

MINUTES
CUERO DEVELOPMENT CORPORATION
REGULAR MEETING
Monday, March 19, 2018 5:45 P.M.

The Cuero Development Corporation Board of Directors met Monday, March 19, 2018, at 212 E. Main Street, Cuero, Texas.

PRESENT: Board Members: Charles Papacek, Dennis Jemelka, Mayor Sara Post Meyer, Richard Weber, Randy Jochim, David Scott, CDC Executive Director Patrick J. Kennedy, and CDC Administrative Assistant, Samantha Solis

ABSENT: Chris Crain

GUESTS: Bill Blackwell, Donald Jirkovsky, and Patricia Miller

I. CALL TO ORDER

President Charles Papacek called the meeting to order at 5:45 P.M.

II. CITIZENS INPUT

None

III. MONTHLY FINANCIAL REPORTS

APPROVAL OF FEBRUARY FINANCIAL REPORT

Mr. David Scott gave the financial report for the period ending February 28, 2018. Mr. Scott noted that the financials were in order and he would recommend approval.

MOTION MADE BY DENNIS JEMELKA, SECONDED BY RICHARD WEBER, TO ACCEPT THE FEBRUARY FINANCIAL REPORTS AS PRESENTED. AYES: 7 NAYES: 0 MOTION CARRIED.

IV. BUSINESS

CONSIDER AND ACT UPON AN APPLICATION FOR COMMUNITY SERVICES PROGRAM FOR CHISHOLM TRAIL HERITAGE MUSEUM

Mr. Patrick J. Kennedy presented this item to the Board noting that Mrs. Weber was unavailable to attend the CDC meeting, so Mr. Bill Blackwell and Ms. Patricia Miller were serving as the Chisholm Trail Heritage Museum representatives. The Chisholm Trail Heritage Museum is renovating the exterior of their building, those renovations include the repairing of existing brick, repairing of the arch lintels, and the replacing of window sills.

Mr. Chris Crain questioned on if the repairs would be done to the original portion of the CTHM.

Mr. Bill Blackwell stated the repairs would be done to the original portion of the museum.

Mayor Sara Post Meyer noted that the visitors who were in Cuero for the antique show complimented the CTHM and mentioned that they planned to return.

MOTION MADE BY DAVID SCOTT, SECONDED BY RANDY JOCHIM, TO APPROVE THE COMMUNITY SERVICES PROGRAM GRANT FOR THE CHISHOLM TRAIL HERITAGE MUSEUM IN THE AMOUNT OF \$10,000.00 FOR THE EXTERIOR IMPROVEMENTS AS LISTED IN THE GRANT APPLICATION. AYES: 6 NAYES: 0 MOTION CARRIED RICHARD WEBER RECUSED HIMSELF FROM VOTING DUE TO HIS RELATIONSHIP TO THE CTHM EXECUTIVE DIRECTOR.

CONSIDER AND ACT UPON BUDGET AMENDMENT #2 OF THE FY 2017-2018

Mr. Patrick J. Kennedy presented this item to the Board noting that pursuant to the suggestions at the February Board of Director's Meeting, the Business Retention and Expansion Program line item has been increased to \$125,000. \$5,000 was reduced from the Enterprise Program line item, this will zero out this grant for the remainder of the fiscal year. \$100,000 was added for the possible repurchasing of the property at Pebble Ridge. Mr. Kennedy mentioned that of the \$61,600 in the contracts and services line item, \$17,000 is listed as Marketing and that combined with the Community Services Grant Program will exceed the allowable up to 10%. There were a number of items that required moving in the contracts and services individual line items, so the Board suggested Mr. Kennedy do those to his best judgment. Due to the low cost of the LED bulbs, the \$15,000 from the December Events Committee reserves has been transferred back, and there is still an adequate amount available for the purchasing of additional bulbs, if needed.

Mr. David Scott questioned the price when the CDC sold the acreage to Mr. George Bishop. Mr. Kennedy mentioned that when the CDC sold the land, they sold it for \$92,000, which at the time was Eagle Ford Shale prices. David Scott questioned if the Board would have to take action on the sale, if it were to go through. Mr. Kennedy mentioned that the CDC could not move forward with the sale, prior to Board approval. The money was being added to the CDC budget for future conversations with Mrs. Molleston and Mr. Bishop.

MOTION MADE BY DAVID SCOTT, SECONDED BY DENNIS JEMELKA, TO APPROVE BUDGET AMENDMENT #2 OF THE FY 2017-2018 AS PRESENTED. AYES: 7 NAYES: 0 MOTION CARRIED

DISCUSS COMPARISONS OF RETAIL CONSULTANTS

Mr. Kennedy mentioned that a synopsis of Retail Coach, Retail Strategies, and Buxton was included in the Agenda Packet. Each of the three companies suggested the CDC to make a 2 to 3 year commitment to see the results of their efforts.

The Board discussed the pricing of the retail consultants and decided that it would not be advantageous to move forward at this time. Mr. Kennedy noted that he would follow up with each company and make them aware of the Board's decision.

Mr. Chris Crain questioned on if the CDC has previously contracted with a company of this sort. Mr. Kennedy mentioned that previous conversations had taken place, but there was never an executed contract.

REVIEW THE 1ST QUARTER 2018 ACTION ITEMS OF THE STRATEGIC PLAN 2015-2018 (PAGE 85)

Mr. Patrick J. Kennedy reviewed the following Action Items for the 1st Quarter, 2018:

1.2.5 Add a section for local brokers to advertise available properties within the area so site selectors reviewing the EDC website can quickly find property options. Sites can include real estate outside of City limits.

Incomplete - Mr. Kennedy reported that the CDC have worked with local realtors on posting their commercial sites on the CDC webpage, but have had little to no success.

2.1.3 Provide an annual information/thank you luncheon to thank business leaders for their service and inform them regarding the status of Cuero's economy, transportation, workforce, etc. Add people each year

Incomplete - Mr. Kennedy noted that GVEC has partnered with the CDC to fund the \$5,000 food cost for the past two events, but they could no longer participate in this endeavor.

Mr. Charles Papacek questioned why the CDC could not pay for the event by themselves. Mr. Kennedy mentioned that they would look into that avenue.

Mr. Kennedy also noted that once the Strategic Plan 2015-2018 is complete in June, Mr. Jerry Pearce of the Texas Association of RC&D and Opportunity Strategies have been contacted about the possibility of assisting in the development of a new plan.

Mr. Charles Papacek noted item 3.2.1 of the Strategic Plan states "CDC staff will bring other community initiatives not outlined in its scope to the CDC Board for consideration and possible approval on an as-needed basis".

Mr. Papacek mentioned that Allen EDC had a public meeting with the town to hear their wants/needs.

Mayor Meyer noted that this would be a good approach to hear the voices of the citizens.

V. CONSENT AGENDA

Included in the director's agenda packets for review were: Regular Meeting Minutes, Monday, February 26, 2018, December Events Committee Regular Meeting Minutes, Wednesday, February 21, 2018 and the December Events Committee February Financial Report.

MOTION MADE BY MAYOR SARA POST MEYER, SECONDED BY RANDY JOCHIM, TO ACCEPT THE CONSENT AGENDA AS PRESENTED. AYES: 7 NAYES: 0 MOTION CARRIED

VI. EXECUTIVE DIRECTOR REPORT

- 1) Sales Tax Comparisons – A copy of the sales tax revenue report was included in the Board package. It was reported that the sales tax remittance decreased by ½ % for the Fiscal Year and decreased by nearly 9% for the Calendar Year.
- 2) Discuss upcoming Community Leaders' Meeting – The April 6th guest speaker will be (Brother) Gary Moses and the May 4th guest speaker will be Larry McManus of the Texas Department of Agriculture.
- 3) Discuss upcoming conferences/meetings – Mr. Patrick J. Kennedy will be attending the Central Texas I-10 Community Alliance Growth Summit in Sealy and the TEDC conference in the forthcoming months.
- 4) December Events Committee – It was reported that December Events Committee (DEC) will hold their annual elections on Wednesday, March 21, 2018. Mr. Kennedy mentioned that the DEC is currently seeking new members. The DEC has been voted Best of the Best – Holiday Events by the readers of the Victoria Advocate for the 7th year in a row. A shipment of 52,000 LED bulbs was delivered for Cuero's Christmas in the Park and the remaining 2,000 bulbs will be delivered by the end of March.
- 5) Current Projects – A copy of the current projects was included in the Board package. Mr. Kennedy mentioned that 19 projects have been approved in the first six months of the FY 17-18, whereas 20 projects were accomplished for FY 16-17.

Mr. Kennedy also provided a copy of the report for the "Spring Entrepreneur Program Campaign" provided by the CDC Webmaster, Jennifer Papacek Klimowicz. The CDC has reached 7,600 individuals through this marketing technique, but has not had a follow-up for an application. A new ad will be run on April 1st, this will be a second approach of gaining applicants.

VII. ADJOURN

MOTION MADE BY RANDY JOCHIM, SECONDED BY RICHARD WEBER, TO ADJOURN THE MEETING AT 6:41 P.M. AYES: 7 NAYES: 0 MOTION CARRIED



CHARLES PAPACEK
PRESIDENT

ATTEST:



DAVID SCOTT
SECRETARY/TREASURER