

AN ORDINANCE **54853**

ESTABLISHING LA VILLITA BUILDING RENTAL RATES AND RELATED POLICY.

* * *

BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:

SECTION 1. Per square foot per month rental rates for the various buildings in La Villita are hereby established as set out in Exhibit I, attached hereto. The effective date thereof shall be such date (s) as designated in individual lease agreements on the various facilities.

SECTION 2. Rental rates established hereby shall not increase during the first three years of the first occupants' tenancy.

SECTION 3. All lease agreements for building space in La Villita shall be subject to approval by City Council.

SECTION 4. An improvement allowance not to exceed ten dollars (\$10.00) per square foot is hereby authorized. Such allowance shall be reimbursed to lessees by appropriately reduced monthly rental payments made to City during the first 36 months of the first occupants' lease agreements.

The City Manager through the Director, Department of Parks and Recreation is hereby directed to obtain such records and documentation as necessary to insure that lessees are reimbursed no more than the actual value of improvements made by lessees should such value be less than ten dollars (\$10.00) per square foot. Lessee in-kind contributions are an eligible expense in calculating value of improvements, providing such in-kind contributions are properly documented.

SECTION 5. Minimum term of leases shall be three (3) years. A longer period may be negotiated with such term subject to City Council approval.

PASSED AND APPROVED this 28th day of January, 1982, A.D.

Henry Cisneros
M A Y O R

ATTEST: *Norma J. Rodriguez*
City Clerk

APPROVED AS TO FORM: _____
City Attorney

82-04

EXHIBIT I

LA VILLITA BUILDING RENTAL RATES

<u>BUILDING NUMBER - NAME</u>	<u>RENT PER SQ. FT. PER MONTH</u>
1 - Kirchner House	60¢
2 - Lozano-Lopez House	60¢
3 - Conada House	60¢
4 - Caxias House	60¢
5 - San Martin House	60¢
6 - Kitchen Building	60¢
7 - Guadalupe House	60¢
8 - Weaving Building	60¢
9 - Bolivar Hall: First Floor (See Note Below) Second Floor (Museum and Office Space)	45¢ NEGOTIABLE
10 - 502 Villita: First Floor Second Floor	60¢ 50¢
11 - 504 Villita: First Floor Second Floor	60¢ 50¢
12 - 115 King Philip: First Floor Second Floor	60¢ 50¢
13 - Little Church	NEGOTIABLE
14 - Florian House: First Floor Second Floor First Floor Rear	60¢ 50¢ 60¢
15 - La Casita	60¢
16 - Mc Allister Building: First Floor Second Floor	60¢ 60¢
17 - Barber Shop	60¢
18&19 - (Cos House and Arneson)	Set by separate ordinance
20 - Dosche and Rische House	50¢
21 - Peter's Workshop	60¢
22 - Shafer Residence	60¢
23 - Esqueda House	60¢
24 - DeLuna Residence	60¢
25 - Pallisado House	60¢
Balconies and patio spaces attached to or immediately adjacent to rental buildings:	NEGOTIABLE

NOTE: Restaurant rental space shall be separately metered for utilities. Lessees of space for restaurant purposes shall pay their own utilities.

EXCEPTION: Rental rates shall be negotiable for that space which will be leased by the Little Church of La Villita for its food program and other church-related activities. Such negotiated rates shall take precedence over the rates hereinabove established.

42-8092

CITY OF SAN ANTONIO, TEXAS

RECEIVED

CONTRACT EXTENSION, LA VILLITA AREA

1980 MAR 12 AM 8 00

Frank W. Phelps

Whereas the City has, pursuant to the authority contained in ~~Ordinance~~ **CITY CLERK** Ordinance No. 36248, dated February 22, 1968, as amended, entered into an agreement for the lease of space in the La Villita area, which agreement has been designated City Revenue Contract No. 42-8092, and whereas said agreement terminates on February 26, 1980, and whereas the parties to said agreement wish to extend the term thereof; now, therefore, the parties to said agreement do hereby agree to extend the term thereof for a period of ~~Six (6) Months Sept. 1, 1980~~ under the same terms and conditions, except as follows:

NO EXCEPTIONS.

"The City reserves the right to grant to the San Antonio Conservation Society, or to its successors, assigns, or subcontractors, a lease of all or any portion of adjacent property and/or a concession to sell beverages, food and other items on all or any portion of La Villita, other than premises hereby expressly demised during specified hours on those dates in each year of the duration of this lease on which the Society may sponsor all or any part of the annual event known as "A Night in Old San Antonio" within La Villita Lessee expressly recognizes that any right, privilege, or leasehold interest granted to the San Antonio Conservation Society for "A Night in Old San Antonio" under a separate lease and/or concession contract controlling access to La Villita is superior to any such right, privilege, or leasehold interest granted Lessee under this Agreement."

Frank W. Phelps

La Villita

CITY OF SAN ANTONIO, TEXAS

(Name of Lessee)

Rm. 29, McAllister Building

by:

Frank W. Phelps
(Signature)

by:

[Signature]
City Manager

(Owner, partner or corporate title)

*If no change in terms or conditions, insert "NO EXCEPTIONS".

CITY OF SAN ANTONIO

Interdepartment Correspondence Sheet

RECEIVED
CITY OF SAN ANTONIO
CITY CLERK

1982 FEB -3 PM 4:09

TO City Attorney Attn: Ms. Cahill

FROM Director, Department of Parks and Recreation

COPIES TO City Clerk

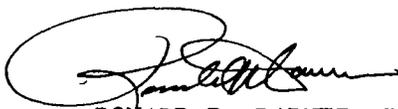
SUBJECT Revised Ordinance 54853 - La Villita Building Rental Rates

Date February 3, 1982

Attached for your review is a revised version of subject ordinance which has been changed to reflect City Council's directives expressed when this subject was acted on during the January 28, 1982, "A" session.

Please return this ordinance to us with your comments as soon as possible. We will then process it through the City Clerk for numbering and signature.

If you have any questions please call Ed Baca.



RONALD R. DARNER, Director
Department of Parks and Recreation

RRD:dvs

Attachment



MEMBER
SOCIETY OF GLASS TECHNOLOGY
GLASS DIVISION,
AMERICAN CERAMIC SOCIETY
AMERICAN SCIENTIFIC
GLASSBLOWERS SOCIETY
DEUTSCHE GLASTECHNISCHE
GESELLSCHAFT
SOCIETA TECNOLOGICA
ITALIANA DEL VETRO

larry williams

ARTIST IN GLASS

Glass Miniatures and Novelties

P. O. Box 652 - San Antonio, Texas 78293

SHOP ADDRESS 416 VILLITA ST

PHONE 226-3542

AREA CODE 512

Councilman Joe Alderete, Jr..

Subject: La Villita Shop Rental Rates

It has been reported that the tenants at La Villita have not objected to the rates which the Parks Department has proposed. While this is literally true, the impression given is wrong. At the time of the B session on January 14th, we had not seen the proposals. While Mrs. Burkholder had on the Monday previous to the meeting told me of the general provisions of the proposals, it was not until the 15th, that I saw the proposals and their appendices. We did not know, for instance, of the rates of increase for plaza rental ranging from no increase to about 100%, while tenant rentals were to be increased by up to 500%. Thus, we did not object, but neither did we approve, since we did not know exactly what the proposals entailed. It will be recalled also that at the B session, we were unable to lay out our thoughts on the proposed rents. This will explain why there have not been until now, formal objections.

I am now here to state these objections. Simply put, the traffic through La Villita does not warrant such a high rate as 80¢ per square foot. Few retail locations in San Antonio do.

The plain fact is that there is not now, and so far as I know there never has been a shop in La Villita which would support its owner on the business generated from its location in La Villita, even at the old rates. I will repeat that; no one has been able to make a living by being in La Villita.

The question might legitimately be raised, that if what I have just said is true, how have I remained in La Villita for 35 years. The answer is that during my first year in La Villita I realized that the traffic was too sparse to support a completely retail operation, and I developed a wholesale trade for the items which I make. What is the attraction of La Villita then? These are for me, at least, the equitable rental rates, the ambiance, and the people I have come to know over the years at La Villita. When other developments and attractions over the country have made attractive offers for me to move to their locations, I have remained because in simplest terms I liked La Villita.

Traffic is the basis of a retail business. No traffic, no business. Mrs. Dutmer at the January 14th B session questioned why the proposed rates seemed low in comparison to those listed in the appendix, and I would now like to refer to these other locations and rates. Of the three listed San Antonio locations, none could be really called tourist attractions and so are not readily comparable to La Villita. Of the out of town locations I am familiar with all except the one in Scottsdale. The Quadrangle in Dallas is not primarily aimed at tourists; Olla Podrida in Dallas is much more closely akin to La Villita. Of the remaining locations I will refer to only two, although what I have to say will apply to the others as well.

In La Villita



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-2-

The Cannery in San Francisco is listed as having a rate of \$2.20 per square foot, although I would expect that this rate is for the lower floor mall, and perhaps the locations nearest the escalators on the upper floors. Again, traffic is the key to retail rentals. On a cold, drizzly day The Cannery will have, due to its location between Ghiradelli Square and Fisherman's Wharf, three to five thousand visitors. On a sunny summer day or a holiday, probably 30,000 people will go through the building. The second of the listed locations I would like to comment on is Old Town in Albuquerque. Due to its strategic location adjacent to a major east-west interstate highway, Old Town on a typical worst conditions day will have two or three thousand tourists around the Plaza. Those of you who might have visited there on a summer day will remember how crowded the walks and courtyards are. Please remember also that free parking is available there for visitors.

My point is this: those of you on council with retail business experience, know that retail rental rates are ultimately set and sustained by the traffic volume at the door of the store. If, then, a ratio is drawn between say, the traffic volume through The Cannery and its rates, and the traffic volume through La Villita, which has in the past ranged between 75 persons per day to an approximate top of 1500 visitors per day on the Friday and Saturday after Thanksgiving, which are the busiest days of the year, then the rates in La Villita should be no more than 10¢ per square foot. I repeat, on a volume to rate ratio, the rate should be only a fraction of the proposed rates.

There have been in the past a number of excellent craftsmen of national reputation in La Villita, who over the years have chosen to accept offers to locate elsewhere because of the low traffic volume. Tom Jones, the wood carver, and Siggie Munk, the iron sculptor, to cite only two. Craftsmen and artists were what was to be desired at La Villita according to the original ordinance and multitudinous later studies, and professional craftsmen, not dilettantes, together with good quality, well operated retail shops is what it will take to make La Villita a viable tourist attraction in the future. However, if rental rates are set as high as proposed, craftsmen will become an endangered species in La Villita. It will probably become a desert like that other piece of prime downtown real estate, Hemisfair Plaza.

Mr. Gaines could probably have made a success of shop development in Hemisfair Plaza, had not the extremely high chilled water rates forced tenants out before the development process had a chance.

I do not deny that rates recently have been low; I mentioned earlier the principal advantage in being in La Villita was the rates. However, the proposed rates would quadruple my rent, and would be entirely too high for the volume of visitors to be expected. There is a rule of thumb which is used by accountants and business consultants which says that if a retail business pays more than 10% of its gross for rent, it is, except in most unusual circumstances, headed for extinction. I hope not to become extinct, which is my reason for being here today, since my gross retail sales do not warrant payment of approximately \$4800 per year in rent. I am unable to understand how this figure of 80¢ per square foot was

In La Villita



Larry Williams

ARTIST IN GLASS

SHOP ADDRESS 416 VILLITA ST

PHONE 226-3542

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Glass Miniatures and Novelties

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-3-

arrived at, since no survey of traffic patterns has been made at any stage of the planning, although this would seem to be central to the rate setting process. In fact, the last traffic survey of which I am aware was the Southwest Research study of the late 1960's.

What then would I propose? I feel that an equitable solution would be different rates for the higher volume months of May through August, and December, and the lower (practically non-existent) volume of the months from January through April, and September through November. Thus the low volume months should be only 50 or 60 percent of the summer months. Also, there are only three or four primary locations which warrant the top rate. The others can only be considered secondary and tertiary. Differences should be made between workshop area and sales area. Another possibility would be to set a much lower rate for an 18 month development period, then look again to see if any increase is justified. This revenue would be high enough to cover expenses, and also would make it possible for the shops coming into La Villita to become successful operations. I would sincerely ask that you give these suggestions serious consideration.

Council has expressed the desire that La Villita be self supporting, and I think this is an easily attainable goal, if the development is not stifled at the beginning by too high rates, as was Hemisfair Plaza.

La Villita was the second restoration development in the United States; only Olvera Street in Los Angeles preceeded it. In my opinion it has not lived up to its potential because, since the Red Cross released it at the end of World War II, it has been the stepchild of many city departments with resultant neglect. It can now, after the renovation, go vigorously forward, or end up as Old Town in Chicago, Gaslight Square in St. Louis, or Underground Atlanta. I would ask, when you go on vacation, which do you prefer to visit, a living breathing attraction with working craftsmen, or buildings, no matter how historical, which are empty and deserted?

I have several ideas germinated by years of observation as to what could be done to promote La Villita, but since this is not the subject of the current agenda item, I will not go into these. I will only say that at no time in the planning process has any tenant been consulted.

In conclusion I will say that I come not as a supplicant, but as someone who in the past has helped to make La Villita a living attraction, and hopes to help make it viable in the future. The decision on rental rates is a crucial one.

Respectfully,

Larry Williams

In La Villita

La Villita Pottery
502 Villita St.
San Antonio, Texas 78205
512-557-6003

January 27, 1982

Dear Councilwoman,

I have considered the rate increase of 80¢ per square foot to La Villita tenants being proposed to city council, and I feel it will be too costly to myself. I base my opinion on these reasons:

- (1) For the nine years I have run my shop there has never been a year that I have done much more than break even financially. However I have done well during the special events in La Villita such as the Starving Artist Show, River Art Show, etc. I must point out though that weather can effect these events drastically.
- (2) The special events in La Villita are the only things which draw the majority of the citizens of San Antonio to the area. I very seldom see or deal with people from the suburbs of San Antonio. The majority of the population of the city don't support the La Villita area which has meant that one must draw from the tourist and convention traffic to realize a profit. In short La Villita presently is not a good profitable situation.
- (3) Difficult parking in the downtown area tends to discourage those citizens who do come to shop. I don't feel that it is a lack of parking facilities, but rather a lack of an effort to inform people where they are. I feel this is one of the main reasons for a lack of local support.
- (4) The number of overnight facilities available to tourist and conventioners is not at present sufficient to bring adequate business to the La Villita tenants. There simply are not enough people from all sectors visiting La Villita yearly to earn a profit.
- (5) La Villita is a very seasonal area since most of it's business comes from tourist and conventions. Weather plays a big part in sales with tourist, and certain conventions spend more than others in La Villita. This requires perfect weather and good conventions to do sufficient business.
- (6) In my particular business, which is making pottery on a potters wheel in front of the public while answering questions, I need a considerable amount of space which would not be classified as retail space. To pay 80¢ for retail as well as studio and storage space would be impossible for me. I have also offered to create a school type situation in my shop, but again the cost would be too prohibitive. Handmade wheel thrown pottery is a very unique and active art form which I had hoped to demonstrate continuously in public view at my shop, but again I simply can't afford anything close to 80¢ a square foot.
- (7) The firing of the pottery is the single most important step in pottery, and generally the most expensive. To continue to operate a shop in La Villita a kiln to fire the pottery in is essential. This brings up some questions such as where will a kiln be built if one will be built at all, will it be classified as an

inside improvement, who will pay for the materials to build it, will there be gas to fire it with, and who will own it? So far none of these questions have been dealt with between the city staff and myself.

In summary I would like to say that I am a native born San Antonian, and having traveled to most of the major cities of the United States; San Antonio is the BEST. I would like to do something for this city, such as demonstrate to the visiting public how pottery is made, but for the reasons I have stated I regret that I won't be able to remain in my shop if the price presented by Parks & Recreation is adopted. In my opinion there is a minimum of two years with proper advertising of the area before it will become a viable economic center. I have no doubt that there are people who will pay the amount being asked for, but I hope the city isn't faced with a situation of them having to leave after six months or so because of low sales. I love this city, and I offer any help you may need from me whether I remain in La Villita or not. Thank you for your time.

Sincerely,

Walt Glass

Walt Glass
Owner-La Villita Pottery

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Sincerely,

Walt Glass

Walt Glass
Owner-La Villita Pottery

CITY OF SAN ANTONIO

Interdepartment Correspondence Sheet

TO: City Attorney Through City Manager

FROM: Director, Department of Parks and Recreation

COPIES TO: Budget and Research and File

SUBJECT: La Villita Building Rental Rates and Related Policy

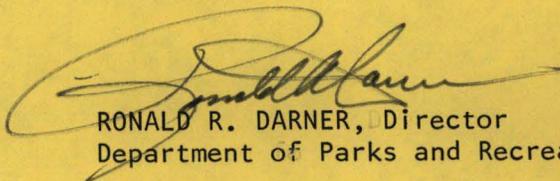
Date January 21, 1982

Request an ordinance be prepared for January 28, 1982 "A" Session Agenda (individual item) to establish building rental rates in La Villita and other related policy directives.

A draft ordinance is attached along with a report to Council which explains the particulars.

This subject was presented to Council at "B" Session on January 14, 1982. At that time Council directed that staff return with an ordinance implementing these matters.

If you have any questions please call Ed Baca.



RONALD R. DARNER, Director
Department of Parks and Recreation

RRD:lg

Attachment

Substitute

ITEM NO. 44

- AVIATION
- BUDGET & RESEARCH
- BUILDING INSPECTIONS
- CITY WATER BOARD
- CITIZEN ACTION & PUBLIC INFORMATION
- COMMERCIAL RECORDER
- CONVENTION & VISITORS BUREAU
- CONVENTION FACILITIES
- ECONOMIC & EMPLOYMENT DEVELOPMENT
- EQUAL EMPLOYMENT OPPORTUNITY
- FINANCE DIRECTOR
 - ASSESSOR
 - CONTROLLER
 - TREASURY DIVISION
 - GRANT SECTION
 - INTERNAL AUDIT
 - RISK MANAGEMENT
- FIRE CHIEF
- HEMISFAIR PLAZA
- HUMAN RESOURCES & SERVICES
- LEGAL-CITY ATTORNEY
- LIBRARY DIRECTOR
- MARKET SQUARE
- METROPOLITAN HEALTH DISTRICT
- MUNICIPAL COURTS
- PARKS & RECREATION
- PERSONNEL DIRECTOR
- PLANNING
- POLICE CHIEF
- PUBLIC UTILITIES SUPERVISOR
- PUBLIC WORKS DIRECTOR
 - ENGINEERING DIVISION
 - WASTEWATER ENGINEERING
 - RIGHT-OF-WAY & LAND ACQUISITION
 - TRAFFIC ENGINEERING DIVISION
- PURCHASING
- ZONING ADMINISTRATION

MEETING OF THE CITY COUNCIL DATE: 1-28-82

MOTION BY: Harrington SECONDED BY: Wing

ORD. NO. 54853 ZONING CASE _____

RESOL. _____ PETITION _____

COUNCIL MEMBER	ROLL CALL	AYE	NAY
MARIA A. BERRIOZABAL PLACE 1			X
JOE WEBB PLACE 2		-absent	
HELEN DUTMER PLACE 3		✓	
FRANK D. WING PLACE 4		✓	
BERNARDO EURESTE PLACE 5		✓	
BOB THOMPSON PLACE 6			X
JOE ALDERETE, JR. PLACE 7		absent	
G.E. "ED" HARRINGTON PLACE 8		✓	
VAN ARCHER PLACE 9		✓	
JAMES C. HASSLOCHER PLACE 10		✓	
HENRY G. CISNEROS PLACE 11 (MAYOR)		✓	

*Reduce Rate to 60¢ sq ft.
for a 3 year period
including utilities*

BEING CHANGED BY
P & R

82-04

#8

AVIATION	
BUDGET & RESEARCH	/
BUILDING INSPECTIONS	
CITY WATER BOARD	
CITIZEN ACTION & PUBLIC INFORMATION	
COMMERCIAL RECORDER	
CONVENTION & VISITORS BUREAU	
CONVENTION FACILITIES	
ECONOMIC & EMPLOYMENT DEVELOPMENT	
EQUAL EMPLOYMENT OPPORTUNITY	
FINANCE DIRECTOR	
ASSESSOR	
CONTROLLER	/
TREASURY DIVISION	/
GRANT SECTION	
INTERNAL AUDIT	
RISK MANAGEMENT	
FIRE CHIEF	
HEMISFAIR PLAZA	
HUMAN RESOURCES & SERVICES	
LEGAL-CITY ATTORNEY	
LIBRARY DIRECTOR	
MARKET SQUARE	
METROPOLITAN HEALTH DISTRICT	
MUNICIPAL COURTS	
PARKS & RECREATION	/
PERSONNEL DIRECTOR	
PLANNING	
POLICE CHIEF	
PUBLIC UTILITIES SUPERVISOR	
PUBLIC WORKS DIRECTOR	
ENGINEERING DIVISION	
WASTEWATER ENGINEERING	
RIGHT-OF-WAY & LAND ACQUISITION	
TRAFFIC ENGINEERING DIVISION	
PURCHASING	
ZONING ADMINISTRATION	
<i>File (La Vista File)</i>	

Main Motion ITEM NO. 44
 DATE JAN 28 1982
 MEETING OF THE CITY COUNCIL
 MOTION BY: *[Signature]* SECONDED BY: *[Signature]*
 ORD. NO. _____ ZONING CASE _____
 RESOL. _____ PETITION _____

COUNCIL MEMBER	ROLL CALL	AYE	NAY
MARIA A. BERRIOZABAL PLACE 1			
JOE WEBB PLACE 2			
HELEN DUTMER PLACE 3			
FRANK D. WING PLACE 4			
BERNARDO EURESTE PLACE 5			
BOB THOMPSON PLACE 6			
JOE ALDERETE, JR. PLACE 7			<i>absent</i>
G.E. "ED" HARRINGTON PLACE 8			
VAN ARCHER PLACE 9			
JAMES C. HASSLOCHER PLACE 10			
HENRY G. CISNEROS PLACE 11 (MAYOR)			

*EST. 40 & 50 FT. RENT REVIEW
 IN ONE YEAR*

AVIATION
BUDGET & RESEARCH
BUILDING INSPECTIONS
CITY WATER BOARD
CITIZEN ACTION & PUBLIC INFORMATION
COMMERCIAL RECORDER
CONVENTION & VISITORS BUREAU
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PUBLIC WORKS DIRECTOR
ENGINEERING DIVISION
WASTEWATER ENGINEERING
RIGHT-OF-WAY & LAND ACQUISITION
TRAFFIC ENGINEERING DIVISION
PURCHASING
ZONING ADMINISTRATION
(FILE - LA VILLITA)

Original Subs

ITEM NO. 44
 DATE: JAN 28 1982

MEETING OF THE CITY COUNCIL
 MOTION BY Springfield SECONDED BY: Webb

ORD. NO. 54853 ZONING CASE _____

RESOL. _____ PETITION _____

COUNCIL MEMBER	ROLL CALL	AYE	NAY
MARIA A. BERRIOZABAL PLACE 1		✓	
JOE WEBB PLACE 2		absent	
HELEN DUTMER PLACE 3		✓	
FRANK D. WING PLACE 4		✓	
BERNARDO EURESTE PLACE 5		✓	
BOB THOMPSON PLACE 6		✓	
JOE ALDERETE, JR. PLACE 7		absent	
G.E. "ED" HARRINGTON PLACE 8		✓	
VAN ARCHER PLACE 9		✓	
JAMES C. HASSLOCHER PLACE 10		✓	
HENRY G. CISNEROS PLACE 11 (MAYOR)		✓	