

Gery Maneth, President
Anita R. Rodriguez, Vice-President
Arthur G. Hermann III, Secretary
Tommy Barre, Director
Larry Leahy, Director
Tim McCoy, Director
Zenith Stevens, Director

**NOTICE OF MEETING OF THE
YOAKUM ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS**

Monday, March 20, 2017, 11:30 AM
City Hall Conference Room
808 Hwy 77A South, Yoakum, TX 77995

City Staff
Chuck Dart, Director of Economic Development
Kevin M. Coleman, City Manager
Theresa A. Bowe, City Clerk
Sandra Jacob, Director of Finance

- 1) Meeting call to Order
- 2) Welcome guests
- 3) Review and consider adoption of minutes from the meeting of February 20, 2017
- 4) Review and consider acceptance of Financial Report
- 5) Review and discuss Sales Tax Comparison Report
- 6) Presentation of General Grant application by Yoakum General Store
- 7) Discuss and take action on General Grant application by Yoakum General Store
- 8) Presentation of updated Strengths, Weaknesses, Opportunities, and Threats (SWOT) Analysis
- 9) Discussion of YEDC Board member replacement
- 10) Discussion of the 2017 Business Appreciation Luncheon
- 11) Discussion of Director's Report
 - a) Targeting key businesses and industries
 - b) Workforce development
 - c) Existing businesses
 - d) Real estate strategy for business recruitment
 - e) Supporting role in housing, tourism and community enhancements
 - f) Regional recruitment and marketing partnerships
 - g) Awareness of the Yoakum Economic Development Corporation (YEDC)
 - h) Downtown revitalization plan
- 12) EXECUTIVE SESSION
 - a. Deliberate the purchase, exchange, lease, or value of real property (V.T.C.A., Gov. Code, Sec. 551.072)
Re-Opened to the Public
 - a. Action resulting from Executive Session
- 13) Schedule Next Meeting
- 14) Meeting Adjourned

CERTIFICATION: I certify that the above and foregoing notice was posted on the glass window adjacent to the front door of City Hall, facing the outside and on the City of Yoakum website (www.cityofyoakum.org), on Thursday, March 16, 2017 at 9:15 AM o'clock.



/s/
Theresa A. Bowe, City Clerk

This meeting is held in the City Hall Conference Room located at 808 Hwy 77A South. The building is wheelchair accessible and accessible parking is available. In compliance with the Americans with Disabilities Act, the City of Yoakum will provide reasonable accommodations for persons attending meetings. To better serve you, requests for accommodations or interpretive services must be made 48 hours prior to this meeting. Contact the City Clerk's Office at 361-293-6321, or fax 361-293-3318, or e-mail tbowe@cityofyoakum.org.



CITY COUNCIL & YOAKUM TOURISM BOARD QUORUM NOTICE

A quorum of City Councilmembers and Yoakum Tourism Board Members may be in attendance at the above referenced Yoakum Economic Development Corporation Board of Directors meeting.

Agenda removed from window on _____ at _____ o'clock.

By: _____
Theresa A. Bowe, City Clerk

MEETING OF THE YOAKUM ECONOMIC
DEVELOPMENT CORPORATION
BOARD OF DIRECTORS
Monday, February 20, 2017
City Hall Conference Room – 11:30 AM

PRESENT: Gery Maneth.....President
Anita R. Rodriguez.....Vice-President
Arthur G. Hermann III.....Secretary
Tommy Barre.....Director
Larry Leahy.....Director
Tim McCoy.....Director
Kevin Coleman.....City Manager
Theresa A. Bowe.....City Clerk
Sandra Jacob.....Director of Finance
Chuck Dart.....Dir of Economic Development

ABSENT: Zenith Stevens.....Director

President Maneth called the meeting to order at 11:40 AM.

Director McCoy made a motion to adopt the minutes of the January 16, 2017 and January 31, 2017 meetings as presented. Second was made by Director Leahy and motion carried unanimously.

Director Hermann made a motion to accept the Financial Report as presented. Motion was seconded by Director Rodriguez and carried unanimously.

The January 2017 Sales Tax Comparison Report was presented for review. Discussion was held. The confidential detail report has been requested by the Mayor in an effort to determine the reason behind the significant drop in revenue.

Discussion was held regarding the January 31, 2017 Joint City Council/Yoakum Economic Development Corporation Board of Directors meeting. The Board felt the meeting was productive; suggestions were made to change the structure in order to provide better information and receive additional feedback; to provide Council with details prior to the meeting to provide background and history of the items to be discussed; and for the Director of Economic Development to provide Council with a report on a quarterly basis.

Under Director’s Report, targeting key businesses and industries – information was provided regarding new business prospects; the Alco Store is currently still vacant although multiple companies have expressed an interest in the property; marketing of that property is being handled by a realtor providing national advertisement. Workforce Development – DED Dart visited with the Executive Vice-President of the Victoria College and reviewed the Technology Center located on the campus. Under Business

Recruitment – A Business Essentials meeting is scheduled for March; the topic will be generating cash. All local businesses are invited to attend. The Board was provided an update on the property located on Highway 77A on the North West side of town: the property has been cleaned, the dilapidated manufactured homes that had been stored on the property have been removed and the property sold. Leads/prospects from the Governor's Office have been received: none have been a match for the available buildings in Yoakum. The owners of the old hospital located on Hubbard Street are interested in selling the property. DED Dart will take a tour of the facility to determine what potential it may have. Discussion was held regarding the YEDC's supporting role in housing, tourism, and community enhancement. Under Regional Recruitment and Marketing Partnerships: DED Dart will be attending the Texas Rural Round Up scheduled to be held in San Antonio, Texas from March 2-3, 2017, hosted by the University of Texas at San Antonio's Institute for Economic Development–Small Business Development Center (SBDC). The Cuero Economic Development Corporation has scheduled a Community Leaders Program in March with former Bastrop County Judge Ronnie McDonald as the guest speaker. DED Dart presented to the Yoakum Progressive Club, and Yoakum Lions Club and has placed several articles in the Yoakum Herald-Times in an effort to promote awareness of the Yoakum EDC. He has also met with representatives from the local banks and held community meetings to make citizens aware of the National Register District project. Volunteers are being recruited and a consultant has been contacted. DED Dart has sent a letter to the Yoakum Preservation Society requesting assistance and is awaiting a response. The Board was reminded of the Tax Abatement Resolution that has been in effect since 1997 and was re-affirmed by the City Council at their February 2017 meeting. A review was held of the pending grant applications: Lavaca Tech, did meet their six month requirement to receive the grant funding; unfortunately has not been as successful in Yoakum as they had hoped and will be closing the location. LOBO has completed the painting of the Stanley Center and has met the requirements for funding. An update was provided on the YEDC website. Information has been provided to the current vendor, DE Webworks, and staff is waiting on a draft to be provided for review. Discussion was held regarding software for updating the site in the future.

Handouts were provided and the budget was reviewed in relation to a mid-year call for grant applications. After review, motion by Director Leahy to approve the re-opening of the application process and authorize the publication for mid-year grant applications. Motion was seconded by Director Barre and carried unanimously. Staff is to bring applications received for Board consideration at the April 2017 meeting.

Examples of historical survey projects in other cities, including associated costs, was presented for review as a part of the National Register District project. Rebecca Borchers has been contacted as a consultant that is originally from Yoakum and has experience with the downtown area. She has an expertise in the National Register District program and has outlined a scope of work to be provided if selected as the consultant for the project. After discussion, Director Barre made a motion to make a recommendation to the Council to approve a contract with Rebecca Borchers Consulting in an amount not

to exceed \$25,000. Second was made by Director Hermann and motion carried unanimously.

In the observance of time, discussion of the 2017 Business Appreciation Luncheon scheduled for Wednesday, May 3, 2017 was postponed until a future meeting, as well as the updated presentation of Yoakum's Strengths, Weaknesses, Opportunities, and Threats Analysis.

President Maneth announce that the Board would enter into Executive Session at 12:51 PM to deliberate the purchase, exchange, lease, or value of real property (V.T.C.A., Gov. Code, Sec. 551.072), and to deliberate the appointment, employment, evaluation, and duties of the Director of Economic Development (V.T.C.A., Gov. Code, Sec. 551.074). Meeting re-opened to the public at 1:20 PM. Action resulting from Executive Session: motion by Director Hermann to approve the amended version Director of Economic Development Chuck Dart's incentive program. Second was made by Director Leahy; motion carried unanimously.

The next regular Board meeting was scheduled for 11:30 AM on Monday, March 20, 2017 at City Hall.

There being no further business, the meeting adjourned at 1:21 PM.

Gery B. Maneth
President

Attest:

Theresa A. Bowe
City Clerk

YOAKUM ECONOMIC DEVELOPMENT CORPORATION
Financial Statement
For Month Ended February 28, 2017

YEDC (Fund 90)		
Beginning Balance YEDC Checking		216,748.55
<u>Revenue</u>		
Interest Earned on YEDC Checking	52.59	
Transfers In from City	-	
Total Revenue		52.59
<u>Expenditure</u>		
Cash Transfer from YEDC Checking to City CD	-	
Ck #53254 - D.E. Webworks	249.50	
Ck #53255 - Yoakum Herald Times	15.00	
Ck #53256 - Lobo Steet, LLC	10,000.00	
Ck #53257 - Circle Y	30,000.00	
Total Expenditure		40,264.50
<hr/>		
Ending Balance YEDC Checking (Fund 90)		<u>176,536.64</u>
City (Fund 14) - Restricted for YEDC		
Beginning Balance City CD	1,451,696.34	
Beginning Balance City Sales Tax Revenue	111,646.53	
Total Beginning Balance City (Fund 14)		1,563,342.87
<u>Revenue</u>		
Current Month Interest Earned on City CD	1,037.90	
Cash Transfer to City CD from YEDC Checking	-	
Current Month Sales Tax Revenue	25,552.72	
Total Revenue		26,590.62
<u>Expenditure</u>		
Cash Transfer from City to YEDC Checking	-	
Total Expenditure		-
<hr/>		
Ending Balance City (Fund 14) - Restricted for YEDC		<u>1,589,933.49</u>
<hr/>		
Ending Balance Funds Available to YEDC		<u><u>1,766,470.13</u></u>

YOAKUM ECONOMIC DEVELOPMENT CORPORATION
2016-2017 BUDGET WORKSHEET

	ACTUAL YTD-Audited 2015-2016	ACTUAL YTD-Feb 2016-2017	BUDGET 2016-2017	COMMITTED but UNPAID 2016-2017	TOTAL ACTUAL + COMMITTED
FUND 90 REVENUE					
4110 ED Sales Tax Revenue	352,834	137,199.25	350,000.00		
4650 Interest Income	13,688	5,172.54	12,000.00		
4700 Business Event Revenue	90	180.00	0.00		
(To) From Contingency	0	0.00	82,605.00		
TOTAL REVENUE	366,612	142,551.79	444,605.00		
FUND 90 EXPENSE					
10 ADMINISTRATION					
5201 General Supplies	118	0.00	200.00	200.00	200.00
5303 Surety Bonds	298	298.00	300.00	2.00	300.00
5311 Business Retention & Expansion	4,666	72.45	5,100.00	5,027.55	5,100.00
5601 Administrative Services	75,000	0.00	97,500.00	97,500.00	97,500.00
5606 Travel and Training	15,760	4,380.59	14,505.00	10,124.41	14,505.00
5607 Contract Services	4,701	1,799.67	20,000.00	18,200.33	20,000.00
SUBTOTAL	100,543	6,550.71	137,605.00		
20 COMMUNITY DEVELOPMENT					
5701 Business Retail Enhancement	24,747	10,399.95	22,000.00	21,050.00	31,449.95
5702 Business District Preservation	45,327	0.00	30,000.00	18,245.00	18,245.00
5703 Business Expansion Grants	200,000	30,000.00	200,000.00	170,000.00	200,000.00
5706 Business Retail Programs	17,000	5,000.00	20,000.00	5,000.00	10,000.00
5707 City Projects	73,743	0.00	0.00		
SUBTOTAL	360,817	45,399.95	272,000.00	214,295.00	259,694.95
30 COMMUNITY MARKETING		0.00			
5605 Advertising/Marketing	1,834	314.50	20,000.00		
5315 Community Services Program	13,450	0.00	15,000.00	13,143.00	13,143.00
SUBTOTAL	15,284	314.50	35,000.00	13,143.00	13,143.00
TOTAL FUND 90 EXPENSE	476,644	52,265.16	444,605.00	227,438.00	272,837.95
FUND 90 NET REVENUE/EXPENSE	(110,032)	90,286.63	0.00		

City Sales and Use Tax Comparison Summary – March 2017

NOTE: Some jurisdictions may have changed tax rates, thus affecting the comparison. See [Local Sales Tax Rate Information Report](#) for a list of jurisdictions who have changed rates in the preceding 14 months.

LOCAL SALES TAX ALLOCATIONS (March 2017)

Recipient	Mar. 2017 Allocations	Change from Mar. 2016	Year-to-date Change
Cities	\$401.1M	↑5.2%	↑2.5%
Counties	\$35.9M	↑0.7%	↓1.3%
Transit Systems	\$143.6M	↑7.2%	↑2.8%
Special Purpose Taxing Districts	\$39.0M	↑11.3%	↑8.1%
Total	\$619.7M	↑5.8%	↑2.7%

City	Net Payment This Period	Comparable Payment Prior Year	% Change	2017 Payments To Date	2016 Payments To Date	% Change
Cuero	\$158,455.67	\$160,563.90	-1.31%	\$590,537.23	\$575,087.99	2.68%
Gonzales	\$154,292.14	\$171,057.75	-9.80%	\$542,993.37	\$566,228.64	-4.10%
Hallettsville	\$92,202.45	\$89,180.37	3.38%	\$327,189.92	\$307,657.29	6.34%
Yoakum	\$105,896.94	\$112,193.68	-5.61%	\$319,162.72	\$375,380.21	-14.97%

**SALES TAX REBATE COMPARISONS
CALENDAR YEAR 2017**

YOAKUM							CUERO					
Month	Current Period	Yr to Date	Period Last year	Current Month % of Change	Yr to date Last year	Year-to-date % of Change Period	Current Period	Yr to Date	Period Last year	Current Month % of Change	Yr to date Last year	Year-to-date % of Change Period
Jan	\$ 111,054.89	\$ 111,054.89	\$ 115,293.01	-3.68%	\$ 115,293.01	-3.68%	\$ 160,422.40	\$ 160,422.40	\$ 178,280.37	-10.02%	\$ 178,280.37	-10.02%
Feb	\$ 102,210.89	\$ 213,265.78	\$ 147,893.52	-30.89%	\$ 263,186.53	-18.97%	\$ 271,659.16	\$ 432,081.56	\$ 236,243.72	14.99%	\$ 414,524.09	4.24%
Mar	\$ 105,896.94	\$ 319,162.72	\$ 112,193.68	-5.61%	\$ 375,380.21	-14.98%	\$ 158,455.67	\$ 590,537.23	\$ 160,563.90	-1.31%	\$ 575,087.99	2.69%
Apr												
May												
Jun												
Jul												
Aug												
Sep												
Oct												
Nov												
Dec												

HALLETTSVILLE							GONZALES					
Month	Current Period	Yr to Date	Period Last year	Current Month % of Change	Yr to date Last year	Year-to-date % of Change Period	Current Period	Yr to Date	Period Last year	Current Month % of Change	Yr to date Last year	Year-to-date % of Change Period
Jan	\$ 103,785.60	\$ 103,785.60	\$ 89,943.94	15.39%	\$ 89,943.94	15.39%	\$ 177,425.00	\$ 177,425.00	\$ 180,197.79	-1.54%	\$ 180,197.79	-1.54%
Feb	\$ 131,201.87	\$ 234,987.47	\$ 128,532.98	2.08%	\$ 218,476.92	7.56%	\$ 211,276.23	\$ 388,701.23	\$ 214,973.10	-1.72%	\$ 395,170.89	-1.64%
Mar	\$ 92,202.45	\$ 327,189.92	\$ 89,180.37	3.39%	\$ 307,657.29	6.35%	\$ 154,292.14	\$ 542,993.37	\$ 171,057.75	-9.80%	\$ 566,228.64	-4.10%
Apr												
May												
Jun												
Jul												
Aug												
Sep												
Oct												
Nov												
Dec												

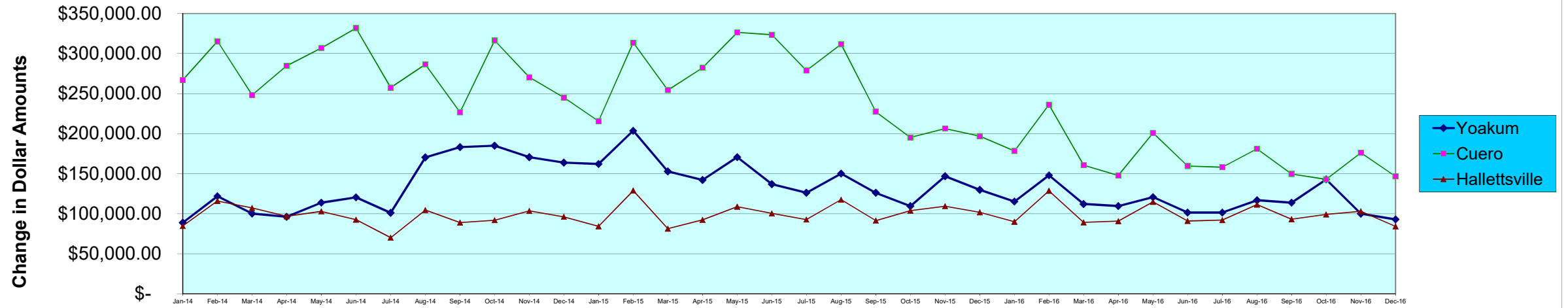
Sales Tax Rebates to Texas Cities

State wide tax rebates for March 2016
Texas Cities compared to: March 2017 2.50%

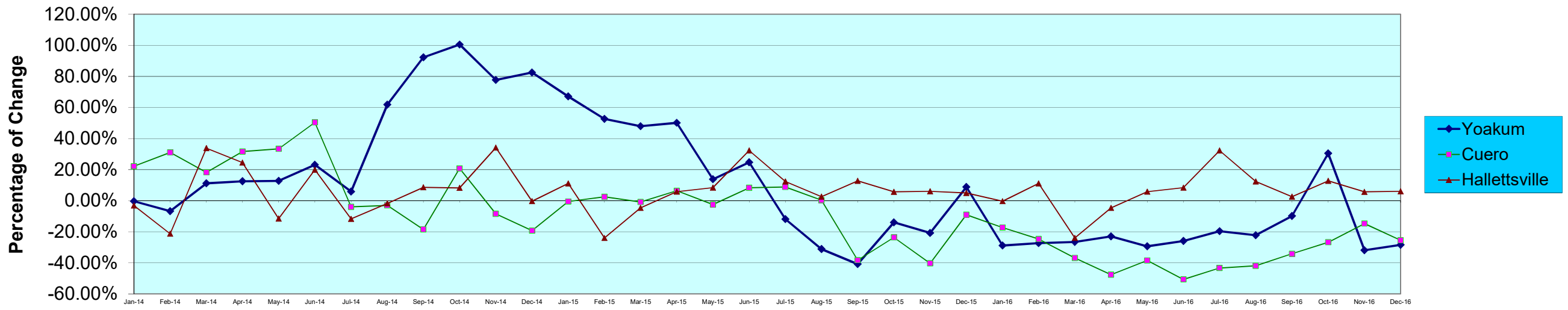
2017 State wide sales tax collections for local governments (Counties, Cities, transit systems and special purpose districts) \$619.7M

Current Allocations reflect Sales in: January 2017
and reported to the Comptroller in : February 2017

Sales Tax Comparison 2014-2016



Sales Tax Comparison 2014-2016



Rec'd 3/10/17 6

YOAKUM ECONOMIC DEVELOPMENT CORPORATION
APPLICATION FOR PROJECT FUNDING

PART I-Applicant Review

(Please Type)

1. Date of application: 3-10-17
2. Have you received previous funding from the City of Yoakum or YEDC? If yes, when?
3. Name of Firm, Partnership or Corporation and mailing address:
Yoakum General Store, LLC
117 W 1st St. Yoakum, TX 77995
 Phone: 293-0040 (cell)
4. Fax: -
5. E-Mail: jam0511@yaahood.com
6. Identify all principals and controlling owners (attach professional resumes):
Brandy Anna Jacobs
Jiff + Jaclyn Boswell
7. Please provide three client or business references:
 - BUSINESS: DYB Automotive
 - CONTACT PERSON: Don Boswell
 - PHONE: 293-4070

 - BUSINESS: Dr. John C. Braden, DDS
 - CONTACT PERSON: John Braden
 - PHONE: 293-6042

 - BUSINESS: The Grand Theater
 - CONTACT PERSON: Tammy Steinmann
 - PHONE: 293-0030
9. Please provide three personal references:
 - CONTACT PERSON: Rodney Jahn
 - PHONE: 293-8126
 - CONTACT PERSON: Randy Zimmerman
 - PHONE: 293-8077
 - CONTACT PERSON: Layne Brandt
 - PHONE: 293-3572
10. Please provide most recent three years financial statements. Attached? YES NO
11. Please provide most recent three years income tax returns. Attached? YES NO
12. Please provide a current credit report. Attached? YES NO

Early stages of starting business

PART II-Project Review

1. Detailed description of the proposed project. (Attach additional documents if needed.) Include location, operation, maintenance, employment, and who would be responsible for operation of the project.

** See attached sheet*

2. Please describe how this project will be a benefit to the community. Describe the intended uses of the project as well as intended users, number of monthly users and any other information that would demonstrate the need for the project.

** See attached sheet*

PART III-Community Impact

1. Number of new jobs to be created by this project: *23 fulltime / 6-10 parttime*
2. Five year job creation estimate:

YEAR 1: <i>2 full, 4 part</i>	Five year job retention estimate: YEAR 1: _____
YEAR 2: <i>1 full, 1 part</i>	YEAR 2: _____
YEAR 3: <i>1 part</i>	YEAR 3: _____
YEAR 4: <i>1 part</i>	YEAR 4: _____
YEAR 5: <i>1 part</i>	YEAR 5: _____
3. Number of employees to be hired locally: *all locally*
4. Number of minority or economically disadvantaged employees to be hired: *1 full + 50% part*
5. Estimated annual payroll of new employees: *180,000*
6. Estimated hourly wage of new employees: *min. wage - \$ 12.00/hr.*
7. Expected benefit to the local economy:

** See attached sheet*

PART IV-Financial Review

SITE DEVELOPMENT * see attached sheet

1. Total number of acres to be developed: 2.5 acres
2. Please attach a copy of survey or plat. Attached? YES NO
3. Description of real property improvements:
* See attached sheet
4. Description of building: Building formerly Yorkum Fine Feed to be used as new Yorkum General Store, Property on Front St. formerly Union Pacific to be used for new lumberyard
5. Location: 11 West St. Yorkum, TN 37995
6. Total square feet: 7,000 main building, 9,300 lumberyard
7. Major equipment purchases:
accounting software, forklift, register/counter area

PROJECT DEVELOPMENT COST SUMMARY

1. Land Acquisition.....	\$ <u>189,300.00</u>
2. Site Preparation.....	\$ <u>* in construction cost-see attached sheet</u>
3. Professional Services.....	\$ <u>8,100</u>
4. Construction.....	\$ <u>508,500</u>
5. Equipment/Furnishings.....	\$ <u>15,000</u>
6. Personal Property.....	\$ <u>5,000</u>
7. Inventory.....	\$ <u>425,000</u>
8. Other (Describe).....	\$ <u>N/A</u>
TOTAL PROJECT DEVELOPMENT COSTS	\$ <u>1,150,900.00</u>

ANNUAL OPERATION AND MAINTENANCE

1. Personnel/Labor.....	\$ <u>180,000</u>
2. Supplies.....	\$ <u>10,000</u>
3. Electric.....	\$ <u>20,000</u>
4. Gas.....	\$ <u>5,000</u>
5. Water.....	\$ <u>in utilities</u>
6. Phone.....	\$ <u>2,000</u>
7. Other (Describe)..... <u>trash</u>	\$ <u>3,000</u>
TOTAL OPERATION & MAINTENANCE COSTS	\$ <u>220,000</u>
WORKING CAPITAL AVAILABLE	\$ <u>100,000</u>

AMOUNT OF FUNDING REQUESTED FROM THE YEDCS 200,000.00

PART V-Submittal

1. This application for funding is for: Grant ✓ Loan _____


2. If Loan, Describe proposed repayment terms:

3. Describe the portion of the project to be funded by the CDC:

4. Assets and security to be acquired by the CDC:

*The YEDC reserves the
Right to request, receive and evaluate additional information
From the applicant before a decision is made by the Corporation.*

I declare the information in this document and any attachments is true and correct to the best of my knowledge and belief.

SIGN HERE  DATE 3-7-17

Submitted By:
COMPANY: Yoakum General Store, LLC
NAME: Jeff Boswell
TITLE: CO-owner
DATE: 3-17-17

Received By:
NAME: _____
TITLE: _____
DATE: _____

Phone: (361)293-0476/Fax: (361) 293-3318/E-Mail: pkennedy@cityofyoakum.org

Detailed description of the proposed project. (Attach additional documents if needed.) Include location, operation, maintenance, employment, and who would be responsible for operation of the project.

We would like to bring a "one stop shop" for residents of Yoakum. Our project is Yoakum General Store located at 117 West Street in Yoakum. Our goal is to restore the original Yoakum Gin Feed Store as closely as possible back to it's original glory and also the property across the street formerly Union Pacific. Weaver and Jacobs Construction will be doing the necessary renovations and construction. A bid is attached.

We are replacing all existing windows, along with a new roof due to leaks. We are installing central A/C and heat due to retail and new plumbing. Numerous areas of wood throughout need to be replaced due to rotting. We are having to remove all the existing cement in front of the main entrance and pour new concrete to make safe for our customers and smooth for our handicap residents. We are having to patch the roof system at the lumber yard as well as adding a lean to roof. Also, adding fencing around each property to keep secure.

We will be open 6 days a week being closed on Sundays. There is a possibility of us being open on Sundays in the future. We will employ 2-3 full-time employees and 6-10 part-time employees. We plan on working with Yoakum High School and employing students through the work program they offer.

Please describe how this project will be a benefit to the community. Describe the intended uses of the project as well as intended users and any other information that would demonstrate the need for the project.

Like we have stated previously, there is no store/business in Yoakum where you can find something for everyone! This is why we decided on the name, Yoakum General Store, because we will have just about a little bit of everything. Before us, our Yoakum residents would have to travel to Victoria, Cuero, Hallettsville, Shiner, or Gonzales to meet all of their needs. When Christmas rolls around, there is no store where you can find a gift for your husband, wife, daughter, son, mother, father, etc all in one place. Well, now you can! We will have hunting and fishing products from Forever Last, gates and fire pits from Ranger Gates, indoor and outdoor home décor, men's, women's, and children's clothing and shoes from boutique clothing lines, Game Guard, Costa, Hooey along with numerous others. We will have garden supplies and yard art for the gardener in the family, to tack for the horse lover in the family. We hope to get customers from surrounding towns to decide to drive over to Yoakum and check us out. Hopefully they will make the drive to Yoakum and shop our downtown businesses, eat at our local restaurants and maybe catch a movie at The Grand! We plan on having a court yard area with tables and outdoor merchandise along with trying to get a farmers market set up on Saturdays in this area. This too will hopefully bring outside visitors to Yoakum along with giving our residents a place to sell their products.

We have decided to put the original grinder on display within the store for everyone to see and enjoy. The original owners had it enclosed and we have torn down the wall and now have a partial wall in place to display this great piece of Yoakum history. We plan on putting the grinder back in use which we feel will be a great tourist attraction for our own Yoakum residents and out of towners to come and see. We

think this will draw a significant number of visitors to town and hopefully see what the rest of Yoakum has to offer.

We also know of many residents who drive out of town for their lumber needs. Many surrounding towns smaller than Yoakum have more than one lumber yard, so we are hoping to keep our residents in town. Our lumber yard will be easily accessible to pull up to or pull through. We will be able to do all transactions from the lumber yard to make it convenient for our customers. We also have an agreement with a construction company who has agreed to build mixed income housing through our lumber yard. We feel this is a great need for Yoakum. This will give our current residents a nice place to live or might convince others to move into Yoakum.

Our hope is that we will inspire others to decide to invest into our great city of Yoakum. We were born and raised here in Yoakum and decided to return and raise our families back in our hometown. We are trying to make our wonderful little town just a little bit more wonderful!

Expected benefit to the local economy

Bringing Yoakum General Store to Yoakum will benefit the local economy greatly. It will not only employ numerous residents but will keep them in Yoakum for all their shopping needs. It will also bring in families from neighboring communities to not only do business with us but with our other businesses growing in downtown Yoakum.

Financial Review:

Site Development:

1. Total Acres to be developed-2.5
2. Survey Attached
3. Describe improvements: Installing new roof system, new HVAC, new electrical, new plumbing, provide structure stability, new exterior/interior paint, remodel existing scale building to new office building, new courtyard area with rock wall, new exterior fencing, new windows, new front to building, concrete work, demolition to part of lumber yard
4. Description of Building: Building was formerly Yoakum Gin and Feed to be used for new Yoakum General Store; Property on Front St. formerly Union Pacific to be used for new Lumber Yard
5. Location: 117 West St. Yoakum, Texas 77995
6. Total Sqft: 7,000 Main Building; 9,300 Lumber Yard
7. Major Equipment Purchase: Accounting Software, Forklift, Register/Counter Area

Project Development:

1. Land acquisition: \$189,300.00
2. Site Prep: *in the construction cost
3. Professional Services: \$8,100
4. Construction: \$508,500
5. Equipment/Furnishings: \$15,000
6. Personal Property: \$5,000
7. Inventory: \$425,000
8. Other: N/A

Total Cost: \$1,150,900



WEAVER & JACOBS
CONSTRUCTORS, INC.

ESTIMATED BY: BYJ

DATE: 6-Mar-17

JOB: YOAKUM GENERAL STORE, LLC.
LOCATION: Yoakum, Texas

DESCRIPTION			TOTAL
ITEM			
	DEMOLITION MAIN BUILDING		\$4,300
	DEMOLITION LUMBERYARD		\$10,000
	FORKLIFT FOR LUMBERYARD		\$35,000
	INTERIOR SHELVING(GONDOLA SHELVING)		\$24,900
	PATCH ROOF SYSTEM; ADD LEAN-TO ROOF LUMBERYARD		\$38,600
	REPLACE ROOF MAIN BUILDING		\$35,000
	WINDOWS MAIN BUILDING		\$42,900
	INTERIOR FRAMING, INSULATION, WOOD SHIPLAP MAIN BUILDING		\$30,000
	INTERIOR FRAMING FOUNDATION SUPPORT FOR LUMBER RACKS		\$42,000
	CONCRETE WORK FOR FOUNDATION SUPPORT LUMBERYARD		\$23,800
	PAINTING EXTERIOR AND INTERIOR		\$35,200
	DOORS, FRAMES, FINISH HARDWARE		\$6,500
	PLUMBING		\$4,800
	MASONRY WALL		\$14,500
	CABINET WORK		\$4,500
	TRIM WORK		\$18,500
	NEW FENCING MAIN BUILDING		\$10,000
	NEW SECURITY FENCING LUMBER YARD		\$18,000
	GRAVEL COST FOR NEW DRIVEWAY LUMBERYARD		\$16,000
	HVAC		\$47,500
	LIGHTING FIXTURES		\$12,000
	ELECTRICAL LUMBERYARD		\$15,500
	ELECTRICAL/FIRE ALARM MAIN BUILDING		\$19,000
	TOTAL		\$508,500

STRENGTHS

Assets that the City can directly influence or leverage

- 1 Business costs: electric rates, property tax
- 2 Incentive Programs for attraction
- 3 Hochheim Prairie professionals, including IT
- 4 Enterprise Products
- 5 Potential development sites, including UP's 54 acre site
- 6 500-502 Airport, 60K+ SqFt vacant, another 70K SqFt available
- 7 Diverse employment base, including leather, food processing, energy services, healthcare, financial services, specialty apparel, government administration and agriculture support
- 8 Eddy Packing
- 9 Yoakum Community Hospital's new medical office building
- 10 Niche for saddle and leather products production
- 11 Historic downtown with great potential for residents, retail and office.
- 12 Famous Double D Ranchwear makes its home in Yoakum.
- 13 Yoakum Municipal Airport's potential for increased users and developable land.
- 14 Large number of residents that work outside city (untapped workforce)
- 15 An untapped semi-skilled mature workforce from the leather hey-days
- 16 Quiet Sereneness, lowest crime
- 17 A cadre of mature, former residents who want to help Yoakum
- 18 Service groups with relationships with schools
- 19 Talented core of volunteers

3/6/2017

OPPORTUNITIES

Assets that are largely beyond the city's control

- 1 Proximity to Eagle Ford shale
- 2 Proximity to three major metropolitan areas: 2 hours or less to Houston, San Antonio and Austin.
- 3 In a 100 mile radius, the population increased 31% to 5,600,000 in ten years.
- 4 A city off the beaten track
- 5 Companies with >100 employees (25 mile radius): Eddy Packing, Kaspar Wire, Boedecker Plastics
- 6 Developable land at the city's borders.
- 7 SBDC involvement
- 8 Victoria College commitment to regional business
- 9 UH-V support of a regional economic development effort
- 10 As much as 80,000 Sq Ft downtown unused upstairs space
- 11 Inexpensive land and buildings relative to Texas as a whole

3/6/2017

WEAKNESSES

Challenges that the city can directly influence

- 1 Concerns about sufficient workforce for targeted industries
- 2 Lingering identity "Land of Leather"
- 3 Lack of fully served modern business park
- 4 Lack of comprehensive incentives package
- 5 High level of dependence on city's revenue from electric utility fees.
- 6 Little incentive for annexation and/or out-of-city business assistance.
- 7 Lack of commercial buildings that are rent-ready
- 8 Vacant buildings that need upgrades
- 9 Major entry points lack curb appeal.
- 10 High retail leakage to neighboring communities
- 11 Abundance of residential properties that are not readily lettable.
- 12 Under-utilization of airport
- 13 Lack of programs that encourage youth involvement in city affairs
- 14 No active rail spurs
- 15 Lack of historic preservation ordinance
- 16 Low involvement of businesses with Victoria College & WF

3/6/2017

THREATS

Challenges that are largely beyond the city's control

- 1 Limited economic activity in retail, hotels, distribution and other industries influenced by drive-by ridership.
- 2 Yoakum's location in eastern edge of Eagle Ford Shale limits gas-related services
- 3 Eddy Packing, the city's largest employer, recruits employees from hundreds of miles away
- 4 Lower levels of educational attainment
- 5 Victoria's establishment as the retail hub for 225,000 residents
- 6 Interstate system 40 miles away
- 7 No post-secondary presence

3/6/2017



To: YEDC Board

Subject: Business Appreciation Luncheon (BAL) pre-planning

Date: March 20, 2017

Thoughts

- 1) Speaker
 - a) Texas Rural Challenge – R. McDonald
- 2) BAL audience - existing business.
 - a) Who else?
- 3) Review of all BAL activities:
 - a) Business of the Year?
 - b) Door Prizes?
 - c) Table prize?
 - d) Free Lunch?
 - e) Location?
- 4) Differentiation with Chamber
 - a) Short term vs medium/long term
 - b) 8 Strategic plan goals
- 5) Positive announcements
 - a) NRD
- 6) Outcome from luncheon?
 - a) Excitement about downtown
 - b) Developer interest
 - c) Rise in first time preservation grant applications



To: YEDC Board

Subject: Monthly Director Report

Date: March 14, 2017

Highlights by Goal

- 1) Targeting key businesses and industries
 - a) "Canadian"
 - b) Project Plastic Fuel
 - c) Retail gap analysis
- 2) Workforce development
- 3) Existing businesses
 - a) Grant call, deadline April 10, YEDC reviews April 17.
 - b) Business Essentials March 1, April 19
 - c) Chamber/ Distrix app
- 4) Real estate strategy for business recruitment
- 5) Supporting role in housing, tourism and community enhancements
- 6) Regional recruitment and marketing partnerships
 - a) Rural Roundup March 2
 - b) March 3 Regional EconDev meeting - speaker Ronnie McDonald
 - c) TDA Regional Roundtable April 13
- 7) Awareness of the Yoakum Economic Development Corporation (YEDC).
 - a) DeWitt County Historical Commission 2/21 - NRD
 - b) YHT article 3/1 – grant call
 - c) YHT photo 3/8 - check
- 8) Downtown revitalization plan
 - a) Consultant SOW, Council OK
 - b) Preservation Society
 - c) Volunteer and interns

Other

- 1) Leadership training 2/21-23
- 2) Grant Status – Circle Y, Moo Moo
- 3) Web site 3/29
- 4) Sales Tax: San Antonio 9/29, Houston 11/17, Austin 12/8
- 5) Training & Conferences - see sheet