



DATE: December 08, 2016

TO: EDC Board

FROM: Paul Chavez, EDC Director

RE: Monthly Activities for November

My action items over the past 30 days include:

Week of October 31

- Review with Gayle and Sean on the improvement value of the Tookie's Seafood site for EDC incentive qualification
- Seabrook Economic Summit on Wednesday, November 2nd
- Meeting with new owners of Miramar Shopping Center with City Manager
- BAHEP Broker Reception Event on Wednesday night, November 2nd
- Economic Alliance Annual Dinner Meeting on Thursday night, November 3rd
- Prospects meetings include: physical therapy office, mid-level Mexican restaurant, high-end steak restaurant

Week of November 7

- Filing annual Comptroller's Report on EDC eminent domain
- RED News advertising meeting
- Follow up with SH146 church property owner
- Follow up with Cushman Wakefield on market area demographics
- Follow up with intro meeting with POHA economic analyst
- Follow up with Hope Development Partners
- Create Economic Development one-sheet for developers / businesses applying for permits at City Hall
- Review Buy Local campaign with Anderson Advertising
- Work on Landscape Improvement component for façade improvement plan
- Follow up with JLL on the properties they represent in Seabrook
- Follow up with Rob Hardy on his site renderings for my prospects
- Time Management Seminar on Thursday

Week of November 14

- Provide summary to Pam & Michael on EDC Goals for 2015-2016
- Meeting with HBJ advertising manager with LeaAnn Dearman
- Continue revisions to Seabrook Incentive Application and Policy
- Follow up with brokers on (a) advertising campaign for 2017 and (b) any updates to Seabrook real estate

- Attend the TML EDC Conference with Gayle Cook from Wednesday to Friday

Week of November 21

- Reach out to retail recruitment consultants and request a complementary leakage report from each for our market area.
- Review Retail Live! Tradeshow and schedule for 2017. Also start planning for ICSC – RECON 2017.
- Review data materials for prospects on our Web site.
- Follow up with medical /professional office developer on site visit last week.
- Continue edits and updates to the Seabrook Incentive Application and Storefront Façade Improvement Program. Continue working on an update to the application process that will apply to ALL of our incentive programs... eliminating the need for separate applications for each!
- Follow up with CVS on their relocation questions plus prospect for Old Seabrook.

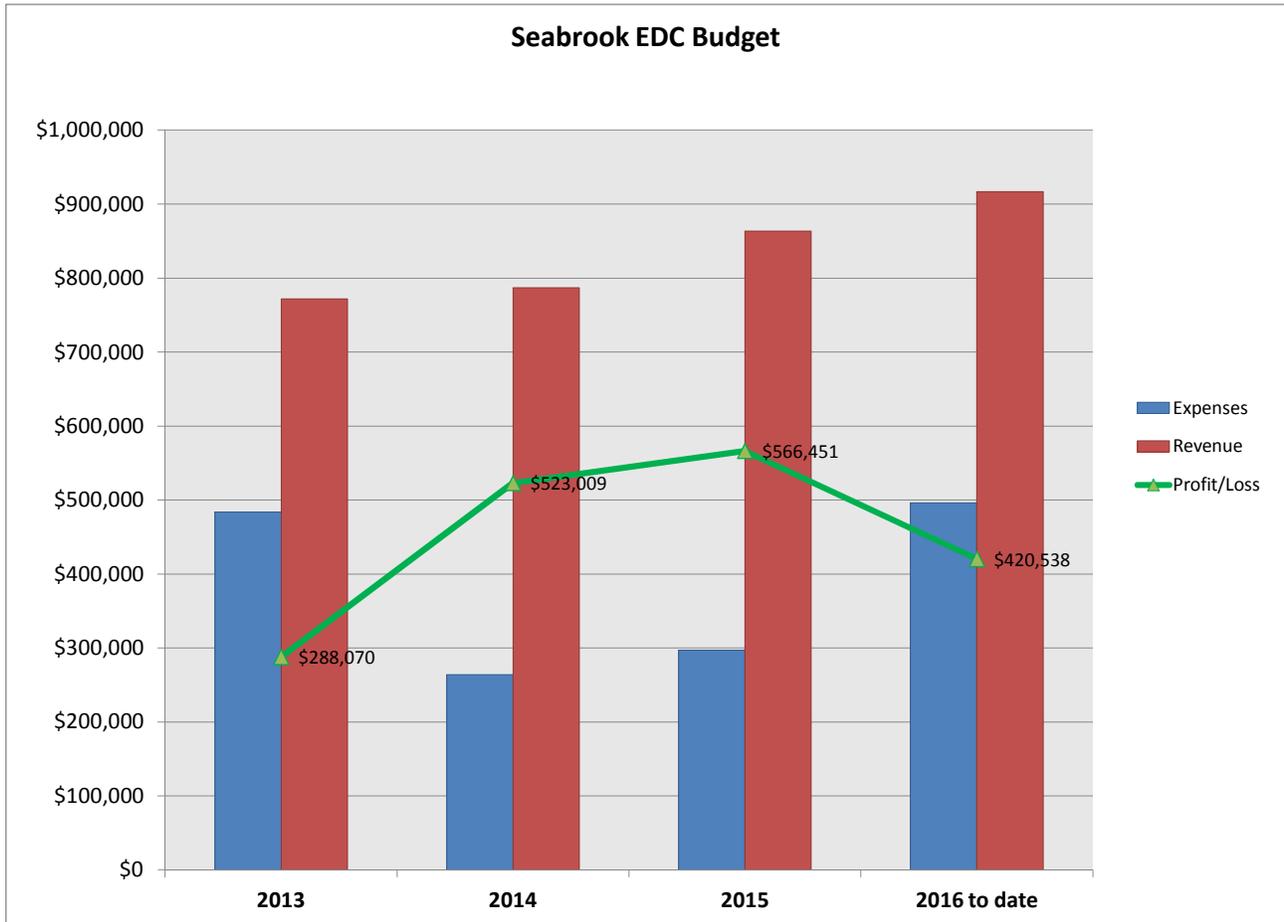
Week of November 28

- Continued work on updating the Seabrook Incentive Policy along with integrating all of our incentive programs into the same format / forms. My goal is to have this ready for presenting to the board in January.
- Research and compile a purchasing policies from other EDCs in Texas to develop a draft for the board's review in January.
- Meeting with the Seabrook Marina on their new prospect for the former Sundance Grill site.
- Follow up with Rob Hardy on his latest site development.
- Economic Alliance Houston Port Region – Public Policy meeting
- BAHEP Prospect review Meeting
- Economic Alliance Taskforce Meeting
- 2017 advertising schedule meeting with LeaAnn
- Conference call with SWA on updates/review of the SH146/Main Street Branding Plan

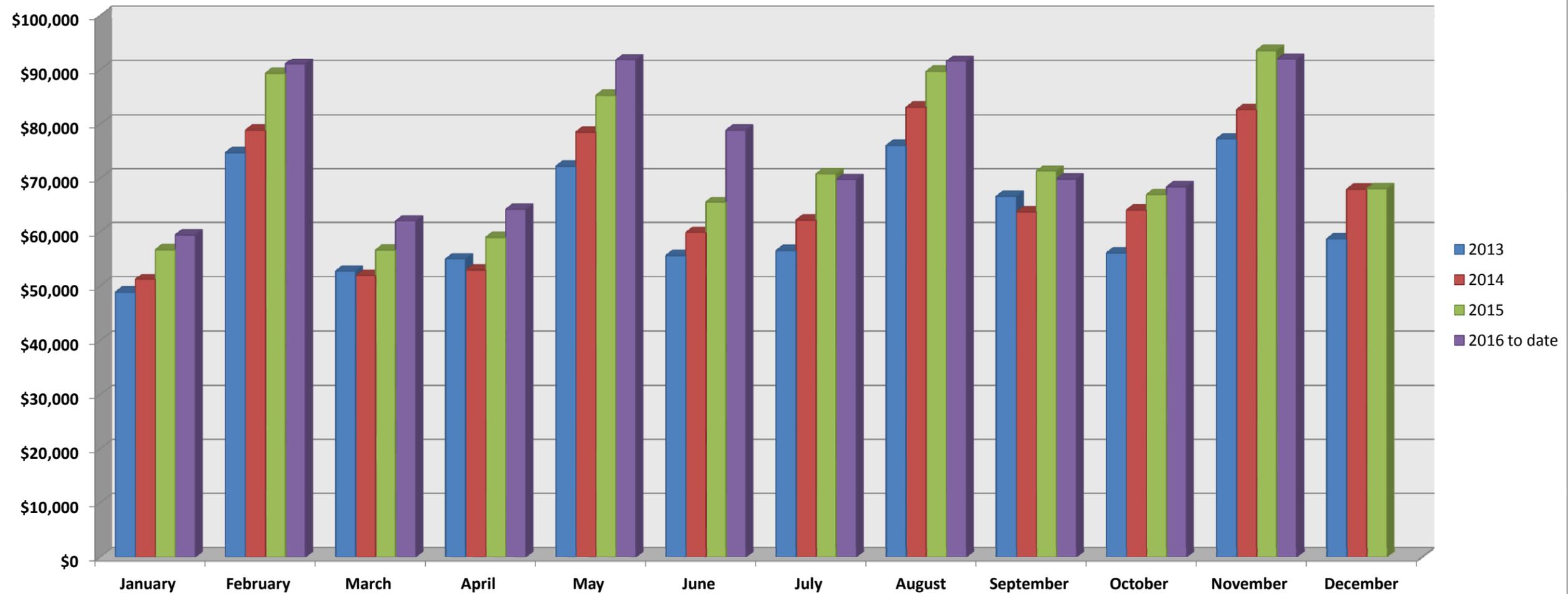


Seabrook Economic Development Corporation Budget -- 2013 - 2016 to date

	2013	2014	2015	2016 to date
Expenses	\$483,745	\$263,828	\$297,000	\$496,028
Revenue	\$771,816	\$786,837	\$863,451	\$916,566
Profit/Loss	\$288,070	\$523,009	\$566,451	\$420,538



SEDC Sales Tax Revenue 2013 - 2016 to date



SEABROOK ECONOMIC DEVELOPMENT CORPORATION -- 2016-2017 BUDGET

EXPENSES	BUDGET													TOTAL	REMAINING	
		10/31/2016	11/30/2016	12/31/2016	1/31/2017	2/28/2017	3/31/2017	4/30/2017	5/31/2017	6/30/2017	7/31/2017	8/31/2017	9/30/2017			
4010 - Office Supplies	100	0	0												0	100
5010 - Advertising	82,000	1,710	2,952												4,662	77,338
5020 - Dues & Subscriptions	1,485	0	2,096												2,096	-611
5030 - Services	2,430	0	0												0	2,430
5182 - Trail Maintenance	30,000	0	0												0	30,000
5215 - Engineering / GIS	40,000	0	0												0	40,000
5220 - Legal	36,000	3,000	3,000												6,000	30,000
5227 - Consulting	52,806	0	0												0	52,806
5300 - Training & Conferences	21,000	750	47												797	20,203
5465 - Misc Expenses	1,500	14	53												67	1,433
5617 - Economic Development Projects	250,000	0	0												0	250,000
5620 - Econ Dev Incentive Program	551,750	0	0												0	551,750
6250 - Administrative Services	200,000	16,667	16,667												33,333	166,667
6255 - Transfer to Enterprise Fund Project	198,250	16,521	16,521												33,042	165,208
	\$1,467,321	\$38,661	\$41,336	\$0	\$79,997	\$1,387,324										

REVENUE													TOTAL	DELTA		
	10/31/2016	11/30/2016	12/31/2016	1/31/2017	2/28/2017	3/31/2017	4/30/2017	5/31/2017	6/30/2017	7/31/2017	8/31/2017	9/30/2017				
7100 - Sales Tax *	835,619	68,397	92,005												160,402	675,217
9510 - Interest Income	8,000	1,085	5												1,089	6,911
9520 - Other Income	1,000	0	0												0	1,000
	\$844,619	\$69,482	\$92,010	\$0	\$161,492	\$683,127										
TOTAL PROFIT / (LOSS)	-\$622,702	\$30,821	\$50,674	\$0	\$81,495											

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

FUND BALANCE

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

\$3,349,358	\$3,400,032															
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6255 - Transfer to Enterprise Fund Project - water tank relocation project

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	Tradeshow	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
JS/DS	H,HC	Eagle	Manufacturing	G	Aug-16	300	40	455,000	A	9/29/16	Aerospace company looking to build facility to house large scale manufacturing of aerospace components. Working with HAS to site at Ellington. Total capital investment of \$180 million.
CS	LP,P	BTS	Manufacturing	P	Aug-16	45	5	N/A	C	9/26/16	BAHEP was contacted directly by a California chemical company looking for a site to lease in Bayport. The land requirements are small but need access to multiple feedstock.
DS/CS	P	RowRow	Misc.	A	Aug-16	N/A	N/A	N/A	MN	9/29/16	BAHEP is assisting in acquiring FTZ agreements for company.
JS/DS	H,HC	SST	Manufacturing	G	Aug-16	100	40	500,000	A	9/29/16	BAHEP was contacted by the Governor's office regarding a company looking to site at Ellington to build facilities for the manufacturing of super sonic business jets. BAHEP is working with HAS and the City of Houston on the project.
BC/DS	H,HC	Knightrider	Manufacturing	P	Aug-16	2,000	40	300,000	A	9/29/16	BAHEP is working with company officials on due diligence items.
CS	BAHEP	Produce	Warehouse & Distribution	A	Sep-16	N/A	30	N/A	W	9/26/16	BAHEP was contacted by a development group looking to build cold storage facilities near the Port. BAHEP is working to find sites that are ideal for this operation.
BC	G, HC	Blackbird	Medical Device Manufacturer	P	Oct-16	150	na	125,000	B	11/3/16	Project is a medical device manufacturer with a presence in Boston. This would be a new product -- waiting on FDA approval. Company is looking for big incentives! This is a primary concern; location is secondary. BAHEP forwarded information to the consultant regarding 4 cities/counties interested in pursuing the \$38 million project.
CS	LP, P, H	Blue Sky	Manufacturing	A	Nov-14	45	20	N/A	M	11/29/16	CLOSED - Prospect did not move forward with the project in the U.S Prospect was Asian pipe manufacturer looking to build a pipe processing facility in a heavy industrial zone near a large seaport.
BC	P, LP, H	T Shirt	Production & Warehouse	G	Mar-16	150	N/A	85,000	W	11/29/16	RETIRED - Gov's office hasn't heard from the company. 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.
DS/JS	H	Peregrine	Manufacturing	G	Oct-15	140	130	800,000	A	11/28/16	Latest: project on hold pending final engine development and selection. This is a 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 November 2015. 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	11/28/16	Company negotiating incentive package with city and developer. \$30 million deal. Company principals visited Houston in June and September to recruit partners interested in serving on their board.
CS/JS	LP, P	Jasmine	Manufacturing	A	Aug-15	50	30	N/A	C	11/28/16	CLOSED - Emissions are too high for a non-attainment zone. Project was a chemical manufacturer needing 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	11/28/16	CLOSED - Company chose an out-of-state site. Project was a 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	11/28/16	CLOSED - Prospect wanted food-grade existing facility, not available in our area. This was a multi national food and beverage packaging company looking for 200-250K of space for production & warehouse.
CS	BAHEP	Mo	Manufacturing	T	Feb-16	30	10	50,000	M	11/21/16	Chemical processing equipment manufacturer based in Missouri looking for footprint on Texas Gulf coast. The prospect company has been advertising in the area and looks to gain more clients in the area before choosing a site.
CS/JS	BAHEP	AJ	Manufacturing	B	Jun-15	N/A	2	30,000	M	11/21/16	Broker contacted us looking for an industrial building 15-30k sf w/room for a laydown yard, 2k sf for office.. Crane ready preferred. Latest news: Prospect has placed project on hold while considering a build-to-suit that includes a needed laydown yard and overhead crane.

BAY AREA HOUSTON ECONOMIC PARTNERSHIP PROJECTS

CS	LP	Pink Rose	Manufacturing	A	Jul-16	150	75	N/A	C	9/15/16	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.		
CS	BAHEP	Watkins Glen	Manufacturing	G	Apr-15	95	3	20,000	M	9/15/16	Foreign developer is looking for a manufacturing site for electronics production units. Several land sites were submitted.		
BC/DS	F	WP	Mixed Use	A	Jan-16	N/A	135	N/A	MX	8/10/16	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 was held in July to meet with the city, developer, owners and BAHEP.		
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	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/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.		
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.		
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.		
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	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.		
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.		
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.		
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.		
						4,545 (Jobs)	809 (Acres)	3,464,500 (Sq. Ft.)					
						Total	36						
						Industries 5 Aerospace / Aviation (A) 3 Bio / Medical / Health (B) 6 Chemicals / Plastics © 0 Defense Related (D) 0 Environmental / Marine Research (E) 1 Hospitality / Hotels / Tourism / Recreation (H) 1 Information Technology / Communications / Telecom (IT) 10 Manufacturing (M) 1 Miscellaneous (MN) 1 Office (O) 2 Retail (R) 3 Mixed use 3 Warehousing / Distribution (W)							