



Corpus Christi

1201 Leopard Street
Corpus Christi, TX 78401
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Meeting Minutes

Corpus Christi Business and Job Development Corporation

Monday, September 19, 2016

4:00 PM

City Council Chambers

A. President Bryan Gulley to call the meeting to order.

President Gulley called the meeting to order at 4:03 p.m.

B. Call Roll

President Gulley verified that a quorum of the Board was present to conduct the meeting.

(Note: Mr. Guerra arrived at 4:13 p.m.)

Present: 5 - President R. Bryan Gulley, Secretary Gabriel Guerra, Bart Braselton, Board Member Randy Maldonado and Board Member Lee Trujillo

C. MINUTES

1. Approval of Regular Meeting of August ~~22~~ 15, 2016

President Gulley referred to approval of the minutes. City Secretary Rebecca Huerta announced that the date listed on the agenda for the minutes is incorrect and should read August 15, 2016.

Mr. Braselton made a motion to approve the minutes, seconded by Mr. Maldonado and passed unanimously. (Guerra - absent).

D. FINANCIAL REPORT

2. Financial Report as of July 31, 2016.

President Gulley referred to Item 2. Assistant Director of Financial Services Alma Casas 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 - 11)

3. De-Obligate funds from MotorGlobe

Motion to de-obligate \$25,000 from MotorGlobe to the Type A Fund 1140 for 2015.

President Gulley referred to Item 3. Mike Culbertson, Corpus Christi Regional Economic Development Corporation, stated that the purpose of this item is to de-obligate funds from MotorGlobe. Mr. Culbertson explained that MotorGlobe was not in compliance with the requirements of their agreement.

Mr. Maldonado made a motion to approve Item 3, seconded by Mr. Braselton and passed unanimously (Guerra - absent).

4. De-Obligate funds from Small Business Projects

Motion to de-obligate \$200,744 from the Small Business Project grants left over from the 2014-2015 fiscal year and return the funds to the Type A Fund 1140 for 2015.

President Gulley referred to Item 4. Mike Culbertson, Corpus Christi Regional Economic Development Corporation, stated that the purpose of this item is to de-obligate funds from unspent small business projects.

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

5. Affordable Housing - Homebuyer Assistance Program Guidelines

Motion to approve the revised guidelines for the Type A Affordable Housing - Homebuyer Assistance Program.

President Gulley referred to Item 5. Director of Housing and Community Development Rudy Bentancourt stated that the purpose of this item is to revise the Type A Affordable Housing - Homebuyer Assistance program guidelines. Mr. Bentancourt stated that the Type A Board created a committee to work with City staff to review the guidelines to determine ways to streamline the program. The new guidelines changes include: the downpayment assistance amount changed from a flat rate to up to \$10,000 and staff will be using a gap analysis to determine the amount of assistance; adding three months of the most recent bank statements and paycheck stubs; and eliminating requirements for proof of child support, copy of divorce decree, tax transcripts, and appraisals.

Board members spoke regarding the following topics: staff's work with the committee; the amount of staff reimbursement to be discussed in Item 6; the requirements were removed from the guidelines because it is a duplication of efforts that is done during the lending process; use of a gap analysis to determine the amount of assistance; and whether there is consideration for the Energy Efficient Mortgage (EEM) and Mortgage Credit Certificate (MCC) Program to be used with the loan.

Mr. Braselton made a motion to approve Item 5, seconded by Mr. Maldonado and passed unanimously.

6. Affordable Housing - FY 17 Homebuyer Assistance Program Agreement

Motion approving a 6-month agreement with the City's Housing and Community Development Department for the continued administration of the Type A Affordable Housing - Homebuyer's Assistance Program; allocating and transferring \$107,500 in Fund 1140 Economic Development Fund from the Affordable Housing's "Available for Projects" balance to the Affordable Housing's "Homebuyer Assistance Program" balance in the amount of \$100,000 and to the Affordable Housing's "City of Corpus Christi - Reimbursement" balance in the amount of \$7,500 to reimburse the City for staff time in implementing the Program; and authorizing the president to execute the agreement.

President Gulley referred to Item 6. Director of Housing and Community Development Rudy Bentancourt stated that the purpose of this item is to approve a six-month agreement with the City's Housing and Community Development Department to continue administration of the Affordable Housing Homebuyer's Assistance Program from October 1, 2016 to March 31, 2017.

Executive Director Constance Sanchez responded to questions regarding the agreement that is required for staff to administer the program and the balance of the fund.

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

7. Arena Marketing/Co-Promotion Fund Request - IceRays Hockey Season

Motion authorizing the expenditure of \$100,000 from American Bank Center Arena Marketing Co-Promotion Fund for the 2016-17 IceRays Hockey Season.

President Gulley referred to Item 7. Eric Jaramillo, Interim General Manager of SMG/American Bank Center, stated that the purpose of this item is to authorize the expenditure of \$100,000 from the American Bank Center Arena marketing Co-Promotion fund to offset arena rental fees as an incentive for the Corpus Christi IceRays for the 2016-2017 season. Pat Dunn, General Manager for the IceRays, provided information on the voucher program; the economic impact and return on investment; and the IceRays contribution to the community.

Board members spoke regarding the following topics: the total economic impact for the last seven years; the efforts in the community; how the funding is spent to offset costs for the IceRays; the arena's perspective on the return on investment; and the capital project to repair the ice.

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

8. Arena Marketing/Co-Promotion Fund Request - Rodeo Corpus Christi Concert Series

Motion authorizing the expenditure of \$30,000 from American Bank Center Arena Marketing Co-Promotion Fund for Rodeo Corpus Christi

Concert Series on April 23-30, 2017.

President Gulley referred to Item 8. Eric Jaramillo, Interim General Manager of SMG/American Bank Center, stated that the purpose of this item is to authorize the expenditure of \$30,000 from the American Bank Center Marketing Co-Promotion Fund for the Buc Days Rodeo Corpus Christi Concert Services. The funding will be used as matching funds to assist the Buccaneer Commission in establishing a concert services for the 2017 Rodeo. Johnny Philipello, President/CEO of Buc Days, spoke regarding the Buccaneer Commission's efforts to continue to grow Rodeo Corpus Christi and the Scholarship Program and the matching funds. Mr. Trujillo announced that he was abstaining from the vote on this item.

Mr. Guerra made a motion to approve Item 8, seconded by Mr. Maldonado and passed unanimously; Trujillo abstained.

9. Arena Marketing/Co-Promotion Fund Request - Cheer America

Motion authorizing the expenditure of \$10,000 from American Bank Center Arena Marketing Co-Promotion Fund for Cheer America's Holiday Championship Event on December 11, 2016.

President Gulley referred to Item 9. Donna Cannatella, SMG, stated that the purpose of this item is to authorize the expenditure of \$10,000 from the American Bank Center Area Marketing Co-Promotion Fund to offset rental fees for Cheer America's Holiday Championship Event. Ms. Cannatella provided information on the estimated number of attendees and estimated economic impact.

In response to a board member, Ms. Cannatella stated that the funds are only used to offset arena costs.

Mr. Braselton made a motion to approve Item 9, seconded by Mr. Guerra and passed unanimously.

10. Arena Marketing/Co-Promotion Fund Request - TYFA Cheer Competition

Motion authorizing the expenditure of \$15,000 from American Bank Center Arena Marketing Co-Promotion Fund for the Texas Youth Football Association Cheer Competition to be held on November 5, 2016.

President Gulley referred to Item 10. Donna Cannatella, SMG, stated that the purpose of this item is to request \$15,000 from the Arena Marketing Co-Promotion Fund to offset arena rental for the Texas Youth Football Association Cheer Competition. Ms. Cannatella provided information on the estimated number of attendees, total room nights, and economic impact.

In response to a board member, the funds will be used to offset the one day event with a move-in day.

Mr. Maldonado made a motion to approve Item 10, seconded by Mr. Guerra and passed unanimously.

11. Arena Marketing/Co-Promotion Request - Nations Best Super Regional Cheer Competition

Motion authorizing the expenditure of \$25,000 from American Bank Center Arena Marketing Co-Promotion Fund for Nations Best Super Regional Cheer Competition, which will take place on January 21 and 22, 2017.

President Gulley referred to Item 11. Donna Cannatella, SMG, stated that the purpose of this item is to authorize the expenditure of \$25,000 from the American Bank Center Arena Marketing Co-Promotion Funds for Nations Best Super Cheer Competition. Ms. Cannatella provided information on estimated economic impact and estimated attendance.

Board members spoke regarding the following topics: how SMG is leveraging the funding to best benefit of the community and the facility; the process used to identify which organizations are assisted; the use of the funds as an incentive to bring the competition to the arena by subsidizing the event; the Convention and Visitors Bureau event impact summary; and information on the history of the use of the co-promotion funds and actual attendance.

Mr. Maldonado made a motion to approve Item 11, seconded by Mr. Guerra and passed unanimously.

G. PRESENTATION ITEMS: (ITEMS 12 - 13)

12. Engineering Monthly Update for September 2016

President Gulley referred to Item 12. Director of Engineering Services Jeff Edmonds presented the Engineering Services Monthly Project updates.

Board members and staff discussed the following topics: the capital improvement projects (CIP); the Salt Flats Levee System; McGee Beach Breakwater Safety Improvements and Bayshore Park.

13. Discussion of Type A Changes to City Website

President Gulley referred to Item 13. Director of Communications Kim Womack stated that the Board has requested changes to the Type A website and explained that the new website is being updated as needed. Election information is being prepared for the website from the City's perspective which only allows for information to be provided and not the ability to advocate for a position.

Board members and staff discussed the following topics: including details on the impact of affordable housing; changes to the City's new website which will link to the Type A website; and whether the website includes information for small businesses.

H. EXECUTIVE DIRECTOR COMMENTS:

Executive Director Constance Sanchez welcomed new Board Member Trujillo

and confirmed the board members attending the economic sales tax workshops.

I. PUBLIC COMMENT

President Gulley referred to comments from the public. Abel Alonzo, 1701 Thames spoke in support of the Type A sales tax and thanked the board for being good stewards of taxpayer dollars.

J. IDENTIFY FUTURE AGENDA ITEMS

President Gulley referred to Identifying Future Agenda Items. The following items were identified: follow up information on the economic impact and actual attendance for the IceRays and SMG; preliminary submittal for the Barge Dock; an update to the website regarding affordable housing; the maintenance for the Miradores; information on whether the EEM and MCC can be used on loans for affordable housing; and questions regarding the metal detectors at the American Bank Center.

K. ADJOURNMENT

The meeting was adjourned at 5:05 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.*