



Corpus Christi

1201 Leopard Street
Corpus Christi, TX 78401
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Meeting Minutes Corpus Christi Business and Job Development Corporation

Monday, October 19, 2015

4:00 PM

City Council Chambers

A. Vice-President Debby Lindsey-Opel to call the meeting to order.

Vice President Debbie Lindsey-Opel called the meeting to order at 4:07 p.m.

B. Call Roll

Vice President Opel verified that quorum of the Board was present to conduct the meeting.

Present: 3 - Vice-President Debbie Lindsey-Opel, Secretary Gabriel Guerra and Chris Hamilton

Absent: 2 - President R. Bryan Gulley and Bart Braselton

C. MINUTES

1 Approval of Regular Meeting of September 21, 2015

Vice President Opel called for approval of the minutes. A motion was made by Mr. Hamilton, seconded by Mr. Guerra and passed unanimously.

D. FINANCIAL REPORT

2 Financial Report as of August 31, 2015.

Vice President Opel referred to Item 2. Director of Financial Services Constance Sanchez presented the sales tax report; cash flow statements; the commitment reports; and the pro forma for the economic development fund.

E. CLOSED SESSION ITEMS: (NONE)

F. AGENDA ITEMS: (ITEMS 3-7)

3 Arena Marketing/Co-Promotion Fund Requests - \$200,000 for City Manager Approval

Motion authorizing \$200,000 of the American Bank Center Arena Marketing Co-Promotion Fund requests to be approved by City Manager beginning with fiscal year 2016.

Vice President Opel referred to Item 3. Jim Salamenta, General Manager -

SMG/American Bank Center, stated that the purpose of this item is a request authorization for the City Manager to approve marketing co-promotion fund requests. SMG is requesting increasing the amount for FY2015 from \$100,000 to \$200,000 to be available to use on short notice, with the City Manager's approval. The total budgeted amount in the marketing co-promotion fund is \$600,000.

Mr. Guerra made a motion to approve Item 3, seconded by Mr. Hamilton and passed unanimously.

4 Arena Marketing/Co Promotion Fund Request - 2015-2016 IceRays Hockey Season

Motion approving \$100,000 Arena Marketing/Co-Promotion Fund Request for the 2015-16 IceRays Hockey Season

Vice President Opel referred to Item 4. Jim Salamenta, General Manager - SMG/American Bank Center, stated that the purpose of this item is a request to provide a \$100,000 grant from the Arena Marketing/Co-Promotion Fund to offset arena rental fees for the Corpus Christi IceRays for the 2015-2016 season. This request is consistent with previous years and is vital in keeping the IceRays as a tenant in the arena. Pat Dunn, Corpus Christi IceRays, provided information on the IceRays' community involvement, economic impact, and voucher program.

Mr. Hamilton made a motion to approve Item 4, seconded by Mr. Guerra and passed unanimously.

5 Arena Marketing/Co Promotion Fund Request - Cheer America Holiday Championship

Motion approving \$10,000 Arena Marketing/Co-Promotion Fund Request for Cheer America Holiday Championship on December 13, 2015.

Vice President Opel referred to Item 5. Donna Cannatella, SMG/American Bank Center, said the purpose of this item is to provide a \$10,000 subsidy for rental fees to the Cheer America Holiday Championships. In response to a board member, Ms. Cannatella provided a summary impact and the number of expected attendees.

Mr. Hamilton made a motion to approve Item 5, seconded by Mr. Guerra and passed unanimously.

6 Arena Marketing/Co Promotion Fund Request - American Spirit Championship - South Texas Express Nationals

Motion approving \$10,000 Arena Marketing Co-Promotion Fund Request for American Spirit Championship-South Texas Express Nationals on March 20, 2016.

Vice President Opel referred to Item 6. Donna Cannatella, SMG/American Bank Center, stated that the purpose of this item is to provide a \$10,000 subsidy for

rental fees to the American Spirit Championship - South Texas Express Nationals. Ms. Cannatella provided information on the event.

Mr. Guerra made a motion to approve Item 6, seconded by Mr. Hamilton and passed unanimously.

7 Business Incentive Agreement Update - De-Obligate \$160,000 from Conexia, Inc.

Motion de-obligating \$160,000 from Conexia, Inc. to the Type A Fund 1140 for 2015.

Vice President Opel referred to Item 7. Mike Culbertson, Corpus Christi Regional Economic Development Corporation (EDC), stated that the purpose of this item is to de-obligate \$160,000 from Conexia Inc. Conexia informed the EDC by letter that their contract for services was not completed with their client and they are not going to open a location in Corpus Christi.

Mr. Hamilton made a motion to approve Item 7, seconded by Mr. Guerra and passed unanimously.

G. PRESENTATION ITEMS: (ITEMS 8-11)

8 Economic Development Update - Type A Projects

Vice President Opel referred to Item 8. Mike Culbertson, Corpus Christi Regional Economic Development Corporation, spoke regarding the decrease in sales tax and provided information on the clause in each business incentive agreement that states that if there is not enough sales tax to fund the project, only a percentage of the grant will be provided.

9 Affordable Housing Update - FY 2014-15 Annual Activity Report

Vice President Opel referred to Item 9. Director of Housing and Community Development Eddie Ortega presented the FY2014-2015 annual activity report on Affordable Housing programs.

10 Engineering Services Update - October 2015

Vice President Opel referred to Item 10. Director of Engineering Services Jeff Edmonds presented the engineering services monthly project updates for the following projects: Salt Flats Levee Project/FEMA Mapping, the Barge Dock, McGee Beach Renourishment, and the proposed McGee Beach - Breakwater Safety Improvements.

11 Communication Plan Update

Vice President Opel referred to Item 11. Director of Communications Kim Womack provided a brief update on the Communications Plan including: the goals and key messages; the communication tools implemented; and the plan highlights. Ms. Womack stated that the Communication's Department is preparing a plan to air the Type A Board meetings by spring of next year.

H. EXECUTIVE DIRECTOR COMMENTS:

None.

I. PUBLIC COMMENT

Vice President Opel referred to comments from the public. Warren Andrich, Corpus Christi Association of Realtors, asked the Board to review the amendments made to the down payment assistance program guidelines regarding closing costs.

J. IDENTIFY FUTURE AGENDA ITEMS

Vice President Opel referred to Identifying Future Agenda Items. The following item was identified: a process to address the seawall CIP funds.

K. ADJOURNMENT

The meeting was adjourned at 4:34 p.m.

** Regardless of the agenda heading under which any item is listed, any word or phrase of any item listed on this agenda shall be considered a subject for consideration for purposes of the Texas Open Meetings Act and other relevant laws, and the Board of Directors may deliberate and vote upon any such subject and resolutions related thereto. Any descriptions of property or amounts stated in this agenda are descriptive and not restrictive, and property and amounts may be changed in the motions, actions or documents. In addition to other items listed in this agenda, policies and procedures of this corporation, legal analysis of any items, policies or procedures, and any items that are currently receiving funding from this corporation may be discussed and deliberated and these matters are added as subjects of discussion to this meeting. This agenda has been reviewed and approved by the attorney for the governing body, and the presence of any subject or description in the Executive Session portion of this agenda constitutes a written interpretation of Chapter 551 of the Texas Local Government Code by the attorney for this corporation indicating that said subject or description thereof may be legally discussed in a closed meeting.*