

Memorandum



DATE October 3, 2014

TO Members of the Economic Development Committee:

Tennell Atkins (Chair), Rick Callahan (Vice Chair), Adam Medrano, Lee Kleinman,
Jerry R. Allen, Scott Griggs

SUBJECT **Amendments to Resolution No. 13-1711 which Authorized TIF Funding for the Plaza Hotel Project (Cedars TIF District), October 22, 2014 Council Agenda**

Background

TEOF Hotel LLC is finalizing negotiation of funding for the Plaza Hotel project. Staff has reviewed the amended financing proposal and supports an extension of all project deadlines by one year. This item amends Resolution No. 13-1711 which authorized staff to execute a development agreement with the developer for the project. The amendments include a provision to reimburse the costs associated with City requested public improvements (up to \$1,000,000) out of available Cedars TIF District Funds upon receipt of invoices for completed work. The remaining \$1,285,071 will be reimbursed upon the project's completion in five annual payments of \$257,014. This will facilitate the development agreement's execution and help the developer secure financing for the project.

On September 25, 2013, City Council approved TEOF Hotel LLC's request for \$2,285,071 in TIF reimbursement for the Plaza Hotel Project which will include the following improvements at 1011 South Akard Street as well as along South Akard Street and West Griffin Street: (1) conversion of a vacant 12 story hotel into a 220 room full service hotel with an the outdoor pool and amenity area; and (2) infrastructure, streetscaping, and landscaping improvements that will consist of the construction of new sidewalks; the replacement and repair of existing sidewalks; and the planting of native plants and trees along South Akard Street and West Griffin Street. The project will also utilize shipping containers to construct approximately 1,800 square feet of commercial space on the southeast corner of the hotel's parking lot. The sidewalks along South Akard Street (including the portion over the (I-30 Bridge) shall be approximately 10' wide attached to the curb and separated from vehicular traffic by a painted bike lane and buffer zone. The general width of the Griffin Street sidewalk shall be the same as the existing sidewalk except for landscaped curb extensions and the roadway reduced by one traffic lane to be replaced by a lane of parallel parking subject to Public Works approval. Design aspects of the project have been reviewed by the City Design Studio and Peer Review Committee.

Fiscal Information

No Cost Consideration to the City

Staff

Karl Stundins, Manager, Area Redevelopment Division
Telemachus Evans, Economic Development Analyst

Recommendation

Staff recommends City Council's approval of the amendments to Resolution No. 13-1711.

Map

Attached

Should you have any questions, please contact me at (214) 670-3296.

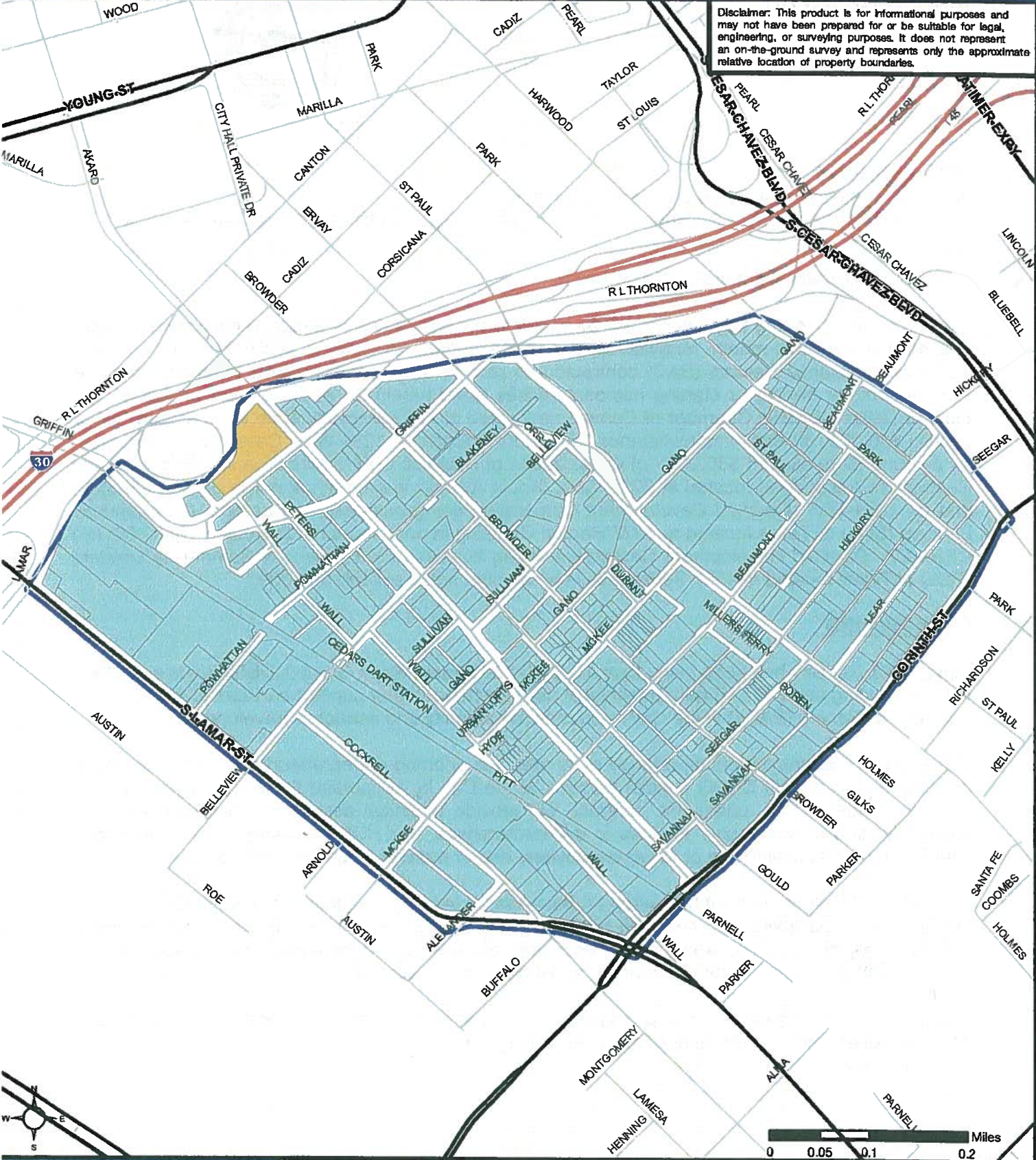


Ryan S. Evans
First Assistant City Manager

- C: The Honorable Mayor and Members of the City Council
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J. Hammond Perot, Assistant Director, Office of Economic Development
Elsa Cantu, Assistant to the City Manager – Mayor & Council

Cedars TIF District

Disclaimer: This product is for informational purposes and may not have been prepared for or be suitable for legal, engineering, or surveying purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries.



DALLAS ECONOMIC DEVELOPMENT
 Area Redevelopment Division
 214.670.1685
 dallas-ecodev.org
Map: 05-29-13, Last Update: 08-29-13 - PlazaHotelALP

Legend

- Plaza Hotel
- Cedars Parcels
- Cedars TIF District Boundary

Data Source: City of Dallas

Memorandum



CITY OF DALLAS

DATE **October 3, 2014**

TO **Members of the Economic Development Committee:
Tennell Atkins (Chair), Rick Callahan (Vice-Chair), Scott Griggs, Adam Medrano, Jerry R. Allen,
Lee Kleinman**

SUBJECT **Business Assistant Center (BAC) Contracts**

On October 8, 2014, the City Council will be asked to consider a twelve-month service contract, with two additional twelve-month renewal options, each subject to funding availability with the five Business Assistance Centers (BAC) contractors to provide technical assistance to low-to-moderate income persons owning or starting microenterprises listed herein for each contract as follows: (a) Greater Dallas Hispanic Chamber of Commerce located at 4622 Maple Avenue in an amount not to exceed \$80,000; (b) Business Assistance Center, Inc. located at 1201 West Camp Wisdom Road in an amount not to exceed \$80,000; (c) Organization of Hispanic Contractors DBA Regional Hispanic Contractors Association located at 2210 West Illinois Avenue in an amount not to exceed \$80,000; and (d) CEN-TEX Certified Development Corporation doing business as Business & Community Lenders (BCL) of Texas located at 1322 Record Crossing in an amount not to exceed \$80,000; (e) CEN-TEX Certified Development Corporation doing business as Business & Community Lenders (BCL) of Texas located at 4907 Spring Ave in an amount not to exceed \$80,000.

BACKGROUND

Since 1993, the City has been using Community Development Block Grant (CDBG) funds in addition to other funding sources to fund the technical assistance and other support services of the Business Assistance Centers (BACs) in the City to promote community and economic development.

The City has recognized the importance of its role in supporting entrepreneurial and small business development to benefit CDBG eligible persons of the City by supporting the BAC program. BACs, located within the City, under this contract, will provide technical assistance, incubator space (if applicable) and other support services to microenterprises. Per HUD regulations "microenterprise" means a business having five or fewer employees, one or more of whom owns the business.

Services may include, but not be limited to: business counseling, seminars/training, incubator space (if applicable), business plan and loan packaging assistance, financial and business management, and other eligible services which foster economic development opportunities for low-to-moderate income (LMI) persons operating or starting a microenterprise within the City.

On June 25, 2014 the Council authorized the adoption of the FY 2014-15 Consolidated Plan Budget which included funding of \$640,000 for the BAC Program by Resolution No. 14-1001

On August 7 and August 14, 2014, the City made a Request For Competitive Sealed Proposals (RFCSP) from organizations to establish, manage, and operate microenterprise Business Assistance Centers within the City of Dallas. Contract funding is being recommended for the five (5) highest ranking proposals.

OWNER(S)

Greater Dallas Hispanic Chamber of Commerce (GDHCC) - Maple
Rick Ortiz, President

Business Assistance Center, Inc.
Van Howard, President

Organization of Hispanic Contractors DBA Regional Hispanic Contractors Association
John H. Martinez-D, President

Centex- Certified Development Corporation DBA BCL of Texas
Rosa Valdez, President

Centex - Certified Development Corporation DBA BCL of Texas
Rosa Valdez, President (2nd location)

COUNCIL DISTRICT

All

FISCAL INFORMATION

\$400,000 - 2014-15 Community Development Block Grant Funds

MAP

Attached.

RECOMMENDATION

Staff recommends the City Council approval of the above referenced item.

Should you have any questions, please contact me at (214) 670-3296.

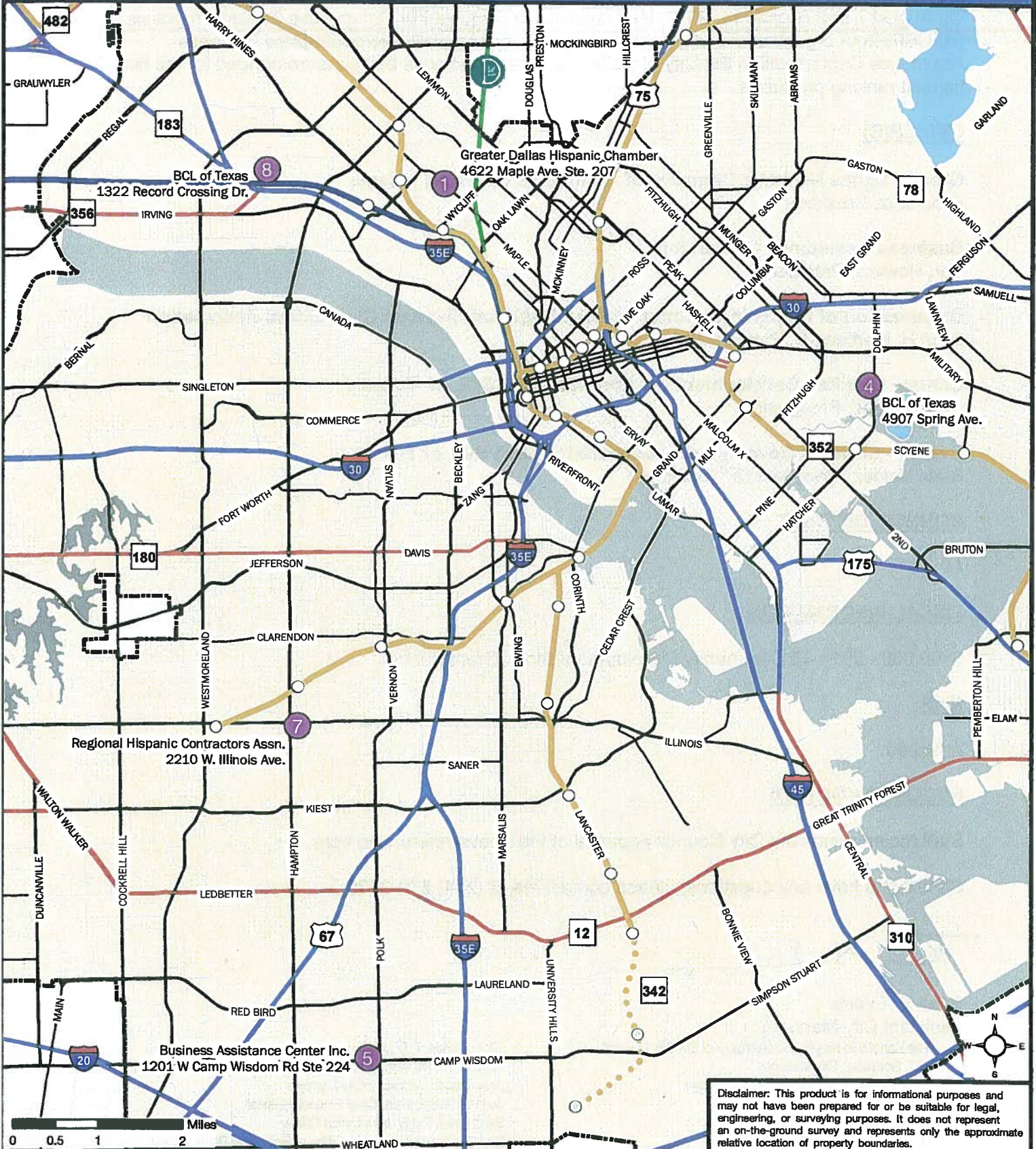


Ryan S. Evans
Assistant City Manager

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Elsa Cantu, Assistant to the City Manager – Mayor & Council

Dallas Business Assistance Centers: 2014-2015



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DALLAS ECONOMIC DEVELOPMENT
 Research & Information Division
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Legend

Business Assistance Center	DART Light Rail	Tollway	Flood Plain
Rail Station	Commuter Rail	Highway	Lake
Future Station	Future DART Light Rail	Arterial	City of Dallas
	Freeway	Local Road	

Source: City of Dallas, 2014

Created: 8/21/2008; Last Updated: 10/1/2014; BACs_2014-15.rtc

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DATE October 3, 2014

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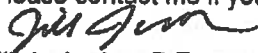
SUBJECT 5 Year Acquisition Contract, and Service Contract to establish a Master Agreement for Purchase of additional Licenses, maintenance and support of existing POSSE Land Management System.

The October 8th, 2014 Council Agenda includes an item to authorize a 1) five-year acquisition contract to establish a master agreement for the purchase of additional licenses, products and professional services to expand and upgrade the existing POSSE Land Management System in the amount of \$2,695,070 and 2) a five-year service contract to establish a master agreement to continue maintenance and support on the existing system in the amount of \$599,760 - Computronix (USA), Inc. - Sole Source - Not to exceed \$3,294,830 - Financed with Current Funds (Subject to annual appropriations).

POSSE System was initially installed in 2003 to manage permits and inspections for various City departments. Currently, it handles 57,000 permits annually for Sustainable Development and Construction (SDC) and additional 128,000 requests annually for contractor registrations, certificates of occupancy, conservation district reviews, Board of Adjustment reviews and historic district reviews. Additionally, the Housing department leverages POSSE to manage the housing repair program. POSSE is being expanded to automate SDC's Real Estate Processes for Foreclosures, Acquisitions and Abandonments, and Engineering division to eliminate paper, increase efficiency, decrease turnaround time and track projects and money efficiently. Future initiatives include automation for Code Compliance, Storm water Management and Dallas Fire-Rescue.

The contract also provides ongoing maintenance and support which includes software updates and technical support. Available support and maintenance agreement enables the City's technical managers to continue to respond quickly and effectively to daily support issues.

Please contact me if you have any questions.


Jill A. Jordan, P.E.,
Assistant City Manager

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Karl Zavitskovsky, Director, Office of Economic Development
J Hammond Perot, Assistant Director, Office of Economic Development
William Finch, Director/CIO, CIS

Memorandum



CITY OF DALLAS

DATE October 03, 2014

TO Members of the Economic Development Committee:
Tennell Atkins (Chair), Rick Callahan (Vice Chair), Adam Medrano, Lee Kleinman,
Jerry R. Allen, Scott Griggs

SUBJECT **Upcoming Agenda Item: Andrews Building Services Agenda Item – October 22, 2014**

On your October 22, 2014 Council Agenda, there is an item for consideration to authorize payment for janitorial services furnished by Andrews Building Service, Inc. at various Aviation facilities in an amount not to exceed \$268,380.

Andrews Building Services, Inc. (ABS) was authorized to provide janitorial services at Dallas Love Field for a five-year period from September 12, 2012 through September 12, 2017. During this timeframe, the Love Field terminal building underwent a massive renovation with several components of the new facility being opened in phases. The conditions associated with construction sites and maintaining the appearance of the new facility required more extensive cleaning services than originally specified. The contract was supplemented with the maximum amount of funds allowable, therefore no additional amendments were permitted.

The Aviation Department began the process to secure a new contract for janitorial services by advertising a request for bid on January 23, 2014 and closing on February 26, 2014. The level of janitorial service required to maintain the new terminal building to satisfactory conditions caused funds to be completely exhausted by February 2014. ABS continued to provide services from March – May 2014 at their originally contracted rates to ensure sanitary conditions for passengers until a new contractor was identified.

UBM Enterprises (UBM) was the successful bidder and was awarded the Aviation contract on April 9, 2014. Due to TSA mandated background checks for airport employees, UBM was not able to begin service immediately. ABS agreed to continue providing service at the same contract rate until the new contractor could begin. UBM officially began providing service on June 1, 2014.

Recognizing insufficient oversight for the janitorial contract, the Department of Aviation conducted an internal audit and discovered additional ABS invoices that remained to be paid. Departmental procedures have been implemented to

address the oversight issues within the Facilities division to cover all contracts, including:

- Dedicated experienced team member to monitor contracts through a contract review log (contract terms, amount authorized, amount remaining, indicators to initiate process of obtaining a new contract, etc.)
- Reemphasized the guideline of gaining approval (Delivery Order) prior to service being provided
- Verification/confirmation of services being invoiced within two (2) business days by the division manager prior to being sent to Accounts Payable for processing
- Perform random contract audits to ensure compliance monitoring

This item will authorize payment to Andrews Building Services, Inc. for three months (March – May 2014) of invoices due to them for service provided.

Please let me know if you have any questions.



Ryan S. Evans
First Assistant City Manager

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Sana Syed, Public Information Officer
Mark Duebner, Director of Aviation
Elsa Cantu, Assistant to the City Manager – Mayor & Council