



CITY OF FULSHEAR DEVELOPMENT CORPORATION

PO Box 279 / 30603 FM 1093
Fulshear, Texas 77441
Phone: 281-346-1796 Fax: 281-346-2556
www.fulsheartexas.gov

MEETING MINUTES June 8, 2015

Present: Bill Archer, Ewelina Forker, Jackie Gilmore

Absent: None.

Visitors: Kristi Brashear, Cheryl Stalinsky, C.J. Snipes, James Bjacek, Bill Knesek, Shannon Purcell

1. Call to Order: Bill Archer, President at 6:30 P.M.
2. Invocation: Rev. Jackie Gilmore
3. Citizen's Comments: None
4. Consideration of Request for Approval of Minutes from City of Fulshear Development Corporation Meeting of April 20, 2015.

Motion: Gilmore 2nd: Forker ayes: 3 nays: 0

5. Presentation and discussion of financial statements to date.
 - Accounts payable: \$48,066.94.
 - Total Revenues: \$115,548.93
 - Total Finances: \$825,914.34
 - City leads the county in revenue growth at 65%.
6. Consider and take action on Payables Due and Checks Paid Report(s).
 - Consultant Knesek presented an invoice for his services at the meeting (Southwestern Economics).
 - Invoice for the Randall Law Firm: \$448.50
 - Part of the invoice was for the review of whether the two economic development corporations could hold a joint session (April 20th)
 - Part of the invoice for the review of Resolution No. 2015-274.
 - Whitley Penn audit Invoice: \$1,200.00
 - Motion to approve the expenses but with modifications 1) The inclusion of Southwestern Economics invoice, 2) The removal of expense for the review of Resolution No. 2015-274 by Randle Law Firm.

Motion: Forker 2nd: Gilmore Ayes: 3 Nays: 0

7. Discussion and possible action to pay off the Texas Leverage Fund Loan in the amount of \$329,748.14
 - City Finance Director Brashear said that paying off the loan would save the city \$70,000.00 in interest payments.
 - City Manager Snipes emphasized that the corporation has the flexibility (at the moment) to pay off the loan and partake in servicing other projects (such as property).
 - Gilmore asked if it were possible to divide the payment in half.
 - Snipes notes that the city borrowed to the maximum amount allowed by the state, which means it is imperative to pay off loan.
 - Consultant Knesek recommends paying off the loan.

Motion: Gilmore 2nd: Forker Ayes: 3 Nays: 0

8. Discussion and possible action to select a bank depository for bank services.
 - Three banks responded to the Request for Proposal sent out by City Finance Director Brashear.
 - Commercial State Bank, which the Corporation uses failed to provide their financials and were disqualified.
 - First National Bank of Belleville has the highest rate of return, but has too much risk.
 - Wells-Fargo the most stable option.
 - Interest points: 9
 - ECR: 0.79
 - Higher the collective balance, the less fees
 - Question asked as to the problems faced with Commercial State Bank
 - Compliance Issues
 - Lack of Services for growing city
 - Several security breaches
 - Collateralized the wrong accounts on several occasions
 - Fees: Return, Wire, Over-Draft, Deposit
 - Motion to re-let RFP process.

Motion: Forker 2nd: Gilmore

Ayes: 3

Nays: 0

9. Discussion of Goals, Objectives, and the future Direction of this corporation.
 - Council will appoint a new member of the corporation
 - Collin's term expired when his term on city council ended
 - City Administrator Snipes to forward submitted applications to the Corporation members for their review.
10. Discussion and possible action on marketing strategy.
 - City desires to promote the Point West property off on Interstate 10
 - It is a limited annexation land slated for commercial development
 - City Economic Development Director Stalinsky discusses re-allocating remaining funds budgeted for FY 2015 marketing on three main publications:
 - Texas Real Estate Business
 - Opportunity Houston
 - Site Selection
 - Promoting commercial development to bring in sales taxes imperative to create a well-balanced and sustainable revenue stream.

Motion: Forker 2nd: Gilmore

Ayes: 3 Nays: 0

11. Discussion and possible action pertaining to the Southwestern Economics LLC contract.
 - Consultant Knesek is currently paid \$125.00 per month.
 - He wants \$160.00 per month
 - Says that other clients pay this amount

Motion: Gilmore

2nd: Forker

Ayes: 3

Nays: 0

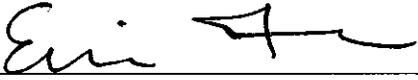
12. Appointment of New Members
 - Discussed previously under Item #9.
13. Report by Economic Development Consultant, Bill Knesek.
 - Wants a business park in Fulshear
 - Recommends that Corporations 4A & 4B collaborate
 - Then recommends 4A make a partnership with private developer
 - Noted that selling green-field property is difficult -- especially when no infrastructure is put in
 - City Administrator Snipes notes that Point West has seven (7) partners and has infrastructure being developed by Fishman-Wakefield.
 - Point West has over 971 acres for commercial development
 - The property can be marketed as having reimbursable costs
 - This would balance out the cost of \$3.50+ on Squarefoot, which is a dollar higher than surrounding areas.
 - Knesek mentions creating housing incentives for workers who opt to live in the City of Fulshear.
 - Snipes notes that we have a \$1.70 loss for every house that is built (in providing services) because we have disproportionate revenue.
14. Fulshear Area Chamber of Commerce report, Don McCoy.
 - Chamber Director McCoy absent, no report.
15. Consideration of report by City Administrator, CJ Snipes.
 - Housing sales strong
 - FM 1463 Retail progressing.
 - Reed King retail plan also coming along.
 - Fulshear Run development is approved
 - Residential & Retail
 - Planning & Zoning Commission approved variance for retail access management along Fulshear Trace & FM 1093.
 - City awarded bid for water service expansion
 - It will add approximately 400,000 gallons
 - Texana to build facility in Fulshear
 - It will add 75-125 new professional jobs.
 - Cross Creek Ranch has sold over 2,000 homes.
 - Prices of land and homes are pushing out the middle-class, young families, and senior citizen.
16. Discussion of future agenda items.
 - Election of Board officers
 - Re-Application of Banks for depository services
 - Further discussion of Goals, Objectives, and the future Direction of this corporation
 - Report on Point West Property by City Economic Director Stalinsky.
 - Executive Session about Real Property.
17. Next regularly scheduled meeting July 13, 2015 at 6:00 PM.
18. Adjournment: Approval to adjourn at 8:32 P.M.

Motion: Forker 2nd: Gilmore

ayes: 3 nays: 0

Prepared by: James Bjacek

Economic Development Assistant



Ewelina Forker
Secretary
City of Fulshear Development Corporation



Bill Archer
President
City of Fulshear Development Corporation