



HELOTES
TEXAS
ECONOMIC DEVELOPMENT
REGULAR MEETING AGENDA

The City of Helotes Economic Development Corporation (EDC) Board of Directors will meet for a Regular Meeting on Wednesday, November 20, 2019 at 7:00 p.m. in the City Hall Council Chambers, 12951 Bandera Road, Helotes, Texas 78023. This is an open meeting, subject to the open meeting laws of the State of Texas.

1. Call to order.

OPEN SESSION:

2. Citizens to be heard.
The EDC cannot discuss any presented issue, nor may any action be taken on any issue at this time (Attorney General Opinion JC-0169). The EDC will accept comments from citizens of the City of Helotes and its Extraterritorial Jurisdiction (ETJ) only. Comments are limited to three (3) minutes, and this time is not transferable. Discussion by the EDC of any item not on the Agenda shall be limited to statements of specific factual information given in response to any inquiry, a recitation of existing policy in response to any inquiry, and / or a proposal to place the item on a future EDC Agenda.

CONSENT AGENDA (ITEM NOS. 3 – 4):

All Consent Agenda items listed below are considered routine by EDC Staff and are intended to be enacted by one motion. There will be no separate discussion of these items, unless a Director requests it, in which event the item will be removed from the Consent Agenda and considered in its normal sequence on the Agenda.

3. Approval of the minutes of the EDC Workshop and Regular Meeting dated October 16, 2019. (Staff)
4. Approval of the EDC Fiscal Year Ending (FYE) 2019 Revenue and Expense Report dated November 14, 2019. (Staff)

NOTICE OF ASSISTANCE AT THE PUBLIC MEETING

The City of Helotes City Hall is wheelchair accessible, and accessible parking spaces are available. In compliance with the Americans with Disabilities Act, the City of Helotes will provide reasonable accommodations for persons attending the meeting. To better serve you, requests should be received forty-eight (48) hours prior to the meeting. Please contact the City Secretary's Office at 210.695.5911 or by facsimile at 210.695.2123.

ITEMS FOR INDIVIDUAL CONSIDERATION:

5. Discussion of attending the International Council of Shopping Centers Red River States Conference & Deal Making on January 8-10, 2020. (Staff)

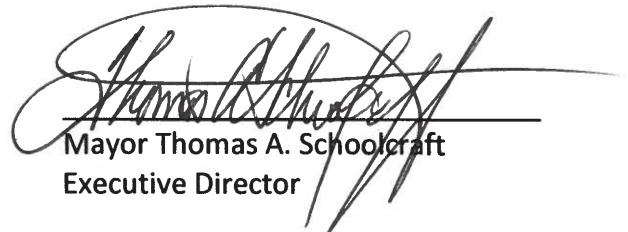
6. Staff Updates:
 - Work completed and/or in progress since October 16, 2019; and
 - Current and proposed commercial developments with the City of Helotes.

Adjourn.

The EDC Board of Directors reserves the right to adjourn into Closed Session at any time during the course of this meeting to discuss any of the exceptions to the requirement that a meeting be open to the public, in accordance with Texas Government Code, Chapter 551 *Open Meetings*, Subchapter D *Exceptions to Requirement that Meetings be Open*. No action may be taken in Closed Session.


A quorum of the City Council and/or other City Boards, Committees, or Commissions may be present at this meeting. The City Council and/or other City Boards, Committees, or Commissions may not take action regarding public business or policy.

I certify that this Agenda was posted on November 15, 2019 at 4:00 p.m.



Mayor Thomas A. Schoolcraft
Executive Director

Attest:



Glenn Goolsby
Assistant Director



WORKSHOP MEETING MINUTES

The City of Helotes Economic Development Corporation (EDC) Board of Directors met for a Workshop Meeting on Wednesday, October 16, 2019 at 6:30 p.m., in the City Hall Council Chambers, 12951 Bandera Road, Helotes, Texas 78023. This was an open meeting, subject to the open meeting laws of the State of Texas.

Present:

Board Members: *Kathryn Mitchell, Secretary* *Stephanie "Stevie" Seitz*
 Matthew McCrossen *Blaine Lopez*
 Ron Lane

Staff: *Rick Schroder, Executive Director*
 Glenn Goolsby, Assistant Director

Absent: *Phyllis Jackson* *John Kodosky*

1. Call to Order.

Secretary Mitchell called the meeting to order at 6:30 p.m.

2. Welcome newly-appointed EDC Directors.

Mayor Schoolcraft welcomed the newly appointed directors and reviewed procedures for conducting open meetings.

3. Discussion on the City of Helotes Economic Development Corporation, including, but not limited to, the Corporation's incorporation, purpose, history, mission, Restated Certificate of Formation, Amended Bylaws, Board of Directors and Executive Officers, Executive Director, and City Council oversight.

Rick Schroder reviewed the history of the HEDC, the latest Strategic Plan, and current projects.

Adjourn the workshop meeting of the EDC Board of Directors.

Secretary Mitchell adjourned the meeting at 7:13 p.m.

Mayor Thomas A. Schoolcraft
Executive Director



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REGULAR MEETING MINUTES

The City of Helotes Economic Development Corporation (EDC) Board of Directors met for a Regular Meeting on Wednesday, October 16, 2019 at 7:00 p.m., in the City Hall Council Chambers, 12951 Bandera Road, Helotes, Texas 78023. This was an open meeting, subject to the open meeting laws of the State of Texas.

Present:

Board Members: Kathryn Mitchell, Secretary Stephanie "Stevie" Seitz
Matthew McCrossen Blaine Lopez
Ron Lane

Staff: Rick Schroder, Executive Director
Glenn Goolsby, Assistant Director

Absent: Phyllis Jackson John Kodosky

1. Call to Order.

Secretary Mitchell called the meeting to order at 7:13 p.m.

2. Discussion of and action on the election of officers for the EDC Board of Directors, as required by the EDC Restated Certificate of Formation, Article Ten Board of Directors, including, but not limited to, a President, Vice-President, and Secretary. (Staff)

Motion was made by Stevie Seitz, second by Matthew McCrossen to discuss and take action on Item 2. Stevie Seitz nominated Blaine Lopez for President, Ron Lane for Vice President, and Kathryn Mitchell for Secretary. Motion carried unanimously.

PUBLIC HEARING:

3. Public Hearing on a proposal for the EDC to fund the construction of a spray park / splash pad at the Helotes Fitness Park and Disc Golf Course located at 10483 Parrigin Rd. The proposal constitutes an economic development "Project," as defined by Texas Local Govt. Code Chapter 505 Type B Corporations.

Public Hearing was opened at 7:17 p.m, with no public comment the hearing was closed at 7:17 p.m.

4. **Public Hearing on a proposal for the EDC to fund the construction of new sidewalks along Riggs Rd. from Our Lady Guadalupe Catholic Church (OLG) to F.M. 1560 and along Old F.M. 1560 from F.M. 1560 to Helotes City Hall. The proposal constitutes an economic development "Project," as defined by Texas Local Govt. Code Chapter 505 *Type B Corporations*.**

Public Hearing was opened at 7:17 p.m, with no public comment the hearing was closed at 7:18 p.m.

OPEN SESSION:

5. **Citizens to be heard.**
The EDC cannot discuss any presented issue, nor may any action be taken on any issue at this time (Attorney General Opinion JC-0169). The EDC will accept comments from citizens of the City of Helotes and its Extraterritorial Jurisdiction (ETJ) only. Comments are limited to three (3) minutes, and this time is not transferable. Discussion by the EDC of any item not on the Agenda shall be limited to statements of specific factual information given in response to any inquiry, a recitation of existing policy in response to any inquiry, and / or a proposal to place the item on a future EDC Agenda.

No citizens to be heard.

CONSENT AGENDA (ITEM NOS. 6 – 9):

All items marked with an asterisk (*) on the consent agenda were voted on as a group. Matthew McCrossen requested Items 8 & 9 be pulled for individual consideration. Motion was made by Matthew McCrossen, second by Kathryn Mitchell to approve Items 6 & 7 as written. Motion carried unanimously.

6. ***Approval of the minutes of the EDC Regular Meeting dated September 18, 2019. (Staff)**
7. ***Approval of the EDC Fiscal Year Ending (FYE) 2019 Revenue and Expense, Balance Sheet, and Encumbrance Reports dated October 10, 2019. (Staff)**
8. **Approval of a proposal for the EDC to provide the funding for a City Council approved project to add a spray park/splash pad to the Helotes Fitness Park and Disc Golf Course to be completed jointly with the City of Helotes whereby the EDC will provide the funding and the City of Helotes will provide the project planning, design, engineering, estimating, and management. (Mayor Schoolcraft)**
9. **Approval of a proposal for the EDC to provide the funding for a City Council approved project to install new sidewalks along the East side of Riggs Road from Our Lady Guadalupe Catholic Church (OLG) to F.M. 1560 and along the West side of Old F.M. 1560 from F.M. 1560 to City Hall to be completed jointly with the City of Helotes whereby the EDC will provide the funding and the City of Helotes will provide the project planning, design, engineering, estimating, and management. (Mayor Schoolcraft)**

ITEMS FOR INDIVIDUAL CONSIDERATION:

8. **Discussion of and action on a proposal for the EDC to provide the funding for a City Council approved project to add a spray park/splash pad to the Helotes Fitness Park and Disc Golf Course to be completed jointly with the City of Helotes whereby the EDC will provide the funding and the City of Helotes will provide the project planning, design, engineering, estimating, and management. (Mayor Schoolcraft)**

Motion was made by Matthew McCrossen, second by Ron Lane to discuss Item 8.

Motion was made by Kathryn Mitchell, second by Stevie Seitz to fund the construction of a spray park/splash pad as written. Motion carried unanimously.

9. **Discussion of and action on a proposal for the EDC to provide the funding for a City Council approved project to install new sidewalks along the East side of Riggs Road from Our Lady Guadalupe Catholic Church (OLG) to F.M. 1560 and along the West side of Old F.M. 1560 from F.M. 1560 to City Hall to be completed jointly with the City of Helotes whereby the EDC will provide the funding and the City of Helotes will provide the project planning, design, engineering, estimating, and management. (Mayor Schoolcraft)**

Motion was made by Kathryn Mitchell, second by Matthew McCrossen to discuss Item 9.

Motion was made Ron Lane, second by Stevie Seitz to fund the construction of sidewalks along the Riggs Road as written. Motion carried unanimously.

10. **Discussion of and action on a Resolution of the Board of Directors of the City of Helotes Economic Development Corporation (EDC) approving a revised Agreement for Management Services between the City of Helotes and the EDC; authorizing the Executive Director to take all necessary steps to implement the provisions of this Resolution; incorporating recitals; providing for severability; and adopting an effective date. (Staff)**

Motion was made by Matthew McCrossen, second by Stevie Seitz to discuss Item 10.

Rick Schroder stated upon City Council discussion of renewing the Management Services Agreement they requested to be compensated an additional \$9,600.00 for the City Administrators time devoted to managing the EDC, making the new total \$15,000.00.

Motion was made by Matthew McCrossen, second by Kathryn Mitchell to approve a revised Agreement for Management Services. Motion carried unanimously.

11. **Discussion of and direction on the design, cost, and installation of gateway monument signage on S.H. 16 (Bandera Rd.), Hausman Rd., and/or F.M. 1560. (Staff)**

Motion was made by Matthew McCrossen, second by Ron Lane to discuss Item 11.

Rick Schroder presented several design options, including one created by former board member Alan Holmes. Direction was given to review more options based on Mr. Holmes design.

12. Discussion of and action on producing a 2020 Shop Helotes Fiesta Medal. (Staff)

Motion was made by Kathryn Mitchell, second by Matthew McCrossen to discuss Item 12.

Glenn Goolsby reviewed prior Fiesta Medals made for Shop Helotes and how they were given out.

Motion was made by Ron Lane, second by Kathryn Mitchell to produce a 2020 Fiesta Medal in an amount not to exceed \$2,500. Motion carried unanimously.

13. Staff Updates:

- **Work completed and/or in progress since September 18, 2019; and**
- **Current and proposed commercial developments with the City of Helotes.**

Glenn Goolsby reviewed the status of commercial projects around Helotes.

No action taken.

Adjourn the regular meeting of the EDC Board of Directors.

President Lopez adjourned the meeting at 8:48 p.m.

Mayor Thomas A. Schoolcraft
Executive Director

CITY OF HELOTES
REVENUE & EXPENSE REPORT - UNAUDITED
AS OF: NOVEMBER 14TH, 2019

4

05 -ECONOMIC DEVELOPMENT CORP
REVENUES

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	BUDGET BALANCE	% OF BUDGET
<u>NON-PROPERTY TAXES</u>					
401-3140 SALES TAX	1,465,951.64	0.00	128,862.21	1,337,089.43	8.79
401-3150 MIXED BEVERAGE	<u>9,815.00</u>	<u>0.00</u>	<u>2,332.01</u>	<u>7,482.99</u>	<u>23.76</u>
TOTAL NON-PROPERTY TAXES	1,475,766.64	0.00	131,194.22	1,344,572.42	8.89
<u>MISCELLANEOUS REVENUE</u>					
406-1010 INTEREST	21,315.10	0.00	1,995.68	19,319.42	9.36
406-1060 TRANSFERS IN/OUT	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL MISCELLANEOUS REVENUE	21,315.10	0.00	1,995.68	19,319.42	9.36
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TOTAL REVENUES	1,497,081.74	0.00	133,189.90	1,363,891.84	8.90
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CITY OF HELOTES
 REVENUE & EXPENSE REPORT - UNAUDITED
 AS OF: NOVEMBER 14TH, 2019

05 -ECONOMIC DEVELOPMENT CORP
 ADMINISTRATION
 EXPENDITURES

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	BUDGET BALANCE	% OF BUDGET
<u>PERSONNEL</u>					
510-5101 SALARIES	72,544.50	5,359.63	10,594.49	61,950.01	14.60
510-5111 LONGEVITY	1,220.00	1,220.00	1,220.00	0.00	100.00
510-5113 BENEFITS	18,266.42	954.04	2,233.84	16,032.58	12.23
TOTAL PERSONNEL	92,030.92	7,533.67	14,048.33	77,982.59	15.26
<u>CONTRACTUAL SERVICES</u>					
510-5201 MEMBERSHIPS, DUES & LICENSES	16,000.00	0.00	0.00	16,000.00	0.00
510-5202 AUDIT FEES	3,200.00	0.00	0.00	3,200.00	0.00
510-5203 SCHOOLS, SEMINARS, CONFERENCES	3,000.00	0.00	0.00	3,000.00	0.00
510-5204 INTL. CONF. SHOPPING CENTERS	8,915.93	0.00	0.00	8,915.93	0.00
510-5205 BANK FEES	500.00	0.00	0.00	500.00	0.00
510-5206 LEGAL FEES / MDD CREATION	5,000.00	0.00	0.00	5,000.00	0.00
510-5208 CONC. DESIGN & LAND USE PLANS	15,000.00	0.00	0.00	15,000.00	0.00
510-5210 WORKSHOPS & PROMOTIONS	3,000.00	0.00	0.00	3,000.00	0.00
510-5211 MARKETING / TOURISM	35,000.00	0.00	2,264.79	32,735.21	6.47
510-5212 WEBSITE DEV. & MAINTENANCE	9,790.83	711.95	4,744.15	5,046.68	48.46
510-5214 MANAGED SVCS. AGREEMENT	5,400.00	0.00	15,000.00	(9,600.00)	277.78
510-5215 DEBT SERVICE	329,210.22	0.00	0.00	329,210.22	0.00
510-5224 OFFICE RENTAL	10,800.00	0.00	800.00	10,000.00	7.41
510-5225 OTHSD PARKING LOT LEASE	5,520.00	0.00	452.92	5,067.08	8.21
510-5227 CAPACITY / GAP ANALYSES	15,000.00	0.00	0.00	15,000.00	0.00
510-5228 VISITOR CENTER	50,000.00	0.00	0.00	50,000.00	0.00
510-5229 GATEWAY SIGNAGE	50,000.00	0.00	0.00	50,000.00	0.00
TOTAL CONTRACTUAL SERVICES	565,336.98	711.95	23,261.86	542,075.12	4.11
<u>COMMODITIES</u>					
510-5301 OFFICE SUPPLIES	3,000.00	0.00	0.00	3,000.00	0.00
510-5302 OPERATIONAL EXPENSES	14,361.70	0.00	629.66	13,732.04	4.38
510-5305 COMMUNICATION EQUIPMENT	1,231.63	0.00	124.73	1,106.90	10.13
510-5326 EXPENSE REIMBURSEMENT	183.27	0.00	0.00	183.27	0.00
510-5333 380 AGREEMENT REIMBURSEMENTS	567,982.00	0.00	0.00	567,982.00	0.00
TOTAL COMMODITIES	586,758.60	0.00	754.39	586,004.21	0.13
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TOTAL ADMINISTRATION	1,244,126.50	8,245.62	38,064.58	1,206,061.92	3.06
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TOTAL EXPENDITURES	1,244,126.50	8,245.62	38,064.58	1,206,061.92	3.06
=====					
REVENUES OVER/(UNDER) EXPENDITURES	252,955.24	(8,245.62)	95,125.32	157,829.92	37.61
=====					

*** END OF REPORT ***

CITY OF HELOTES
 REVENUE & EXPENSE REPORT - UNAUDITED
 AS OF: NOVEMBER 14TH, 2019

05 -ECONOMIC DEVELOPMENT CORP
 FINANCIAL SUMMARY

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	BUDGET BALANCE	% OF BUDGET
<u>REVENUE SUMMARY</u>					
NON-PROPERTY TAXES	1,475,766.64	0.00	131,194.22	1,344,572.42	8.89
MISCELLANEOUS REVENUE	<u>21,315.10</u>	<u>0.00</u>	<u>1,995.68</u>	<u>19,319.42</u>	<u>9.36</u>
TOTAL REVENUES	1,497,081.74	0.00	133,189.90	1,363,891.84	8.90
	=====	=====	=====	=====	=====
<u>EXPENDITURE SUMMARY</u>					
ADMINISTRATION	<u>1,244,126.50</u>	<u>8,245.62</u>	<u>38,064.58</u>	<u>1,206,061.92</u>	<u>3.06</u>
TOTAL EXPENDITURES	1,244,126.50	8,245.62	38,064.58	1,206,061.92	3.06
	=====	=====	=====	=====	=====
REVENUES OVER/(UNDER) EXPENDITURES	252,955.24	(8,245.62)	95,125.32	157,829.92	37.61

City of Helotes EDC
AGENDA ITEM REQUEST FORM
DATE: November 20, 2019

Agenda Placement: CONSENT
 INDIVIDUAL
 PRESENTATION
 CLOSED

CAPTION:

5. Discussion of attending the International Council of Shopping Centers Red River States Conference & Deal Making on January 8-10, 2020.
(Staff)

BACKGROUND:

The HEDC has budgeted to exhibit and attend the International Council of Shopping Centers Red River States Conference & Deal Making on January 8-10, 2020 at the Fort Worth Convention Center. The Regional Deal Makings are a one-stop for education, networking and deal making. These two-to-three day events provide opportunities to gain information about the most current industry issues, and meet and make deals with colleagues doing business in the same region. The HEDC typically has two attendees, the Helotes City Administrator and EDC Assistant Director, to help staff the exhibit space and meet with prospects. Prior contacts include:

- Walmart, Marco's, Dunkin Donuts, O'Reilly, Dollar Tree, BurgerKing, and more still in discussion.

FINANCIAL: See attached.

RECOMMENDATION: No recommendation provided.

SUBMITTED BY: EDC Staff

SUGGESTED MOTION: No motion provided.

Anticipated Cost:

- Exhibit Space \$695 for a 10x10 space with carpeting, pipe & drape, and Company ID sign
- Furniture Rental \$355 for two chairs
- Registration Fee \$95 pp
- Hotel \$299 pp (2 nights at the Hampton Inn)
- Travel \$320 (mileage reimbursement to travel to Fort Worth at \$.58 per mile)
- Per Diem \$ 152.50pp (three days at the GSA rate, 75% first and last day and 100% second day)
- Promotional Giveaways \$1,500 - \$2,500 depending on item and quantity

Booth:

- EDC provides podiums, literature rack, and banners

Cancellation Policy:

- No refunds for exhibit space.
- No refunds for registration after December 9, 2019. \$25 cancellation fee

REGISTRATION FORM

How to Register

Fax: +1 732 694 1800
Online: www.icsc.com/2020RRS
Mail: ICSC
P.O. Box 419822
Boston, MA 02241-9822

Registration Fees

	Advance	On-Site
Member*	\$350	\$450
Non-Member	\$700	\$900
Public Official Member	\$95	\$125
Retailer Member**	\$0	N/A
Student Member***	\$50	N/A

*Must be an ICSC member or affiliate member—visit www.icsc.com/ membership or call +1 646 728 3800 to join.

**Advance registration is required—on-site complimentary registration is not available. Third-party retail representatives are not eligible.

***On-site student registration is not available—advance registration required.

Deadline

Advance registrations must be received by **December 9, 2019**.

Continuing Education Credit

ICSC-Certified professionals earn 1.0 credit (A3) towards CRRP certification renewal.

Hotel Reservations

A block of rooms has been reserved at:

Omni Fort Worth Hotel 1300 Houston Street Fort Worth, TX 76102 Rate: \$299 Single/Double Cut-Off Date: December 19, 2019	Hilton Fort Worth 815 Main Street Fort Worth, TX 76102 Rate: \$215 Single/Double
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To make a reservation, visit www.icsc.com/2020RRS. For assistance, call +1 877 541 9876, or internationally at +1 312 527 7300.

Cancellations

All cancellations are subject to a **\$100** cancellation fee for members and non-members; **\$25** for Public Official Members and Student Members. Refunds will not be given for cancellations received after **December 9, 2019**. All requests for refunds must be received by ICSC in writing.

Accessibility

Anyone desiring an auxiliary aid for this event should notify **Catherine O'Hare** at +1 **646 728 3504** no later than **December 6, 2019**.

Terms, Conditions and Rules

This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.com/event-terms-and-conditions, which are hereby incorporated by reference.

Please Check One: Member Non-Member Public Official Member Student Member

Name		Title	
Company			
Address			
City		State/Province	Zip/Postal Code
Telephone		Fax	
Email		Your Membership I.D. #	(2020RSS)
REQUIRED FOR NON-U.S. APPLICANTS:		Date of Birth	Country of Citizenship

Please check here if any of the above information has recently changed.

Method of Payment (No cash accepted in advance or on site.)

Check made payable to ICSC enclosed for \$ _____ MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card)		Signature	
Credit Card Number (include all digits)		Expiration Date (month/year)	

Red River States Conference & Deal Making

Schedule

Wednesday January 8, 2020

11:00am - 2:00pm

Topgolf Tournament

Stay tuned! More details will be announced soon.



2:00pm - 2:45pm

First-Timer & New Member Orientation



3:00pm - 4:00pm

Career Development Session

Stay tuned! Details will be announced soon.



4:00pm - 5:30pm

Next Generation & Student Event

Stay tuned! Details will be announced soon.



5:30pm - 6:30pm

Red River States Opening Reception

Join us to kick off the 2020 Red River States Conference and get excited for the deal making, networking, and industry p...



Red River States Conference & Deal Making

Schedule

Thursday January 9, 2020

8:00am - 9:00am

Breakfast & Networking



8:00am - 9:00am

Women's Networking & Leadership Breakfast

Gain insight into cultivating leadership skills and learn strategies for building supportive, empowering communities bot...



8:45am - 9:15am

How to Earn ICSC's New Certification, the CRRP

Find out how earning ICSC's Certified Retail Real Estate Professional (CRRP) designation will help you increase your ind...



9:00am - 5:00pm

Deal Making



9:15am - 10:15am

Professional Development Workshop: Leasing Keys in Today's Environment

Stay tuned - more details will be announced soon!



10:15am - 11:15am

Professional Development Workshop: Retail Real Estate Finance

Stay tuned - more details will be announced soon!



11:15am - 12:15pm

Transforming Today's Ordinary Spaces into Tomorrow's Industry Defining Places: How To Reimagine Retail Real Estate

To succeed in today's landscape, retail properties need to be more than just bricks and mortar—they must be hospitality-...



12:15pm - 12:45pm

Lunch



12:45pm - 1:30pm

Keynote: Robert O'Neill

Never Quit Decorated former Navy SEAL Robert O'Neill describes lessons learned from more than 400 combat missions. SPE...



1:45pm - 2:15pm

The Co-Working Craze

DFW is a fast-growing metropolitan market for co-working. Hear from these top players in the market on how their approach...



2:15pm - 2:45pm

Economic Forecast

Stay tuned! Details will be announced soon.



2:45pm - 3:15pm

Driving Dining Forward: Inside New Restaurant Concepts

SPEAKERS John Kennedy, Founder, Stella Nova MODERATOR Kyle Noonan, Owner, FreeRange Concepts



3:15pm - 4:00pm

How Technology is Redefining the Role of the Store

Walk through a shopping center today and chances are you'll see a mix of legacy retail formats alongside trending format...



4:00pm - 4:30pm

Session to be Announced



Red River States Conference & Deal Making

Schedule

Friday January 10, 2020

8:30am - 10:00am

Retail Runway

Hear directly from retailers pitching their expansion plans. Stay tuned! Retailer participants will be announced soon.



9:00am - 12:00pm

Deal Making & Retailer Central





Survival Multi Tool \$1.70-\$2.00 each



\$9.47-\$9.87each



Journal \$3.00 - \$3.23



USB Flex Light \$1.83 - \$2.20

EDC Staff:

- Attended a Helotes Chamber Mixer at Bob's Chop House on October 17, 2019.
- Attended a ground breaking ceremony for Judicial Services located at 15248 Scenic Loop Road on November 11, 2019.
- Attended a ribbon cutting ceremony for Bank of England Mortgage, located at 12274 Bandera Road on November 11, 2019.
- Attended a luncheon hosted by CPS Energy on the Future of Energy on November 12, 2019.
- Attended a morning networking event at Texas Grounds Coffee on November 13, 2019.
- Attended a presentation by the Helotes FFA on the pros and cons of foreign investment in agricultural property in Texas as practice for an upcoming competition on November 14, 2019.
- Is working with RealMassive to add more local commercial listing to the EDC Website.
- Is working with NeonCloud Production to create a video tour of Helotes highlighting; residential growth, commercial development opportunities, and quality of life. They are adding some final touches now. The contract was signed in March 2018, but rain and construction delays pushed filming to August 2, 2019. They were asked to film for two videos, one for tourism and one for economic development. With the tourism video being funded by the City of Helotes.
- Is in contact with several new prospects considering Helotes. Until sites go under contract prospects ask not to be identified.
- Will continue to have discussions for the development of a 15-20 acre mixed-use project. The developers are evaluating several sites in and around Helotes.

Commercial Development Updates:

HEDC staff has created several site plans for the 6 acre tract of land near 12474 Bandera Road. Staff has had discussions with two brokers/developers for flex office space. Both are looking further into the site and surrounding area.



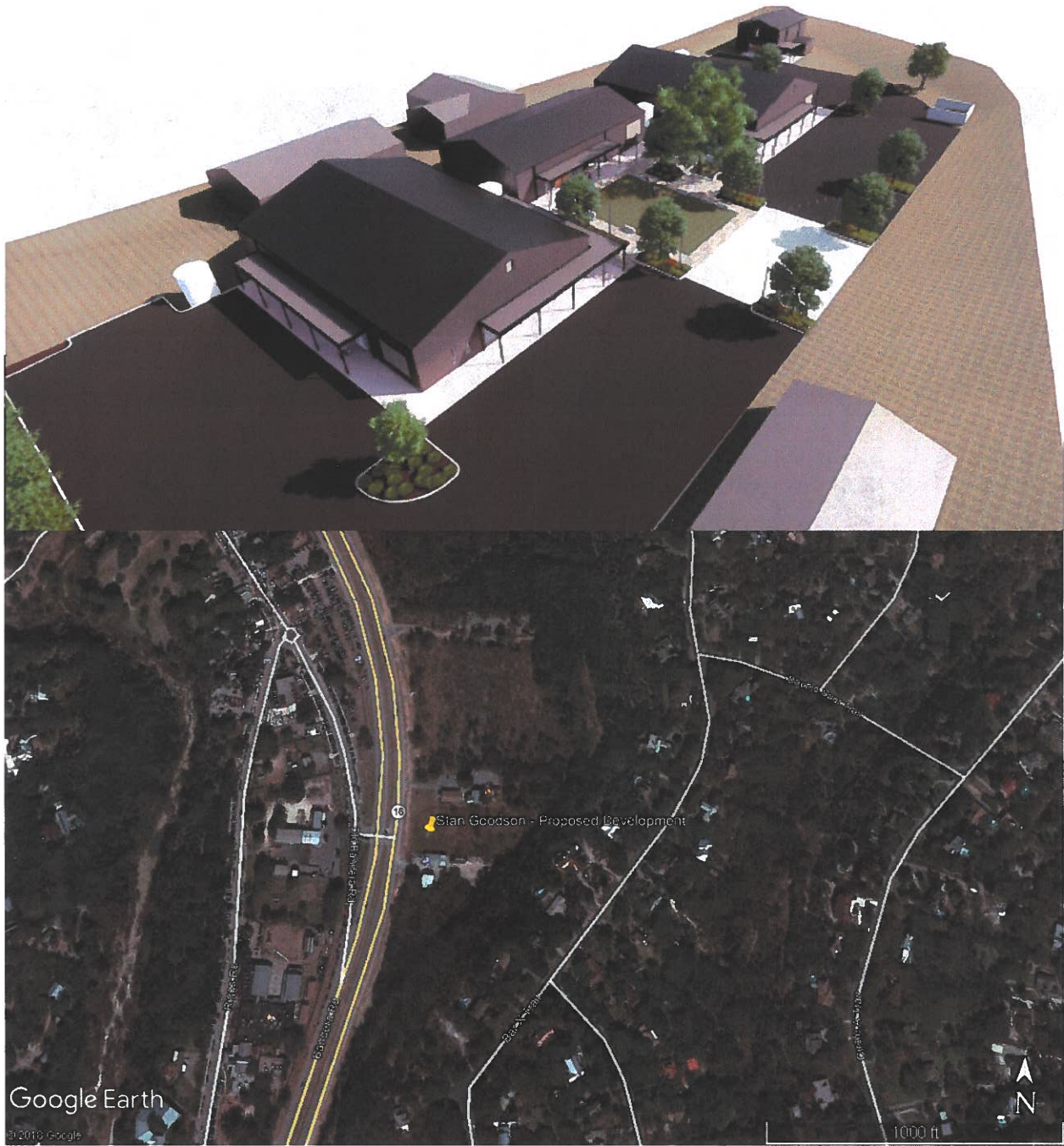
HEDC staff has been in contact with the broker representing the disposition of the First Choice ER located at 12285 Bandera Road. They have accepted a second offer from a medical group looking to purchase all five properties in Bexar County.



A proposed 18,175sqft. office building for Judicial Services broke ground on November 11, 2019. The owners had reached out for relocations assistance in November 2018 and the EDC provided preliminary site planning.



Property located near 14096 Bandera Road owned by Stan Goodson is being master planned by the Overland Group for 15,000-17,000sqft. of retail/office space. EDC staff has been working with Mr. Goodson to develop the site for three years.



EDC staff worked with Abiso Development on the Helotes Point shopping center and upon completion the developer was interested in another site. The Helotes Crossing development added an additional 9,300sqft of retail/office space. Staff has assisted two of the current tenants. The first tenant, Club Pilates is scheduled to occupy the space in late February 2020, followed by Dunkin.

