



DATE: September 08, 2016

TO: EDC Board

FROM: Paul Chavez, EDC Director

RE: Monthly Activities for August

My action items over the past 30 days include:

Week of August 1

- Meeting with David Parker Consulting on hotel feasibility study for Seabrook
- Follow up on the US Census training meeting and Webinar
- Explore the idea of "Certified Sites" in Seabrook for new commercial development purposes
- Meeting with Ayrshire Corporation on Waterfront Project
- Follow up with LeaAnn on news items for newsletter
- Follow up with TXDOT on the workshop for August 17
- Follow up with Outrigger's on their relocation meeting
- Meeting with Coy Davidson on real estate in Seabrook
- Meeting with CenterPoint Energy on building a Seabrook business retention program

Week of August 8

- Meeting with CenterPoint Energy Economic Development Department on the development of a Business retention and Expansion Program
- Meeting with the owner of the building at 1717 Main St.
- Economic Alliance Board Meeting
- Meeting with developer on business project for north side of the city
- Follow up with Texas Marine on their potential site expansion
- Conference Call with Impact Data Sources on economic impact report for potential hotel / conference center project
- Meeting with marketing staff on advertisement development for upcoming tradeshow

Week of August 15

- Pat Patel's six month review
- Tookie's Seafood ribbon cutting ceremony
- Follow up with Economic Alliance on leads for light warehousing / manufacturing
- Follow up with BAHEP on upcoming conferences
- **TXDOT Business Relocation Workshop on Wednesday**
- Meet with marketing team on ads for RedNews and HBJ
- Follow up with HBJ on advertising past schedule, click rates from online ads

- Attend GHP Site Consultant meeting (Vikki Tam of Bain and Company). Site tour of Clear Lake Region to follow.

Week of August 22

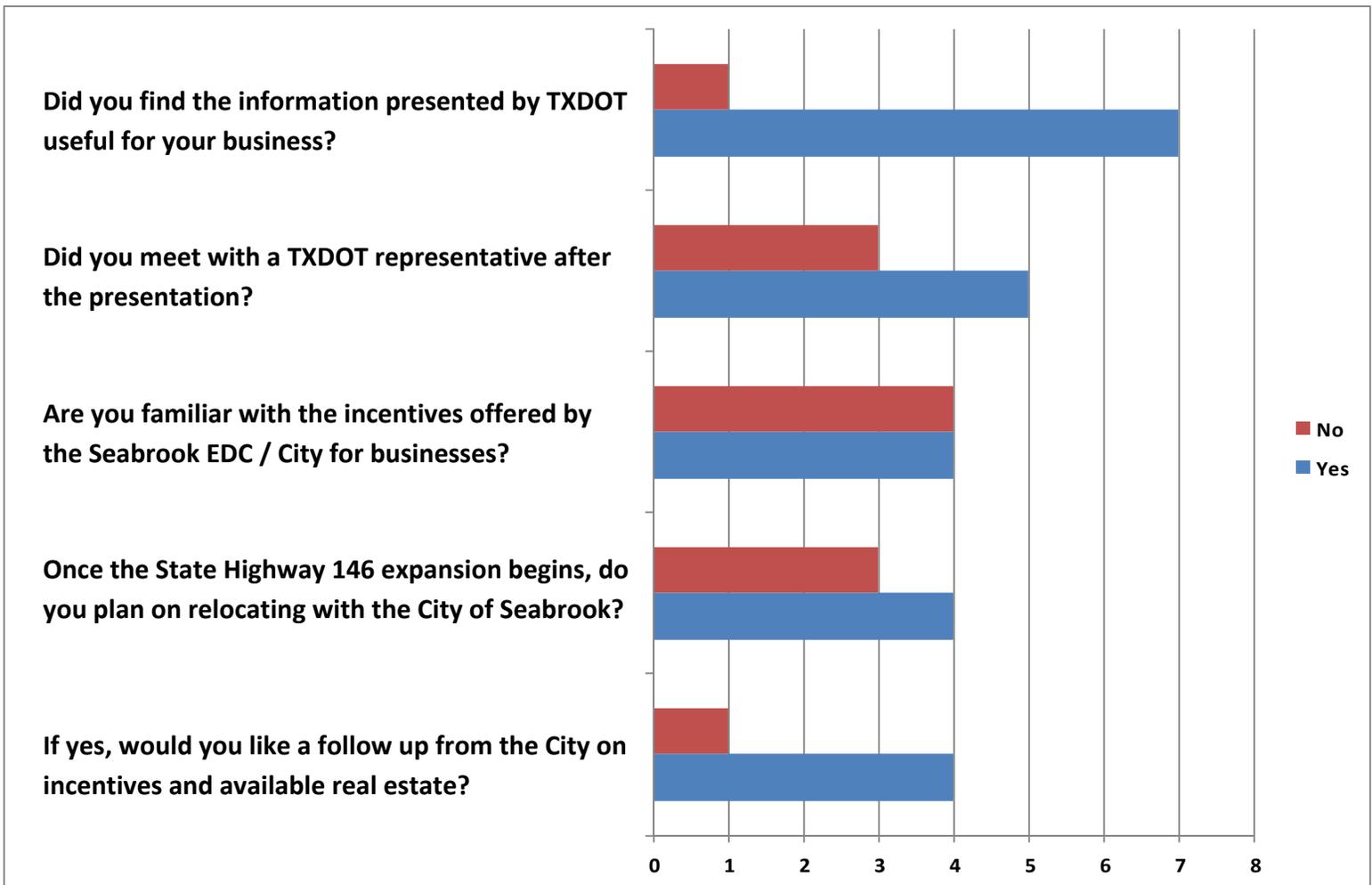
- Review advertising with John-Michael for RedNews during ICSC in Dallas in October
- Review information collected by Pat on grants for parks
- Meeting with Chad Carson from Economic Alliance
- Meeting with International Signature Bistro on their relocation project
- Follow up on questions and information request from the SH146 TXDOT meeting

Week of August 29

- Meeting with Ayrshire Corporation on Respdorph Waterfront Project
- Meeting with Houston Business Journal on their advertising metrics
- Follow up with business prospects
- EDC/City Council Joint Meeting on Tuesday, August 30
- Meeting with Blueline Rental (SH146 business)
- TXDOT Conference Call on Business Relocation Assistance Program
- Meeting with Anderson Advertising about 2017 Buy Local Program
- Houston Economics Club Meeting at the Federal Reserve Bank Downtown
- Finalize design for advertisement in REDNews for ICSC Dallas Tradeshow

Survey for SH146 TXDOT Relocation Workshop

- 32 surveys sent 8/25/16
- 8 responses received as of 8/31/16



If you would not like a follow up from the City, would you like to share your thoughts?

Response 1 : I already had a nice meeting with Paul & company. I really appreciate all the info put together in that folder. I enjoyed that meeting & yalls willingness to help. As it gets closer I may want more info.

Response 2 : We will not be required to move.

Would you like to share any additional thoughts from the presentation?

Response 1 : I was very pleased at the positive info regarding the relocation & re-establishment generous financial help offered by TXDOT.

Response 2 : While the information was helpful, the process is ridiculous. A small business like mine cannot afford to make any expenses necessary and wait and hope to be reimbursed. Further, my TXDOT representative gave me completely opposite information as was provided at the meeting, i.e. I could submit estimates and be paid on the lowest estimate before I actually incur the expenses as I cannot afford to “front” the expenses. He also told me I was “free to move now” without concern for breaching my lease as the State would continue to make my rent payments to my current landlord until the sale of the land/building was finalized. The meeting information verified that was not correct. With such few spaces available now in Seabrook or by the time we actually have to vacate, the timing is so far off, not to mention the new retail centers that are apparently going to be built will not be ready in time and rent for any of those spaces would be double what I pay now. Yes, something has to be done, but this entire ordeal has been mishandled with respect to displaced businesses.

Response 3 : The main thing I have come away with for the past 23 years is that plans are made but nothing comes to fruition. I have asked repeatedly at the meetings if TXDOT had a closing with the Railroad and I am told no. Then I ask what the terms of the deal are and they say they do not know. Then they say that its gonna happen but month after month year after year nothing happens. I am ok with it except as a business owner this back and forth system limits my ability to make capital improvements on parts of my property. It behoves the State to close the deal with the Railroad before they create additional havoc on the business community of Seabrook. Furthermore the lights in Kemah at the rush hours are the culprits of the congestion on Highway 146. 1/3 to 1/2 of the traffic congestion could be eliminated without spending millions and billions of tax payer dollars, as well as casing havoc on the businesses and lives of citizens in both Seabrook and Kemah.

Project Name	Description	Type	Amount	Jobs Created
Project Group	A large tank cleaning depot near the ship channel.	Services	Verifying	
Project Defrost	Proposed construction of a 180k sq ft building that will house convertible freezer/cooler rooms.	Logistics	\$19,000,000	90
Project Regulate	Retention of a company in the City of Pasadena. Several sites in the Houston region have been evaluated. The new facility accommodate production for the process management, industrial automation, climate technologies, and appliance and tools industries.	Manu	\$23,000,000	30
Project Gator	FDI chemical company to produce the raw plastic materials for Auto, Household materials such as refrigerators, air conditioners, etc.	Petro	Verifying	150
Project Sports Drink	Polymers and resins producer interested in 5 to 10 acres in ship channel area for construction of a facility.	Petro	\$150,000,000	150
Project Star	A propylene producer whose products are used in a variety of end uses including paints, building materials and packaging. Is investing \$150 million for debottlenecking of the old (or existing) plant purchased in 2014. They are currently not seeking County incentives.	Petro	\$150,000,000	150
Project Thurman	Alternative Energy products, bio-energy manufacturing, similar to Biomass but not algae, etc. Considering rehab of an existing facility in Galena Park ETJ.	Petro	\$8,000,000	40
Project Violet	Attraction of an elastomer processing facility that is evaluating a site in both Pasadena and La Porte.	Petro	\$150,000,000	50
Project Badger	Client is looking to site it's new HQ in Texas. Competing w/ Dallas (primary), Beaumont, & Corpus for deal.	Corporate Relo	-	250
Project Veazey	6 year old tool manufacturer out of NJ looking to est presence in Houston Ship Channel region.	Corporate Relo	\$5,000,000	-
Project Eagle	Client has 24.3 acres with ship dock located on Houston Ship Channel. Room to build up to est. 1.7MMBbl of storage capacity. Spurs for up to 28 rail cars.	Logistics	\$25,000,000	-
Project Xeta	Client may be looking to create new refrigerated storage facility.	Logistics	\$50,000,000	75
Project Indy	Building – 40-50,000 SF Metal Building/Tiltwall.	Logistics	\$2,000,000	50

Project Name	Description	Type	Amount	Jobs Created
Project Rodney	Client's goal is to find property in Houston or nearby areas where we could relocate/consolidate our terminal	Logistics	\$2,000,000	25
Project Hunter	Client out of Dallas is seeking to put money into a logistics project.	Manu	-	-
Project Pho Phase 1	Phase 1 would be a world-scale ammonia facility with 660-740 ton/year capacity.	Petro	\$58,000,000	-
Project Pho Phase 2	Phase 2 is a storage and add 'l capacity component	Petro	\$100,000,000	-
Project Penn	Looking to expand existing facility. Competing with site in Pennsylvania.	Petro	\$350,000,000	-
Project Yellowfin	Attraction of a petro chem operation	Petro	\$181,000,000	69
Project Mag	Waterfront liquid product terminal. Phase 1 is new docks and pipeline.	Petro	\$450,000,000	15
			\$1,723,000,000	1144

BAY AREA HOUSTON ECONOMIC PARTNERSHIP PROJECTS

Entities Involved		Project Source		Target Legend								
City of Clear Lake Shores	C	Ally	A	A	Aerospace / Aviation							
City of Dickinson	D	Broker	B	B	Bio / Medical / Health							
City of El Lago	E	Consultant	C	C	Chemicals / Plastics							
City of Friendswood	F	Governor's Office	G	D	Defense Related							
City of Houston	H	Phone/ Website	P	E	Environmental / Marine Research							
City of Kemah	K	SATOP	O	H	Hospitality / Hotels / Tourism / Recreation							
City of La Porte	LP	Staff	S	IT	Information Technology / Communications / Telecom							
City of League City	LC	Tradeshaw	T	M	Manufacturing							
City of Morgan's Point	MP			MN	Miscellaneous							
City of Nassau Bay	NB			O	Office							
City of Pasadena	P			R	Retail or Mixed Use							
City of Seabrook	S			W	Warehousing / Distribution							
City of Taylor Lake Village	T			MX	Mixed Use							
City of Webster	W											
Galveston County	G											
Harris County	HC											
BAHEP Lead	Entities Involved	Project Name	Business Type	Source	Began	Jobs	Acreage	Required SF	Target	Status Date	Status	
CS	LP	Pink Rose	Manufacturing	A	Jul-16	150	75	n/a	C	7/12/16	BAHEP is assisting with the site search & visit of a chemical company based out of Korea. The project is heavy industrial & requires feedstock available in the Battleground & Bayport Industrial Districts. The company requires rail and access to port facilities.	
BM/KM	H	SPED	institutional	A	May-16	15	n/a	20,000	A	5/20/16	This is an academic projects related to the space industry. Submitted requested information: maps, fire and police response times, cultural venues, hotels, restaurants -- all part of a big proposal! There is competition from other states; we're the only consideration for Texas. The proposal is being turned in late summer; company would like to begin in January 2017.	
CS	HC	Agro	Warehouse, Distribution	A	Apr-16	150	30	n/a	W	7/11/16	Prospect is performing due diligence on a site in the Seabrook Industrial District for a 300K sf cold storage facility w/an investment value of \$30M. BAHEP is working with the prospect on incentives and other project details.	
BC	LC	Riverbend	Retail & Hospitality	B	Apr-16	n/a	60	n/a	MX	5/11/16	Developer is working on a 60-acre tract, looking for a hotelier, entertainment & retail. BAHEP met with hotel consultant in May. Currently, BAHEP is working with development team on due diligence items.	
BC	P, LP, H	T Shirt	Production, Warehouse	G	Mar-16	150	n/a	85,000	W	3/30/16	Prospect is in printing production business. \$2 million capital investment. Existing 60-85,000 SF is needed in TX major metro area. BAHEP submitted 8 sites.	
BC	P	Call Center	Call Center	B	Mar-16	100	n/a	50,000	IT	4/7/16	Prospect wants to be in close range of BW 8. Looking for a training center for 100 people.	
BC/DS	F	WP	mixed use	A	Jan-16	n/a	135	n/a	MX	6/20/16	For the land owner, BAHEP provided a list of developers interested in marketing the property and/or developing it. BAHEP recently met with the owners for an update; a developer/commercial broker company has been hired. A meeting is set for July to meet with the city, developer, owners and BAHEP.	
BC/CS	LP	LPTC	mixed use	A	Jan-16	n/a	25	n/a	MX	6/23/16	BAHEP met with principals recently for a project update. BAHEP is assisting with due diligence as needed for potential tenants.	
DS/JS	H	Peregrine	Manufacturing	G	Oct-15	140	130	800,000	A	8/8/16	Large aerospace company looking at multi-phase development for production of supersonic general aviation jet. Working w/HAS & CoH to market Ellington. Total capital investment over \$140 million. First site visit occurred 11/25. We made the short list! Latest site visit was 8/8.	
DS	BAHEP	Health	Healthcare	A	Jan-14	N/A	N/A	40,000	B	7/12/16	Letter of intent has been signed for this \$30 million deal. Company principals visited Houston mid June to recruit partners interested in serving on their board.	
BC	BAHEP	Carry On	Manufacturing	G	Feb-16	50	N/A	50,000	M	7/1/16	Chinese company looking for existing space for a light manufacturing facility near the port of Houston. Investment of \$3 to \$5 million for equipment. BAHEP submitted one site. Latest news is: This project is still active and based on my conversation with the company last week they have not prepared a short list of sites yet but Texas is still under consideration.	
BC	BAHEP	Diego	Manufacturing	A	Jan-15	15	N/A	8,000	B	6/29/16	Several sites were submitted to a medical device manufacturer seeking 8,000 SF to relocate from California. They are also considering CT, TN or FL as well as other Texas cities. Average salary is \$50,000; capital investment is \$575,000 for FF&E. Space will grow to 30,000 SF and employees to 75. Company exports 40% of its product out of the US. Latest news is that the company is still looking for money.	
CS/JS	P	Gruber	Manufacturing	P	Jul-15	N/A	24	N/A	C	6/27/16	German company seeking to locate in Bayport to set up next to company producing EO for feedstock. Company has made offer on a couple sites. Site visit was in November.	
BC	BAHEP	Wagon Train	Call Center	G	Feb-16	50	N/A	8,000	IT	6/26/16	RETIRED. Company is looking for a previous call center. \$1M investment. BAHEP submitted 2 sites. Latest news: retired. The company decided to locate out of state, but has not informed us of their reasoning behind the decision. However, they were extremely impressed with all of the proposals submitted and may look again at Texas in the future.	
CS	BAHEP	Mo	Manufacturing	T	Feb-16	30	10	50,000	M	6/15/16	Chemical processing equipment manufacturer based in Missouri looking for footprint on Texas Gulf coast	
CS	LP, P	St. Nick	Manufacturing	C	Nov-15	30	10	50,000	C	6/15/16	Consultant working for foreign chemical company contacted BAHEP looking for 10 acre site to build 50K sf facility for automotive fluids (EG) production. Sites include La Porte and Pasadena. Have asked for update.	
BC	BAHEP	Skate	Recreation	A	Sep-14	25	5	10,000	H	6/14/16	Company is still looking at sites for this sports / entertainment venue. Partners have purchased land, possibly to build there, and are working on a site plan.	
BC	BAHEP	Zip	Recreational Entertainment	A	Dec-15	N/A	N/A	100,000	R	6/8/16	This sports entertainment company needs to expand ASAP and is looking for existing space that can be retrofitted (like a grocery store). Nothing has panned out yet so we hope to convince the prospect to build.	
CS	LP, P	Stanley	Manufacturing	C	Sep-15	100	25	N/A	C	6/1/16	Consultant contacted BAHEP looking for 20 -30 acre site w/rail access and tie-ins to ethylene & propylene.	

BAY AREA HOUSTON ECONOMIC PARTNERSHIP PROJECTS

JS	H	Powerball	Manufacturing	P	Feb-16	150	N/A	25,000	M	3/8/16	Houston company looking to develop solar energy storage, initially in partnership with local university.	
BC	BAHEP	Grind	Coffee Café	T	Feb-16	15	N/A	1,000	R	2/18/16	Coffee house is looking for a second location in Bay Area Houston. We have several cities with some great sites for him to consider. He has requested that I call back in a month as he is in the middle of a remodeling project.	
CS	BAHEP	Watkins Glen	Manufacturing	G	Apr-15	95	3	20,000	M	12/14/15	Foreign developer is looking for a manufacturing site for electronics production units. Several land sites were submitted.	
CS	LP, P, H	Blue Sky	Manufacturing	A	Nov-14	45	20	N/A	M	12/14/15	Asian pipe manufacturer looking to build a pipe processing facility in a heavy industrial zone near a large seaport.	
CS/JS	BAHEP	AJ	Manufacturing	B	Jun-15	N/A	2	30,000	M	12/10/15	Broker contacted us looking for an industrial building 15-30K sf w/room for a laydown yard, 2k sf for office.. Crane ready preferred.	
BC/CS	NB	Golf Cart	Chemicals	S	Apr-14	10	N/A	5,500	O	12/2/15	Prospect says the project is still in play, but obviously delayed. Just need to get the project approved by new management.	
CS/JS	LP, P	Jasmine	Manufacturing	A	Aug-15	50	30	N/A	C	12/1/15	Chemical manufacturing needs 30 acre site w/room to expand, rail access, high energy user, water, LPG.	
CS/JS	LP,P	Oryx	Manufacturing	A	Jul-15	N/A	N/A	100,000	M	12/1/15	Miami based company looking to expand in Texas to service central U.S., searching for 60-100K sf facility, prefer rail.	
JS/CS	BAHEP	Red Onyx	Manufacturing	G	Jun-15	230	20	200,000	M	9/1/15	Multi national food and beverage packaging company looking for 200-250K of space for production & warehouse.	
DS	H	ANA	Manufacturing	G	Feb-15	200	25	220,000	M	8/25/15	This project, originally begun in 2010, is a final assembly manufacturing operation for a new training aircraft for the US Air Force. It replaces the T-38 talon jets. The submittal we sent to them in 2010 was updated and resubmitted. Latest news: We've asked for an update.	
DS	H	Spider	Manufacturing	A	Feb-15	200	25	220,000	M	8/25/15	This is a final assembly manufacturing operation for a new training aircraft for the US Air Force. It replaces the T-38 talon jets. We submitted one site. Latest news: We have asked for an update from the military liaison.	
						2,000 (jobs)	654 (acres)	2,092,500 (sq. ft.)				Industries 2 Aerospace / Aviation (A) 2 Bio / Medical / Health (B) 5 Chemicals / Plastics © 0 Defense Related (D) 0 Environmental / Marine Research (E) 1 Hospitality / Hotels / Tourism / Recreation (H) 2 Information Technology / Communications / Telecom (IT) 10 Manufacturing (M) 0 Miscellaneous (MN) 1 Office (O) 2 Retail (R) 3 Mixed use 2 Warehousing / Distribution (W)

SEABROOK ECONOMIC DEVELOPMENT CORPORATION -- 2015-2016 BUDGET

EXPENSES	BUDGET													TOTAL	REMAINING	
		10/31/2015	11/30/2015	12/31/2015	1/31/2016	2/28/2016	3/31/2016	4/30/2016	5/31/2016	6/30/2016	7/31/2016	8/31/2016	9/30/2016			
4010 - Office Supplies	100	0	0	299	0	0	1,114	65	0	239	0	0			1,717	-1,617
5010 - Advertising	80,000	6,322	31	374	10,667	1,741	3,043	5,001	1,745	1,745	12,261	14,509			57,439	22,561
5020 - Dues & Subscriptions	750	600	0	0	0	40	0	405	0	0	0	288			1,333	-583
5030 - Services	2,290	0	0	0	0	0	0	0	0	0	0	35			0	2,290
5182 - Trail Maintenance	30,000	0	0	0	0	0	9,275	0	0	0	0	0			9,275	20,725
5215 - Engineering / GIS	40,000	0	0	0	0	0	0	0	0	0	0	0			0	40,000
5220 - Legal	40,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000			33,000	7,000
5227 - Consulting **	57,500	12,500	966	42,628	0	5,000	43,803	5,000	0	0	5,000	2,748			117,645	-60,145
5300 - Training & Conferences	21,500	80	0	251	99	2,318	465	1,523	1,741	5,491	0	473			12,441	9,059
5465 - Misc Expenses	10,200	26	138	49	55	52	264	133	153	58	229	54			1,212	8,988
5617 - Economic Development Projects	690,000	0	0	0	0	0	0	0	40,000	0	0	0			40,000	650,000
5620 - Econ Dev Incentive Program	125,000	0	0	0	0	0	0	0	0	0	0	0			0	125,000
6250 - Administrative Services	200,000	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667			183,334	16,666
	\$1,297,340	\$39,195	\$20,802	\$63,266	\$30,488	\$28,819	\$77,631	\$31,794	\$63,305	\$27,199	\$37,157	\$37,773	\$0	\$457,430	\$839,910	

REVENUE													TOTAL	DELTA		
	10/31/2015	11/30/2015	12/31/2015	1/31/2016	2/28/2016	3/31/2016	4/30/2016	5/31/2016	6/30/2016	7/31/2016	8/31/2016	9/30/2016				
7100 - Sales Tax *	741,984	67,006	93,644	68,078	59,405	91,029	62,013	64,142	91,861	78,834	69,716	91,582			837,309	-95,325
9510 - Interest Income	2,589	324	314	472	694	741	863	867	923	0	1,019	0			6,216	-3,627
9520 - Other Income	1,895	0	0	390	0	0	0	396	0	19	390	0			1,196	699
	\$746,468	\$67,330	\$93,958	\$68,939	\$60,099	\$91,769	\$62,876	\$65,405	\$92,783	\$78,853	\$71,125	\$91,582	\$0	\$844,721	-\$98,253	
TOTAL PROFIT / (LOSS)	-\$550,872	\$28,135	\$73,155	\$5,673	\$29,611	\$62,950	-\$14,755	\$33,611	\$29,478	\$51,654	\$33,968	\$53,809	\$0	\$387,291		

* Sales tax figures are from two months prior of posting date.
e.g. - October sales tax revenues were generated in August.

SPECIAL PROJECTS																
** 5227 - Comprehensive Master Plan	\$83,515	\$0	\$0	\$41,212	\$0	\$0	\$42,303	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$83,515	\$0

FUND BALANCE
this number does not include the obligated budget figures, but it does include the \$180,000 required reserved fund balance

\$2,926,133	\$2,999,289	\$3,004,962	\$3,034,574	\$3,097,524	\$3,082,769	\$3,116,381	\$3,145,859	\$3,197,513	\$3,231,481	\$3,285,289
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Tookie's Seafood opens