

MEMORANDUM

Date: August 14, 2017

To: Mayor, Members of the City Council, City Manager

From: Abdul Subhani, Chairman & John Crutchfield, President

Subject: GKCC Economic Development Report

We are pleased to provide you with this report covering the period October 1, 2016 to July 31, 2017. You will find included in it many of the activities and accomplishment in which we have engaged to benefit economic development in the city, as a result of city funding. Due to space limitations, this is a partial list. It should also be stated that, without city funding, none of this work could be done.

You should also know that we are currently engaged in a campaign to raise funds from sources, other than the city, to supplement the work outlined in this report. The purpose of those funds is to provide the resources to: expand recruitment efforts; to lead the development of a research park with the university; to leverage economic development with research ongoing and planned in emerging technologies; to collect and disseminate data to spur investment; provide additional funding to HOTDA to attract and expand missions on Fort Hood; to increase bandwidth across the city; and, to lead the continued expansion of the Interstate Corridor. This new work will not be possible without, at a minimum, continued city participation at the current levels. It will not be sustainable over time without increases.

We understand the financial challenges facing the City of Killeen. But, at the same time, we believe we are providing substantial contributions toward the solution.

Additionally, we are happy to convey to you that in a report published July 31, 2017, the Real Estate Center at Texas A&M University stated their findings that the Killeen-Temple-Fort Hood MSA experienced the third largest employment growth rate in Texas, at 3.2%, over the previous twelve months. Only the Dallas-Plano-Irving and El Paso MSAs experienced higher employment growth rates. Texas' average employment growth rate was 2.7%, higher than the nation's employment growth rate of 1.7%. There are twenty-five MSAs in Texas.



**GREATER KILLEEN CHAMBER OF COMMERCE
ECONOMIC DEVELOPMENT REPORT
OCTOBER, 2016 – JULY, 2017**

MILITARY RELATIONS

Build strong relationships between the community and Fort Hood, the U.S. Army and the Department of Defense to protect and grow Fort Hood.

- Organized and conducted annual social for senior officers, sergeants major and community leaders.
- Organized and conducted two trips to the U.S. Army National Training Center for influencers in collaboration with First Cavalry Division and III Corps. One trip in October. One trip in February. A pre-trip orientation/planning meeting was held on post for each trip. An After Action meeting was held on post for each trip.
- Hosted a luncheon where III Corps CG, LTG MacFarland, presented the status of III Corps & Fort Hood to participants.
- Great American Defense Community Award. Worked with national staff to: 1) present awards at a local event to Fort Hood, seven communities and six counties and 2) represent the communities at the National Summit at a Summit reception and a reception on Capitol Hill.
- Attended ADC's Installation Innovation Summit in San Antonio and ADC's National Summit in Washington D.C. Began to formulate plans for Office of Economic Adjustment grants for supply chain mapping & expansion of bandwidth.
- Hosted a luncheon where the Division West Chief of Staff presented the status of Division West to participants.
- Met with staff of the NMWF.
- Hosted a luncheon where the Commander presented an update on the status of Darnall Army Medical Center and the creation of a Regional Health Care Organization to participants.
- Hosted a luncheon where the new III Corps CG, LTG Funk, presented the status of III Corps and Fort Hood to participants.
- Organized community participation in the Fall Hood Howdy.
- Events attended on post – 19.
 - Fort Hood 74th Anniversary Celebration.
 - III Corps Commander's Community Leader Update.
 - III Corps Commander's Reception for Temple leaders.
 - Good Neighbor Dinner
 - III Corps New Year Reception
 - Division West New Year Reception
 - Training Support Center Dedication
 - Farewell for LTG & Ms. MacFarland.

- III Corps Awards Ceremony, Promotion & Change of Command
- Promotion ceremony for BG Bob Whittle
- III CG's Civic Leaders Briefing
- Signing Ceremony – Darnall & TAMU Health Science Center.
- MG Colt's Farewell Dinner.
- CSM Akuna's Farewell Dinner.
- Farewell Dinner for CSM Akuna
- Awards Ceremony, Farewell and Welcome for MG Uberti, COL Reynolds and MG Gadney.
- III Corps Army Birthday Celebration
- Farewell Dinner for CSM Alonzo Smith
- Division West Change of Command.
- Events scheduled on post in August – 4.
 - Good Neighbor Dinner
 - III Corps Color Casing
 - Hood Howdy
 - First Cavalry Division Retreat and Patch Ceremony

Leverage participation in and leadership of the Central Texas – Fort Hood Chapter of AUSA to build relationships and influence with decision makers.

- Executive Committee Meetings attended – 10
- Board of Governors Meeting – 5
- Kickoff Breakfast on post.
- Executive Committee Breakfast with former Sergeant Major of the Army, Ken Preston, prior to a Professional Development Session on post
- Corporate Luncheon – Temple
- Orientation breakfast meeting with GEN Carter Ham, AUSA National President.
- General Membership Meeting with GEN Ham and LTG Funk.
- Executive Committee meeting with GEN Ham.
- Chaired Awards Committee
- Chaired Nominations Committee
- Provided a scholarship

BUSINESS DEVELOPMENT

Create an environment for the growth of new businesses through entrepreneurial endeavors and small business.

See report attached.

Conduct business recruitment.

Proposals

We have developed and provided seventeen detailed, custom proposals in response to requests received directly from marketing activities or from the Governor's Office of

Economic Development. Projects include family entertainment, food manufacturing, tile manufacturing, heavy equipment repair, chemical manufacturing, tubing manufacturing, warehousing, headquarters operations, trailer manufacturing, retail development and others. Projects range in size from 20,000 to 200,000 square feet. Some are interested in existing buildings. Some prefer build-to-suit options.

Marketing

- We participated in the following events to market the community.
 - Supply Chain Management Trade Show
 - International Council of Shopping Centers - Las Vegas.
 - Provided information on available retail space on I14. Met with developers and brokers to discuss:
 - Student housing at TAMUCT
 - Dunkin Donuts
 - A new family entertainment venue.
 - Fast-food franchisee in south Killeen
 - Located Little Tokyo next to Regal Theaters.
 - International Council of Shopping Centers - Texas Deal Making Conference
 - Retail Live - Austin
 - Great States Investment Summit
 - Participated in the Grand Central Texas regional marketing group to:
 - Call on three site location consultants in Dallas.
 - Call on companies in San Francisco.
 - Develop a regional video.
 - Hosted Burlington Northern Santa Fe Railroad marketing executives to tour available facilities and sites in the community including Z systems in the Killeen Business Park.
 - Worked with developers and brokers on several projects including Altitude Trampoline Park located in the former Kmart building.

Enhance TAMUCT's role in driving economic development.

- Helped TAMUCT develop the University Economic Development Council to begin to align economic development efforts with research.
- Participated in several UEDC meetings to discuss, among other things, the development of a Research Park.
- Worked with the developer of the Center for Solar Energy on regulatory issues and to identify customers to purchase power.

Provide staff support to KEDC.

- Performance Agreements.
 - Communicated with prospects, conducted research and facilitate negotiations to develop offer letters and performance agreements.

- Wrote four Performance Agreements that have been executed year-to-date including: Urban Air Trampoline, Bell Glass, Gattitown and MGC Pure Chemicals America.
- Renegotiated the Blackboard Services lease, including an increase.
- Supervised routine maintenance of KEDC property including special projects:
 - Restriping the Blackboard building parking lot.
 - Reconstruction of the Blackboard waste area.
 - Repairs to stop leaks at the KEDC-owned First National Bank/Raytheon Building.
- Organized all KEDC meetings including packet development, financials and minutes.
- Initiated and facilitated the KEDC audit/financial review.
- Supervised the appraisals for three parcels of city property.
- Worked with engineers and city staff to abandon easements for chemical plant site.
- Resolved issues with the communications tower at the new Atmos Energy facility in the Killeen Business Park.
- Began initial work to upgrade and redesign KEDC's website.

PUBLIC POLICY

Address issues impacting business, transportation, education/workforce and military.

- Led efforts that resulted in the creation of Interstate 14.
 - Spoke before Texas Highway Commission to get last vote to authorize Interstate 14.
 - Attended and spoke at in the I14/GCSHC Annual Meeting.
 - Led planning and organized the I14 Sign Unveiling Ceremony.
 - Became the fiscal agent for the I14/Gulf Coast Strategic Highway Coalition.
 - Spoke to the TEX-21 transportation group.
- Followed up the Legislative Tour with a trip to the Capitol to deliver Legislative Priorities document and photos to participants.
- Wrote Legislative Priorities document.
- Worked with legislative members to organize and host the Legislative Tour.
- Organized an Appreciation Event for State Representative and Chairman Jimmie Don Aycock.
- Organized and hosted a breakfast meeting with Congressman Beto O'Rourke, a member of the House Armed Services Committee.
- Hosted the State of the City and County Luncheon
- Organized and hosted a luncheon with State Senator Dawn Buckingham.
- Organized an office call on retiring TxDOT District Engineer, Bobby Littlefield.

- Organized an office call on new TxDOT Engineer, Stan Swiatek.
- Organized regular meetings with Representatives Shine & Cosper and the staff of Senator Buckingham, here in the community, during the Legislative Session.
- Organized letter writing campaign to Lt. Gov Patrick and Senator Buckingham on funding education.
- Met with Congressman Carter and his staff on numerous occasions.
- Participated in Congressman Carter's Military Academy screening event.
- Joined other chambers of commerce around the country in a lawsuit to halt DOL's proposed regulation on overtime.
- Organized the Great American Defense Community Award local ceremony for seven communities, three counties and Fort Hood.

COMMUNICATIONS/COMMUNITY IMAGE

- ED Electronic Newsletter. Published and sent out quarterly to an internal audience of community leaders and elected officials and to an external audience consisting of business prospects and site location consultants.
- Public Policy Electronic Newsletter. Published and sent out quarterly.
- Military Relations Electronic Newsletter. Published and sent out monthly.
- Killeen Business Journal. A quarterly, four-color magazine published four times each year. Hard copy distribution is to both an internal and external audience and to hotels. It is posted on line for electronic reading.
 - Restaurant & Catering Guide.
 - Annual Report.
 - Fort Hood Guide.
 - Newcomers Guide.
- Place positive Economic Development news releases – 29.
- Conduct positive media interviews – 20.

TALENT DEVELOPMENT

Young Professionals

- Networking Socials
- Monthly Business Luncheons - 8
- Networking Socials – 7
- Joint Networking Social with Belton YPs – 1
- Food for Families Food Drive
- Stewart Park Clean Up, Ribbon Cutting & Donation \$7,557.30
- Rock the Foundation Casino Night to benefit CTC and TAMUCT.

Upcoming YP events

- Networking Socials
- Business Luncheons
- Board Training Retreat

PLACE DESIGN

- Began a Mural Program with a dedication at Avenue D & Gray.
- Completed and filed an application to create a foundation under section 501 c (3) of the IRS Tax Code to grow funds.



Report of activities from October 1, 2016 through July 31, 2017

The Central Texas Business Resource Center (BRC) is a collaboration of Workforce Solutions of Central Texas, Central Texas College and the Greater Killeen Chamber of Commerce (GKCC). It is organized as a non-profit corporation and has been in operation since 2002. GKCC is the Fiduciary Agent for the collaboration. All three principals share expenses equally. The BRC's mission is business education and counseling for potential and start-up businesses.

The BRC is located in the Texas Workforce Building at 300 Cheyenne Drive in Killeen. It is staffed by 2 individuals who have Bachelor Degrees, extensive business and educational experience.

To date this Fiscal Year, the Central Texas Business Resource Center has provided one-on-one small business counseling for 359 individuals.

Separately there are 22 active local BRC clients who have improved their business operations through multiple counseling sessions on a variety of issues. These individuals visit on a regular basis and utilize the BRC resources.

The BRC provides individual business startup counseling and workshops for the transitioning soldiers in the Fort Hood Transition Assistance Program (TAP) at the Soldier for Life Development Center. The BRC has conducted 20 workshop presentations for TAP this FY.

Additionally, the BRC also provides similar business training and workshops for the Carl R. Darnall (CRDAMC) Warriors in Transition (WIT) Unit. The BRC has conducted 4 workshop presentations for WIT this Fiscal Year. It should also be noted that the GKCC has adopted the WIT Unit.

The BRC organizes and hosts two separate Vendor Fairs for their small business clients. One is on Shop Small Saturday on Thanksgiving. The second Vendor Fair is in the Spring and is coordinated with the US Small Business Administration's (SBA) Small Business Week. The Fall event this FY had 17 vendors and the Spring event had 31.

The BRC staff regularly makes presentations to civic organizations such as Rotary, KISD and others. To date this FY, the staff has made 12 presentations.

Separate from the above, the BRC staff has conducted 14 additional workshops or events in FY 2017.