

ECONOMIC DEVELOPMENT BOARD

MINUTES OF

FEBRUARY 26, 1996

The meeting was called to order at 3:00 p.m. Absent was: David Barnes

LCRA Representatives Frank Morgan, Glen Altwein and Cynthia Espinoza were present. Also present were Al Veselka City Manager, Jack Maloney City Inspector and Mr. and Mrs. A. J. Caraway.

Objective of this meeting was to discuss and act on the request by City Council to study and make recommendations on use zoning for the properties fronting the City's major arterial streets.

Zone usage and description of B1, C1 and C2 was explained and questions answered by Al Veselka and Jack Maloney.

Recommendations to the City Council are:

West Grand Avenue: Motion was made by Dr. Boening to zone West Grand Ave. commercial; motion second by W. Adamek; motion carried

Eastern Access (Hwy 111): Motion was made by M. Behrens to leave this area as is; motion second by L. Findeisen; motion carried

77-A South of 111: Motion was made by W. Adamek to zone this area C2; motion second by L. Brandt; motion carried

West Gonzales Location: Motion was made by D. Nall to zone the area west of Carruth St. C2; motion second by D. Kutach; motion carried

77-A Location: Motion was made by L. Brandt to connect two existing C2
(N. & S. of RR Crossing) corridors with C2 zone; motion second by D. Nall; motion carried

Al Veselka informed the committee on the status of economic development director's employment. A hand out was given with the advertisement / description of duties / requirements of the position. To present eight (8) inquiries have been made with two (2) applications in hand.

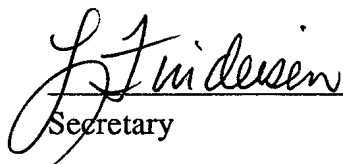
F. Morgan made mention of the salary for this position as most likely to attract someone just out of college or with no experience, where as a more attractive salary may attract someone with experience in this field.

F. Morgan and G. Altwein explained the "Team Ready" Program and the importance of putting this program into action. They both expressed concern of the tension and separation between Chamber / City / EDC. They explained that the City is their (LCRA's) customer, and would work primarily with City / EDC in an effort to work together as separate entities. They would however agree to work with

Chamber on planning strategies with EDC's support. EDC agreed that with current changes that had been made it is a good idea for the Chamber to re-focus and be aided in setting future goals. President J. Trott explained the cycle of just how economic development had become a part of the Chamber's focus in past years.

Literature was given out concerning The "Team Ready" approach to community development. The program builds on team work, knowledge of the community, where to secure necessary data and who the necessary community leaders are to make this program work. It was suggested that this program begin when an ED Director is hired, preferably within three months if possible, however, the committee will begin on any issues possible with the guidance of LCRA reps.

Meeting adjourned at 4:50 p.m.


Secretary


Chairman

Economic Development Bd

February 26, 1996 3 P.M.

A J Caraway,

Wes Caraway

Jack Maloney

ECONOMIC DEVELOPMENT BOARD
MINUTES OF
JULY 22, 1996

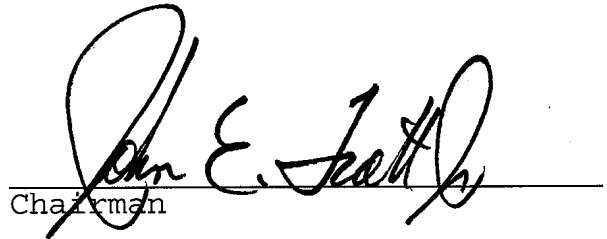
The meeting was called to order at 3:00 P.M. Excused absences were: Ken Kvinta, Dennis Kutach and Linda Findeisen. Also present was City Manager Al Veselka and Economic Development Director John Allen.

John Allen reported on the questionnaire developed for businesses and that he had visited 89 of the 210 identified businesses.

The "Team Ready" Program steps were reviewed and discussed. Additional nominations for team membership training were made. "Team Ready" training is scheduled to begin on July 29, 1996 from 2 to 5 P.M.

The meeting adjourned.


Secretary


Chairman

ECONOMIC DEVELOPMENT BOARD

MINUTES OF JULY 29, 1996

LCRA'S Community Development "Team Ready" Training

John Trott called the meeting to order at 2:07 p.m. Excused absence: John Sanchez

Other members welcomed were: Harvey Schneider, Jim Witte, John Fling, Glen Blundell, Billy Moore, Ben Bohuslav and Calvin Cook. Also present were City Manager Al Veselka, EDD John Allen and LCRA Representative Cynthia Espinosa.

Glenn Altwein, LCRA Team Leader Community Development introduced Ray Alvarez, LCRA Senior Economic & Community Developer. Ray briefed the group on Community Resource Initiatives as well as explained who LCRA is and what LCRA is doing for Texas.

Glenn Altwein touched on key points of Sustainable Community Development and explained about Texas Leadership Institute (TLI). This Institute was established to provide an effective community development leadership program. Members were encouraged to attend courses offered by TLI.

Each group member introduced themselves, their business or service and reasons attending this meeting.

Glenn Altwein provided numerous hand-outs on topics such as:
Creative Thinking Ideas To Accomplish Community Development
The Community and Economic Development Process
Community Assessment
Reviewing our own Community Economic Development Plan

After a short break team members were shown what an Executive Summary (Brochure), Materials and Data On-Hand should look like. Two impressive examples were shown from the town of Taylor.

Prospect Simulation Training was next on the agenda. The team goal is to put together an impressive attractive package for future prospects. Object is to stay on prospects list as long as possible.

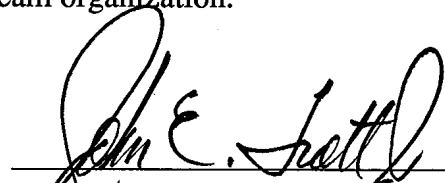
- | | |
|---------------------------------------|--------------------------------------------|
| 1) Prospect Presentation Requirements | 5) Planning The Agenda |
| 2) Prospect Proposal | 6) The Tour (no more than 15 - 20 minutes) |
| 3) Planning the Presentation | 7) Written Proposal |
| 4) Initial Meeting | 8) Proposal Binding |

Team assignments for a prospect:
Proposal Preparation
Plan for Meeting Prospect
Executive Summary
Site Inventory

The team was given the assignment to prepare a Prospect Presentation by Sept. 23rd. Members will meet Monday, August 5 at 2:00 p.m. City Hall meeting room for team organization.

Meeting adjourned 5:01 p.m.


Secretary


Chairman

SIGN-IN SHEET FOR:

DATE: 7-29-96

City of Yoakum "Team Ready" Training
AT: Yoakum

—> { PLEASE PRINT } <—

NAME:

POSITION/JOB:

ADDRESS:

TELEPHONE #

John Alled	Economic Development Dir	PO Box 736 Yoakum 77905	6321 512 243 7527
JIM WITTE	CHRM Hosp Dist.	RT 3-Box 184 C	Ykm 293-5426
Glen Blundell	Co. Comm. Lavaca	RT 4 Box 204	Yoakum
Weyman ADAMEK		RT 2 Box 64	X Fee
Ben W. Bohuslov		RR 4, Box 205	Ykm
LOUIS F. BOENING	BANKER	P.O. Box 429	YOAKUM
Calvin Cook	Director of Public Works	P.O. Drawer 738	Yoakum 293-6321
DENNIS RUTACH	BANKER	PO Box 778	YOAKUM 293-3572
Dunne Paul	Natural Gas Dist	808 Walnut	Yoakum 293-6014
David Barnes	Wendell Mtr. Co.	PO Box 448	Yoakum, 293-3561
Alex Herdin		202 W. Grand	Yoakum 293 5642
Janda Swidewin	Owner Prtg Bus	P.O. Box 208	512-293-6644
M. W. Behrens	Engineer	1x DOT P.O. Box 757	512-293-4332
J. E. Fred		500 Hwy 77A	YOAKUM 293 5201
Patty Brandt	Tandy Brands	500 Airport Rd	Ykm 293-6392
KEN KUINTA	Attorney	P.O. Box 775 403-W Grand	Ykm 293-2352
John C. Fluy	Asst Sgt	101 MRA Yoakum TX 77995	293 7177 Home
Danny Schmidt	Sgt	516 Coke	293-6674
Billy E. Moore	Co. Commissioner	DeWitt, Co	293-2772
Al Walker	City Mgr	P.O. Box 738	293-6321

ECONOMIC DEVELOPMENT BOARD

MINUTES OF
AUGUST 5, 1996

Community Development "Team Ready" Training

The meeting was called to order by John Trott at 2:00 p.m. with the Economic Development Board nominating and assigning the "Team Ready" Trainees to various "Team Ready" committees.

Absent were City Manager Al Veselka and Team Ready Trainees: John Fling, Billy Moore and Harvey Schneider.

Concerns of adding a Team Ready member from the black community were raised, discussed and tabled.

Prospect Simulation Training: The team divided into committees. Prospect requirements were discussed at length. Each committee with further questions will direct them to John Trott. John will contact LCRA Rep. Glenn Altwein with these questions to gain any additional information each committee may need.

Site / Utilities Committee: John Sanchez Calvin Cook Billy Moore
Glen Blundell Dwayne Nall

Building Committee: Ben Bohuslav Jim Witte
Mike Behrens

Finance Committee: Dr. Boening Ken Kvinta
Dennis Kutach

Resource / Personnel Committee: Weyman Adamek
Larry Brandt

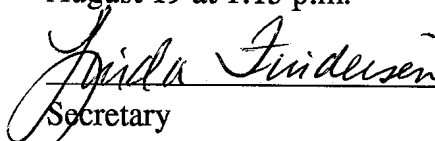
Education Committee: Harvey Schneider
John Fling

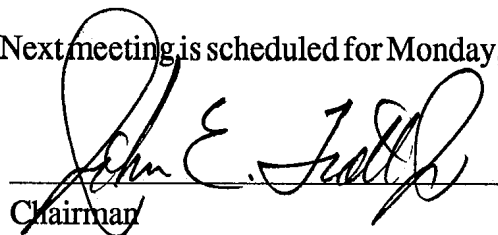
Tour Committee: David Barnes Linda Findeisen
Doris Hardin

Packaging Proposal: Linda Findeisen
John Allen

LCRA Contact: John Trott

Meeting adjourned at 3:12 with committees breaking into discussion. Next meeting is scheduled for Monday, August 19 at 1:15 p.m.


Secretary


Chairman

ECONOMIC DEVELOPMENT BOARD

MINUTES OF
AUGUST 19, 1996

The meeting was called to order by John Trott at 1:25 p.m. EDB excused absence: David Barnes

"Team Ready" Trainees absent were: Jim Witte, Billy Moore and John Fling

John Trott briefed the team about questions and answers asked of LCRA contact Glenn Altwein. Most questions of committees had been answered.

"Team Ready" Committee Progress Reports were given in order as they appeared in the minutes of the August 5 meeting.

Site / Utilities Committee: A resolution of support for "Team Ready Program" was submitted by Lavaca County Judge Charles J. Rother. Detailed maps were also submitted. Some questions asked of LCRA contact were not answered as clearly as the committee had hoped, but the committee indicated there should not be a problem with providing utilities to the site.

Building Committee: Estimate cost sheet and diagram for the site development was submitted with an estimated cost of \$500,000.

Finance Committee: Submitted Financial Assistance data. Loan programs available: Traditional, SBA through Cen-Tex (SBA 7a) and (SBA 504) programs, also special loans / grants (when available). Committee indicated that the cost estimate would fall under the Traditional Loan Program of First State Bank and Yoakum National Bank.

Resource / Personnel Committee: Committee reported the average wage of Trained Machinist in this area is \$9.00 to \$10.00 / hr. The average wage in the area for blue collar workers is \$4.50 to \$6.00 / hr. Three sources for employees and contacts are given on the data sheet.

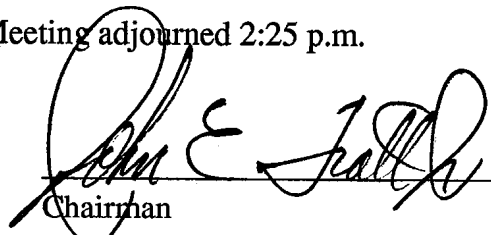
Education Committee: Report given indicated an update was needed on current brochure before being submitted.

Tour Committee: Two 22 to 25 minute routes were submitted. Route is to be decreased significantly depending upon presentation time for each prospect. Route will include Hwy 77A, FM 3475, FM 318 and Hwy 111. Team will need the use of a van for the tour on September 23rd.

Packaging Proposal: Several sample brochures were shown. Final package presentation not completed.

The next meeting is scheduled for September 3rd at 1:15 p.m. Meeting adjourned 2:25 p.m.


Secretary


Chairman

ECONOMIC DEVELOPMENT BOARD
MINUTES OF
SEPTEMBER 3, 1996

The meeting was called to order by John Trott at 1:20 p.m. EDB excused absence: Larry Brandt, Linda Findiesen

“Team Ready” Committee Progress Reports were given in order as they appeared in the minutes of the August 19 meeting.

Site/Utilities Committee: After consulting with Mr. Altwein, the committee resolved that the prospect would not have the utility demands of a SMI facility. Utility service will be adequate for the site and prospect in question.

Building Committee: Updated estimates and elevations were turned over to John Allen for placement in the profile.

Finance Committee: Information regarding two local banks and financing options were turned over to John Allen for placement in the profile. With acceptable credit, the client will qualify for financing.

Resource/Personnel Committee: Information regarding cost of machinist and other labor was turned over to John Allen for placement in the profile. Mr. Adamek amended the minutes of the August 19 meeting to reflect that the average wage of Trained Machinist in this area is \$10.00 to \$11.00/hr.

Education Committee: Information regarding the school district and test scores were turned over to John Allen for placement in the profile.

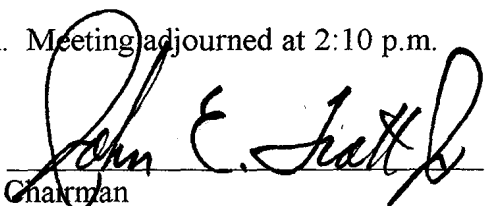
Tour Committee: At the time, the committee had not had time to review the decreased route structure. Consideration is leaning to length of perimeter run around city.

Packaging Proposal: Rough draft of information was presented. The final package will have color graphs. Will consider use of color photos. Mention but no action regarding the glossy profile suggested by Mr. Altwein.

Mr. Blundel, Dr. Boening and Mr. Trott were selected as the presenters for the September 23 meeting with the prospect. Possible use of a video or slide show for future prospects was discussed. For this exercise, the committee decided upon a flip chart with maps of the region, site and elevations as visual aids for the presentation.

The next meeting is scheduled for September 9th at 1:15 p.m. Meeting adjourned at 2:10 p.m.


Secretary


Chairman

ECONOMIC DEVELOPMENT BOARD
MINUTES OF
SEPTEMBER 9, 1996

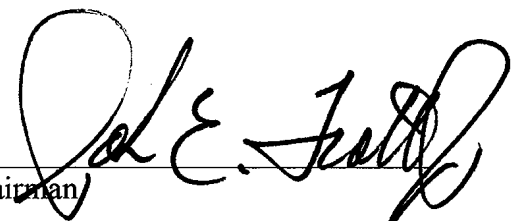
The meeting was called to order by John Trott at 1:15 p.m. EDB excused absence: Harvy Schneider, Linda Findiesen, Dwayne Nall, Ken Kvinta and John Fling.

After a practice presentation was given by Mr. Blundell, Mr. Boening and Mr. Trott, the Team Ready Committee members commented on changes. Discussion included:

- Name Tags for the presenters.
- Having the presenters seated around the council table for the presentation.
- Some mention of businesses already near site being discussed. Either during presentation or while on tour.
- Emphasis of Yoakum's low city tax rates.
- Some mention in brochure of the new hospital.

The next meeting, which will be the mock presentation to the LCRA, is scheduled for September 23rd at 3:00 p.m. Meeting adjourned at 2:15 p.m.


Secretary


Chairman

ECONOMIC DEVELOPMENT BOARD

MINUTES OF
SEPTEMBER 23, 1996

The Economic Development Board met at 3:00 p.m. Monday, September 23, 1996.

Members absent were: Mike Behrens, Dwayne Nall and Doris Hardin
"Team Ready" members absent were: Glen Blundell and Harvey Schneider

LCRA Representative Glen Altwein and Prospect Michael Thompson (Larry Ruggiano)

The purpose of this meeting: Prospect Simulation and Team Presentation

Team presenters were: John Trott, Dr. Boening and Ben Bohuslav


After an approximate 13-1/2 minute presentation and 25 minute tour, remaining members were asked to evaluate the performance of the Team Presenters using an evaluation form provided by Glen Altwein. The evaluation was designed not to tear down but to point out our areas of strength and weakness.

Flip charts were excellent but needed a change on the map. Presenters will point out to prospect the pages where charts can be found in "Fact Book".

Areas to improve: More enthusiasim
 More specific examples of community business climate
 More facts about community quality of life
 More facts about labor rates
 Need Incentive Package
 Suggestions were:
 Offer Assistance in recruiting
 Offer Advertising
 Offer Location and Screening
 One-Stop Permitting
 "Fact Book" will be numbered
 Need Resolution letters for "Fact Book" from:
 City of Yoakum
 Chamber of Commerce
 DeWitt County
 & Mayor's "Welcome" letter

Adjourned 5:00 p.m.


Secretary


Chairman

ECONOMIC DEVELOPMENT BOARD

MINUTES OF

OCTOBER 21, 1996

The Economic Development Board met at 1:00 p.m., Monday, October 21, 1996.

Absent were: Doris Hardin & John Sanchez; Team Ready member John Fling and Support Staff John Allen.

The purpose of this meeting was to follow-up on Team Ready's Economic Development visit to Diversified Lithographics, Inc. of Houston, Texas owned by Bill Walker & family.

Members that participated in this tour of the plant briefed those not able to attend. Those speaking gave mostly favorable reports of this family operated business and the facility. Mr. Walker's desire to relocate and have the opportunity to raise his grandchildren in a smaller community was obvious. His children were also in agreement of wanting to leave Houston. Most board members felt this prospect was definitely worth pursuing.

It is the boards understanding that Mr. Walker will most likely expect tax abatements, however at the time of the tour Mr. Walker was not completely clear as to what exactly he expects. He was concerned about taxes his present customers are paying on Inventory he stores for them. A report was given to the extent that Lavaca county does not presently tax this type inventory.

A letter of invitation will be written to invite Mr. Walker to inspect the site and to visit the community. At the time of the visit Mr. Walker will be asked for a written request of what he might expect, and any other pertinent information needed for the team to prepare a proposal.

Members of this board discussed tax abatements extensively and general concensus was that this is a major issue if Yoakum is to compete for growth with our surrounding cities. Motion was made by Glen Blundell for City Manager to begin development of a tax abatement policy. Motion second by Jim Witte. Motion carried.

As an advisory to City Council it is this boards intention to approach City Council about considering / supporting a tax abatement policy.

Meeting adjourned at 2:05 p.m.



Secretary



Chairman