ECONOMIC DEVELOPMENT COMMITTEE

DALLAS CITY COUNCIL COMMITTEE AGENDA

RECEIVED

2016 SEP 15 AM 9: 28

CITY SECRETARY DALLAS, TEXAS MONDAY, SEPTEMBER 19, 2016 CITY HALL COUNCIL BRIEFING ROOM, 6ES 1500 MARILLA DALLAS, TEXAS 75201 9:00 A.M. – 10:30 A.M.

Chair, Councilmember Rickey D. Callahan Vice-Chair, Councilmember Casey Thomas, II Councilmember Lee M. Kleinman Councilmember Carolyn King Arnold Councilmember Adam Medrano Councilmember B. Adam McGough

Call to Order

1. Approval of August 15, 2016 Economic Development Committee Minutes

BRIEFINGS

2. The Drever – 1401 Elm Redevelopment Project Downtown Connection TIF District

Karl Zavitkovsky
Director, Office of Economic Development

3. **UPCOMING AGENDA ITEMS**

September 28, 2016

Economic Development

- A. Authorize a one-year service contract to administer a Volunteer Income Tax Assistance Program for low to moderate income families or individuals citywide Foundation Communities, Inc., most advantageous proposer of three Not to exceed \$200,000 Financing: Current Funds (subject to appropriations)
- B. Authorize the first of four twelve-month renewal options to the grant agreement with the World Affairs Council of Dallas/Fort Worth for economic development and protocol services for the period October 1, 2016 through September 30, 2017 Not to exceed \$250,000 Financing: Public/Private Partnership Funds (\$200,000) (subject to appropriations): Current Funds (\$50,000) (subject to appropriations)

Sustainable Development & Construction

- C. Authorize acquisition from John Stanley Springer and Dianne Springer, of approximately 406,000 square feet of land improved with a single family dwelling located in Kaufman County for the Lake Tawakoni 144-inch Transmission Pipeline Project Not to exceed \$292,000 (\$288,405, plus closing costs and title expenses not to exceed \$3,595) Financing: Water Utilities Capital Improvement Funds
- D. Authorize acquisition from Morris Dale Martin, of approximately 432,376 square feet of land located in Kaufman County for the Lake Tawakoni 144-inch Transmission Pipeline Project - Not to exceed \$55,000 (\$51,615, plus closing costs and title expenses not to exceed \$3,385) - Financing: Water Utilities Capital Improvement Funds

E. An ordinance abandoning a portion of Research Row to Southwest Airlines, Co., the abutting owner, containing approximately 16,973 square feet of land, located near the intersection of Research Row and Harry Hines Boulevard; authorizing the quitclaim and providing for the dedication of approximately 433 square feet of land needed for right-of-way - Revenue: \$145,973, plus the \$20 ordinance publication fee

Aviation

- F. Authorize a five-year lease agreement with two five-year renewal options with Mockingbird Partners, L.P. for approximately 33,326 square feet of land that includes 15,066 square feet of office space located at 3448 West Mockingbird Lane, to be used for Department of Aviation offices at Dallas Love Field Not to exceed \$6,300,000 Financing: Aviation Current Funds (over fifteen years) (subject to annual appropriations)
- G. Authorize (1) a fifth amendment to the maintenance and support contract with Xerox Transportation Solutions, Inc., formally known as ASCOM Transportation Systems, Inc., for the Turnkey Parking Garage Revenue Control System at Dallas Love Field; and (2) an extension of the contract term from October 1, 2016 through January 31, 2017 Not to exceed \$146,581, from \$1,954,383 to \$1,807,801 Financing: Aviation Current Funds (subject to appropriations)

Adjourn

Rickey D. Callahan, Chair

Economic Development Committee

A closed executive session may be held if the discussion of any of the above agenda items concerns one of the following:

. Callahay

- Contemplated or pending litigation, or matters where legal advice is requested of the City Attorney. Section 551.071 of the Texas Open Meetings Act.
- 2. The purchase, exchange, lease or value of real property, if the deliberation in an open meeting would have a detrimental effect on the position of the City in negotiations with a third person. Section 551.072 of the Texas Open Meetings Act.
- A contract for a prospective gift or donation to the City, if the deliberation in an open meeting would have a detrimental effect on the position of the City in negotiations with a third person. Section 551.073 of the Texas Open Meetings Act.
- 4. Personnel matters involving the appointment, employment, evaluation, reassignment, duties, discipline or dismissal of a public officer or employee or to hear a complaint against an officer or employee. Section 551.074 of the Texas Open Meetings Act.
- The deployment, or specific occasions for implementation of security personnel or devices. Section 551.076 of the Texas Open Meetings Act.
- 6. Deliberations regarding economic development negotiations. Section 551.087 of the Texas Open Meetings Act,

"Pursuant to Section 30.06, Penal Code (trespass by license holder with a concealed handgun), a person licensed under Subchapter H, Chapter 411, Government Code (handgun licensing law), may not enter this property with a concealed handgun."

"De acuerdo con la sección 30.06 del código penal (ingreso sin autorización de un titular de una licencia con una pistola oculta), una persona con licencia según el subcapítulo h, capítulo 411, código del gobierno (ley sobre licencias para portar pistolas), no puede ingresar a esta propiedad con una pistola oculta."

"Pursuant to Section 30.07, Penal Code (trespass by license holder with an openly carried handgun), a person licensed under Subchapter H, Chapter 411, Government Code (handgun licensing law), may not enter this property with a handgun that is carried openly."

"De acuerdo con la sección 30.07 del código penal (ingreso sin autorización de un titular de una licencia con una pistola a la vista), una persona con licencia según el subcapítulo h, capítulo 411, código del gobierno (ley sobre licencias para portar pistolas), no puede ingresar a esta propiedad con una pistola a la vista."

Economic Development Committee DRAFT

Meeting Record August 15, 2016

The Economic Development Committee meetings are recorded. Agenda materials and audiotapes may be reviewed/copied by contacting the Office of Economic Development, Staff Coordinator at 214-670-1686.

Coordinator at 214-670-1686.	
Meeting Date: August 15, 2016 Meeting	Start time: 9:11 AM
Committee Members Present: Rickey D. Callahan (Chair) Casey Thomas, II (Vice-Chair) B. Adam McGough Adam Medrano Carolyn King Arnold Lee M. Kleinman Other Council Members Present: Erik Wilson Philip Kingston	Staff Present: Ryan S. Evans, First Assistant City Manager, City Manager's Office Karl Zavitkovsky, Director, Office of Economic Development Karl Stundins, Manager, Office of Economic Development Sue Hounsel, Sr. Coordinator, Office of Economic Development Dorcy Clark, Sr. Coordinator, Office of Economic Development Christopher D. Bowers, Interim City Attorney, City Attorney's Office Barbara Martinez, Assistant City Attorney, City Attorney's Office Jeff Chesnut, Assistant City Attorney, City Attorney's Office Jiroko Rosales, Assistant Director, Office of Economic Development
	Other Presenters:
1. Approval August 1, 2016 Minutes of the	
Presenter(s):	
Motion made by: Mr. Thomas	ndation(s): Motion made to approve the minutes Motion seconded by: Mr. McGough
Item passed unanimously: X	Item passed on a divided vote:
Item failed unanimously:	Item failed on a divided vote:
Follow-up (if necessary):	
 Executive Session called at 9:13 A.M. Open Meeting recalled to order at 9:56 A Public Improvement Districts (PIDs) Over 	
Presenter(s): Karl Zavitkovsky, Director	
Action Taken/Committee Recomme Motion made by:	endation(s): No Action Taken Motion seconded by:
Item passed unanimously:	Item passed on a divided vote:
Item failed unanimously:	Item failed on a divided vote:

Follow-up (if necessary):

	mall/Microenterprise Business Develop resenter(s): Karl Zavitkovsky, Director,	
		ndation(s): Motion made to table the discussion on
	Motion made by: Thomas	Motion seconded by: Medranp
	Item passed unanimously:	Item passed on a divided vote: X With
		Kleinman and Arnold voting no
	Item failed unanimously: ow-up (if necessary):	Item failed on a divided vote:
5. <u>UF</u>	PCOMING AGENDA ITEMS	
	August 24, 2016	
	Sustainable Deve	elopment & Construction
A.	Street and Tumer Avenue property unwanted a auction; (2) authorizing a Purchase and Sale	O square feet of unimproved land near the intersection of Polk and unneeded and authorizing its advertisement for sale by publice Agreement to be prepared for the auctioned surplus property old absolute; and (3) waving the minimum reserve amount -
B.	located at 9451 Lyndon B Johnson Freeway,	nawnee, Inc. for approximately 1,800 square feet of office space Suite 125 to be used as a Northeast Community Court for the 1, 2018 - Not to exceed \$45,360 - Financing: City Attorney's as)
C.	approximately 1,145 square feet of land to occ	to Raising Cane's Restaurants, LLC for the use of a total of upy, maintain and utilize landscaping and irrigation on portions of with North Central Expressway - Revenue: \$200 one-time fee,
D.	Authorize amendments to the City Plan Commission's (CPC) Rules of Procedure relating to additional or revised conditions, plans, or deed restrictions submitted to the Commission after the case report was distributed to CPC - Financing: No cost consideration to the City	
E.	An ordinance abandoning a portion of an access and underground utility easement to John McReynolds and Ann McReynolds, the abutting owners, containing approximately 6,985 square feet of land, located near the intersection of Strait Lane and Dorbert Road - Revenue: \$5,400, plus the \$20 ordinance publication fee	
F.	Authorize acceptance of a zoning application o - Financing: No cost consideration to the City	n property with delinquent taxes located at 3422 Cedardale Road
	items to full council	endation(s): Motion made to recommend all the
	Motion made by: Mr. Thomas	Motion seconded by: Mr. McGough
	Item passed unanimously: X	Item passed on a divided vote:
Follo	Item failed unanimously: ow-up (if necessary):	Item failed on a divided vote:

August 15, 2016 ED- Committee Meeting 3 of 3

Meeting Adjourned: <u>10:59 A.M.</u>		
Approved By:		

Memorandum



DATE September 16, 2016

Members of the Economic Development Committee:
Rickey D. Callahan (Chair), Casey Thomas, II (Vice Chair), Adam Medrano, Lee M. Kleinman, Carolyn King Arnold, B. Adam McGough

The Drever -- 1401 Elm Street Redevelopment Project Downtown Connection TIF District

On Monday, September 19, 2016, you will be briefed on The Drever – 1401 Elm Street Redevelopment Project in the Downtown Connection TIF District. A copy of the briefing is attached.

Please let me know if you have any questions.

Ryan S. Evans

First Assistant City Manager

Ry-1.5___

C: The Honorable Mayor and Members of the City Council
A. C. Gonzalez, City Manager
Rosa A. Rios, City Secretary
Christopher D. Bowers, Interim City Attorney
Craig Kinton, City Auditor
Daniel F. Solis, Administrative Judge
Eric D. Campbell, Assistant City Manager
Jill A. Jordan, P. E., Assistant City Manager
Mark McDaniel, Assistant City Manager
Joey Zapata, Assistant City Manager
M. Elizabeth Reich, Chief Financial Officer
Alan S. Sims, Chief of Neighborhood Plus
Sana Syed, Public Information Officer
Elsa Cantu, Assistant to the City Manager – Mayor and Council

The Drever – 1401 Elm Redevelopment Project Downtown Connection TIF District

Economic Development Committee September 19, 2016







Purpose

- Provide background information on 1401 Elm Street
- Review The Drever Redevelopment Project
- Obtain Economic Development Committee's approval for Council consideration of a one year extension of the project's completion deadline from December 31, 2017 to December 31, 2018

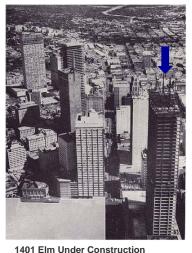




1401 Elm Street

Background

- Construction began in 1961; building opened in 1965
- Designed by George L. Dahl originally for First National Bank of Dallas
- Ownership of building was split between the building's base and tower
- A small lot (≈ 80K s.f.) with multiple ground leases (38% fee simple, 62% under multiple ground leases)
- Environmental study conducted in 1991 showed asbestos containing materials present in the building
- Building size and costs of environmental remediation coupled with fractured ownership and ground leases hindered redevelopment of the building
- Closed January 2010 after Bank of America's lease ended December 2009
- Largest vacant contiguous block downtown









3

1401 Elm Street

Past Redevelopment Attempts

- 1401 Elm Street Holdings Polimeks Construction Company (full service Turkish construction company)
 - Purchased base and tower in 2011
 - Acquired ground leases for the property
 - Proposed development plan included:
 - 456 Residential Units
 - 430,114 square feet of office
 - 41,437 square feet of retail
 - Estimated Project Cost \$137M
 - Development group sold building
- Olympic 1401 Elm Associates, LLC Olympic Property Partners, LLC (New York based development company)
 - Contract to purchase building and single ground lease in 2013
 - Proposed development plan included:
 - 512 Residential Units
 - 71,000 square feet of office space
 - 71,000 square feet of retail/restuarant space
 - Estimated project cost \$151M
 - Developer chose to forego Historic Tax Credits (State or Federal)
 - Developer unable to complete project, forced into involuntary bankruptcy to avoid

City of Dallas

immediate foreclosure

1401 Elm Street Rebranded - The Drever

- Olympic Partners files for bankruptcy January 2016
 - November 2015, all work in building halted
 - Demolition and abatement process was complete from 50th floor through 10th floor
 - Drever Capital Management (Drever) was one of multiple groups seeking to purchase the property out of bankruptcy
 - Drever offered \$65M and to pay off the lender and all creditors completely
- Drever Capital Management Closes on Property April 29, 2016
- Development Agreement for \$50M TIF subsidy assigned to Drever April 2016
- 1401 Elm Street Rebranded as The Drever Project Description
 - Residential: 348 units (35 affordable units)
 - Office: 44,000 square feet
 - Retail/Restaurant: 29,000 square feet
 - **Hotel:** 236 rooms (with ballroom and meeting facilities)
 - **Amenities**: Wellness Spa; Rooftop garden; 50th floor public observation deck; Art program for the building
 - Project Cost: \$240M
 - Construction Resumed: May 2016





The Drever – 1401 Elm Street *Preliminary Project Renderings*

- Design Review: The design of the project has changed and will go through the design review process
- Historic Tax Credits: The developer has chosen to restore the building's historic façade and is seeking State and Federal Historic Tax Credits

THE DREVER 1401 ELM DALLAS TEXAS





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VIEW FROM AKARD AND PACIFIC





The Drever – 1401 Elm Street *Preliminary Project Renderings*











RESIDENTIAL ENTRANCE ALONG ELM



GROUND FLOOR - HOTEL ENTRANCE

The Drever – 1401 Elm Street *Drever Capital Management & BDRC Partners*

Drever Capital Management

- Maxwell Bruce Drever Drever Capital Management, LLC, Chairman; CB Concierge, LLC, Managing Partner
- Drever Capital Management focuses on acquiring, managing and redeveloping apartment units for workforce-income families. Mr. Drever's passion for redeveloping under-performing, workforce, multifamily properties in a socially and environmentally conscious manner has provided the catalyst for transforming entire neighborhoods.
- Counter-cyclically, his former company, Drever Partners, with 18,000 units under management, was one of the earliest and largest buyers of multifamily housing during the RTC cycle. In October 1997, those assets were merged into Walden Residential Properties, a Dallas-based public REIT (NYSE), to create a \$1.4 billion REIT. Following a non-compete period, Mr. Drever formed Concierge Asset Management.
- Concierge merged with Crossbeam Capital, which focuses on acquiring and redeveloping challenged multifamily assets and/or their NPLs. The Company owns and manages 8,000 residential units. Mr. Drever is the largest shareholder of Crossbeam Concierge Holdings.

BDRC Partners – Local Partner

- Bryan Dorsey, President and CEO
- Mr. Dorsey has over 30 years of experience in all facets of real estate from acquisition, financing, and development to management and administration of real estate portfolios. Prior to starting BDRC Partners, he formed Partners Property Corporation in 1994 to provide real estate services to high net worth individuals, banks, and hedge funds for the acquisition and development of commercial properties. In partnership with his clients, he completed more than \$2 billion in transactions





The Drever – 1401 Elm Street Benefits of New Ownership & Deadline Extension

Benefits of New Ownership

- Drever Capital Management (Drever) has a proven track record of buying and successfully redeveloping distressed properties
- Drever and his companies have owned or built more than 170,000 apartments all over the country
- Drever considers this project to be a legacy project for him and his family and see the building as a long term commitment
- Drever is seeking Historic Tax Credits (State and Federal), which provides millions for restoring the historic building and makes the project more viable

Requested Deadline Extension

- Drever has requested an extension of the project's completion deadline from December 31, 2017, to December 31, 2018, for the following reasons:
 - Finalize re-design of the project
 - Finalize financing for the project
 - Completion of State and Federal Historic Tax Credit application process
 - Evaluation of PACE and EB-5 funding options
 - Complete construction and absorb any unforeseen delays in construction without being in default of the project's development agreement





The Drever – 1401 Elm Street TIF Board Recommendation

• On August 11, 2016, the Downtown Connection TIF District Board of Directors reviewed and recommended approval of a development agreement amendment to extend the completion date for the 1401 Elm Street redevelopment project by one year, from December 31, 2017 to December 31, 2018.





Strategic Importance of Project

- Activates the largest remaining vacant building in the core
- Adds to the residential population and hotel offerings downtown
- Adds to the number of affordable residential unit stock downtown
- Activates the ground floor of a building the experiences heavy pedestrian activity on all four street frontages
- Improves pedestrian connections to the Akard Street light rail station adjacent to the building





Recommendation

• Staff requests ECO Committee's approval of consideration of a development agreement amendment to extend the completion date for the 1401 Elm Street redevelopment project by one year, from December 31, 2017 to December 31, 2018.





APPENDICES





Appendix A: The Drever – 1401 Elm Street Development Team

- Developer
 - Maxwell Drever, Drever Capital Management
 - Bryan Dorsey, BDRC Partners
- Architect: Merriman Anderson Associates
- General Contractor: Andres Construction
- Project Financing Consultant: Cushman and Wakefield
- Retail Broker: CBRE / UCR





UPCOMING AGENDA ITEM A VOLUNTEER INCOME TAX ASSISTANCE PROGRAM CONTRACT

Authorize a one-year service contract to administer a Volunteer Income Tax Assistance Program for low to moderate income families or individuals citywide – Foundation Communities, Inc., most advantageous proposer of three – Not to exceed \$200,000 – Financing: Current Funds (subject to appropriations)

- The Volunteer Income Tax Assistance (VITA) is a top priority of the anti-poverty task force.
- The City has supported VITA through payments to the United Way or Foundation Communities over the past three years.
 - These payments have supported a VITA program that provided free tax help to over 9000 Dallas tax filers in the 2015 tax year at seven different sites throughout the city.
- The VITA program offers free tax assistance to families and individuals who
 make less than \$53,000 a year, and are full time sites, operating 6 days a week
 and 6-8 hours a day. Approximately 22% of the tax returns completed through
 the VITA program claimed the Earned Income Tax Credit (EITC).
- Additionally, the City has supported the AARP's Tax Assistance Program (Tax Counseling for the Elderly or TCE) by providing free library space in 16 Dallas Public libraries.
 - The AARP's assistance is targeted to those over 55, but they do not turn individuals away for being below the qualifying age.
 - The AARP sites are part time; most libraries offer the service one day a week for approximately 4 hours at a time. AARP served approximately 4100 taxpayers at the Dallas library sites in the 2015 tax year.
- In an effort to better coordinate City-supported tax assistance programs, after the
 end of the tax season, city staff from Economic Development and Dallas Public
 Libraries met with representatives from Foundation Communities, the United
 Way and AARP to discuss their experiences from the 2015 tax season.
 - Both programs (VITA and TCE) saw an increase in individuals who were using the free tax preparation services.
 - Both programs said additional volunteers are needed to alleviate waits for people seeking tax assistance, and with additional volunteers the programs could serve more people (either through more locations or longer hours in existing locations).
 - There was also interest in facilitating free-file transactions. By setting up library work stations, one volunteer could help individuals as needed, but individuals with good computer skills and relatively simply tax returns could file their own returns.
- City Council has made \$300,000 available to support free tax assistance and the EITC.
- Of these funds, \$200,000 are available to continue the City-wide VITA program (same as last year).

- \$25,000 will be used in coordination with the United Way to enhance volunteer recruitment.
- The remaining \$75,000 will be used by the Dallas Public Library to support technology improvements at the library to ensure security of wireless networks and to create workstations for free-filers. Computers for free-file would be a secured portal for tax services as well as an entry point for access to library resources on financial literacy and coaching. Library staff will survey clients to direct to appropriate financial education offerings.
- The City issued an RFCSP to solicit proposals for the administration of a Program Tax Preparation and Financial Education Services Program for low to moderate income families or individuals citywide. The successful response will provide a city-wide program for free tax assistance with a secondary goal of enhancing financial literacy by using the Earned Income Tax Credit (EITC) as the anchor for wrap-around services.
- Foundation Communities is the recommended organization to complete this work.
- During the term of this agreement the recommended organization has a goal to prepare 9,500 tax returns within the City of Dallas during the 2016 tax season (Spring 2017).
 - The strategies to achieve this goal include the establishment of seven site locations in the City dedicated to tax preparation, as well as hiring a volunteer coordinator and offering a robust marketing program.
 - At least 50% of the seasonal positions will be filled by employees who are bilingual. Sites will VITA sites will open in mid-January thru the tax deadline in April of 2016.
 - Each site location recruits at least 100 active volunteers, secures and maintains appropriate and sufficient equipment, and hires and manages paid staff to ensure proper coverage.
 - o All returns completed undergo review and quality control by experienced staff and volunteers.
- Additionally, this year, the recommended organization will place additional emphasis on financial literacy or coaching, by referring tax clients to financial coaching sessions, establishing savings accounts and assisting with the purchase of savings bonds.
 - The savings account program offers clients the opportunity to establish or add to a savings account meant for use during financial emergencies or to deal with an unanticipated expense.
 - The DallasSaves program will offer matching funds as an incentive to families who set aside between \$200 and \$500 of their tax return through the tax return process and maintain the balance.
- The contract term is for one year, with an option for up to two renewals (subject to appropriations).

DRAFT AGENDA ITEM: A

KEY FOCUS AREA: Economic Vibrancy

AGENDA DATE: September 28, 2016

COUNCIL DISTRICT(S): All

DEPARTMENT: Office of Economic Development

CMO: Ryan S. Evans, 671-9837

MAPSCO: N/A

SUBJECT

Authorize a one-year service contract, with two one-year renewal options, to administer a Volunteer Income Tax Assistance Program for low to moderate income families or individuals citywide - Foundation Communities, Inc., most advantageous proposer of three - Not to exceed \$200,000 - Financing: Current Funds (subject to appropriations)

BACKGROUND

The City has supported Volunteer Income Tax Assistance (VITA) through payments to the United Way or Foundation Communities over the past three years. These payments have supported a VITA program that provided free tax help to over 9,000 Dallas tax filers in the 2015 tax year at seven different sites throughout the city. The VITA program offers free tax assistance to families and individuals who make less than \$53,000 a year, and are full time sites, operating 6 days a week and 6-8 hours a day. Approximately 22% of the tax returns completed through the VITA program claimed the Earned Income Tax Credit (EITC).

Additionally, the City has supported the AARP's Tax Assistance Program (Tax Counseling for the Elderly or TCE) by providing free library space in 16 Dallas Public libraries. The AARP's assistance is targeted to those over 55, but they do not turn individuals away for being below the qualifying age. The AARP sites are part time; most libraries offer the service one day a week for approximately 4 hours at a time. AARP served approximately 4,100 taxpayers at the Dallas library sites in the 2015 tax year.

In an effort to better coordinate City-supported tax assistance programs, after the end of the tax season, city staff from Economic Development and Dallas Public Libraries met with representatives from Foundation Communities, the United Way and AARP to discuss their experiences from the 2015 tax season. Both programs (VITA and TCE) saw an increase in individuals who were using the free tax preparation services. Both programs said additional volunteers are needed to alleviate waits for people seeking tax assistance, and with additional volunteers the programs could serve more people (either through more locations or longer hours in existing locations).

BACKGROUND (Continued)

There was also interest in facilitating free-file transactions. By setting up library work stations, one volunteer could help individuals as needed, but individuals with good computer skills and relatively simple tax returns could file their own returns. Many individuals are already using library computers for tax returns, but the library cannot provide any assistance to these individuals, and there are no dedicated and secured work stations.

City Council has made \$300,000 available to support free tax assistance and the EITC. Of these funds, \$200,000 are available to continue the City-wide VITA program. \$25,000 will be used in coordination with the United Way to enhance volunteer recruitment. The remaining \$75,000 will be used by the Dallas Public Library to support technology improvements at the library to ensure security of wireless networks and to create workstations for free-filers. Computers for free-file would also be a secured portal to the library's financial literacy/coaching programs. Library staff will survey clients to direct to appropriate financial education offerings.

The City issued an RFCSP to solicit proposals for the administration of a Program Tax Preparation and Financial Education Services Program for low to moderate income families or individuals citywide. The successful response will provide a city-wide program for free tax assistance with a secondary goal of enhancing financial literacy by using the Earned Income Tax Credit (EITC) as the anchor for wrap-around services.

During the term of this agreement the recommended organization has a goal to prepare 9,500 tax returns within the City of Dallas during the 2016 tax season (Spring 2017). The strategies to achieve this goal include the establishment of seven site locations in the City dedicated to tax preparation, as well as hiring a volunteer coordinator and offering a robust marketing program. At least 50% of the seasonal positions will be filled by employees who are bilingual. Sites will VITA sites will open in mid-January thru the tax deadline in April of 2016. Each site location recruits at least 100 active volunteers, secures and maintains appropriate and sufficient equipment, and hires and manages paid staff to ensure proper coverage. All returns completed undergo review and quality control by experienced staff and volunteers.

Additionally, this year, the recommended organization will place additional emphasis on financial literacy or coaching, by referring tax clients to financial coaching sessions, establishing savings accounts and assisting with the purchase of savings bonds. The savings account program offers clients the opportunity to establish or add to a savings account meant for use during financial emergencies or to deal with an unanticipated expense. The DallasSaves program will offer matching funds as an incentive to families who set aside between \$200 and \$500 of their tax return through the tax return process and maintain the balance.

The contract term is for one year, with two one-year renewal options (subject to appropriations).

BACKGROUND (Continued)

A five member committee from the following departments reviewed and evaluated the proposals:

	Office of Economic Development	(2)
•	Office of Financial Services	(1)
•	Library	(2)

The successful proposer was selected by the committee on the basis of demonstrated competence and qualifications under the following criteria:

•	Experience/Qualifications	30%
•	Program Budget	30%
•	Project Approach	40%

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 463 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLink Team (RLT) to 25 Chambers of Commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

PRIOR ACTION/REVIEW (COUNCIL BOARDS, COMMISSIONS)

On December 11, 2013, City Council authorized a one year service contract with a one-year renewal option to administer a Volunteer Income Tax Assistance Program by Resolution No. 13-2143.

On November 12, 2014, City Council authorized a one-year renewal to the service contract to administer a Volunteer Income Tax Assistance Program by Resolution No. 14-1973.

On September 22, 2015, City Council authorized a one-year service contract to administer a Volunteer Income Tax Assistance Program by Resolution No. 15-1818.

Information about this item will be provided to the Economic Development Committee on September 19, 2016.

FISCAL INFORMATION

\$200,000.00 - Current Funds (subject to appropriations)

M/WBE INFORMATION

- 65 Vendors contacted
- 65 No response
 - 0 Response (Bid)
 - 0 Response (No bid)
 - 0 Successful

463 M/WBE and Non-M/WBE vendors were contacted

The recommended awardee has fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

ETHNIC COMPOSITION

Foundation Communities, Inc.

White Male	23	White Female	81
Black Male	17	Black Female	30
Hispanic Male	46	Hispanic Female	97
Other Male	6	Other Female	7

PROPOSAL INFORMATION

The following proposals were received from solicitation number BQZ1618 and opened on August 5, 2016. This service contract is being awarded in its entirety to the most advantageous proposer.

^{*}Denotes successful proposer

<u>Proposers</u>	<u>Address</u>	<u>Score</u>
*Foundation Communities, Inc.	2902 Floyd Street Dallas, TX 75226	85.00%
Transformance, Inc.	8737 King George Drive Dallas, TX 75235	75.40%
Taxx Time Financial Services	4020 W. Camp Wisdom Road Dallas, TX 75237	58.20%

OWNER

Foundation Communities, Inc.

Walter Moreau, Executive Director Julian Huerta, Deputy Executive Director

UPCOMING AGENDA ITEM B World Affairs Council Contract Renewal

Authorize the first of four twelve-month renewal options to the grant agreement with the World Affairs Council of Dallas/Fort Worth (WAC) for economic development and protocol services for the period October 1, 2016 through September 30, 2017 – Not to exceed \$250,000 – Financing: Public/Private Partnership Funds (subject to appropriations) \$200,000; Current funds (FY16-17; subject to appropriations), \$50,000.

- Since eliminating the International Department in February, 2003, the City has
 outsourced theses services through a series of grant agreements with the WAC.
 The WAC provides professional support related to the operations of the City's
 International Protocol Services, with a new emphasis on assistance with
 marketing and promotion (including event planning) of Dallas and DFW as an
 international destination for business and tourism, and fundraising to support
 these efforts.
- The WAC's responsibilities include:
 - Work with the Office of the Mayor, City officials, the diplomatic corps and other international stakeholders to continue expanding trade and consular representation in Dallas.
 - Assist in establishing a global identity for DFW. This includes scheduling opportunities for the Mayor to deliver an international message, convening a Global Summit for DFW business leaders (hosted by mayors), identifying/creating an annual global conference or event, and crafting a consistent message for major speaking events
 - Support the Office of Economic Development and assist in the promotion and attraction of foreign companies and trade delegations to Dallas. This includes maintaining office space at City Hall, co-sponsoring programs with the City, providing logistical support to visiting international trade and business delegations, engaging Consular Corps to promote the region, and leveraging outside resources to offset operating expenses, including foreign travel.
 - Leverage relationships with existing DFW businesses, regional partners, and current foreign partners to heighten awareness of DFW as a global destination. Specific items may include hosting emerging and established global leaders to experience DFW, partnering with foreign governments to bring cultural and business events to the region, and providing international learning opportunities for students and teachers.
 - Manage the Sister Cities International (SCI) (see sister-cities.org for more information) program and support the City of Dallas Economic Development team and other City departments in the development of global city partnership programs.
 - Provide Protocol and Logistical Support for International delegations visiting Dallas, including serving as the point of contact for diplomatic matters with the Consular Corps, the Office of the Texas Assistant Secretary of State and the U.S. Department of State.

- Develop fundraising initiatives to support international activities as described in previous tasks above.
- During the past year, major accomplishments by the WAC included the following:
 - Arranged for Mayor Rawlings to speak to an audience of 500 at the annual Global Ties conference in Washington, D.C., which is a gathering of the leadership of the State Departments' International Visitor Leadership program. The crowd was from all over the U.S. and the world. The Mayor also met with officials from the State Department; the mission was to promote the Dallas region on the global stage.
 - Coordinated the Mission to Mexico City led by Mayor Rawlings, Mayor Price and Mayor Pro Tem Alonzo. 50 companies and individuals with strong ties to Mexico participated in this multifaceted mission, which encompassed 5 strategic pillars business, diplomacy, arts & culture, aviation & tourism and education. The trip to Mexico City was a tremendous public relations success receiving 103 Spanish media hits and 100 English media hits thanks to the in-kind support of Hill + Knowlton Strategies.
 - Hosted 11 State Department international visitor delegations from 35 different countries, including a student delegation from Cuba.
 - Raised over \$20,000 with an additional \$50,000 of in-kind support for the Mission to Mexico City in June.
 - Serve at the Secretariat of the Consular Corps of DFW and assisted in the installation of Sara Wilshaw Consul General of Canada as the new Dean of the group.
- For the past thirteen years, the WAC has received annual grants from the City to fund the City of Dallas Protocol office. The grant agreements stipulated funding to pay for salaries of one full time person to work for the City of Dallas, plus a portion of the salaries and overhead of the executive staff of the WAC.
- The grant agreement with the WAC is currently managed by the Office of Economic Development. The first term of the contract, with four renewal options, will expire on September 30, 2016.
- The renewal amount for FY 2016-17 is \$250,000 which is appropriated in the Capital Budget, Economic Development, Public/Private Partnership.

KEY FOCUS AREA: Economic Vibrancy

AGENDA DATE: September 28, 2016

COUNCIL DISTRICT(S): All

DEPARTMENT: Office of Economic Development

CMO: Ryan S. Evans, 671-9837

MAPSCO: N/A

SUBJECT

Authorize the first of four twelve-month renewal options to the grant agreement with the World Affairs Council of Dallas/Fort Worth for economic development and protocol services for the period October 1, 2016 through September 30, 2017 - Not to exceed \$250,000 - Financing: Public/Private Partnership Funds (\$200,000) (subject to appropriations)

BACKGROUND

Since February 2003, the City has entered into a series of grant agreements with the World Affairs Council of Dallas/Fort Worth to provide professional support related to the operations of the City's International Protocol Services, with a new emphasis on assistance with marketing and promotion (including event planning) of Dallas and DFW as an international destination for business and tourism, and fundraising to support these efforts. The World Affairs Council of Dallas/Fort Worth's responsibilities include:

- Work with the Office of the Mayor, City officials, the diplomatic corps and other international stakeholders to continue expanding trade and consular representation in Dallas.
- Assist in establishing a global identity for DFW. This includes scheduling opportunities for the Mayor to deliver an international message, convening a Global Summit for DFW business leaders (hosted by mayors), identifying/creating an annual global conference or event, and crafting a consistent message for major speaking events
- Support the Office of Economic Development and assist in the promotion and attraction of foreign companies and trade delegations to Dallas. This includes maintaining office space at City Hall, co-sponsoring programs with the City, providing logistical support to visiting international trade and business delegations, engaging Consular Corps to promote the region, and leveraging outside resources to offset operating expenses, including foreign travel.

BACKGROUND (Continued)

- Leverage relationships with existing DFW businesses, regional partners, and current foreign partners to heighten awareness of DFW as a global destination. Specific items may include hosting emerging and established global leaders to experience DFW, partnering with foreign governments to bring cultural and business events to the region, and providing international learning opportunities for students and teachers
- Manage the Sister Cities International (SCI) (see sister-cities.org for more information) program and support the City of Dallas Economic Development team and other City departments in the development of global city partnership programs
- Provide Protocol and Logistical Support for International delegations visiting Dallas, including serving as the point of contact for diplomatic matters with the Consular Corps, the Office of the Texas Assistant Secretary of State and the U.S. Department of State.
- Develop fundraising initiatives to support international activities as described in previous tasks above.

During the past year, major accomplishments by the World Affairs Council included the following:

- Arranged for Mayor Rawlings to speak to an audience of 500 at the annual Global Ties conference in Washington, D.C., which is a gathering of the leadership of the State Departments' International Visitor Leadership program. The crowd was from all over the U.S. and the world. The Mayor also met with officials from the State Department; the mission was to promote the Dallas region on the global stage.
- Coordinated the Mission to Mexico City led by Mayor Rawlings, Mayor Price and Mayor Pro Tem Alonzo. 50 companies and individuals with strong ties to Mexico participated in this multifaceted mission, which encompassed 5 strategic pillars business, diplomacy, arts & culture, aviation & tourism and education. The trip to Mexico City was a tremendous public relations success receiving 103 Spanish media hits and 100 English media hits thanks to the in-kind support of Hill + Knowlton Strategies.
- Hosted 11 State Department international visitor delegations from 35 different countries, including a student delegation from Cuba.
- Raised over \$20,000 with an additional \$50,000 of in-kind support for the Mission to Mexico City in June.
- Serve at the Secretariat of the Consular Corps of DFW and assisted in the installation of Sara Wilshaw Consul General of Canada as the new Dean of the group.

For the past thirteen years, the World Affairs Council of Dallas/Fort Worth has received annual grants from the City to fund the City of Dallas Protocol office.

BACKGROUND (Continued)

The grant agreements stipulated funding to pay for salaries of two full time persons to work exclusively for the City of Dallas, plus a portion of the salaries and overhead of the executive staff of the World Affairs Council of Dallas/Fort Worth.

The grant agreement with the World Affairs Council of Dallas/Fort Worth is currently managed by the Office of Economic Development. The first term of the contract, with four renewal options, will expire on September 30, 2016.

The renewal amount for FY 2016 -17 is \$250,000 which is appropriated in the Capital Budget, Economic Development, Public/Private Partnership.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On December 8, 2010, City Council authorized a nine-month Chapter 380 grant agreement with four one-year renewals for the period January 1, 2011 through September 30, 2011, by Resolution No. 10-3037.

On September 14, 2011, City Council authorized the first of four twelve-month renewal terms to the grant agreement for the period October 1, 2011 through September 30, 2012, by Resolution No. 11-2425.

On September 16, 2012, City Council authorized the second of four twelve-month renewal terms to the grant agreement for the period October 1, 2012 through September 30, 2013, by Resolution No. 12-2286.

On September 25, 2013, City Council authorized the third of four twelve-month renewal terms to the grant agreement for the period October 1, 2013 through September 30, 2014, by Resolution No. 13-1708.

On September 24, 2014, City Council authorized the fourth of four twelve-month renewal terms to the grant agreement for the period October 1, 2014 through September 30, 2015, by Resolution No. 14-1630.

On September 22, 2015, City Council authorized the execution of a three-month extension to the grant agreement for the period October 1, 2015 through December 31, 2015, by Resolution No. 15-1797.

On January 13, 2016, City Council authorized a nine-month Chapter 380 grant agreement, with four one-year renewal options, for economic development and protocol services by Resolution No. 16-0133.

Information about this item will be provided to the Economic Development Committee on September 19, 2016.

FISCAL INFORMATION

\$200,000 - Public/Private Partnership Funds (subject to appropriations) \$ 50,000 - Current Funds (subject to appropriations)

KEY FOCUS AREA: Economic Vibrancy

AGENDA DATE: September 28, 2016

COUNCIL DISTRICT(S): Outside City Limits

DEPARTMENT: Sustainable Development and Construction

Water Utilities

CMO: Ryan S. Evans, 671-9837

Mark McDaniel, 670-3256

MAPSCO: N/A

SUBJECT

Authorize acquisition from John Stanley Springer and Dianne Springer, of approximately 406,000 square feet of land improved with a single family dwelling located in Kaufman County for the Lake Tawakoni 144-inch Transmission Pipeline Project - Not to exceed \$292,000 (\$288,405, plus closing costs and title expenses not to exceed \$3,595) - Financing: Water Utilities Capital Improvement Funds

BACKGROUND

This item authorizes the acquisition of approximately 406,000 square feet of land improved with a single family dwelling located in Kaufman County. This property will be used for the construction of a 144-inch raw water transmission line for the Lake Tawakoni 144-inch Transmission Pipeline Project. The consideration is based on an independent appraisal. The relocation benefits are estimated to be \$4,350.

This acquisition is part of the right-of-way required to construct approximately 32 miles of pipeline from Lake Tawakoni to the Interim Balancing Reservoir located in Terrell, TX and then to the Eastside Water Treatment Plant located in Sunnyvale, TX. The new raw water pipeline will augment the existing 72-inch and 84-inch pipelines. The construction of this pipeline will give Dallas Water Utilities the ability to utilize the full capacity of both the Lake Tawakoni and the Lake Fork raw water supply to meet the current city needs and future water demands.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

Information about this item will be provided to the Economic Development Committee on September 19, 2016.

FISCAL INFORMATION

Water Utilities Capital Improvement Funds - \$292,000 (\$288,405, plus closing costs and title expenses not to exceed \$3,595)

OWNERS

John Stanley Springer

Dianne Springer

MAP

Attached

VICINITY MAP APPROXIMATE SCALE 1"= 2000'

KEY FOCUS AREA: Economic Vibrancy

AGENDA DATE: September 28, 2016

COUNCIL DISTRICT(S): Outside City Limits

DEPARTMENT: Sustainable Development and Construction

Water Utilities

CMO: Ryan S. Evans, 671-9837

Mark McDaniel, 670-3256

MAPSCO: N/A

SUBJECT

Authorize acquisition from Morris Dale Martin, of approximately 432,376 square feet of land located in Kaufman County for the Lake Tawakoni 144-inch Transmission Pipeline Project - Not to exceed \$55,000 (\$51,615, plus closing costs and title expenses not to exceed \$3,385) - Financing: Water Utilities Capital Improvement Funds

BACKGROUND

This item authorizes the acquisition of approximately 432,376 square feet of land located in Kaufman County. This property will be used for the construction of a 144-inch raw water transmission line for the Lake Tawakoni 144-inch Transmission Pipeline Project. The consideration is based on an independent appraisal.

This acquisition is part of the right-of-way required to construct approximately 32 miles of pipeline from Lake Tawakoni to the Interim Balancing Reservoir located in Terrell, TX and then to the Eastside Water Treatment Plant located in Sunnyvale, TX. The new raw water pipeline will augment the existing 72-inch and 84-inch pipelines. The construction of this pipeline will give Dallas Water Utilities the ability to utilize the full capacity of both the Lake Tawakoni and the Lake Fork raw water supply to meet the current city needs and future water demands.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

Information about this item will be provided to the Economic Development Committee on September 19, 2016.

FISCAL INFORMATION

Water Utilities Capital Improvement Funds - \$55,000 (\$51,615, plus closing costs and title expenses not to exceed \$3,385)

OWNER

Morris Dale Martin

MAP

Attached

VICINITY MAP APPROXIMATE SCALE 1"= 2000'

KEY FOCUS AREA:

Economic Vibrancy

AGENDA DATE:

September 28, 2016

COUNCIL DISTRICT(S):

2

DEPARTMENT:

Sustainable Development and Construction

CMO:

Ryan S. Evans, 671-9837

MAPSCO:

33G

SUBJECT

An ordinance abandoning a portion of Research Row to Southwest Airlines, Co., the abutting owner, containing approximately 16,973 square feet of land, located near the intersection of Research Row and Harry Hines Boulevard; authorizing the quitclaim and providing for the dedication of approximately 433 square feet of land needed for right-of-way - Revenue: \$145,973, plus the \$20 ordinance publication fee

BACKGROUND

This item authorizes the abandonment of a portion of Research Row to Southwest Airlines, Co., the abutting owner. The area will be included with the property of the abutting owner for the development of a new Flight Training Center. The owner will dedicate approximately 433 square feet of land needed for right-of-way to create a turnaround. The abandonment fee is based on an independent appraisal.

Notices were sent to 4 property owners located within 300 feet of the proposed abandonment area. There were no responses received in opposition to this request.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

Information about this item will be provided to the Economic Development Committee on September 19, 2016.

FISCAL INFORMATION

Revenue: \$145,973, plus the \$20 ordinance publication fee

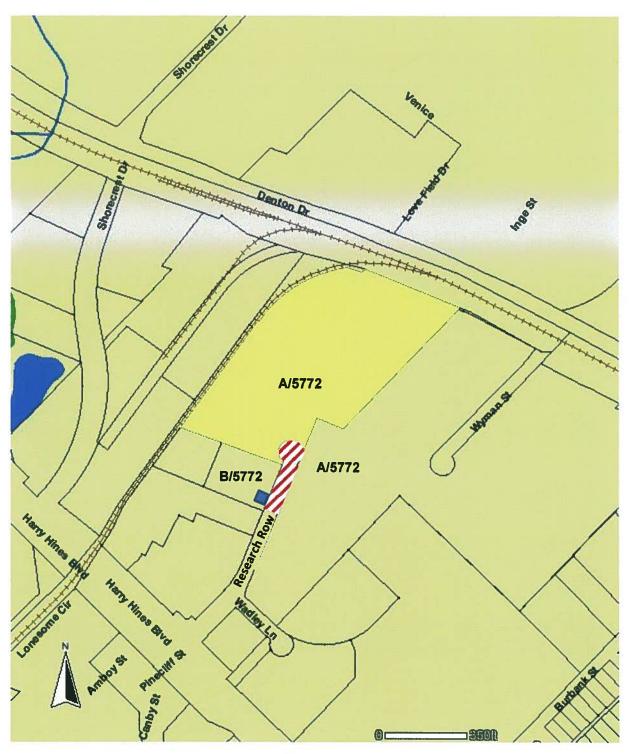
<u>OWNER</u>

Southwest Airlines Co.

Gary C Kelly, President

<u>MAP</u>

Attached



Abandonment Area: //// Dedication Area: 🧳

KEY FOCUS AREA:

Economic Vibrancy

AGENDA DATE:

September 28, 2016

COUNCIL DISTRICT(S):

2

DEPARTMENT:

Aviation

CMO:

Ryan S. Evans, 671-9837

MAPSCO:

34L

SUBJECT

Authorize a five-year lease agreement with two five-year renewal options with Mockingbird Partners, L.P. for approximately 33,326 square feet of land that includes 15,066 square feet of office space located at 3448 West Mockingbird Lane, to be used for Department of Aviation offices at Dallas Love Field - Not to exceed \$6,300,000 - Financing: Aviation Current Funds (over fifteen years) (subject to annual appropriations)

BACKGROUND

The Department of Aviation is in need of additional office space to adequately accommodate the staff of various divisions, including Ground Transportation Operations, Ground Transportation Customer Service, Parking, and Real Estate. The current office space is unable to meet all of the department's needs. Mockingbird Partners, L.P. is the owner of approximately 33,326 square feet of land including a 15,066 square foot office building, and has offered to lease the entire parcel to the City of Dallas for a five-year term effective October 1, 2016, with two five-year (5) renewal options. Obtaining this site will provide adequate office space for the Department of Aviation employees.

The Department of Aviation shall be responsible for paying a total estimated amount not to exceed \$6,300,000.00 over fifteen years, including construction costs, base rent, property taxes, and operating expenses. Aviation shall also be responsible for paying for all utilities for this location.

Breakdown of the average estimated monthly costs:

Year 1: \$64,482.37/month

Year 2: \$24,197.26/month

Year 3: \$25,581.97/month

Year 4: \$26,969.91/month

Year 5: \$28,361.16/month

BACKGROUND (Continued)

Year 6: \$33,585.96/month Year 7: \$33,728.58/month Year 8: \$33,874.77/month Year 9: \$34,024.61/month Year 10: \$34,178.20/month Year 11: \$36,872.15/month Year 12: \$37,033.51/month Year 13: \$37,198.91/month Year 14: \$37,368.45/month

Year 15: \$37,542.22/month

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

Information about this item will be provided to the Economic Development Committee on September 19, 2016.

FISCAL INFORMATION

\$6,300,000.00 - Aviation Current Funds (subject to annual appropriations)

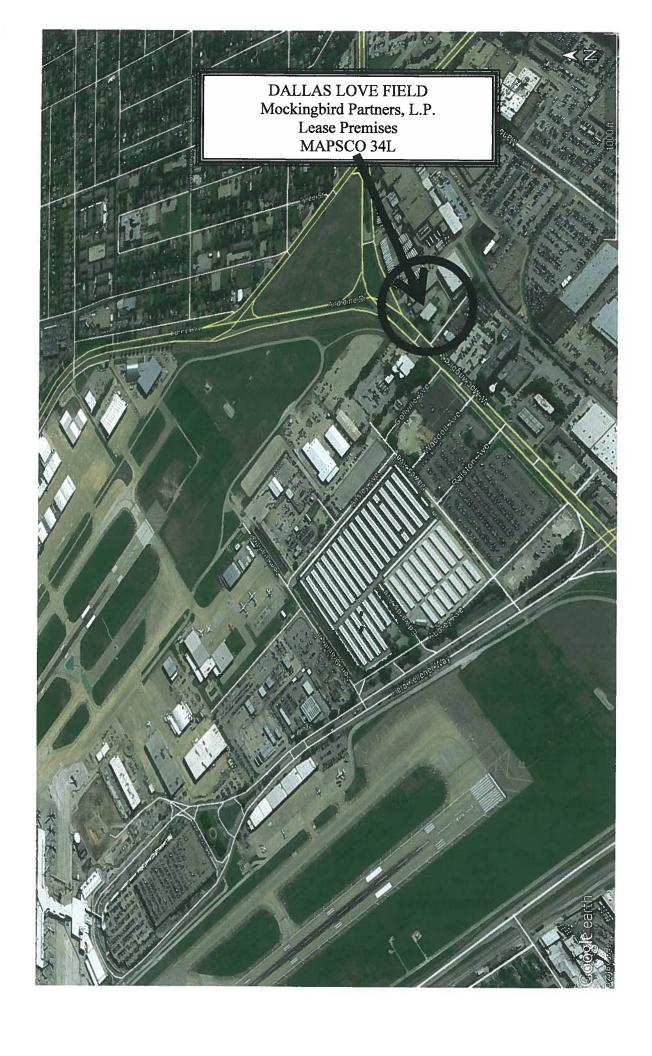
OWNER

Mockingbird Partners, L.P.

Stephen J. Rogers, President

MAP

Attached.



KEY FOCUS AREA: E-Gov

AGENDA DATE: September 28, 2016

COUNCIL DISTRICT(S): 2

DEPARTMENT: Aviation

CMO: Ryan S. Evans, 671-9837

MAPSCO: 34E

SUBJECT

Authorize (1) a fifth amendment to the maintenance and support contract with Xerox Transportation Solutions, Inc., formally known as ASCOM Transportation Systems, Inc., for the Turnkey Parking Garage Revenue Control System at Dallas Love Field; and (2) an extension of the contract term from October 1, 2016 through January 31, 2017 - Not to exceed \$146,581, from \$1,954,383 to \$2,100,964 - Financing: Aviation Current Funds (subject to appropriations)

BACKGROUND

On October 10, 2001, City Council authorized a contract for the maintenance of the installed computerized revenue control system at Dallas Love Field for years two through ten (June 2, 2004 thru June 2, 2014).

On October 15, 2014, Administrative Action No. 14-6925, was approved to extend the expiration of the maintenance of the installed computerized revenue control system to October 22, 2014, in the amount of \$50,000, from \$1,600,273.00 to \$1,650,273.00.

On October 22, 2014, authorized Resolution No. 14-1847 for Supplemental Agreement No. 2 to extend the expiration of the maintenance of the installed computerized revenue control system to June 1, 2015, not to exceed \$138,231.63, from \$1,650,273.00 to \$1,788,504.63.

On August 26, 2015, authorized Resolution No. 15-1516 for Supplemental Agreement No. 3 to extend the expiration of the maintenance of the installed computerized revenue control system to June 2, 2016, not to exceed \$165,878.00, from \$1,788,504.63 to \$1,954,382.63.

BACKGROUND (Continued)

On June 2, 2016, Administrative Action No. 16-6614, for Supplemental Agreement No. 4 was approved to extend the expiration of the maintenance of the installed computerized revenue control system from June 2, 2016 to September 30, 2016.

The contract term for the maintenance of the installed computerized revenue control system has ended and the department of aviation is requesting to extend the term of the contract from June 2, 2016 to December 1, 2016, in the amount of \$121,368.39, from \$1,954,382.63 to \$2,075,751.02 to complete the bidding process for a new computerized revenue control system.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

Authorized original maintenance and support contract for a Turnkey Parking Revenue Control System, on October 10, 2001, by Resolution No. 01-3034.

Authorized a second amendment to the maintenance and support contract extension for maintenance of the installed Parking Revenue Control System on October 22, 2014, by Resolution No. 14-1847.

Authorized a third amendment to the maintenance and support contract extension for maintenance of the installed Parking Revenue Control System to June 2, 2016, on August 26, 2015, by Resolution No. 15-1516.

Information about this item will be provided to the Economic Development Committee on September 19, 2016.

FISCAL INFORMATION

\$146,581.28 - Aviation Current Funds (subject to appropriations)

<u>OWNER</u>

Xerox Transportation Solutions, Inc.

David P. Cummins, Senior Vice President