

STATE OF TEXAS
COUNTIES OF POTTER
AND RANDALL
CITY OF AMARILLO

On the 28th day of November 2018, the Amarillo Local Government Corporation Board of Directors met at 11:30 a.m. on the Third Floor, Room 306, City Hall, 509 Southeast 7th Avenue, with the following members present:

VOTING MEMBERS	PRESENT	NO. MEETINGS HELD	NO. MEETINGS ATTENDED
Bryan Poff, Jr., Board Member	Y	41	38
William Biggs, Vice President	Y	41	40
Eddy Sauer, Councilmember & Board Member	Y	18	15
John Lutz, President	Y	60	55
Howard Smith, Councilmember & Board Member	Y	18	18
Michael Haning, Board Member	Y	9	9
Paul Matney, Board Member	Y	9	9
EX-OFFICIO MEMBERS			
Jared Miller, City Manager	Y	22	14
Mercy Murguia, Potter County Commissioner	Y	61	41

Absent were none.

Staff in Attendance:

William McKamie, Jerry Danforth, Facilities Manager, Andrew Freeman, Economic Development Manager, Cris Valverde, Assistant Economic Development Specialist, Laura Storrs, Finance Director, Frances Hibbs, City Secretary, and Bob Garrett.

ITEM 1: Mr. Lutz called the meeting to order.

ITEM 2: Minutes of the regular meeting held on October 17, 2018 were presented. Motion was made by Mr. Poff to accept the minutes, and seconded by Mr. Matney. The minutes were unanimously approved.

ITEM 3: Jerry Danforth stated the MPEV is on scheduled. They are continuing to frame and drywall and it is moving rapidly. The streetscape will begin next week. The concrete has been poured for the maintenance barn and the restrooms are being developed. The structural steel will be finished by mid-December. The recently laid sod is doing fine. The contractor is pleased, and the sod is under warranty, if something happens. They believe adequate root development will happen during the winter months. Mr. Danforth presented an article stating the MPEV is being looked at for the Baseball Field of the Year. Many teams are looking at Amarillo as the cutting edge. They have received positive feedback. Amarillo City Council approved the scoreboard and sound system purchases yesterday.

Mr. Garrett stated retail is moving along but it has been a little slower than they would like. Activity interest in the retail space has been good, and things are progressing and should be in line with the opening of the MPEV.

Ms. Murguia inquired when paid parking would begin. Mr. Freeman replied in the next couple of months they would begin striping the street. A contract with ParkMobile has been approved. Ms. Murguia inquired about valet parking. Mr. Freeman stated there have been a couple of interested parties approach them about valet parking.

ITEMS 4 and 5: Mr. Biggs stated some basic signs have been put up around the parking garage. He presented a flier with the contemplated sign language. Jesse Melson stated he was working on the Facebook ad campaign as well as digital ads to inform the public about the parking garage. He stated they will be focusing on the demographics, business people and families to help promote the parking garage. The current campaign budget is \$500-\$1,000. Ms. Murguia stated she would like to see the rendering reflect the price for parking. Mr. Lutz stated he would like to see more details and helpful information targeting parking. Ms. Murguia inquired if a motion to move forward on the signs was needed. Mr. Biggs stated the motion was approved at the last meeting. Mr. Lutz stated he would like to see the information expanded, jazzed up and also include the City logo. Motion was made by Mr. Smith to authorize the staff to move forward with publishing a modified sign, seconded by Mr. Poff.

Voting AYE were Mr. Biggs, Mr. Lutz, Mr. Smith, Mr. Poff, Mr. Matney, Dr. Sauer, and Mr. Haning voting No were none; the motion carried by a 7:0 vote of the Board of Directors.

ITEM 6: Tony Ensor, Panhandle Baseball Club stated they have had an amazing past few months. He stated that every major outlet, ESPN, CBS Sports, etc. covered the reveal of the team name. He stated merchandise has been sent to 45 states. Mr. Ensor stated the season tickets have reached 80% of their goal. There will be small plans available in February. On Thursday, they will be releasing the game times and dates. In January, they will have a full list of the promotional schedule. The games will be broadcast in HD on MLB TV. Mr. Ensor stated the people from San Diego and the Texas League President came to the reveal which gave creditability to what they are doing. The name Sod Poodles in San Diego is getting lots of coverage. The lead officials in San Diego could not be more pleased and impressed. Opening day is April 8, which is the same day the San Diego Padres played their first game. There are other vendors reaching out wanting to carry our merchandise (hats), and the market is all over the country. Mr. Ensor stated they will be reaching outside of Amarillo to other communities, and will make them feel a part of the team as well. Mr. Lutz inquired as to their next milestones and what lies ahead. Mr. Ensor stated there would be a contest for the naming the mascot. He stated the mascot is being designed by the same people who work at Disney. Upcoming will be the naming rights for the ballpark; coming soon will be the reveal of the uniforms; and in March or possibly February the mascot reveal. Mr. Ensor stated that on Tuesdays they have 'Transformation Tuesdays' on Facebook and Twitter, where they discuss the progress and show various parts of the MPEV. Mr. Smith inquired where merchandise was being sold. Mr. Ensor stated at the moment it is just at the Embassy Suites, but they are receiving orders now from different countries. Ms. Murguia inquired if their organization has started to schedule other events. Mr. Ensor replied the other events will be under contract and when finalized they will be

published. Mr. Miller interjected that the ramp was designed so larger events could be held at the MPEV. Mr. Ensor stated they are gearing up to hold approximately 10,000 people in the stadium.

ITEM 7: Bobby Dyer, General Manager of the Embassy Suites was unable to attend so there was not an update. Mr. Freeman presented an update on the hotel occupancy. He further stated they are performing very well in occupancy.

ITEM 8: Laura Storrs, Finance Director, presented a report on the HOT funding related to the Downtown Catalyst Projects and the pro forma. Ms. Storrs outlined a memo from Michelle Bonner relating to the pro forma. Ms. Storrs stated the LGC and parking garage have two components of funding sources and a portion of the pro forma needs to make the debt payments. The Embassy Suites was under lease for \$120,000 for net parking revenue, and it was not coming in as a funding source until the 2019-2020 fiscal year. Next fiscal year, that portion will be needed. Net parking revenue coming from the parking garage, excluding the hotel, does not come in to play until 2024. She stated there were big things coming onboard that will play into the net revenue, the MPEV opening, paid on-street parking, and bringing more parking into garage; the leasing of the retail spaces, and the base at the parking garage that will bring in additional parking revenue. She further presented the income statement. Expenses are trending upwards and the garage is in full operation. The net loss depreciation is a big factor. The available cash on 10/1/2016 activity produced an even smaller loss of \$722, revenue and expenses, excluding depreciation of \$94,000 at the end of 09/30/2018. The annual debt service for the parking garage is \$775,000 and the MPEV is \$2,405,000. She stated the need to keep in mind that the pledge on the debt issuance is the HOT tax.

ITEM 9: Laura Storrs, Finance Director, presented an updated on the Public Fund Investment Policy. She stated this item was an annual housekeeping item to be reviewed yearly. She further stated the Investment Policy mirrors the City's Investment Policy, and the only change was removing language in the Investment Policy Certification. Motion was made by Dr. Sauer to approve the Investment Policy as presented, seconded by Mr. Haning.

Voting AYE were Mr. Biggs, Mr. Lutz, Mr. Smith, Mr. Poff, Mr. Matney, Dr. Sauer, and Mr. Haning voting No were none; the motion carried by a 7:0 vote of the Board of Directors.

Voting AYE were Mr. Poff, Mr. Biggs, Dr. Sauer, Mr. Lutz, and Mr. Smith voting No were none; the motion carried by a 5:0 vote of the Board of Directors.

ITEM 10: Mr. McKamie advised at 12:33 p.m. that the Board would convene in Closed Session per Texas Government Code (1) Section 551.071, consult with the attorney on a matter in which the attorney's duty to the governmental body under the Texas Disciplinary Rules of Professional Conduct conflicts with this chapter. (a) Consultation with counsel regarding status of negotiations of proposed amendments to the Convention Center Hotel Lease and Development Agreement, and related matters. (2) Sec. 551.072, Sec. 551.072 – Discuss the purchase, exchange, lease, sell, or value of real property and public discussion of such would not be in the

best interests of the LGC's bargaining position. (a) Lease negotiations for the retail space at the City-owned Parking Garage.

Mr. McKamie announced that the Closed Session was adjourned at 1:05 p.m. and reconvened the Regular Meeting.


ITEM 11: Mr. Lutz stated that at this time the Board would invite comments from interested citizens on matters directly pertaining to policies, programs or activities of the Amarillo Local Government Corporation. There were no comments.

ITEM 12: Mr. Lutz inquired about items for the next agenda. Mr. McKamie stated the need to keep the same two executive session items. Mr. Lutz suggested no December meeting, unless something came up that needed attention. Mr. Lutz also noted a Facebook ad update and possibly a report from the Embassy Suites.

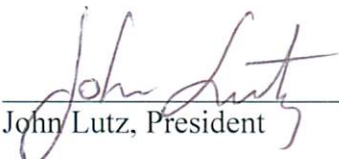
ITEM 13: Mr. Lutz stated the next meeting would be scheduled for Wednesday, January 16, 2019 at 11:30 a.m.

ITEM 14: Mr. Lutz announced the meeting was adjourned.

ATTEST:



Frances Hibbs, City Secretary



John Lutz, President