



**ECONOMIC IMPROVEMENT CORPORATION AGENDA**  
**SEPTEMBER 20, 2021, 4:00 PM**  
**Kerrville City Hall Council Chambers**  
**701 Main Street, Kerrville, Texas**

---

***Economic Improvement Corporation (EIC) Meeting Procedures, EIC Members and City Staff Safety Measures, and Citizen Participation Guidelines***

*COVID-19 (Coronavirus) provides a unique concern in that gathering members of the public, EIC Members, and City staff within a physical setting constitutes a public health risk. On March 16, 2020, the Texas Governor suspended certain requirements of the Open Meetings Act to permit open meetings to occur in a fully, or partially, virtual setting (telephonic/videoconference).*

*Due to the recent increase of Coronavirus positive cases in Kerr County, standard safety protocols will be observed by City Council, City staff, and citizens/visitors attending the meeting. Masks are voluntary and highly encouraged. Six-foot distance seating will be observed and visitor seating will be designated. Visitor overflow will be in the City Hall lobby, where social distancing will also be observed.*

*Citizens may view and hear City Council meetings on Spectrum Channel 2 or by live-streaming via the City's website ([www.kerrvilletx.gov](http://www.kerrvilletx.gov)). City Council meetings are recorded and the recordings are posted on the City's website.*

*Citizens wishing to speak during a meeting shall submit a completed "speaker request form" to the Deputy City Secretary before the item is introduced, but are encouraged to submit the form before the meetings begins. Each speaker is limited to four minutes.*

*Written comments will be accepted for any agenda items, including Public Hearings. You are required to provide your first and last name, address, and identify the item you wish to comment on. Written comments may be emailed to [kesha.franchina@kerrvilletx.gov](mailto:kesha.franchina@kerrvilletx.gov) and must be received by 3:00 p.m. the afternoon of the Council meeting.*

**Thank you for your participation!**

---

**1 CALL TO ORDER**

**2 INVOCATION**

**3 VISITORS / CITIZENS FORUM:**

*Any citizen with business not scheduled on the agenda may speak to the Economic Improvement Corporation. No deliberation or action can be taken on these items because the Open Meetings Act requires an item be posted on an agenda 72 hours before the meeting. Visitors are asked to limit their presentation to three minutes.*

**4 APPROVAL OF MINUTES:**

4.A. Minutes from the regular Economic Improvement Corporation (EIC) meeting held on August 16, 2021

Attachments:

[EIC Minutes 8-16-2021.pdf](#)

**5 MONTHLY REPORTS:**

- 5.A. Kerr Economic Development Corporation (KEDC) Update
- 5.B. Kerrville Economic Improvement Corporation (EIC) Project Status Update
- 5.C. Monthly Financial Report

Attachments:

[August 2021 financial presentation.pdf](#)

**6 CONSIDERATION AND POSSIBLE ACTION:**

- 6.A. Update from Arcadia Live Board on current conditions and upcoming events, and possible amendment to existing funding agreement.

**7 EXECUTIVE SESSION:**

*The Economic Improvement Corporation may, as permitted by law, adjourn into executive session at any time to discuss any matter listed above including if they meet the qualifications in Section 551.071 (consultation with attorney), 551.072 (deliberation regarding real property), 551.073 (deliberation regarding gifts), 551.074 (personnel matters), 551.076 (deliberation regarding security devices), and 551.087 (deliberation regarding economic development negotiations) of Chapter 551 of the Texas Government Code, including the following matters:*

**8 POSSIBLE ACTION FOR ITEMS DISCUSSED IN EXECUTIVE SESSION:**

**9 ITEMS FOR FUTURE AGENDAS:**

**10 ADJOURN.**

---

The facility is wheelchair accessible, and accessible parking spaces are available. Requests for accommodations or interpretive services must be made 48 hours prior to this event. Please contact the City Secretary's Office at 830-257-8000 for further information.

I hereby certify that this agenda was posted as notice of the meeting on the bulletin board at the City Hall of the City of Kerrville, Texas, and on the City's website on the following date and time: 9/17/2021 at 10:30 a.m. and remained posted continuously for at least 72 hours preceding the scheduled time of the meeting.

Kesha Franchina

Kesha Franchina, Deputy City Secretary, City of Kerrville, Texas

---



**TO BE CONSIDERED BY  
ECONOMIC IMPROVEMENT CORPORATION  
CITY OF KERRVILLE, TEXAS**



---

**SUBJECT:** Minutes from the regular Economic Improvement Corporation (EIC) meeting held on August 16, 2021

**AGENDA DATE OF:** September 20, 2021

**DATE SUBMITTED:** Aug 20, 2021

**SUBMITTED BY:** Kesha Franchina

**EXHIBITS:** [EIC Minutes 8-16-2021.pdf](#)

---

| <b>Expenditure Required:</b> | <b>Remaining Budget Balance in Account:</b> | <b>Amount Budgeted:</b> | <b>Account Number:</b> |
|------------------------------|---|-------------------------|------------------------|
| N/A                          | N/A   | N/A                     | N/A                    |

**PAYMENT TO BE MADE TO:** N/A

---

|                             |     |
|-----------------------------|-----|
| <b>Kerrville 2050 Item?</b> | No  |
| <b>Key Priority Area</b>    | N/A |
| <b>Guiding Principle</b>    | N/A |
| <b>Action Item</b>          | N/A |

---

**SUMMARY STATEMENT:**

Minutes from the regular Economic Improvement Corporation (EIC) meeting held on August 16, 2021

**RECOMMENDED ACTION:**

Approve minutes from the regular Economic Improvement Corporation (EIC) meeting held on August 16, 2021

## **CITY OF KERRVILLE, TEXAS ECONOMIC IMPROVEMENT CORPORATION (EIC) REGULAR MEETING – AUGUST 16, 2021**

On Monday, August 16, 2021, at 4:00 p.m., the regular meeting of the City of Kerrville, Texas Economic Improvement Corporation, was called to order by President Gregory Richards, in the Council Chambers at City Hall, 701 Main Street, Kerrville, Texas.

### **MEMBERS PRESENT:**

Gregory Richards, President  
Danny Almond, Vice President  
Gregg Appel  
Don Barnett  
Kim Clarkson, Councilmember, Place 2  
Gary Cochrane

### **MEMBERS ABSENT:**

Maggie Megee

### **CHIEF EXECUTIVE STAFF PRESENT:**

E.A. Hoppe, Deputy City Manager  
Mike Hayes, City Attorney  
Kesha Franchina, Deputy City Secretary  
Julie Behrens, Assistant Director of Finance  
Trina Rodriguez, Accounting Manager

### **VISITORS PRESENT:**

Gil Salinas, Kerrville Economic Development Corporation  
Mike Whittler, Kerrville Public Utility Board  
Pablo Brinkman, ZBA  
Bruce Stracke, TIRZ Board

President Richards called the meeting to order at 4:00 pm. President Richards *reviewed COVID safety protocols which will be observed during this meeting.*

**1     INVOCATION** Gregg Appel led the Invocation.

**2     VISITORS / CITIZENS FORUM** None.

*Any citizen with business not scheduled on the agenda may speak to the Economic Improvement Corporation. No deliberation or action can be taken on these items because the Open Meetings Act requires an item be posted on an agenda 72 hours before the meeting. Visitors are asked to limit their presentation to three minutes.*

**3     APPROVAL OF MINUTES:**

3.A. Minutes from the regular Economic Improvement Corporation (EIC) meeting held on July 19, 2021

Gregg Appel motioned to approve the minutes, Don Barnett seconded, and the motion passed 6-0.

#### **4 MONTHLY REPORTS:**

##### **4.A. Kerr Economic Development Corporation (KEDC) Update**

Gil Salinas presented the KEDC update and responded to questions.

##### **4.B. Kerrville Economic Improvement Corporation (EIC) Project Status Update**

EA Hoppe presented the EIC project status update and responded to questions.

##### **4.C. Monthly Financial Report**

Trina Rodriguez presented the monthly financial report and responded to questions.

#### **5 CONSIDERATION AND POSSIBLE ACTION:**

##### **5.A. Kerrville Economic Development Corporation (KEDC) Budget for the Fiscal Year 2022, to include annual funding for the Kerr Economic Development Corporation (KEDC)**

Gil Salinas presented the KEDC budget and responded to questions. Danny Almond began a discussion to his budget findings from his meeting with Gil. Mike Whittler, KPUB, spoke and responded to questions.

Danny Almond motioned to approve the KEDC Budget, Don Barnett seconded, and the motion passed 6-0.

##### **5.B. Administrative Services contract between City of Kerrville and City of Kerrville Texas Economic Improvement Corporation (EIC)**

EA Hoppe presented the Administrative Services contract and responded to questions. Don Barnett motioned to approve the proposal, Gregg Appel seconded, and the motion passed 6-0.

Gary Cochrane motioned to go into executive session under the sections 551.071 (consultation with attorney), 551.072 (deliberation regarding real property), and 551.087 (deliberation regarding economic development negotiations), seconded by Danny Almond. The motion passed 6-0.

#### **6 EXECUTIVE SESSION:**

*The Economic Improvement Corporation may, as permitted by law, adjourn into executive session at any time to discuss any matter listed above including if they meet the qualifications in Section 551.071 (consultation with attorney), 551.072 (deliberation regarding real property), 551.073 (deliberation regarding gifts), 551.074 (personnel matters), 551.076 (deliberation regarding security devices), and 551.087 (deliberation regarding economic development negotiations) of Chapter 551 of the Texas Government Code, including the following matters:*

##### **6.A. Workforce Housing (551.071, 551.072, 551.087)**

President Richards adjourned the closed executive session and the meeting returned to open session at 6:00 pm. No action was taken.

7 **POSSIBLE ACTION FOR ITEMS DISCUSSED IN EXECUTIVE SESSION:** None.

8 **ITEMS FOR FUTURE AGENDAS:** None.

9 **ANNOUNCEMENTS:** None.

10 **ADJOURN.** President Richards adjourned the meeting at 6:00 pm.

Minutes Approved: \_\_\_\_\_

President Greg Richards: \_\_\_\_\_

Attest: Kesha Franchina, Deputy City Secretary: \_\_\_\_\_



**TO BE CONSIDERED BY  
ECONOMIC IMPROVEMENT CORPORATION  
CITY OF KERRVILLE, TEXAS**



---

**SUBJECT:** Kerr Economic Development Corporation (KEDC) Update

**AGENDA DATE OF:** September 20,  
2021

**DATE SUBMITTED:** Aug 20, 2021

**SUBMITTED BY:** Gil Salinas

**EXHIBITS:**

---

| <b>Expenditure<br/>Required:</b> | <b>Remaining Budget<br/>Balance in<br/>Account:</b> | <b>Amount<br/>Budgeted:</b> | <b>Account Number:</b> |
|----------------------------------|---|-----------------------------|------------------------|
| N/A                              | N/A   | N/A                         | N/A                    |

**PAYMENT TO BE MADE TO:** N/A

---

|                             |     |
|-----------------------------|-----|
| <b>Kerrville 2050 Item?</b> | No  |
| <b>Key Priority Area</b>    | N/A |
| <b>Guiding Principle</b>    | N/A |
| <b>Action Item</b>          | N/A |

---

**SUMMARY STATEMENT:**

**RECOMMENDED ACTION:**

No Action



**TO BE CONSIDERED BY  
ECONOMIC IMPROVEMENT CORPORATION  
CITY OF KERRVILLE, TEXAS**



---

**SUBJECT:** Kerrville Economic Improvement Corporation (EIC) Project Status Update

**AGENDA DATE OF:** September 20,  
2021

**DATE SUBMITTED:** Aug 20, 2021

**SUBMITTED BY:** EA Hoppe

**EXHIBITS:**

---

| <b>Expenditure<br/>Required:</b> | <b>Remaining Budget<br/>Balance in<br/>Account:</b> | <b>Amount<br/>Budgeted:</b> | <b>Account Number:</b> |
|----------------------------------|---|-----------------------------|------------------------|
| N/A                              | N/A   | N/A                         | N/A                    |

**PAYMENT TO BE MADE TO:** N/A

---

|                             |     |
|-----------------------------|-----|
| <b>Kerrville 2050 Item?</b> | No  |
| <b>Key Priority Area</b>    | N/A |
| <b>Guiding Principle</b>    | N/A |
| <b>Action Item</b>          | N/A |

---

**SUMMARY STATEMENT:**

Economic Improvement Project update

**RECOMMENDED ACTION:**

No Action





**TO BE CONSIDERED BY  
ECONOMIC IMPROVEMENT CORPORATION  
CITY OF KERRVILLE, TEXAS**



---

**SUBJECT:** Monthly Financial Report

**AGENDA DATE OF:** September 20,  
2021

**DATE SUBMITTED:** Sep 15, 2021

**SUBMITTED BY:** Trina Rodriguez

**EXHIBITS:** [August 2021 financial presentation.pdf](#)

---

| <b>Expenditure<br/>Required:</b> | <b>Remaining Budget<br/>Balance in<br/>Account:</b> | <b>Amount<br/>Budgeted:</b> | <b>Account Number:</b> |
|----------------------------------|---|-----------------------------|------------------------|
| N/A                              | N/A   | N/A                         | N/A                    |

**PAYMENT TO BE MADE TO:** N/A

---

|                             |     |
|-----------------------------|-----|
| <b>Kerrville 2050 Item?</b> | No  |
| <b>Key Priority Area</b>    | N/A |
| <b>Guiding Principle</b>    | N/A |
| <b>Action Item</b>          | N/A |

---

**SUMMARY STATEMENT:**

Monthly financial report for the month ending August 31, 2021 will be presented by staff.

**RECOMMENDED ACTION:**

Information only; no action required



# **Financial update for the month ended August 31, 2021**

**Economic Improvement Corporation Meeting  
September 20, 2021**



Economic Improvement Corporation

Statement of Activities

Month Ended August 31, 2021

|  | Annual<br>Budget | Current<br>Period | Y-T-D<br>Actual | % of<br>Budget | Remaining<br>Budget |
|--|------------------|-------------------|-----------------|----------------|---------------------|
| <b>Revenues</b>                              |                  |                   |                 |                |                     |
| Sales and Use Tax                            | \$ 3,511,307     | \$ 431,388        | \$ 3,972,360    | 113.1%         | \$ 461,053          |
| Interest Income                              | 9,000            | 130               | 2,488           | 27.6%          | (6,512)             |
| <b>Total Revenues</b>                        | 3,520,307        | 431,518           | 3,974,848       | 112.9%         | 454,541             |
| <b>Expenditures</b>                          |                  |                   |                 |                |                     |
| Administrative                               |                  |                   |                 |                |                     |
| Office Supplies                              | 500              | -                 | -               | 0.0%           | 500                 |
| Professional Services                        | 10,000           | -                 | -               | 0.0%           | 10,000              |
| Administrative Services Fee                  | 185,000          | 15,417            | 169,583         | 91.7%          | 15,417              |
| Kerr Economic Development Corp.              | 197,500          | -                 | 197,500         | 100.0%         | -                   |
| Total Administrative                         | 393,000          | 15,417            | 367,083         | 93.4%          | 25,917              |
| Debt Service                                 |                  |                   |                 |                |                     |
| Debt Service - Series 2019 Ref (River Trail) | 251,344          | 20,945            | 230,398         | 91.7%          | 20,946              |
| Debt Service - Series 2020 Ref (River Trail) | 247,830          | 20,278            | 223,059         | 90.0%          | 24,771              |
| Debt Service - Series 2015 (KSC)             | 603,150          | 50,263            | 552,888         | 91.7%          | 50,263              |
| Debt Service - KPUB (KMM)                    | 1,020,000        | -                 | 1,010,000       | 99.0%          | 10,000              |
| Total Debt Service                           | 2,122,324        | 91,486            | 2,016,345       | 95.0%          | 95,979              |
| Projects                                     |                  |                   |                 |                |                     |
| Kerrville Christmas Lighting                 | -                | -                 | 100,000         | -100.0%        | (100,000)           |
| Thompson Drive Partners (The Landing)        | 283,333          | -                 | 566,666         | 200.0%         | (283,333)           |
| Airport Projects                             | 225,000          | 4,099             | 29,499          | 13.1%          | 195,501             |
| Doyle School                                 | 450,000          | 2,257             | 461,185         | 102.5%         | (11,185)            |
| Downtown River Trail Feasibility Study       | 50,000           | -                 | 50,000          | 100.0%         | -                   |
| Killdeer Mountain Manufacturing              | -                | 250,000           | 250,477         | -              | (250,477)           |
| Total Projects                               | 1,008,333        | 256,356           | 1,457,827       | 144.6%         | (449,494)           |
| <b>Total Expenditures</b>                    | 3,523,657        | 363,258           | 3,841,255       | 109.0%         | (317,598)           |
| <b>Change in Net Position</b>                | \$ (3,350)       | \$ 68,259         | \$ 133,594      |                |                     |

Economic Improvement Corporation

Cash Flow Forecast

As of August 31, 2021

|  | FY2021<br>Actual        | FY2021 Projection | FY2022 Projection       |                         |                         |                         |
|--|-------------------------|-------------------|-------------------------|-------------------------|-------------------------|-------------------------|
|  | Oct 2020 to<br>Aug 2021 | Sept 2021         | Oct 2021 to<br>Dec 2021 | Jan 2022 to<br>Mar 2022 | Apr 2022 to<br>Jun 2022 | Jul 2022 to<br>Sep 2022 |
| <b>Beginning Cash Balance</b>          | \$ 2,397,892            | \$ 2,531,486      | \$ 2,561,586            | \$ 3,120,816            | \$ 3,757,292            | \$ 4,377,453            |
| <b>Revenue</b>                         |                         |                   |                         |                         |                         |                         |
| Sales Tax                              | 3,972,360               | 303,486           | 959,126                 | 1,036,157               | 1,019,612               | 1,208,104               |
| Interest Income                        | 2,488                   | 150               | 1,945                   | 2,161                   | 2,391                   | 2,878                   |
| <b>Total Revenue</b>                   | 3,974,848               | 303,636           | 961,071                 | 1,038,318               | 1,022,003               | 1,210,982               |
| <b>Expenditures</b>                    |                         |                   |                         |                         |                         |                         |
| Administrative                         |                         |                   |                         |                         |                         |                         |
| Administrative Fee & Supplies          | 169,583                 | 15,417            | 48,875                  | 48,875                  | 48,875                  | 48,875                  |
| Professional Services                  | -                       | -                 | 2,500                   | 2,500                   | 2,500                   | 2,500                   |
| KEDC                                   | 197,500                 | -                 | 78,125                  | 78,125                  | 78,125                  | 78,125                  |
| Total Administrative                   | 367,083                 | 15,417            | 129,500                 | 129,500                 | 129,500                 | 129,500                 |
| Debt Service                           | 2,016,345               | 182,972           | 272,342                 | 272,342                 | 272,342                 | 272,342                 |
| Projects                               |                         |                   |                         |                         |                         |                         |
| Thompson Drive Partners (The Landing)  | 566,666                 | -                 | -                       | -                       | -                       | -                       |
| Airport Projects                       | 29,499                  | -                 | -                       | -                       | -                       | -                       |
| Doyle School                           | 461,185                 | 75,147            | -                       | -                       | -                       | -                       |
| Downtown River Trail Feasibility Study | 50,000                  | -                 | -                       | -                       | -                       | -                       |
| Killdeer Mountain Manufacturing        | 250,477                 | -                 | -                       | -                       | -                       | -                       |
| Kerrville Christmas Lighting           | 100,000                 | -                 | -                       | -                       | -                       | -                       |
| Total Projects                         | 1,457,827               | 75,147            | -                       | -                       | -                       | -                       |
| <b>Total Expenditures</b>              | 3,841,255               | 273,536           | 401,842                 | 401,842                 | 401,842                 | 401,842                 |
| <b>Ending Cash Balance</b>             | \$ 2,531,486            | \$ 2,561,586      | \$ 3,120,816            | \$ 3,757,292            | \$ 4,377,453            | \$ 5,186,593            |

# Financial Analysis

| Project Analysis as of August 31, 2021 |                     |                     |                   |
|--|---------------------|---------------------|-------------------|
| Project Description                    | EIC Commitment      | Disbursed Funding   | Remaining Funding |
| <b>Committed Projects:</b>             |                     |                     |                   |
| Airport Projects                       | 375,000             | 36,866              | 338,134           |
| Doyle School                           | 650,000             | 574,853             | 75,147            |
| Killdeer Mountain Manufacturing        | 2,095,000           | 2,069,422           | 25,578            |
| <b>Committed Project Total</b>         | <b>\$ 3,220,000</b> | <b>\$ 2,516,491</b> | <b>\$ 703,509</b> |

| Cash Analysis as of August 31, 2021 |                                   |                     |
|-------------------------------------|-----------------------------------|---------------------|
| by Type - Placement - Amount        |                                   |                     |
| Type                                | Placement                         | Amount              |
| Short Term                          | EIC TexPool                       | \$ 2,531,486        |
| Investment                          | <b>Total Cash and Investments</b> | <b>\$ 2,531,486</b> |

| Sales Tax Revenue Analysis - FY2021 |               |               |               |                   |                   |
|-------------------------------------|---------------|---------------|---------------|-------------------|-------------------|
| Month                               | Actual FY2020 | Budget FY2021 | Actual FY2021 | FY2020 vs. FY2021 | Budget vs. Actual |
| October                             | \$ 294,752    | \$ 275,870    | \$ 311,718    | 5.76%             | 12.99%            |
| November                            | 301,001       | 287,322       | 376,028       | 24.93%            | 30.87%            |
| December                            | 297,620       | 269,326       | 320,874       | 7.81%             | 19.14%            |
| January                             | 292,966       | 276,400       | 334,661       | 14.23%            | 21.08%            |
| February                            | 393,938       | 364,685       | 433,414       | 10.02%            | 18.85%            |
| March                               | 270,955       | 253,546       | 321,565       | 18.68%            | 26.83%            |
| April                               | 262,275       | 248,437       | 262,388       | 0.04%             | 5.62%             |
| May                                 | 318,521       | 323,971       | 440,837       | 38.40%            | 36.07%            |
| June                                | 326,259       | 288,425       | 369,003       | 13.10%            | 27.94%            |
| July                                | 350,459       | 289,106       | 370,485       | 5.71%             | 28.15%            |
| August                              | 367,921       | 330,732       | 431,388       | 17.25%            | 30.43%            |
| September                           | 342,775       | 303,486       | 387,929       | 13.17%            | 27.82%            |



**TO BE CONSIDERED BY  
ECONOMIC IMPROVEMENT CORPORATION  
CITY OF KERRVILLE, TEXAS**



---

**SUBJECT:** Update from Arcadia Live Board on current conditions and upcoming events, and possible amendment to existing funding agreement.

**AGENDA DATE OF:** September 20, 2021      **DATE SUBMITTED:** Aug 20, 2021

**SUBMITTED BY:** Gary Cochrane

**EXHIBITS:**

---

| <b>Expenditure<br/>Required:</b> | <b>Remaining Budget<br/>Balance in<br/>Account:</b> | <b>Amount<br/>Budgeted:</b> | <b>Account Number:</b> |
|----------------------------------|---|-----------------------------|------------------------|
| N/A                              | N/A   | N/A                         | N/A                    |

**PAYMENT TO BE MADE TO:** N/A

---

|                             |     |
|-----------------------------|-----|
| <b>Kerrville 2050 Item?</b> | No  |
| <b>Key Priority Area</b>    | N/A |
| <b>Guiding Principle</b>    | N/A |
| <b>Action Item</b>          | N/A |

---

**SUMMARY STATEMENT:**

Update from Arcadia Live Board on current conditions and upcoming events. Consideration and discussion of possible amendment to existing funding agreement, sponsored by EIC member Gary Cochrane.

**RECOMMENDED ACTION:**

Consideration and discussion of possible amendment to existing funding agreement.