

**ECONOMIC AND COMMUNITY DEVELOPMENT
COUNCIL COMMITTEE MEETING MINUTES**

OCTOBER 1, 2013

10:00 AM

MEDIA BRIEFING ROOM, CITY HALL

Members Present: Councilmember Ray Lopez, *Chair, District 6*
Councilmember Ivy R. Taylor, *District 2*
Councilmember Rey A. Saldaña, *District 4*

Members Absent: Councilmember Diego Bernal, *District 1*
Councilmember Elisa Chan, *District 9*

Staff Present: Jed Maebius, *Mayor's Office*; Ray Rodriguez, *Assistant City Attorney*; Rene Dominguez, *Director, Economic Development Department*; James Henderson, *Economic Development Department*; Denise Luckey, *Office of the City Clerk*

Also Present: Misty Mayo, *Executive Vice President, San Antonio Economic Development Foundation*; Rogelio Garcia, *Vice President, Free Trade Alliance*; Jennifer Saucedo, *Fox 29*; Rosa Rios Valdez, *President, Salud de Paloma*

Call to Order

Chairman Lopez called the meeting to order.

1. Citizens to be Heard

There were no items addressed by Citizens.

2. Approval of Minutes of the September 3, 2013 Economic and Community Development Council Committee Meetings

Councilmember Taylor moved to approve the minutes of the September 3, 2013 Economic and Community Development Council Committee Meeting. Councilmember Saldaña seconded the motion. Motion carried unanimously by those present.

3. Briefing and Possible Action on:

a. Briefing on the Process and Next Steps for a Public Private Partnership (P3) for the Mission Drive-In Redevelopment [Lori Houston, Director, Center City Development]

Lori Houston stated that the City acquired the Mission Drive-In Site in 2007. She noted that the Concept Plan Process was initiated and the City Council adopted the Master Plan Framework Document in May of 2012. She stated that a series of public meetings and stakeholder interviews were conducted between Spring 2008 and 2012. She noted that City Council directed staff to create an Advisory Committee to provide oversight on the redevelopment. She stated that the City would initiate the Public-Private Partnership (P3) Process for the site's redevelopment. Carlos Contreras stated that the P3 Process requires the City to initiate a Request for Qualifications (RFQ) to identify qualified developers. Ms. Houston indicated that

qualified candidates would be invited to submit a Request for Proposals (RFP). She added that the developer would be required to follow the Concept Plan. She indicated that the RFQ would be released in October or November 2013 which would result in a shortlist of candidates in December 2013. She stated that the RFP would be issued to the selected candidates in January or February 2014 with contract negotiations occurring by March 2014. She added that the issuance of a contract was expected to occur in April 2014. She noted that the Advisory Committee would be briefed periodically throughout the process to include briefings prior to the RFP Process and prior to Staff's recommendation to City Council. She added that periodic briefings and the selected candidate would be presented to the Committee at different times during the process.

No action was required for Item 3a.

b. Briefing and Action on an Economic Development Loan Agreement and Lease Terms for a Retail Storefront in the Plaza de Armas Building [Lori Houston, Director, Center City Development]

Lori Houston stated that staff is proposing to execute an incentive and lease agreement with Café O'Liva which would be located in a portion of the Plaza de Armas Redevelopment (Redevelopment) Space. She noted that the space to be occupied by the Cafe is 2,500 square feet in size and City-owned. She indicated that the Redevelopment Space is undergoing a \$9.9 million dollar renovation and would house the Departments of Cultural and Creative Development and Communications and Public Affairs. She stated that City Staff proposed that the City provide Café O'Liva with a forgivable loan for \$100,000 which would be used to finish out the space. She reported that one-third of the loan would be forgiven for each year that Café O'Liva occupies the space. She noted that the City would lease the space to Cafe O'Liva for a 3-year term with the option to renew the lease for one additional 3-year term. She stated that Café O'Liva would offer healthy meal options, olive oil, and provide cooking demonstrations.

Rosa Rios Valdez, President of Salud de Paloma and Owner of Café O'Liva provided samples of olive oil to the Committee. She circulated a cookbook written by her Chef, Chuck Hernandez. She noted that her business focuses on health and nutrition and is the only Latina-Owned Olive Oil Company in the United States. She envisions her business becoming an anchor for other businesses in the area.

Chairman Lopez asked of the hours of operation for Café O'Liva. Ms. Valdez replied that Café O'Liva would be open until 7:00 PM Sunday through Thursday and until 12:00 AM on Friday and Saturday.

Ms. Houston noted that the Grand Opening for Café O'Liva would coincide with the opening of the new Department Offices estimated to be January 2014.

Councilmember Saldaña asked of the parking strategy for said business. Ms. Houston stated that her office was working with the Parking Department and noted that City Hall Parking would be accessible to the public in the evenings and on weekends. She stated that a number of parking spaces in the Dolorosa Lot would be reserved for Café O'Liva.

Councilmember Saldaña moved to recommend approval for a three-year lease agreement and one three-year renewal option with Café O'Liva to operate a healthy retail/Café Concept at 115 Plaza de Armas with a total payment to the City of \$199,114.21 and approval of a forgivable

loan from the Inner City Incentive Fund estimated at \$100,360, to be forgiven over three years at 33% per year as long as the tenant is operational in the location to the full City Council. Councilmember Taylor seconded the motion. Motion carried unanimously by those present.

c. San Antonio Export Strategy [Rene Dominguez, Director, Economic Development]

Rene Dominguez stated that in October 2012, the City was selected by the Brookings Institute to develop an Export Plan (Plan) for the community. He indicated that seven other communities were selected and the goal was to increase the number of exports and businesses that export in each community. He stated that this was a community-wide effort with participants from the Governor's Office, Bexar County, Free Trade Alliance, and the University of Texas at San Antonio (UTSA). He stated that last year, the results of the Market Assessment determined the top Exports, Export Markets, and business attitudes regarding Exports and this was reported to the Committee. He noted that the qualitative and quantitative data gathered was used to develop the Export Plan. He stated that the Free Trade Alliance was realigned in order to execute said Plan.

James Henderson referred to one of the documents distributed to the Committee titled 'Export Nation 2013' and stated that it was published by the Brookings Institute and summarizes trading in Exports by the City of San Antonio in 2012. He noted that Export Data from the Brookings Institute would be updated following Export Day which would be held on October 11, 2013. He indicated that Export Day would serve to provide public information on the City's Export Strategy and to introduce the Free Trade Alliance. He added that Workshops for local businesses would be held that day. He stated that the vision was for San Antonio to become more engaged and active on the International Stage and the goal was to develop an Export Strategy to assist local small and medium sized companies to diversify their market and adapt to a changing world through an International business focus.

Mr. Henderson stated that 12 communities throughout the United States were included in the Brookings Institute Program. He indicated that leadership and partnerships were key in the development of the Export Strategy. He stated that a number of businesses that were part of the Global Advisory Committee were interviewed. He noted that San Antonio is a growing Exporter and has kept pace with Benchmark cities, which are cities that San Antonio routinely competes with in terms of Economic Development Projects. He reported that the top 10 Export Markets for San Antonio were Mexico, Canada, Japan, United Kingdom, China, Germany, Brazil, South Korea, France and the Netherlands. He reviewed the top 10 Export Industries for San Antonio from 2003-2010 and noted that Transportation Equipment comprised of Aerospace and Automobile Manufacturing was the top Export Industry. He reported that data from 2012 indicated that the second largest Export Industry was Professional Services. Mr. Dominguez added that data from the Brookings Institute would be used in the development of a comprehensive Economic Development Plan for the Economic Development Department. Mr. Henderson noted that the direct Export Jobs for San Antonio were in Travel and Tourism which has shown growth from 2003 to 2010. He stated that face-to-face interviews were held with businesses to determine their attitudes toward exporting. He stated that the Export Strategy Working Group was in the process of developing an implementation plan to be finalized by January 2014.

Councilmember Chan asked of the speakers at Export Day. James Henderson stated that John Steen, Texas Secretary of State and Geronimo Gutierrez, of the North American Development

Bank would be the guest speakers. Councilmember Chan asked of the final report. Mr. Dominguez indicated that it would be unveiled at Export Day and would be sent to the Committee Members. Mr. Henderson added that the Global Advisory Committee would be briefed on the Export Strategy on October 4, 2013 and on the same day, the website would be live. Councilmember Chan asked of the Export Leadership Program. Mr. Dominguez stated that this program was being evaluated, as it was previously not well attended and would possibly be phased in.

Councilmember Taylor requested an electronic copy of the invitation for Export Day. Mr. Dominguez indicated that he would send that to the Committee. She stated that she attended the Conference of National Black Caucus of Local Elected Officials combined with the World Conference of Black Mayors where trade with Africa was discussed. She encouraged the Committee to explore that opportunity further.

No action was required for Item 3b.

4. Consideration of Items for Future Meetings

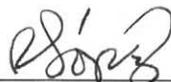
Chairman Lopez stated that a presentation by the Lone Star Rail District regarding transportation would be scheduled at a future meeting. Mr. Dominguez stated that in November or December the framework for the Data Center Strategy, an EB-5 update for City Council consideration, and the Foreign Trade Zones Incentive would be discussed.

5. Executive Session

The Executive Session was not held.

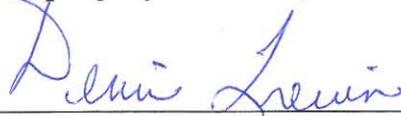
6. Adjourn

There being no further discussion, the meeting was adjourned at 11:25 a.m.



Ray Lopez, Chairman

Respectfully Submitted,



Denice Trevino
Office of the City Clerk