



DATE: July 14, 2016

TO: EDC Board

FROM: Paul Chavez, EDC Director

RE: Monthly Activities for June

My action items over the past 30 days include:

Week of June 6

- Follow up with Merlion on their project
- Meeting with Moody Bank on recent business developments
- Work with Pat on the Old Seabrook properties flyers
- Real estate broker meeting on Tuesday
- Grocery store prospect meeting on Thursday
- Continue follow up with ICSC contacts

Week of June 13

- Follow up with grocery store consulting group on additional data needs
- Follow up with Merlion on motion from agenda
- Follow up with Seabrook businesses on their relocation questions / concerns
- Follow up with Hampton Inn on their data needed for the economic development agreement
- SH 146 discussion meeting at City Hall
- Prepare materials for the Business Morning Brew on Tuesday morning
- Meeting with Commercial Realty Partners (they are purchasing Miramar Shopping Center)
- Strategic Plan meeting (internal)

Week of June 20

- Send out letters to SH146 businesses for one-on-one meetings with city staff
- Meeting with LeaAnn to formulate press for EDC Success Stories (Tookie's Seafood and Burke's Outlet)
- Meeting with architects for SH146 branding campaign
- Follow up with Merlion and Hampton Inn on the incentive data requirements
- Economic Alliance prospect review meeting
- Review submittals from real estate brokers for EDC real estate representation

Week of June 27

- Follow up with Merlion and Hampton Inn on their incentive agreement items
- Comprehensive Master Plan meeting
- Finalize draft of budget narrative and figures for July EDC meeting

- SH146 meeting with TXDOT engineers at City Hall
- Board of Director's meeting for Economic Alliance
- Buy Local Campaign 2017 meeting with Anderson Advertising
- EDC broker candidates review with City manager and assistant City manager

Week of July 4

- Contacting KO Sailing on a final report on their advertising agreement with the EDC
- Finalizing material for EDC July Agenda
- Contacting SH146 businesses for one-on-one meetings
- Follow up with Cobb Fendley on map requests
- Follow up with David Parker Consulting on Hotel Study
- Meeting at TXDOT on Friday at 2pm regarding SH146

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					1,717	-1,617
5010 - Advertising	80,000	6,322	31	374	10,667	1,741	3,043	5,001	1,745	1,745					30,670	49,330
5020 - Dues & Subscriptions	750	600	0	0	0	40	0	405	0	0					1,045	-295
5030 - Services	2,290	0	0	0	0	0	0	0	0	0					0	2,290
5182 - Trail Maintenance	30,000	0	0	0	0	0	9,275	0	0	0					9,275	20,725
5215 - Engineering / GIS	40,000	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					27,000	13,000
5227 - Consulting **	57,500	12,500	966	42,628	0	5,000	43,803	5,000	0	0					109,897	-52,397
5300 - Training & Conferences	21,500	80	0	251	99	2,318	465	1,523	1,741	5,491					11,967	9,533
5465 - Misc Expenses	10,200	26	138	49	55	52	264	133	153	58					929	9,271
5617 - Economic Development Projects	690,000	0	0	0	0	0	0	0	40,000	0					40,000	650,000
5620 - Econ Dev Incentive Program	125,000	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					150,000	50,000
	\$1,297,340	\$39,195	\$20,802	\$63,266	\$30,488	\$28,819	\$77,631	\$31,794	\$63,305	\$27,199	\$0	\$0	\$0		\$382,499	\$914,841

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					676,012	65,972
9510 - Interest Income	2,589	324	314	472	694	741	863	867	923	0					5,197	-2,608
9520 - Other Income	1,895	0	0	390	0	0	0	396	0	19					806	1,089
	\$746,468	\$67,330	\$93,958	\$68,939	\$60,099	\$91,769	\$62,876	\$65,405	\$92,783	\$78,853	\$0	\$0	\$0		\$682,014	\$64,454
TOTAL PROFIT / (LOSS)	-\$550,872	\$28,135	\$73,155	\$5,673	\$29,611	\$62,950	-\$14,755	\$33,611	\$29,478	\$51,654	\$0	\$0	\$0		\$299,514	

* 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	\$100,000	\$0	\$0	\$41,212	\$0	\$0	\$42,303	\$0	\$0	\$0					\$83,515	\$16,485

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			
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Tookie's Seafood opens

Paul Chavez

From: Mark McNamara [Mark@kosailing.com]
Sent: Monday, July 11, 2016 3:55 PM
To: Paul Chavez
Subject: RE: End of Contract Report
Attachments: KO Event Claendar 14-16.CSV; KO Roadshow 14-16.pdf

Importance: High

Hi Paul,

Thank you for your time last week. We have been so busy it just slipped my mind.

Attached is a map which reflects, from a geographic standpoint, the market exposure you are getting in a host of new areas mostly unfamiliar with Seabrook Texas and all of the truly great things going here. In addition I have included a list of all the major events we have attended over the last 2+ years with the mileage traveled to each event which adds further value to your advertising investment having the Seabrook Logo on highways across the lower 48 states.

The impact and synergy with both Lakewood YC Jr. Sailing and KO Sailing conveniently located adjacent to each other has enabled this region to grow and attract more, better sailors. We have successfully held 4 nationals, 3 continental and 7 regional championships here in the immediate area since the outset of our contact in 2012. In that time customers of KO sailing who are supported by KO Sailing have finished in the following places at the respective events:

International Optimist Dinghy Association(IODA) : 12 entrants to the Worlds Championships in the last three years: Finishes in 2016 8th, 9th and 10th plus 1st place in international team racing resulting in the 1st place overall world Team Championships known as the Nation's Cup.

2016 I420 Keil Week: 1st, 3rd and 5th.

2015 Results: IODA European Championships: 1st Place

2010 – 2015 United States Optimist Dinghy Association (USODA) Girls National Champion: 2012, 13, 14, & 15.

In short we are providing products and services to assist young sailors achieve their goals such as College Entrance and Olympic Team Participation.

The list is long and growing. I can surmise that the partnership between KO Sailing and the Seabrook EDC has been mutually beneficial and lucrative for both parties. I look forward to discussing any and all future plans for cooperation between us.

Thank you again for your time and I look forward to hearing from you very soon. Please let me know if there is anything else you need from me for your meeting on Thursday.

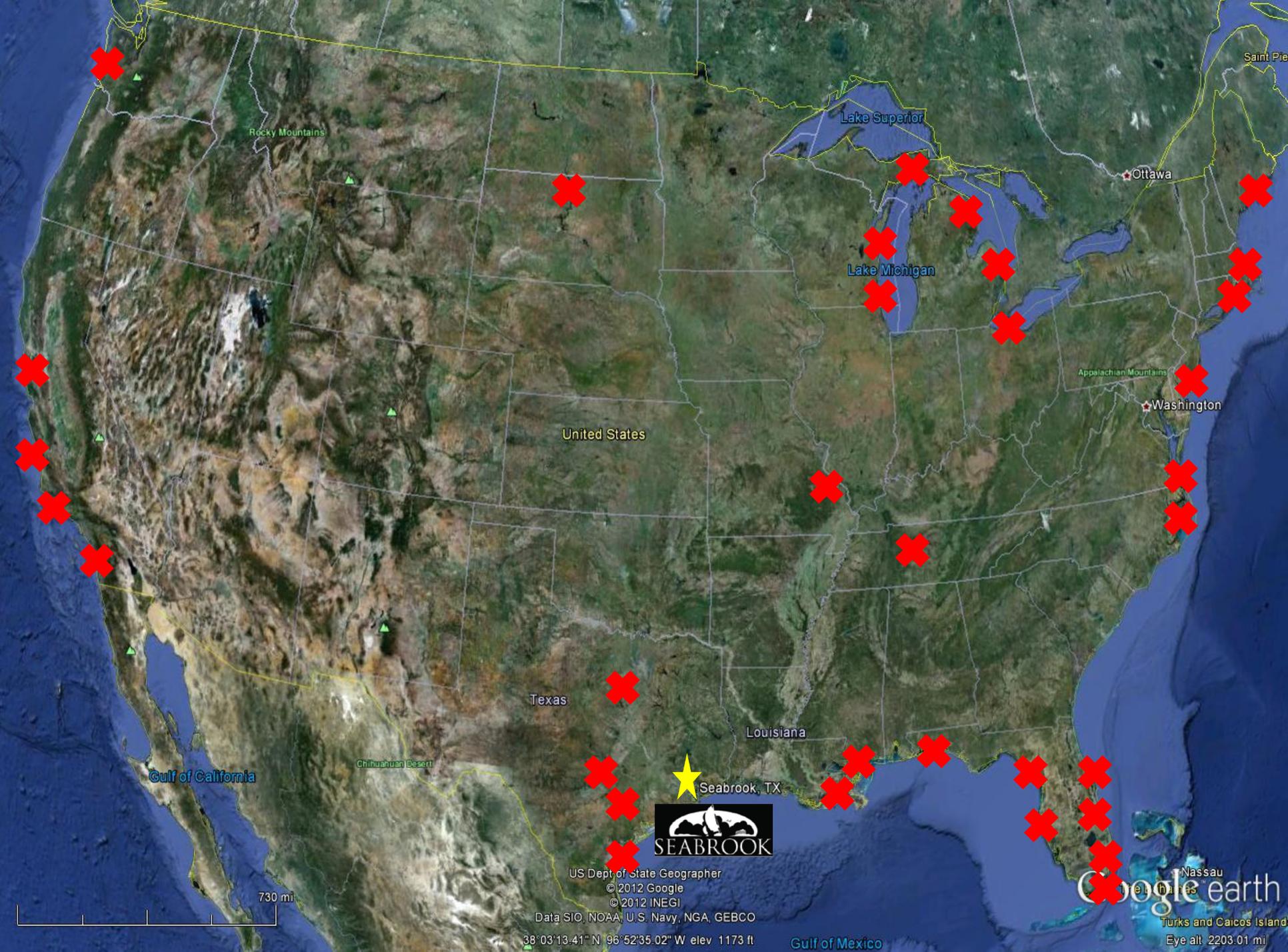
Best Regard's

Mark

Mark McNamara
Owner, President
KO Sailing

	EVENT	Start Date	End Date	Location	Mileage
1	Orange Bowl Regatta	12/17/2014	1/1/2015	Coral Reef Yacht Club, FL	1179
2	GCYSA Training TCYC C420's or Train CGSC, Miami	1/10/2015	1/11/2015	Miami, FL	1179
3	USODA Team Race Midwinters	1/15/2015	1/20/2015	New Orleans	340
4	LYC Olympic Classes Regatta; Lauderdale, FL	1/17/2015	1/20/2015	Ft Lauderdale, FL	1127
5	GCYSA I420 North American's, CGSC	1/17/2015	1/19/2015	Miami, FL	1179
6	GCYSA Training TCYC or Boomerang Regatta LYC, Miami	1/24/2015	1/25/2015	Miami, FL	1179
7	ILCA Miami Olympic Classes Regatta	1/26/2015	1/31/2015	Miami, FL	1179
8	GCYSA Gulf Coast Champs TCYC	1/31/2015	2/1/2015	Kemah, TX	12
9	USODA Valentine's Day Regatta	2/4/2015	2/10/2015	St. Petersburg, FL	962
10	GCYSA C420 Midwinters	2/14/2015	2/16/2015	Jensen Beach	1065
11	ILCA Midwinters East	2/18/2015	2/22/2015	Clearwater, FL	973
12	GCYSA Training, (Open to all US I420 teams attending TX Regatta)	2/21/2015	2/22/2015	TCYC	4
13	GCYSA I420 Midwinters	2/26/2015	3/1/2015	TCYC	4
14	TSA - Lakewood Regatta	2/28/2015	3/2/2015	LYC	
15	USODA Sunshine State Championship	3/7/2015	3/8/2015	Jensen Beach, FL	973
16	USNT Practice	3/13/2015	3/19/2015	Lauderdal YC	1127
17	TSA - Spring Fling	3/14/2015	3/16/2015	Lake Canyon YC	224
18	GCYSA Training	3/14/2015	3/15/2015	TCYC	4
19	GCYSA Training	3/21/2015	3/22/2015	TCYC	4
20	USODA Gulf Coast Championship	3/21/2015	3/22/2015	Bay St. Louis, MS	370
21	ILCA Midwinters West	3/27/2015	3/29/2015	Merina del Rey, CA	1597
22	TSA - Rock the Rock	3/28/2015	3/30/2015	CSC Whiterock	275
23	GCYSA Training	3/28/2015	3/29/2015	TCYC	4
24	GCYSA CISA Clinic, Alamitos Bay YC or Training TCYC	4/9/2015	4/9/2015		1580
25	TSA - Silly String Regatta	4/11/2015	4/13/2015	Grapevine Sailing Club - Dallas TX	280
26	GCYSA Training	4/18/2015	4/19/2015	TCYC	4
27	USODA Team Trials	4/22/2015	5/5/2015	Miami, FL	1179
28	GCYSA Training	4/25/2015	4/26/2015	TCYC	4
29	ILCA Gulf Coast Championship	5/2/2015	5/3/2015	Kemah, TX	4
30	GCYSA Training	5/9/2015	5/10/2015	TCYC	4
31	TSA - Chocopolooza	5/16/2015	5/18/2015	Rush Creek YC - Dallas TX	279
32	GCYSA Training	5/16/2015	5/17/2015	TCYC	4
33	ILCA Atlantic Coast Championship	5/16/2015	5/17/2015	Deltaville, VA	1379
34	TSA - Blast Off Regatta	6/6/2015	6/8/2015	Houston YC	12
35	BEG Clinic	6/18/2015	6/22/2015	SaiL newport	1808
36	TSA - Roadrunner Regatta - USODA Mid America Champs	6/20/2015	6/22/2015	Austin YC	195

37	TSA - Texas Youth Race WEek	7/11/2015	7/17/2015	LYC, TCYC, HYC	5
38	USODA Nationals	7/19/2015	7/27/2015	Pensacola YC	518
39	ILCA US Championship	7/21/2015	7/24/2015	Brant Beach, NJ	1597
40	ILCA North American Championship	7/30/2015	8/2/2015	Wanchese, NC	1383
41	USODA New England Championship	8/4/2015	8/6/2015	Winter Island, MA	1901
42	TSA - Changes in Lattitude Regatta	8/8/2015	8/10/2015	Corpus Christie YC	239
43	TSA - Cannonball Run	8/22/2015	8/24/2015	Palacios YC	61
44	TSA - Endless Summer Regatta	9/19/2015	9/21/2015	Seabrook Salling Center	3
45	USODA STQ Sail Newport	9/27/2015	9/29/2016	Newport RI	1808
46	USODA Southeast Championship	9/19/2015	9/20/2015	Arapahoe, NC	1289
47	TSA - Pirates of the Carribean	10/3/2015	10/5/2015	Dallas Corinthian YC	279
48	TSA - Jr. Ol' Man of the Sea	10/17/2015	10/19/2015	Fort Worth Boat Club	284
49	USODA Atlantic Coast Championship	10/24/2015	10/25/2015	Annapolis, MD	1458
50	USODA Team Race Midwinters	1/16/2016	1/19/2016	Lakewood Yacht Club	
51	I420 North American Championship	1/16/2016	1/19/2016	Coconut Grove Sailing Club	1179
52	I420 Gulf Coast Championship	1/30/2016	2/1/2016	Texas Corinthian Yacht Club	4
53	I420 CISA Clinic Application Deadline	2/1/2016	2/2/2016	Alamitos Bay Yacht Club	1711
54	USODA Valentine's Day Regatta	2/6/2016	2/8/2016	St. Petersburg Yacht Club	962
55	I420 US Olympic Development Program Training Camp	2/21/2016	2/23/2016	Texas Corinthian Yacht Club	4
56	TSA Changes in L'Attitude - Kick-off	2/27/2016	2/29/2016	Corpus Christi Yacht Club	239
57	I420 Midwinters	3/5/2016	3/7/2016	Texas Corinthian Yacht Club	4
58	USODA Sunshine State Championship	3/12/2016	3/14/2016	Key Biscayne Yacht Club	1179
59	TSA Spring Fling	3/12/2016	3/14/2016	Lake Canyon Yacht Club	224
60	USODA Gulf Coast Championship	3/19/2016	3/21/2016	Pass Christian Yacht Club	381
61	I420 CISA Advanced Racing Clinic	4/2/2016	4/6/2016	Alamitos Bay Yacht Club	1711
62	USODA Team Trials	4/6/2016	4/23/2016	San Francisco Yacht Club	1973
63	TSA Road Runner	4/9/2016	4/11/2016	Austin Yacht Club	195
64	TSA Silly String	5/14/2016	5/16/2016	Grapevine Sailing Club	280
65	I420 Wickford Regatta	6/11/2016	6/13/2016	Wickford Yacht Club	1808
66	I420 Brooke Gonzalez Advanced Racing Clinic	6/16/2016	6/20/2016	Sail Newport	1808
67	USODA Great Lakes Championship	6/18/2016	6/20/2016	Macatawa Bay Yacht Club	1222
68	USODA Mid America Championship	6/25/2016	6/27/2016	Rush Creek Yacht Club	279
69	USODA Opti Nationals	7/21/2016	7/31/2016	Houston YC	12
70	I420 US Sailing Youth Champs	8/6/2016	8/12/2016	Coronado Yacht Club	1506



730 mi

US Dept of State Geographer
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Data SIO, NOAA, U.S. Navy, NGA, GEBCO

38°03'13.41" N 96°52'35.02" W elev 1173 ft



Google earth

Nassau
Turks and Caicos Island
Eye alt: 2203.01 mi