriented retail space, all of which are estimated to create an estimated 9,000 on site jobs.
- Goal 3 – To improve ridership on DART via the planned expansion along the Cotton Belt Line.
- Goal 4 – To improve recreational opportunities for the community and the future residents within the TIF district via extensive, publicly accessible green space on the site along the lake edge and along power line easements in addition to multiple parks, hike and bike trails and pedestrian connections throughout the District. Additional

open space may be available through the utilization of Coppell ISD land and as part of an MMD and/or TIF-funded public amenity center, at developer's option.

- Goal 5 – To create a model for exceptional development standards in terms of its complexity, scope, design, environmental sensitivity, and connectivity.
- Goal 6 – To develop the property in a manner where fiscal impacts for the remainder of the City are limited and a development pattern is secured that is a net benefit to the City from a fiscal, land use and community standpoint.
- Goal 7 – To generate an NPV of \$68 million or approximately \$157 million in total dollars in TIF revenues over the 30-year life of the district.

At the close of the public hearing on December 8, 2010, the City Council will consider an ordinance creating TIF Reinvestment Zone Nineteen (Cypress Waters TIF District).

STAFF

Karl Stundins, Manager, Area Redevelopment Division
Pam Thompson, Economic Development Analyst

RECOMMENDATION

Staff recommends approval. Please contact me if you have any questions.



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, Jr., City Attorney
Craig Kinton, City Auditor
Judge C. Victor Lander, Administrative Judge Municipal Court
Ryan S. Evans, First Assistant City Manager
Forest Turner, Assistant City Manager
Jill A. Jordan, P.E., Assistant City Manager
Jeanne Chipperfield, Chief Financial Officer
Karl Zavitkovsky, Director, Office of Economic Development
Hammond Perot, Assistant Director, Office of Economic Development
Helena Stevens-Thompson, Assistant to the City Manager

Cypress Waters TIF District



Economic Development Committee

September 20, 2010

Overview

- ◆ Cypress Waters is a proposed TIF district located north and east of the intersection of LBJ Freeway (I-635) and Belt Line Road. It is entirely in the City of Dallas.
- ◆ The area is on the DART light rail system's planned Cotton Belt Line.
- ◆ During the 30-year term of the proposed TIF district, approximately \$2.7 billion dollars is expected to be invested in the district.



Background – FMPC and State caps

- The City's Financial Management Performance Criteria (FMPC) defines the City's tax base as both taxable real and business personal property. TIF RZs are counted for taxable real property and Tax Abatement RZs for both real and BPP (if abated). RZs that have ended (i.e. now contributing 100% to the City of Dallas property tax revenues) are excluded from the calculation.
- State Law states that a city may not **create** a reinvestment zone if the total appraised value of real property only, including the proposed zone, exceeds 15% of the City's real property tax base.
- **Currently**, the proportion of the **City's tax base** contained in **TIF districts** is **6.9%** based on **FMPC guidelines (vs. 10% cap)** and **8.6%** for taxable real property only (**vs. 15% State cap**). Creation of the Cypress Waters TIF District does not impact the FMPC percentage, and MMD TIFs (like Cypress Waters) are exempt from the state cap.

Background (continued)

- ◆ Proposals for new TIF districts are evaluated on the following criteria:
 - **Financial Performance**
 - ◆ Taxes generated exceed taxes foregone;
 - ◆ Financial participation by other taxing entities;
 - ◆ Incentives needed to make a project feasible (review of pro formas); and
 - ◆ Minimum of \$100 million invested within 5 years of adoption
 - **Public Policy** – The proposed TIF Plan provides for:
 - ◆ Affordable housing;
 - ◆ Strong urban design;
 - ◆ Preferential hiring of neighborhood residents;
 - ◆ Enhancement of other public investments;
 - ◆ Enhancement of core assets of the City of Dallas;
 - ◆ Benefits to distressed areas;
 - ◆ Adds parks, trails or green space;
 - ◆ Fair Share Policy compliance (M/WBE business hiring)

Background (continued)

- ◆ Provisions of the proposed Cypress Waters TIF District were negotiated to follow these guidelines:
 - The district has a significant minimum project commitment (approximately \$2.7 billion in added value and \$3.0 billion in total cost).
 - The project will blend traditional multi-family and single-family neighborhoods with commercial and retail areas, following a Traditional Neighborhood Development planning system.
 - The developer will maintain extensive, publicly accessible green space on the site along the lake edge and along power line easements in addition to multiple parks, hike and bike trails, and pedestrian connections throughout the site.

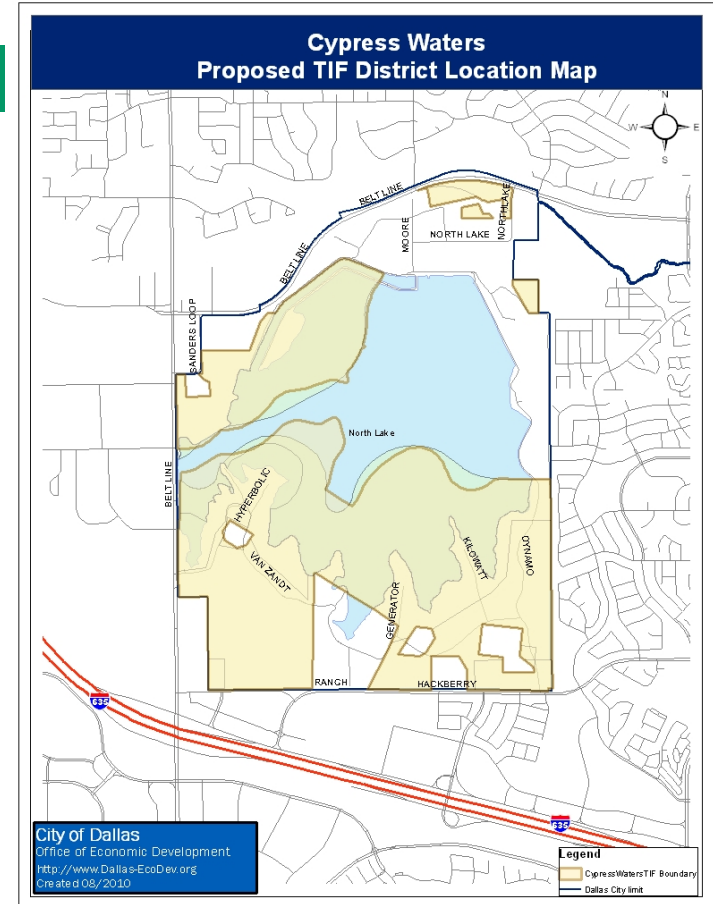


Cypress Waters TIF Proposal Overview

- ◆ The proposed Cypress Waters TIF District is located in an area north and east of the intersection of Belt Line and 635 near employment centers and along the Cotton Belt Line.
- ◆ The district contains approximately 939 acres (excluding public rights-of-way).
- ◆ The district is intended to create a funding source to encourage the initial development of a large tract of undeveloped land within the City of Dallas.
- ◆ The area is adjacent to a 362 acre lake and a former power plant.

Cypress Waters TIF Proposal Boundary Map

- ◆ The Cypress Waters TIF District is generally bounded by East Belt Line to the north, South Belt Line Road to the west, Ranch Trail Drive and Hackberry Road to the south, and the City of Irving to the east.



Cypress Waters TIF Proposal Overview – Existing Conditions



The entire Cypress Waters area is 1,661 acres of undeveloped land, including a 362 acre lake and 939 acres for the proposed TIF district.

Office of Economic Development
WWW.DALLAS-ECODEV.ORG

Cypress Waters TIF Proposal Overview – Existing Conditions



Predominantly open, undeveloped land.

Cypress Waters TIF Proposal Overview – Existing Conditions



Former power plant.



Radio equipment.

Cypress Waters TIF Proposal

Overview – Preliminary Plan Goals

- ◆ **Goal 1** – To create additional taxable value attributed to new private investment in projects in the Cypress Waters TIF District totaling approximately **\$2.7 billion over 30-year life** of the TIF district.
- ◆ **Goal 2** – To attract new private development adding approximately **10,000 new residential units, 4 million square feet of commercial space, and an estimated 150,000 square feet of pedestrian-oriented retail space**, all of which are estimated to create an estimated **9,000 on-site jobs**.
- ◆ **Goal 3** – To improve ridership on DART via the planned expansion along the Cotton Belt Line.
- ◆ **Goal 4** – To improve recreational opportunities for the community and the future residents within the TIF district via extensive, publicly accessible green space on the site along the lake edge and along power line easements in addition to multiple parks, hike and bike trails, and pedestrian connections throughout the district. Additional open space may be available through the utilization of Coppell ISD land and as part of an MMD and/or TIF-funded public amenity center, at developer's option.



Cypress Waters TIF Proposal

Overview – Preliminary Plan Goals (continued)

- ◆ **Goal 5** – To create a model for exceptional development standards in terms of its complexity, scope, design, environmental sensitivity, and connectivity.
- ◆ **Goal 6** – To develop the property in a manner where fiscal impacts for the remainder of the City are limited and a development pattern is secured that is a net benefit to the City from a fiscal, land use and community standpoint.
- ◆ **Goal 7** – To generate an NPV of **\$68** million or approximately \$157.3 million in total dollars in TIF revenues over the 30-year life of the District.



Office of Economic Development
WWW.DALLAS-ECODEV.ORG

Cypress Waters TIF Proposal

Overview – Preliminary Financial Plan

- ◆ The estimated **2010 base value** for the district is \$75,672 (land is all currently under agricultural exemption). It is anticipated to **grow to approximately \$2.7 billion** by 2040.
- ◆ City participation is expected to be 0% in the first year and then increase to 85%. It is anticipated that the district budget will be met in 23 years.
- ◆ **Dallas County** participation is anticipated at 0% for the first three years and **55%** for the next 20 years of the TIF district, starting in 2014.



Cypress Waters TIF Proposal Overview – TIF Increment Chart

PROJECTED TIF INCREMENT SCHEDULE											
Tax Year	Property Value Total	Anticipated Captured Value	Part'n Rate City	TIF Contribution City	Part'n Rate County	TIF Contribution Dallas County	TIF Contribution School	TIF Contribution DCCCD	TIF Contribution DCHD	Total TIF Contribution	TOTAL TIF 2009 NPV @ 5.00%
Base 2010	\$75,672	\$0		\$0		\$0	\$0	\$0	\$0	\$0	\$0
1 2011	\$75,672	\$0	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$0
2 2012	\$75,672	\$0	85.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$0
3 2013	\$67,838,957	\$67,763,285	85.00%	\$694,849	0.00%	\$0	\$0	\$0	\$0	\$694,849	\$571,654
4 2014	\$101,250,618	\$101,174,946	85.00%	\$679,822	55.00%	\$134,159	\$0	\$0	\$0	\$813,982	\$1,209,430
5 2015	\$188,683,060	\$188,607,388	85.00%	\$1,519,772	55.00%	\$299,919	\$0	\$0	\$0	\$1,819,691	\$2,567,311
6 2016	\$219,798,187	\$219,722,515	85.00%	\$1,481,026	55.00%	\$292,273	\$0	\$0	\$0	\$1,773,298	\$3,827,561
7 2017	\$341,038,061	\$340,962,389	85.00%	\$2,574,576	55.00%	\$508,079	\$0	\$0	\$0	\$3,082,655	\$6,914,023
8 2018	\$376,135,974	\$376,060,302	85.00%	\$2,480,017	55.00%	\$489,418	\$0	\$0	\$0	\$2,969,436	\$7,828,148
9 2019	\$512,173,251	\$512,097,579	85.00%	\$3,708,532	55.00%	\$731,859	\$0	\$0	\$0	\$4,440,392	\$10,554,163
10 2020	\$551,636,146	\$551,560,474	85.00%	\$3,601,139	55.00%	\$710,666	\$0	\$0	\$0	\$4,311,805	\$13,075,187
11 2021	\$700,880,129	\$700,804,457	85.00%	\$4,943,271	55.00%	\$975,528	\$0	\$0	\$0	\$5,918,800	\$16,370,996
12 2022	\$745,079,057	\$745,003,385	85.00%	\$4,836,658	55.00%	\$954,489	\$0	\$0	\$0	\$5,791,146	\$19,442,165
13 2023	\$905,778,832	\$905,703,160	85.00%	\$6,283,539	55.00%	\$1,240,023	\$0	\$0	\$0	\$7,523,562	\$23,242,075
14 2024	\$965,070,885	\$964,995,213	85.00%	\$6,177,731	55.00%	\$1,219,143	\$0	\$0	\$0	\$7,396,874	\$26,800,097
15 2025	\$1,127,993,753	\$1,127,918,081	85.00%	\$7,719,764	55.00%	\$1,523,455	\$0	\$0	\$0	\$9,243,219	\$31,034,522
16 2026	\$1,182,759,732	\$1,182,684,060	85.00%	\$7,640,387	55.00%	\$1,507,790	\$0	\$0	\$0	\$9,148,177	\$35,025,841
17 2027	\$1,368,721,712	\$1,368,646,040	85.00%	\$9,274,600	55.00%	\$1,830,293	\$0	\$0	\$0	\$11,104,893	\$39,640,154
18 2028	\$1,429,367,626	\$1,429,291,954	85.00%	\$9,206,296	55.00%	\$1,816,814	\$0	\$0	\$0	\$11,023,110	\$44,002,373
19 2029	\$1,629,236,473	\$1,629,160,801	85.00%	\$10,975,196	55.00%	\$2,165,897	\$0	\$0	\$0	\$13,141,093	\$48,955,113
20 2030	\$1,696,195,126	\$1,696,119,454	85.00%	\$10,909,871	55.00%	\$2,153,006	\$0	\$0	\$0	\$13,062,877	\$53,643,933
21 2031	\$1,910,893,540	\$1,910,817,868	85.00%	\$12,803,391	55.00%	\$2,526,682	\$0	\$0	\$0	\$15,330,073	\$68,884,516
22 2032	\$1,984,626,220	\$1,984,550,548	85.00%	\$12,761,625	55.00%	\$2,518,439	\$0	\$0	\$0	\$15,280,064	\$63,859,267
23 2033	\$2,215,135,246	\$2,215,059,574	60.31%	\$10,484,911	55.00%	\$2,916,253	\$0	\$0	\$0	\$13,401,163	\$68,014,537
24 2034	\$2,296,133,511	\$2,296,057,839	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
25 2035	\$2,543,496,148	\$2,543,420,476	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
26 2036	\$2,581,672,771	\$2,581,597,099	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
27 2037	\$2,602,673,153	\$2,602,597,481	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
28 2038	\$2,623,988,540	\$2,623,912,868	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
29 2039	\$2,645,623,658	\$2,645,547,986	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
30 2040	\$2,667,583,303	\$2,667,507,631	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
31 2041	\$2,689,872,342	\$2,689,796,670	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
32 2042	\$2,712,495,717	\$2,712,420,045	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
33 2043	\$2,735,458,443	\$2,735,382,771	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
34 2044	\$2,758,765,610	\$2,758,689,938	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
35 2045	\$2,782,422,384	\$2,782,346,712	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
36 2046	\$2,806,434,009	\$2,806,358,337	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
37 2047	\$2,830,805,809	\$2,830,730,137	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
38 2048	\$2,855,543,186	\$2,855,467,514	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
39 2049	\$2,880,651,624	\$2,880,575,952	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
40 2050	\$2,906,136,688	\$2,906,061,016	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
41 2051	\$2,932,004,029	\$2,931,928,357	0.00%	\$0	0.00%	\$0	\$0	\$0	\$0	\$0	\$68,014,537
				\$130,756,974		\$26,514,185	\$0	\$0	\$0	\$157,271,159	
NPV				\$56,679,323		\$11,335,214	\$0	\$0	\$0	\$68,014,537	

Cypress Waters TIF Proposal Overview – TIF Budget

Category	Total Estimated TIF Expenditure	Estimated TIF Expenditure
	(in 2010 Dollars)*	(Actual)**
Water Transmission Improvements	\$17,949,771	\$41,505,557
Sewer Transmission Improvements	\$14,799,357	\$34,220,802
Primary Roadway Improvements	\$27,525,410	\$63,647,468
Public Safety Improvements	\$6,000,000	\$13,873,901
Administrative & Implementation	\$1,740,000	\$4,023,430
Total Project Costs	\$68,014,537	\$157,271,159

* All values discounted to 2010 dollars at 5% annually. Actual expenditure value will depend on timing of project cost.

** All values are estimated based on annual TIF project costs and debt service schedules. These values depend on timing of projects and will fluctuate. An interest rate of 5% is used throughout the TIF term.

Note: in addition, DWU may agree to fund up to 30% of TIF-eligible water and sewer improvements.

Cypress Waters TIF Proposal Overview – Projected Development Schedule

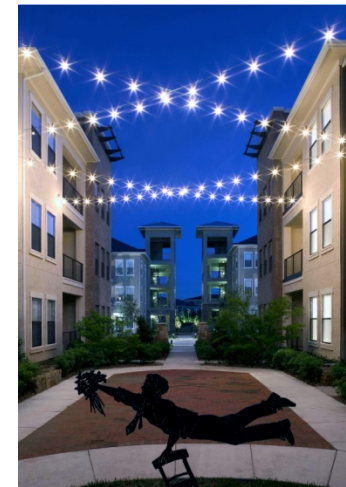
Year	Taxable	Multi-Family		Single Family		Office	Retail	Annual Undeveloped		Total Appraisal for Assessment Schedule 8
	Appraised Value for	Schedule 1 & 2	Schedule 1 & 2	Schedule 1 & 2	Schedule 1 & 2	Schedule 2	Schedule 2	Schedule 3	Schedule 3	
	Jan. 1,	Units	SF	Units	SF	Square Ft.	SF	Acres	SF	
Base	2010	0	0	0	0	0	0	0	0	\$75,672
1	2011	0	0	0	0	0	0	0	0	\$75,672
2	2012	667	581,481	0	0	100,000	0	0	0	\$75,672
3	2013	0	0	0	0	100,000	0	44	1,913,786	\$67,838,957
4	2014	667	581,481	0	0	200,000	0	7	294,030	\$101,250,618
5	2015	0	0	0	0	180,000	7,500	51	2,207,816	\$188,683,060
6	2016	667	581,481	50	154,300	180,000	7,500	13	572,814	\$219,798,187
7	2017	0	0	0	0	180,000	7,500	60	2,631,757	\$341,038,061
8	2018	750	652,954	50	141,700	180,000	7,500	13	572,814	\$376,135,974
9	2019	0	0	0	0	180,000	7,500	64	2,794,986	\$512,173,251
10	2020	750	652,954	50	154,300	180,000	7,500	13	572,814	\$551,636,146
11	2021	0	0	0	0	180,000	7,500	65	2,830,850	\$700,880,129
12	2022	750	652,954	50	154,300	180,000	7,500	13	572,814	\$745,079,057
13	2023	0	0	0	0	180,000	7,500	65	2,830,850	\$905,778,832
14	2024	750	652,954	50	154,300	180,000	7,500	13	572,814	\$955,070,885
15	2025	0	0	0	0	180,000	7,500	65	2,830,850	\$1,127,993,753
16	2026	750	652,954	50	154,300	180,000	7,500	13	572,814	\$1,182,759,732
17	2027	0	0	0	0	180,000	7,500	65	2,830,850	\$1,368,721,712
18	2028	750	652,954	50	154,300	180,000	7,500	13	572,814	\$1,429,367,626
19	2029	0	0	0	0	180,000	7,500	65	2,830,850	\$1,629,236,473
20	2030	750	652,954	50	154,300	180,000	7,500	13	572,814	\$1,696,195,126
21	2031	0	0	0	0	180,000	7,500	65	2,830,850	\$1,910,893,540
22	2032	750	652,954	50	154,300	180,000	7,500	13	572,814	\$1,984,626,220
23	2033	0	0	0	0	180,000	7,500	65	2,830,850	\$2,215,135,246
24	2034	750	652,954	50	154,300	180,000	7,500	13	572,814	\$2,296,133,511
25	2035	0	0	0	0	0	0	65	2,830,850	\$2,543,496,148
26	2036	749	651,330	0	0	0	0	0	0	\$2,581,672,771
27	2037	0	0	0	0	0	0	42	1,814,326	\$2,602,673,153
28	2038	0	0	0	0	0	0	0	0	\$2,623,988,540
29	2039	0	0	0	0	0	0	0	0	\$2,645,623,658
30	2040	0	0	0	0	0	0	0	0	\$2,667,583,303
Total for years 1-30		9,500	8,272,359	500	1,530,400	4,000,000	150,000	919	40,031,640	

Cypress Waters TIF Proposal Development Plan

- ◆ 10,000 new residential units
- ◆ 4,000,000 square feet of commercial space
- ◆ 150,000 square feet of pedestrian-oriented retail space
- ◆ 939 acres
- ◆ Traditional Neighborhood Development (TND)
- ◆ Proposed transit station on northwest side of development
- ◆ Anticipated additional taxable value is \$2.7 billion



Cypress Waters TIF Proposal Development Plan



Cypress Waters MMD

- ◆ On February 9, 2009, Council supported and consented to the State's creation of the Cypress Waters Municipal Management District.
- ◆ On June 19, 2009, the Cypress Waters MMD was created by the State of Texas.
- ◆ MMDs are self-governed, political subdivisions of the State of Texas. With the approval of a majority of the eligible voters in the district, they have the power to levy taxes and assessments to property owners in the district. In addition, MMDs can supply additional services that are supplemental or complementary to regular municipal services.
- ◆ The MMD provides another financing tool, in addition to the proposed TIF district, to enhance redevelopment in the Cypress Waters area.

Conclusion & Next Steps

- ◆ Creation of the Cypress Waters TIF District is recommended. The proposed TIF district:
 - Promotes denser, pedestrian-oriented residential development close to employment centers and a planned rail station.
 - Promotes rail station area redevelopment.
 - Enables a large tract of land that otherwise would not be built out as quickly to generate more than \$20 million in additional tax revenue.
- ◆ Public hearing and Council consideration on December 8, 2010

Appendix

- ◆ TIF Ranking Sheet for Cypress Waters TIF District
- ◆ Financial and Policy Evaluation
- ◆ Cypress Waters TIF Proposal Financial Summary

Cypress Waters TIF Proposal Financial and Policy Ranking

Criteria	Points (Max)	Points Scored
Financial		
Total new taxes generated by the district from all revenue sources exceed amount of taxes foregone. Direct monetary benefits to all taxing jurisdictions exceeds public funds invested during term of TIF district. Cash benefits to the City exceeds City expenditures. Full points if within the term of the TIF; 10 fewer points for each 3 years without City payback	50	50
Other taxing units participation	15	5
Comprehensive review of project pro forma, including rental rates, land costs, site analysis, construction costs, other sources of funds and grants, operating expenses, and rate of return for the developer	20	20
A minimum of \$100 million in new private investment will occur within 5 years of adoption of TIF district	15	15
Subtotal	100	90
Policy		
Provides affordable housing; 10 points max. (5 points for each 10% affordable units). A minimum of 10% affordable housing is required for each TIF district	10	10
Plan provides urban design guidelines and/or historic preservation guidelines, if applicable	10	10
Provides preferential hiring for neighborhood residents for new jobs created	5	5
Enhances public investments over \$10 million made within last 5 years or expected within the next 5 years (i.e. DART Light Rail System, Trinity River, bond improvements)	20	20
Enhances core assets of City	25	10
Provides direct benefits to distressed areas	20	15
Adds park or green space or to City/County Trail system and provides for ongoing maintenance of these amenities	5	5
Complies with Fair Share Guidelines for private investment.	5	5
Subtotal	100	80
Grant Total : Financial & Policy	200	170

- The table shows the ranking of the proposed TIF on the City's criteria.
- The TIF proposal scored 170 out of 200 possible points. This exceeds the 140 points needed for staff's recommendation.

Cypress Waters TIF Proposal Financial Evaluation

- Total new taxes generated by the proposed TIF exceeds the amount of taxes forgone.

Taxing Jurisdictions	Total Revenues to Taxing Jurisdictions and Fund During TIF Term					Less:	Net Benefit
	Real Property Tax (to fund and general revenues)	BPP Tax	Sales Tax	Franchise Tax	Total Tax Revenue	Contribution to TIF Fund	
Participating Jurisdictions							
City of Dallas: 85%	\$294,250,387	\$19,318,899	\$31,932,879	\$61,206,287	\$406,708,452	\$130,756,974	\$275,951,478
Dallas County: 55%	\$89,742,630	\$5,892,019	\$0	\$0	\$95,634,649	\$26,514,185	\$69,120,464
Other Jurisdictions							
Coppell Independent School District	\$493,946,286	\$32,429,859	\$0	\$0	\$526,376,145	\$0	\$526,376,145
Carrollton/Farmers Branch ISD	\$11,492,254	\$754,520	\$0	\$0	\$12,246,774	\$0	\$12,246,774
Dallas County Community College	\$37,337,026	\$2,451,349	\$0	\$0	\$39,788,374	\$0	\$39,788,374
Parkland Hospital	\$107,801,318	\$7,077,655	\$0	\$0	\$114,878,974	\$0	\$114,878,974
DART	\$0	\$0	\$31,932,879	\$0	\$31,932,879	\$0	\$31,932,879
Total	\$1,034,569,901	\$67,924,301	\$63,865,758	\$61,206,287	\$1,227,566,247	\$157,271,159	\$1,070,295,089
% of Total Tax Revenue	84.28%	5.53%	5.20%	4.99%	100.00%		
TIF Term	30	Notes:					
Estimated TIF Collection Period	23	(1) All values are projections and expressed in nominal dollars.					
Annual Benefit (RPT, BPP, and Sales tax) to the City of Dallas at TIF Expiration (2041)	\$27,431,285	(2) The legal TIF life will be set at 30 years. Based on projections, TIF collections will begin in 2011 and continue for 30 years, at which time the budget cap of \$157,271,159 is expected to be reached.					
Annual Benefit (RPT and BPP) to Dallas County from Property Tax Revenue at TIF Expiration (2041)	\$6,575,289	(3) Forecasts project City participation for 23 years at 85% and County participation for 20 years at 55%.					

Cypress Waters TIF Proposal

Financial Evaluation

- ◆ Revenues for this TIF district are estimated to be collected in 23 years.
- ◆ As a result of the City's participation being 85% during the life of the TIF, there will be continuous revenue flow to the general fund.
- ◆ The City is expected to break even (direct monetary benefits exceeding public funds invested) within the life of the TIF.
- ◆ It is estimated the City's general fund will receive approximately \$215 million (total dollars) in added revenue from real property, BPP, and sales tax during the life of the TIF district.
- ◆ Financial benefits to all taxing jurisdictions from anticipated increased in real property, business personal property and sales taxes is an estimated net \$1.1 billion
- ◆ A minimum of \$100 million in new investment will occur within the first 5 years.
- ◆ The TIF proposal scored a total of 90 out of 100 possible criteria points.



Cypress Waters TIF Proposal Policy Evaluation

- ◆ TIF projects will provide 20% affordable housing
- ◆ Urban design guidelines will be developed through the TIF board of directors
- ◆ Preferential hiring of neighborhood residents for new jobs created is incorporated in the TIF plan
- ◆ The TIF will enhance the planned Cotton Belt Line
- ◆ The TIF provides direct benefits to distressed areas
- ◆ Fair Share Guidelines for private investment is incorporated in the TIF plan
- ◆ Plan provides for multiple parks and trails
- ◆ The TIF proposal scored a total of 80 out of 100 possible criteria points

Memorandum



CITY OF DALLAS

Date September 16, 2010

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

Subject Major Event Development - Use of the Events Trust Fund

The Convention and Events Services Department will be briefing the Economic Development Committee on the program guidelines for the Major Event Development – Use of the Events Trust Fund on September 20, 2010.

Please let me know if you have any questions regarding this matter.

A handwritten signature in black ink, appearing to read 'A.C. Gonzalez', written over a circular stamp or seal.

A.C. Gonzalez
Assistant City Manager

C: Honorable Mayor and Members of the City Council
Deborah Watkins, City Secretary
Thomas P. Perkins, Jr., City Attorney
Craig Kinton, City Auditor
Judge C. Victor Lander, Administrative Judge Municipal Court
Mary K. Suhm, City Manager
Ryan S. Evans, First Assistant City Manager
Jill A. Jordan, P.E., Assistant City Manager
Forest Turner, Assistant City Manager
Jeanne Chipperfield, Chief Financial Officer
Al Rojas, Interim Director, Convention and Event Services
Helena Stevens-Thompson, Assistant to the City Manager

Major Event Development Use of the Events Trust Fund

Economic Development
Committee
September 20, 2010



Purpose

- To present the program guidelines for the use of the State's Major Event Trust Fund

Background

- Senate Bill 1515 was amended and enacted into law on September 1, 2009
 - Provides for the creation of a trust funds for
 - Major Events,
 - Motor Sports Racing,
 - Special events,
 - Sporting and non-sporting events
 - Includes events held in a public place, selected by an organization with a competitive selection process in which at least one non-Texas site was considered

Background

- Major Events Trust Fund has been utilized in Regional efforts
 - NBA All Star Game
 - NFL Super Bowl XLV (in process)

Background

- Through these experiences, the City has created a template/process
 - City of Dallas can
 - Serve as a conduit for State funds
 - Provide City services at full cost recovery
 - Authorize the creation of a Local Organizing Committee (LOC)
 - LOC can
 - Pursue an application and bid to a site selection organization
 - Secure an executed agreement with the site selection organization regarding a bid to host a game or event
 - Advance payment to the State Comptroller's Office
 - Work with event promoter on event expenses and logistics of the event
 - Coordinate with City for city services that will be requested

Potential Events

- Major events have been identified that could provide significant media exposure and economic impact to the City of Dallas
 - 2011 NCAA Women's Regional Division I Basketball Championships
 - 2011 US Fencing Junior Olympics
 - 2012-2014 Big 12 Conference Men's & Women's Basketball Championships
 - 2012 ASAE Annual Meeting & Exposition

Proposed Program Steps

- LOC (Dallas Convention and Visitors Bureau)
 - Identifies potential events
 - Coordinates with Event Promoter to develop operating budgets and event logistics
 - Requests City of Dallas to endorse eligible event
 - Each eligible event must be submitted separately
 - Upon receipt of endorsement letter an economic impact study is commissioned
- LOC coordinates with City staff for City services that will be requested (initial fatal flaw analysis)
- City Manager sends endorsing letter to State Comptroller to initiate the Trust Fund
 - City Manager may rescind the Endorsing letter at any point prior to deposit of funds with State Comptroller
- LOC submits application and economic impact study to State Comptroller

Proposed Program Steps

- State Comptroller's Office determines incremental taxes
 - Within 30 days, the deposit required to access the maximum State funds is established
- City staff vets event information to ensure all potential City services are included in the event budget
- City Council considers authorization for City Manager to execute Trust Fund Agreement
 - Approval of overall budget submission
 - Timeframe for the deposit to the State Comptroller
 - Instructions to the State Comptroller on approval process for reimbursement requests
 - This will be coupled with the request for an audit of the disbursement to ensure that all in accordance with the event trust fund agreement
 - City will need to take an active role in the process
 - The term of the contract is for one year

Proposed Program Steps

- Local Organizing Committee remits required deposit to City
 - City then remits to State Comptroller's Office based on the event trust agreement requirements
 - City of Dallas is not required to financially participate
- City Manager has the right to review requisitions for reimbursement from Trust Fund
- External auditor submits analysis of disbursements to City of Dallas

On Going Projects

- 2011 Dallas Football Classic Bowl Game
 - *Location*
 - Cotton Bowl Stadium at Fair Park
 - *History of Past Years*
 - 2011- new proposed bowl game for the City of Dallas
- 2011 MegaFest
 - *Location*
 - Fair Park complex
 - *History of Past Years*
 - 2006- Atlanta, GA

Next Steps

- Seek concurrence to utilize the trust fund program steps to pursue events which provided significant media exposure and economic impact to the City of Dallas

Appendix – List of Potential Events

- 2011 Dallas Football Classic Bowl Game
- 2011 NCAA Women’s Regional Division I Basketball Championships
- 2011 US Fencing Junior Olympics
- 2011 MegaFest
- 2012-2014 Big 12 Conference Men’s & Women’s Basketball Championships
- 2012 USA Volleyball Boys Junior National Championships
- 2012 USA Taekwondo Junior Olympics and Senior Nationals
- 2012 USA Fencing Summer Nationals
- 2012 ASAE Annual Meeting & Exposition

2011 Dallas Football Classic Bowl Game

- ***Date***
 - *January 1, 2011*
- ***Location***
 - **Cotton Bowl Stadium at Fair Park**
- ***Site Selection Organization***
 - **National Collegiate Athletic Association (NCAA)**
- ***History of Past Years***
 - **2011- this is a new proposed bowl game for the city of Dallas.**
- ***Application Deadline***
 - **September 1, 2010**

2011 NCAA Women's Regional Division I Basketball Championships

- *Date*
 - March 27-29, 2011
- *Location*
 - American Airlines Center
- *Site Selection Organization*
 - National Collegiate Athletic Association (NCAA)
- *History of Past Years*
 - 2010- Kansas City, MO, Memphis, TN, Sacramento, CA, Dayton, OH
 - 2009- Berkeley, CA, Oklahoma City, OK, Raleigh, NC, Trenton, NJ
 - 2008- Spokane, WA, Oklahoma City, OK, Greensboro, NC, New Orleans, LA
- *Application Deadline*
 - November 27, 2010

2011 US Fencing Junior Olympics

- *Date*
 - February 17-21, 2011
- *Location*
 - Dallas Convention Center
- *Site Selection Organization*
 - USA Fencing
- *History of Past Years*
 - 2010- Memphis, TN
 - 2009- Albuquerque, NM
- *Application Deadline*
 - October 16, 2010

2011 MegaFest

- MegaFest is a two-day, family-oriented fellowship event that has become one of the most widely attended religious events in America. Since its 2004 inception, MegaFest has been recognized as one of the largest religious gatherings in the United States and has reached more than 700,000 people from around the world. Created by Bishop Jakes as a festival for fellowship, spiritual rejuvenation and personal growth, MegaFest combines Bishop Jakes' most successful conferences for men and women pairing them with youth events, live concerts and activities for the entire family.

2011 MegaFest

- *Dates*
 - June 22-26, 2011* Tentative First Option
 - June 15-19, 2011** Tentative Second Option
- *Location*
 - Fair Park
- *Site Selection Organization*
 - T.D. Jakes
- *History of Past Years*
 - 2006- Atlanta, GA
- *Application Deadline*
 - February 15, 2011

2012-2014 Big 12 Conference Men's & Women's Basketball Championships

- *Dates:*
 - March 7-11, 2012
 - March 13-17, 2013
 - March 12-16, 2014
- *Location*
 - American Airlines Center & Moody Coliseum (Southern Methodist University)
- *Site Selection Organization*
 - Big 12 Conference
- *History of Past Years*
 - 2010- Kansas City, MO
 - 2009- Oklahoma City, OK
 - 2008- Oklahoma City, OK
- *Application Deadline*
 - November 7, 2011

2012 USA Taekwondo Junior Olympics and Senior Nationals

- The USA Junior Olympics and Senior Nationals is the premier junior and senior taekwondo event for girls and boys ages 6-18. The event will host over 3000 junior and senior athletes and 10,000 parents, and generate approximately \$6 million in visitor spending during the five days of competition. This event is a part of the USA Multi-sport event taking place at the Dallas Convention Center.

2012 USA Volleyball Boys Junior National Championships

- The USA Volleyball Boys Junior National Championships is the premier junior volleyball event for boys ages 12-18. The event will host 400 teams, 10,000 parents, and generate approximately \$11 million in visitor spending during the eight days of competition. This event is a part of the USA Multi-sport event taking place at the Dallas Convention Center.

2012 USA Volleyball Boys Junior National Championships

- *Date*
 - July 1- 8, 2012
- *Location*
 - Dallas Convention Center
- *Site Selection Organization*
 - USA Volleyball
- *History of Past Years*
 - 2010- Austin, TX
 - 2009- Atlanta, GA
 - 2008- Salt Lake City, UT
- *Application Deadline*
 - February 1, 2012

2012 USA Taekwondo Junior Olympics and Senior Nationals

- *Date*
 - June 29- July 5, 2012
- *Location*
 - Dallas Convention Center
- *Site Selection Organization*
 - USA Taekwondo
- *History of Past Years*
 - Orlando, FL - 2010
 - Austin, TX- 2009
 - Detroit, MI- 2008
 - San Jose, CA- 2007
- *Application Deadline*
 - January 29, 2012

2012 USA Fencing Summer Nationals

- The Summer National Championships are typically held in late June/early July. As the largest fencing tournament in the world it hosts fencers from around the country in 102 events over 10 days and hosts approximately 4,000 individuals that make up nearly 6,000 competitors and over 300 teams. Fencers must be US citizens or permanent residents and qualify to compete in this tournament. This is the last tournament for selection of the members of the team to the World Veterans Championships. In addition, Youth 12 and Youth 10 events held during this tournament are Youth Open events and participants do not have to be US citizens or permanent residents.

2012 USA Fencing Summer Nationals

- *Date*
 - June 29- July 8, 2012
- *Location*
 - Dallas Convention Center
- *Site Selection Organization*
 - Christine Strong Simmons (US Fencing)
- *History of Past Years*
 - Atlanta, GA- 2010
 - Grapevine, TX- 2009
 - San Jose, CA- 2008
 - Miami, FL- 2007
 - Atlanta, GA- 2006
- *Application Deadline*
 - January 29, 2012

2012 ASAE Annual Meeting & Exposition

- ASAE has more than 22,000 association professional, industry partners, and consultant members representing nearly 11,000 organizations, 10,000 of which are associations representing 287 million people and organizations worldwide. ASAE members manage leading trade associations, individual membership societies, and voluntary organizations across the United States and in 50 countries around the globe. ASAE also represents suppliers of products and services to the association community. Of our total membership, approximately: 48 percent are association CEO members, 35 percent are association staff professional members, 17 percent are association industry partner members

2012 ASAE Annual Meeting & Exposition

- *Date*
 - August 11- 14, 2012
- *Location*
 - Dallas Convention Center
- *Site Selection Organization*
 - ASAE & The Center
- *History of Past Years*
 - 2010- Los Angeles, CA
 - 2009- Toronto, ON
 - 2008- San Diego, CA
- *Application Deadline*
 - February 1, 2012

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.

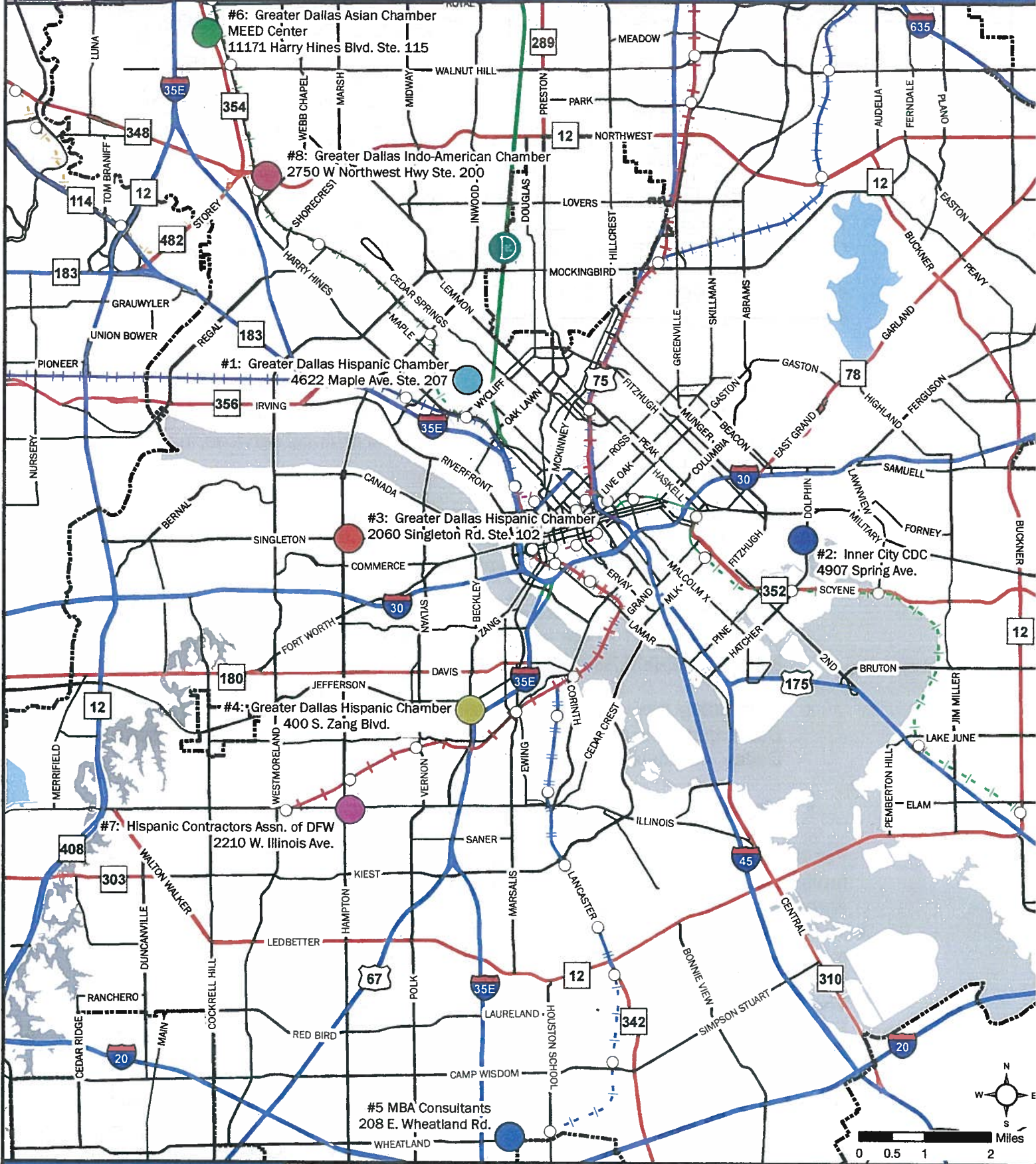
Should you have any questions concerning this information, please contact me at (214) 670-3314.



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
- Craig Kinton, City Auditor
- Judge C. Victor Lander, Administrative Judge Municipal Court
- Ryan S. Evans, First Assistant City Manager
- Forest Turner, Assistant City Manager
- Jill A. Jordan, P.E., Assistant City Manager
- Jeanne Chipperfield, Chief Financial Officer
- 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
 dallas-ecodev.org

Legend

- Trinity Railway Express
- DART Green Line
- DART Green Line Extension (2010)
- DART Orange Line (2013)
- DART Blue Line
- DART Red Line
- DART Blue Line South Extension (2018)
- DART D2 Line (2016)
- 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

Memorandum



DATE September 17, 2010

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

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.



A.C. Gonzalez
Assistant City Manager

- C: The Honorable Mayor and Members of the City Council
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Karl Zavitkovsky, Director, Office of Economic Development
Hammond Perot, Assistant Director, Office of Economic Development
Helena Stevens-Thompson, Assistant to the City Manager

Memorandum



CITY OF DALLAS

DATE September 17, 2010

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

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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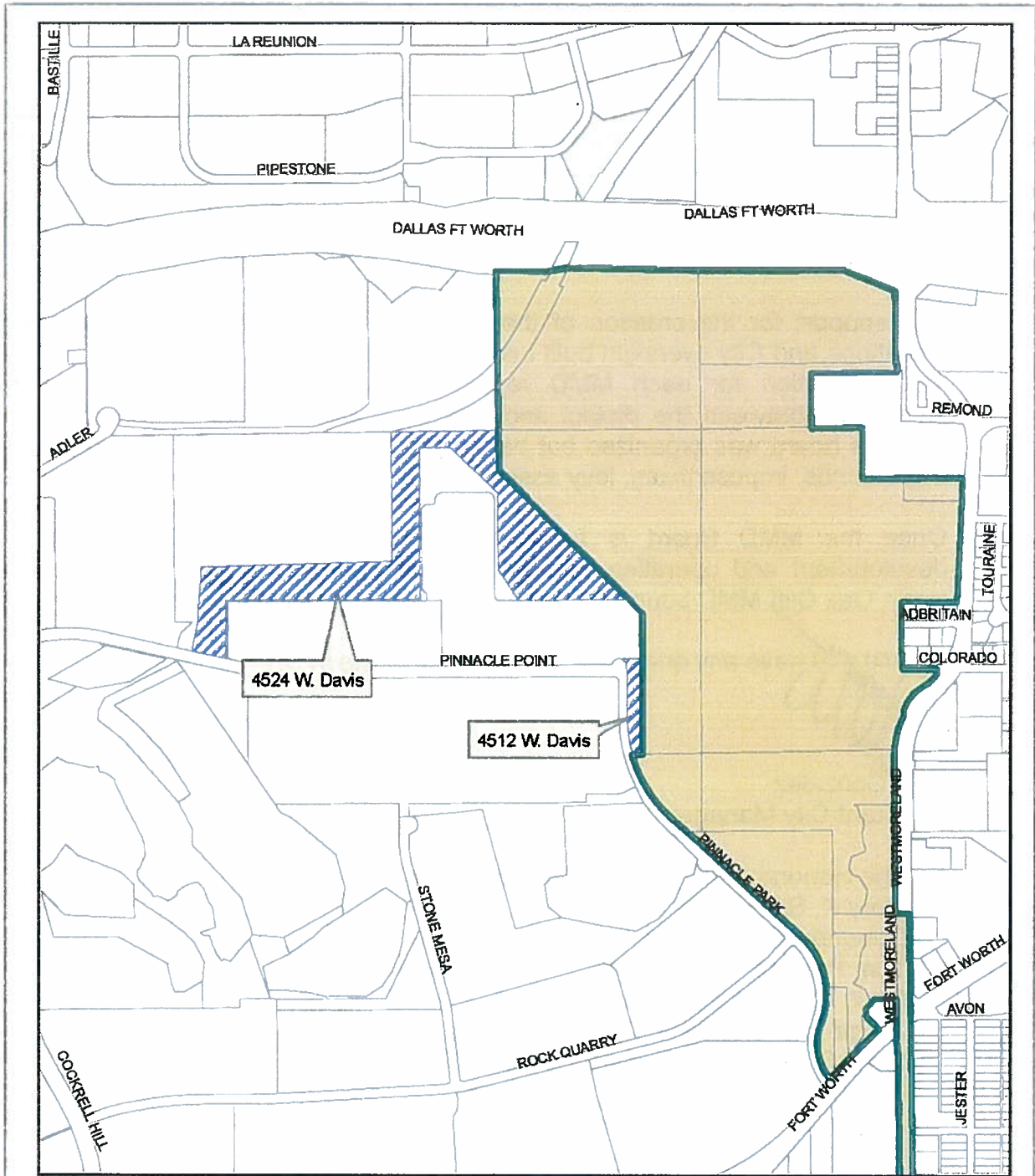




Exhibit A
City Owned Properties proposed for addition
into North Oak Cliff MMD

-  City properties to be added
-  MMD original boundary



Office of Economic Development
 August 20 10