

**MEETING OF THE BOARD OF DIRECTORS
OF THE
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION**

**Agenda
August 15, 2023 AT 4:30p.m.
ARLINGTON CITY HALL
COUNCIL BRIEFING ROOM
3RD FLOOR
101 W. ABRAM STREET
ARLINGTON, TX 76010**

Members of the public who wish to speak on a listed agenda item for action will be asked for their comments at the appropriate time.

I. Call to Order

II. Consideration of Minutes

A. July 18, 2023 Meeting

III. Financial Report

IV. Real Estate Report

V. Industry Spotlight Report

VI. Items for Action:

Consideration of a resolution adopting FY24 Budget for the Arlington Economic Development Corporation

VII. Executive Session

Discussion of matters permitted by the following sections of V.T.C.A, Government Code, Chapter 551:

A. Section 551.087, Deliberation Regarding Economic Development Negotiations

- Offers of Incentives to Business Prospects

B. Section 551.072, Deliberation Regarding Real Property

- Discussion regarding the possible purchase, exchange, lease, or value of real property for eligible projects of the Arlington Economic Development Corporation.

VIII. Future Agenda Items

IX. Adjourn

**MEETING OF THE BOARD OF DIRECTORS
OF THE
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION**

**MINUTES OF THE
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS
July 18, 2023**

The Board of Directors of the Arlington Economic Development Corporation convened in Regular Session on July 18, 2023, at 4:30 p.m., in Arlington City Hall, 3rd Floor, 101 W. Abram Street, Arlington, Texas, with the meeting being open to the public and notice of said meeting, giving the date, place and subject thereof, having been posted as prescribed by V.T.C.A., Government Code, Chapter 551, with the following members present, to-wit:

Board Members:

| | | |
|------------------|---|----------------|
| Michael Jacobson | § | President |
| Mojoy Haddad | § | Vice President |
| Jollyn Mwisongo | § | Secretary |
| John Whiteley | § | Treasurer |
| Carmenza Moreno | § | Board Member |

Absent:

| | | |
|--------------|---|--------------|
| Gerald Alley | § | Board Member |
| Kate Miller | § | Board Member |

And

| | |
|--------------------|--|
| Trey Yelverton | City Manager |
| Broderick Green | Executive Director |
| Molly Shortall | City Attorney |
| Jennifer Wichmann | Deputy City Manager |
| Jonathan Moss | Senior Attorney |
| Bruce Payne | Director of Economic Development |
| Ethan Klos | Treasurer |
| Erin Clark | Public Funds Administrator |
| Stephanie Dimas | Senior Public Funds Analyst |
| Jasmine Amo | Economic Development Corporation Specialist |
| Alex Fitzgerald | Economic Development Corporation Specialist |
| Lyndsay Mitchell | Strategic Initiatives Officer |
| Marcus Young | Economic Development Specialist |
| Alicia Winkelblech | Director of Transportation |
| Trent Ballard | Airport Manager |
| Kevin McGlaun | Real Estate Consultant |
| Erica Yingling | Economic Development Corporation Coordinator |

I. Call to Order

President M. Jacobson called the meeting to order at 4:32 p.m.

II. Consideration of Minutes

A. June 20, 2023 Meeting

Treasurer J. Whiteley made a motion to approve the minutes of the June 20, 2023 Board meeting. Seconded by Vice President M. Haddad, the motion carried with 5 ayes and 0 nays.

APPROVED

III. Financial Report

No questions or comments were stated.

IV. Real Estate Report

No questions or comments were stated.

V. Industry Spotlight Report

No questions or comments were stated.

VI. First Rate Accelerator Update

Pamela Cytron, President, The Founders Arena, provided information relative to the First Rate Accelerator program.

VII. Tarrant County Workforce Solutions Update

Renee Parker, Industry Services Unit Director, Workforce Solutions for Tarrant County, provided information about the Tarrant County workforce.

VIII. Executive Session

At 5:10 p.m., President M. Jacobson announced that the Board would convene in Executive Session.

Discussion of matters permitted by the following sections of V.T.C.A, Government Code,

Chapter 551:

A. Section 551.087, Deliberation Regarding Economic Development Negotiations

1. Offers of Incentives to Business Prospects

At 6:07 p.m., President M. Jacobson announced the Executive Session was adjourned, and the Board immediately reconvened in Open Session.

IX. Future Agenda Items

No items added.

X. Adjourn

There being no further business, the meeting was adjourned at 6:08 p.m.

COA Expenditures by Cost Center

Budget Structure Non-Operating Budget
Amount Type Activity
Period FY23 - Jun
Cost Center Hierarchy Economic Development Corporation
From Budget Date 10/1/2022
To Budget Date 9/30/2023

| Cost Center | Budget Appropriation | Current Monthly Expenditures | Expenditures to Date | Encumbrances | Actuals + Encumbrances | Unexpended Balance | %Exp |
|---|----------------------|------------------------------|----------------------|---------------|------------------------|--------------------|---------------|
| CC973005 Economic Development Corporation Projects | 20,099,653 | 500,000 | 7,345,034 | - | 7,345,034 | 12,754,619 | 36.54% |
| 61000:Purchase/Contract | 20,099,653 | 500,000 | 7,345,034 | - | 7,345,034 | 12,754,619 | 36.54% |
| CC973010 Economic Development Corporation Operations | 2,463,835 | 74,108 | 932,411 | 13,428 | 945,839 | 1,517,996 | 38.39% |
| 50000:Salaries and Wages | 734,902 | 32,989 | 327,156 | - | 327,156 | 407,746 | 44.52% |
| 55000:Benefits | 193,432 | 8,374 | 84,713 | - | 84,713 | 108,719 | 43.79% |
| 60000:Supplies | 120,000 | 192 | 1,918 | 687 | 2,605 | 117,395 | 2.17% |
| 61000:Purchase/Contract | 516,502 | 16,021 | 382,609 | 9,242 | 391,851 | 124,651 | 75.87% |
| 62000:Utilities | 20,000 | - | - | - | - | 20,000 | 0.00% |
| 63000:Maintenance and Repair | 450,000 | 1,885 | 17,339 | - | 17,339 | 432,661 | 3.85% |
| 65000:Miscellaneous Expense | 305,000 | 3,523 | 68,905 | - | 68,905 | 236,095 | 22.59% |
| 66000:Travel and Training | 118,000 | 11,124 | 48,595 | 3,500 | 52,095 | 65,905 | 44.15% |
| 67000:Interdepartmental Expense | 6,000 | - | 1,175 | - | 1,175 | 4,825 | 19.59% |

REVENUES

| TOTAL | 17,760,727 | Sales Month | Revenue Received |
|-------|------------|----------------|------------------|
| | 1,820,707 | October 2022 | December 2022 |
| | 1,903,338 | November 2022 | January 2023 |
| | 2,375,933 | December 2022 | February 2023 |
| | 1,660,636 | January 2023 | March 2023 |
| | 1,603,818 | February 2023 | April 2023 |
| | 2,339,212 | March 2023 | May 2023 |
| | 1,886,750 | April 2023 | June 2023 |
| | 1,986,490 | May 2023 | July 2023 |
| | 2,183,843 | June 2023 | August 2023 |
| | | July 2023 | September 2023 |
| | | August 2023 | October 2023 |
| | | September 2023 | November 2023 |

COA Expenditures by Cost Center

Budget Structure Non-Operating Budget
Amount Type Activity
Period FY23 - Jun
Cost Center Hierarchy Economic Development Corporation
From Budget Date 10/1/2022
To Budget Date 9/30/2023

| Cost Center | Budget Appropriation | Current Monthly Expenditures | Expenditures to Date | Encumbrances | Actuals + Encumbrances | Unexpended Balance | %Exp |
|---|----------------------|------------------------------|----------------------|---------------|------------------------|--------------------|---------------|
| CC973005 Economic Development Corporation Projects | 20,099,653 | 500,000 | 7,345,034 | - | 7,345,034 | 12,754,619 | 36.54% |
| 61000:Purchase/Contract | 20,099,653 | 500,000 | 7,345,034 | - | 7,345,034 | 12,754,619 | 36.54% |
| SC0533 - Special Services | 20,099,653 | 500,000 | 7,345,034 | - | 7,345,034 | 12,754,619 | 36.54% |
| SC0574 - Professional Services | - | - | - | - | - | - | 0.00% |
| CC973010 Economic Development Corporation Operations | 2,463,835 | 74,108 | 932,411 | 13,428 | 945,839 | 1,517,996 | 38.39% |
| 50000:Salaries and Wages | 734,902 | 32,989 | 327,156 | - | 327,156 | 407,746 | 44.52% |
| SC50002 - Salaries: Operations | 734,902 | 32,989 | 327,156 | - | 327,156 | 407,746 | 44.52% |
| 55000:Benefits | 193,432 | 8,374 | 84,713 | - | 84,713 | 108,719 | 43.79% |
| SC50004 - Benefits: Longevity/Stability | - | - | 42 | - | 42 | (42) | 0.00% |
| SC55000 - Benefits : Worker's Comp | 1,102 | 49 | 467 | - | 467 | 636 | 42.35% |
| SC55001 - Benefits : Employee Retirement | 73,876 | 3,327 | 33,146 | - | 33,146 | 40,730 | 44.87% |
| SC55002 - Benefits : Disability Income Plan | 1,617 | 61 | 572 | - | 572 | 1,045 | 35.38% |
| SC55003 - Benefits : Employee Insurance | 64,018 | 3,095 | 29,219 | - | 29,219 | 34,799 | 45.64% |
| SC55005 - Benefits : Medicare | 10,656 | - | 3,795 | - | 3,795 | 6,861 | 35.62% |
| SC55008 - Benefits : Thrift Plan | 34,571 | 1,395 | 13,234 | - | 13,234 | 21,337 | 38.28% |
| SC55009 - Benefits : Car Allowance | 5,200 | 400 | 3,800 | - | 3,800 | 1,400 | 73.08% |
| SC55010 - Benefits : Phone Allowance | 2,392 | 46 | 439 | - | 439 | 1,953 | 18.33% |
| 60000:Supplies | 120,000 | 192 | 1,918 | 687 | 2,605 | 117,395 | 2.17% |
| SC0500 - Office Supplies less than \$5,000 | 10,000 | 192 | 916 | 687 | 1,602 | 8,398 | 16.02% |
| SC0514 - Other Supplies | 3,000 | - | - | - | - | 3,000 | 0.00% |
| SC0516 - Supplies/Computer Hardware | 22,000 | - | 1,002 | - | 1,002 | 20,998 | 4.56% |
| SC0517 - Office Furniture less than \$5,000 | 60,000 | - | - | - | - | 60,000 | 0.00% |
| SC0521 - Cost Of Food & Beverage | 25,000 | - | - | - | - | 25,000 | 0.00% |
| 61000:Purchase/Contract | 516,502 | 16,021 | 382,609 | 9,242 | 391,851 | 124,651 | 75.87% |
| SC0533 - Special Services | 466,502 | 16,021 | 348,875 | 2,139 | 351,014 | 115,488 | 75.24% |
| SC0566 - Securing Of Properties | - | - | 489 | - | 489 | (489) | 0.00% |
| SC0574 - Professional Services | 50,000 | - | 33,245 | 7,103 | 40,348 | 9,653 | 80.70% |
| 62000:Utilities | 20,000 | - | - | - | - | 20,000 | 0.00% |
| SC0578 - Electric Service | 20,000 | - | - | - | - | 20,000 | 0.00% |
| 63000:Maintenance and Repair | 450,000 | 1,885 | 17,339 | - | 17,339 | 432,661 | 3.85% |
| SC0583 - Maintenance of Buildings | 450,000 | 1,885 | 17,339 | - | 17,339 | 432,661 | 3.85% |
| 65000:Miscellaneous Expense | 305,000 | 3,523 | 68,905 | - | 68,905 | 236,095 | 22.59% |
| SC0658 - Advertising | 300,000 | 3,523 | 67,954 | - | 67,954 | 232,046 | 22.65% |
| SC0735 - Employee Reimbursement - non travel/training | 5,000 | - | 952 | - | 952 | 4,048 | 19.03% |
| 66000:Travel and Training | 118,000 | 11,124 | 48,595 | 3,500 | 52,095 | 65,905 | 44.15% |
| SC0668 - Membership | 21,000 | - | 13,125 | - | 13,125 | 7,875 | 62.50% |
| SC0669 - Training | 6,000 | - | 4,032 | - | 4,032 | 1,968 | 67.21% |
| SC0670 - Registration | - | - | 4,113 | - | 4,113 | (4,113) | 0.00% |
| SC0671 - Travel | 91,000 | 11,124 | 27,325 | 3,500 | 30,825 | 60,175 | 33.87% |
| 67000:Interdepartmental Expense | 6,000 | - | 1,175 | - | 1,175 | 4,825 | 19.59% |
| SC0500 - Office Supplies less than \$5,000 | - | - | 132 | - | 132 | (132) | 0.00% |
| SC0633 - General Services Charges | 6,000 | - | 1,043 | - | 1,043 | 4,957 | 17.39% |

**FD8050 Arlington Economic Development Corporation
 CC973005 Economic Development Corporation Projects
 FY23 EDC Project Expenditures Detail by Month**

NOTE: There were no project related expenditures in October, November, December, January, and April

FEBRUARY

| Amount | Transaction Date | Payee | Purpose |
|-------------------|------------------|--------------------------------------|---|
| 903,090.98 | 2/8/2023 | LAWYERS TITLE COMPANY | Center Street Gateway Project: 1407 N Center St (earnest money) |
| 3,263.04 | 2/9/2023 | LAWYERS TITLE COMPANY | Center Street Gateway Project: 1413 N Center St (earnest money) |
| 2,818.40 | 2/9/2023 | LAWYERS TITLE COMPANY | Center Street Gateway Project: 1409 N Center St (earnest money) |
| 28,347.82 | 2/9/2023 | LAWYERS TITLE COMPANY | Center Street Gateway Project: 1311, 1403, 1404, 1406, 1412, 1414, and 1416 N Center St (earnest money) |
| 5,160.00 | 2/9/2023 | Alamo Title Company | Center Street Gateway Project: 1407 N Center St (earnest money) |
| 3,263.04 | 2/10/2023 | Stewart Title Company Escrow Account | Center Street Gateway Project: 1408 N Center St (earnest money) |
| 5,000.00 | 2/10/2023 | Stewart Title Company Escrow Account | Center Street Gateway Project: 1411 and 1413 Altman (earnest money) |
| 1,736.96 | 2/13/2023 | Stewart Title Company Escrow Account | Center Street Gateway Project: 1408 N Center St (earnest money) |
| 952,680.24 | | | |

MARCH

| Amount | Transaction Date | Payee | Purpose |
|---------------------|------------------|---|--|
| 1,000,000.00 | 3/6/2023 | Miscellaneous Payee: Bell Textron, Inc. | Bell Textron AEDC Performance Agreement grant #1 |
| 518,389.75 | 3/15/2023 | Alamo Title Company | Center Street Gateway Project: 1407 N Center St |
| 325,508.94 | 3/15/2023 | LAWYERS TITLE COMPANY | Center Street Gateway Project: 1413 N Center St |
| 280,896.33 | 3/15/2023 | LAWYERS TITLE COMPANY | Center Street Gateway Project: 1409 N Center St |
| 318,581.85 | 3/15/2023 | Stewart Title Company Escrow Account | Center Street Gateway Project: 1408 N Center St |
| 637,007.69 | 3/15/2023 | Stewart Title Company Escrow Account | Center Street Gateway Project: 1411 and 1413 Altman Dr |
| (650.00) | 3/21/2023 | Ad hoc bank transaction | |
| 3,079,734.56 | | | |

MAY

| Amount | Transaction Date | Payee | Purpose |
|---------------------|------------------|--|---|
| 2,812,619.30 | 5/4/2023 | Miscellaneous Payee: Alamo Title Company | Center Street Gateway Project: 1311, 1403, 1404, 1406, 1412, 1414, and 1416 N Center St |
| 2,812,619.30 | | | |

JUNE

| Amount | Transaction Date | Payee | Purpose |
|-------------------|------------------|------------------|-------------------------------|
| 500,000.00 | 6/28/2023 | First Rate, Inc. | Incubator incentive agreement |
| 500,000.00 | | | |

7,345,034.10 Total

Economic Development Corporation

Pro Forma

Updated: August 4, 20223

| | ACTUALS | | PROJECTIONS | | | | | | | |
|--|-------------------|-------------------|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| | 1 FY21 | 2 FY22 | 3 FY23 | 4 FY24 | 5 FY25 | 6 FY26 | 7 FY27 | 8 FY28 | 9 FY29 | 10 FY30 |
| Beginning Balance | - | 10,853,564 | 34,230,414 | 50,272,850 | 5,272,850 | 5,272,850 | 5,272,850 | 5,272,850 | 5,272,850 | 5,272,850 |
| Revenues | | | | | | | | | | |
| Sales Tax Revenue | 11,164,714 | 24,115,528 | 25,034,902 | 26,161,473 | 26,946,317 | 27,754,706 | 28,587,347 | 29,444,968 | 30,328,317 | 31,238,166 |
| Interest | - | 137,745 | 823,819 | 2,010,914 | 131,821 | 131,821 | 131,821 | 131,821 | 31,637 | 31,637 |
| Miscellaneous Revenue | - | 2 | 24,750 | - | - | - | - | - | - | - |
| Reserve for Incr/Decr in FMV of Investments | - | - | - | - | - | - | - | - | - | - |
| Reserve for Accrued Comp Absences | - | (10,666) | - | - | - | - | - | - | - | - |
| Total Revenues | 11,164,714 | 24,242,609 | 25,883,471 | 28,172,387 | 27,078,138 | 27,886,528 | 28,719,169 | 29,576,789 | 30,359,954 | 31,269,804 |
| Interfund Transfers | | | | | | | | | | |
| Transfer to General Fund | - | (227,363) | (254,232) | (237,309) | (244,428) | (251,761) | (259,314) | (267,093) | (275,106) | (283,359) |
| Total Transfers | - | (227,363) | (254,232) | (237,309) | (244,428) | (251,761) | (259,314) | (267,093) | (275,106) | (283,359) |
| Expenditures | | | | | | | | | | |
| | FY21 | FY22 | FY23 | FY24 | FY25 | FY26 | FY27 | FY28 | FY29 | FY30 |
| EDC Operations | | | | | | | | | | |
| EDC Operations | (311,151) | (638,396) | (1,241,804) | (3,918,114) | (3,035,657) | (3,126,727) | (3,220,529) | (3,317,145) | (3,416,659) | (3,519,159) |
| Total Operations | (311,151) | (638,396) | (1,241,804) | (3,918,114) | (3,035,657) | (3,126,727) | (3,220,529) | (3,317,145) | (3,416,659) | (3,519,159) |
| Projects - Active Incentive Agreements | | | | | | | | | | |
| Bell Textron Inc. | - | - | (2,000,000) | (500,000) | - | - | - | - | - | - |
| Town North Redevelopment | - | - | - | - | - | - | - | (2,361,600) | - | - |
| Six Flags Southeast Project | - | - | (903,091) | - | - | - | - | - | - | - |
| Center Street Gateway Project | - | - | (4,931,908) | - | - | - | - | - | - | - |
| First Rate | - | - | (500,000) | (500,000) | (500,000) | - | - | - | - | - |
| TMAC | - | - | (10,000) | (40,000) | (50,000) | - | - | - | - | - |
| Transfer to Water Fund - downtown water infrastructure | - | - | - | (550,000) | - | - | - | - | - | - |
| Total Active Incentive Projects | - | - | (8,344,999) | (1,590,000) | (550,000) | - | - | (2,361,600) | - | - |
| Projects - Proposed and Potential | | | | | | | | | | |
| * prior year * funding available for new projects | - | - | - | (45,000,000) | - | - | - | - | - | - |
| * current year * funding available for new projects | - | - | - | (22,426,964) | (23,248,052) | (24,508,039) | (25,239,326) | (23,630,951) | (26,668,189) | (27,467,285) |
| Total Proposed Incentive Projects | - | - | - | (67,426,964) | (23,248,052) | (24,508,039) | (25,239,326) | (23,630,951) | (26,668,189) | (27,467,285) |
| TOTAL EXPENDITURES | (311,151) | (638,396) | (9,586,803) | (72,935,078) | (26,833,710) | (27,634,766) | (28,459,855) | (29,309,696) | (30,084,848) | (30,986,444) |
| Ending Balance | 10,853,564 | 34,230,414 | 50,272,850 | 5,272,850 | 5,272,850 | 5,272,850 | 5,272,850 | 5,272,850 | 5,272,850 | 5,272,850 |

italics indicate projections

REVENUE Assumptions:

Sales Tax Revenue projections based on City's Street Maintenance assumptions (it and EDC are both quarter-cent sales tax) and out years beginning FY25 assume 3% growth
Interest projections based on the prior year ending balance multiplied by 4%

Operations EXPENDITURE Assumptions:

FY23 EDC Operations & Interfund Transfers based on actuals through July + year end estimates for remaining months
FY24 operations expenditure projections based on proposed budget, which includes one-time expenditure of \$1m for tenant improvement expenses at Choctaw Stadium
FY25 shows 3% growth minus \$1m for the one-time construction costs at Choctaw Stadium in FY24
FY26 and beyond operations expenditure projections assume 3% growth

Projects EXPENDITURE Assumptions:

Bell Textron payment years based on project commencement/completion deadlines per the agreement
Town North payment projected in FY28 based on 12/31/2027 project completion deadlines; timing subject to change
Six Flags Southeast Project: actual expenditure includes purchase price and closing costs
Center Street Gateway Project: projection includes purchase price, attorneys fees and commissions; additional closing costs to be determined
First Rate will be paid \$500k per year for three years for a total of \$1.5m
Partnership with Texas Manufacturing Assistance Center (TMAC) are estimated expenditures per year for a total of \$150k total
Current year funding available for new projects = current year revenue estimate minus operations and all known project expenses



Industry Spotlight

Support Activities for Transportation

Dallas-Fort Worth-Arlington, TX MSA



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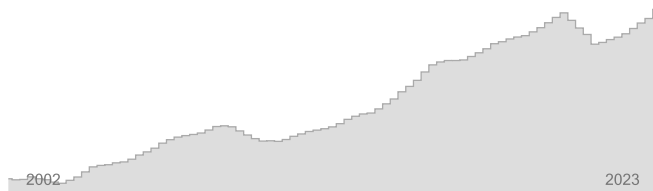
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Support Activities for Transportation Dallas-Fort Worth-Arlington, TX MSA – 2023Q1

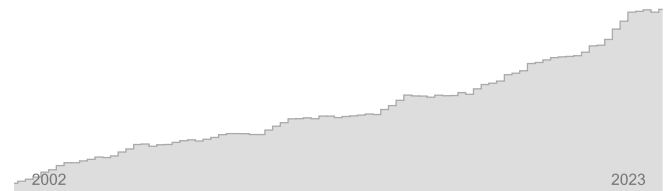
EMPLOYMENT



31,474

Regional employment / **888,883** in the nation

WAGES

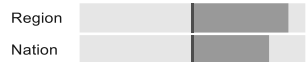


\$77,511

Avg Wages per Worker / **\$72,915** in the nation

3.2%

Avg Ann % Change Last 10 Years / **+2.5%** in the US



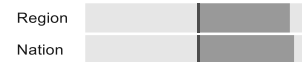
0.7%

% of Total Employment / **0.5%** in the US



3.4%

Avg Ann % Change Last 10 Years / **+3.5%** in the US

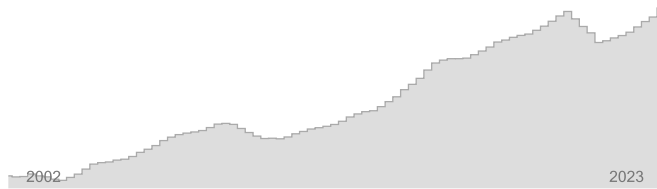


TOP OCCUPATION GROUPS

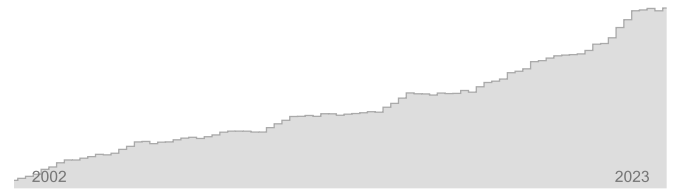


Industry Snapshot

EMPLOYMENT



WAGES



| 3-Digit Industry | Empl | Avg Ann Wages | LQ | 5yr History | Annual Demand | Forecast Ann Growth |
|--|---------------|-----------------|-------------|-------------|---------------|---------------------|
| Support Activities for Transportation | 31,474 | \$77,511 | 1.37 | | 4,105 | 1.7% |

Employment is one of the broadest and most timely measures of a region's economy. Fluctuations in the number of jobs shed light on the health of an industry. A growing employment base creates more opportunities for regional residents and helps a region grow its population.

Since wages and salaries generally compose the majority of a household's income, the annual average wages of a region affect its average household income, housing market, quality of life, and other socioeconomic indicators.

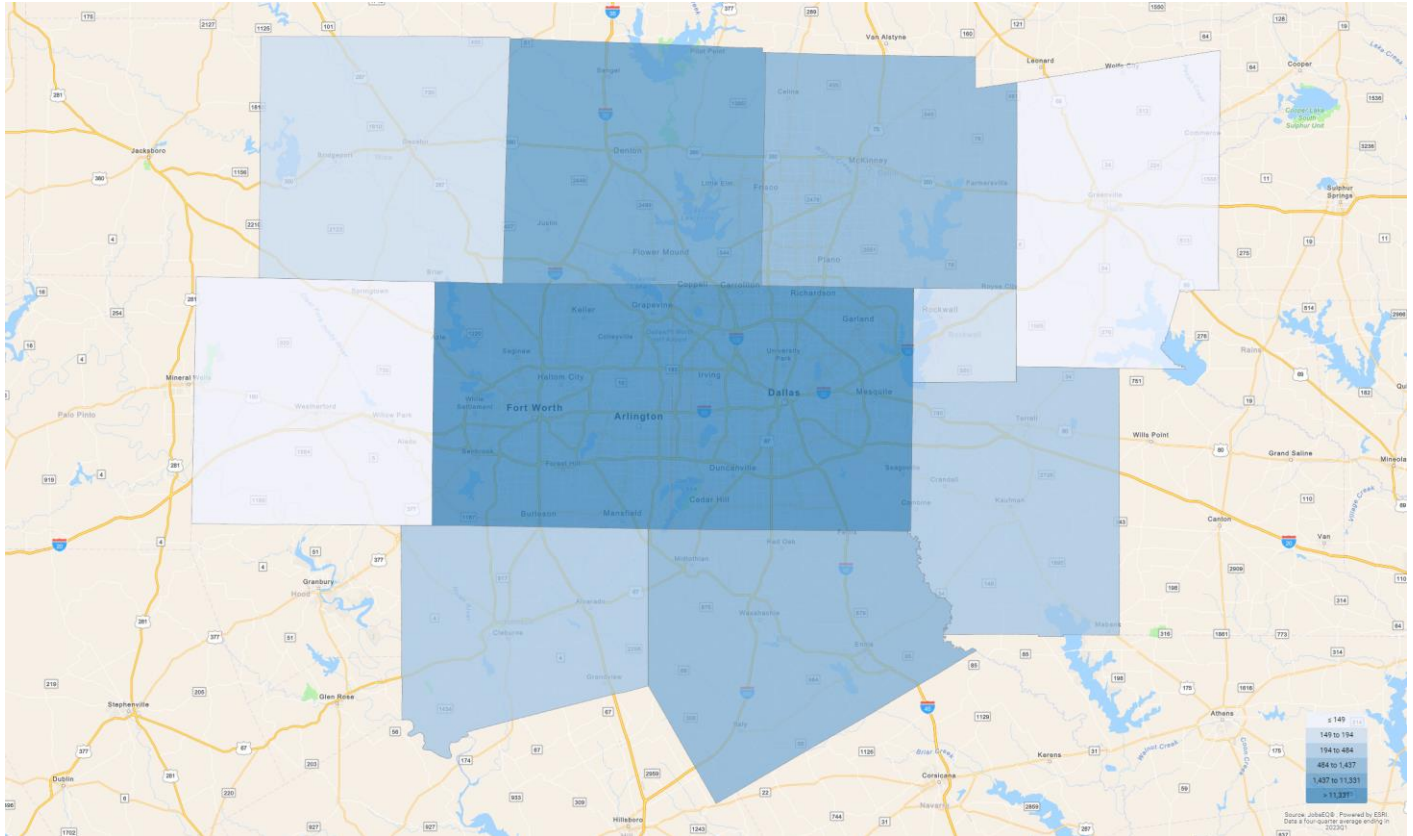
Staffing Pattern



| 6-digit Occupation | Empl | Avg Ann Wages | Annual Demand |
|--|---------------|---------------|---------------|
| Aircraft Mechanics and Service Technicians | 2,830 | \$68,700 | 295 |
| Heavy and Tractor-Trailer Truck Drivers | 2,795 | \$49,300 | 390 |
| Cargo and Freight Agents | 2,208 | \$46,100 | 308 |
| Laborers and Freight, Stock, and Material Movers, Hand | 2,172 | \$38,100 | 367 |
| General and Operations Managers | 1,276 | \$110,600 | 142 |
| Customer Service Representatives | 1,233 | \$41,800 | 190 |
| Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel | 878 | \$69,700 | 118 |
| First-Line Supervisors of Office and Administrative Support Workers | 797 | \$65,900 | 101 |
| Dispatchers, Except Police, Fire, and Ambulance | 703 | \$46,700 | 83 |
| First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors | 700 | \$59,400 | 101 |
| Remaining Component Occupations | 15,875 | \$64,900 | 2,141 |
| Total | 31,466 | | |

 The mix of occupations points to the ability of a region to support an industry and its flexibility to adapt to future demand. Industry wages are a component of the cost of labor for regional employers.

Geographic Distribution



| Region | Empl | Region | Empl |
|-----------------------|--------|------------------------|------|
| Dallas County, Texas | 16,186 | Johnson County, Texas | 217 |
| Tarrant County, Texas | 11,331 | Kaufman County, Texas | 194 |
| Denton County, Texas | 1,438 | Rockwall County, Texas | 163 |
| Collin County, Texas | 1,102 | Wise County, Texas | 149 |
| Ellis County, Texas | 485 | Parker County, Texas | 118 |
| | | All Others | 91 |

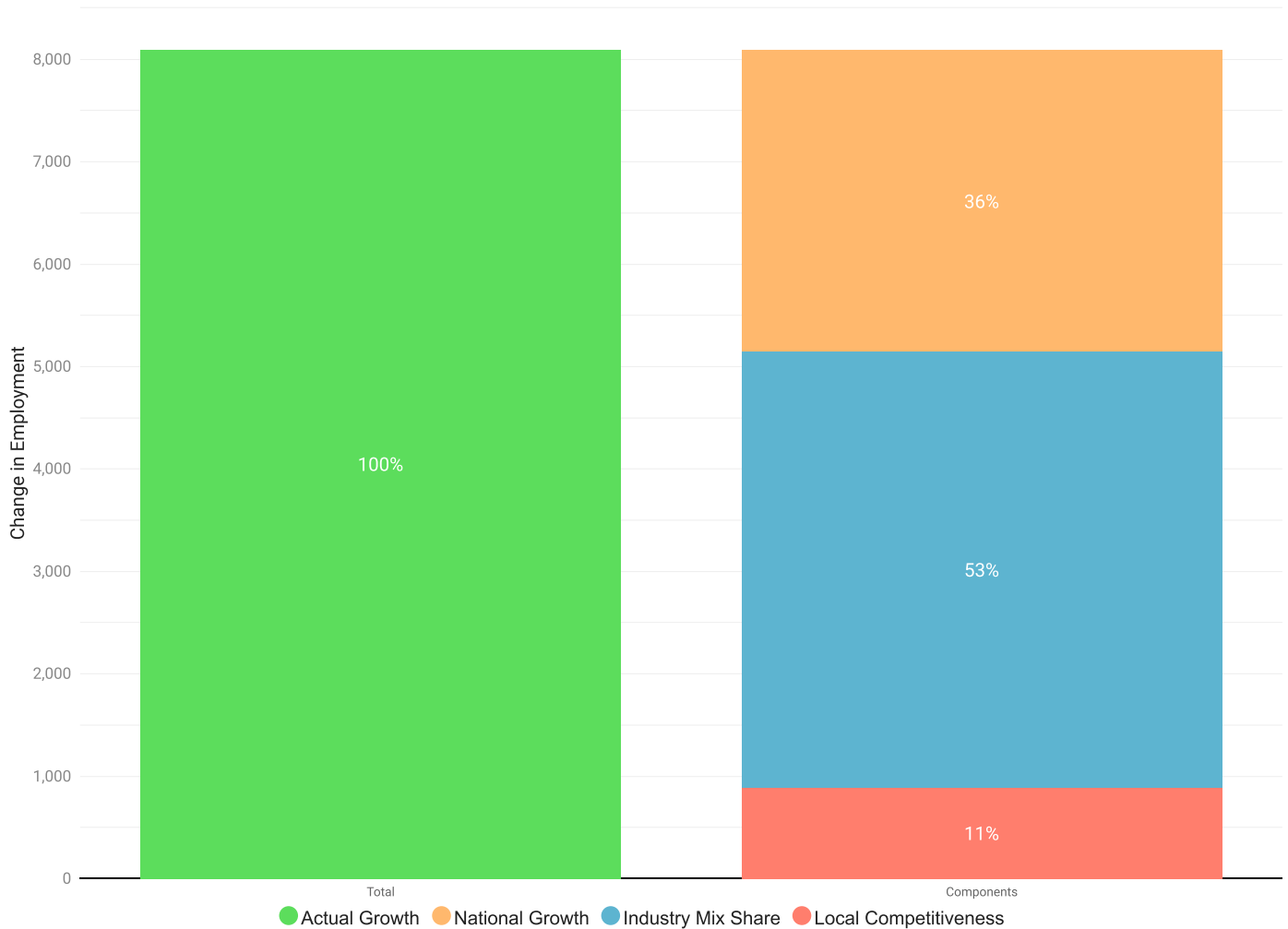
Source: JobsEQ®



 The geographic distribution of industry employment by place of work illustrates the impact on labor force demand and commuting patterns.

Drivers of Employment Growth

Over the ten years ending 2022, employment in Support Activities for Transportation for the Dallas-Fort Worth-Arlington, TX MSA added 8,092 jobs. After adjusting for national growth during this period and industry mix share, the part of this employment change due to local competitiveness was a gain of 889 jobs—meaning this industry was more competitive than its national counterpart during this period.

Drivers of Employment Growth for Dallas-Fort Worth-Arlington, TX MSA



-  Shift-share analysis sheds light on the factors that drive regional employment growth in an industry. A positive change in local competitiveness indicates advantages that may be due to factors such as superior technology, management, and labor pool, etc.
-  National growth is due to the overall growth or contraction in the national economy. Industry mix share is the growth attributable to the specific industries examined (based on national industry growth patterns and the industry mix of the region).

Employment Distribution by Type

The table below shows the employment mix by ownership type for Support Activities for Transportation for the Dallas-Fort Worth-Arlington, TX MSA. Four of these ownership types — federal, state, and local government and the private sector — together constitute “Covered Employment” (employment covered by the Unemployment Insurance programs of the United States and reported via the Quarterly Census of Employment and Wages).

“Self-Employment” refers to unincorporated self-employment and represents workers whose primary job is self-employment (that is, these data do not include workers whose primary job is a wage-and-salary position that is supplemented with self-employment).



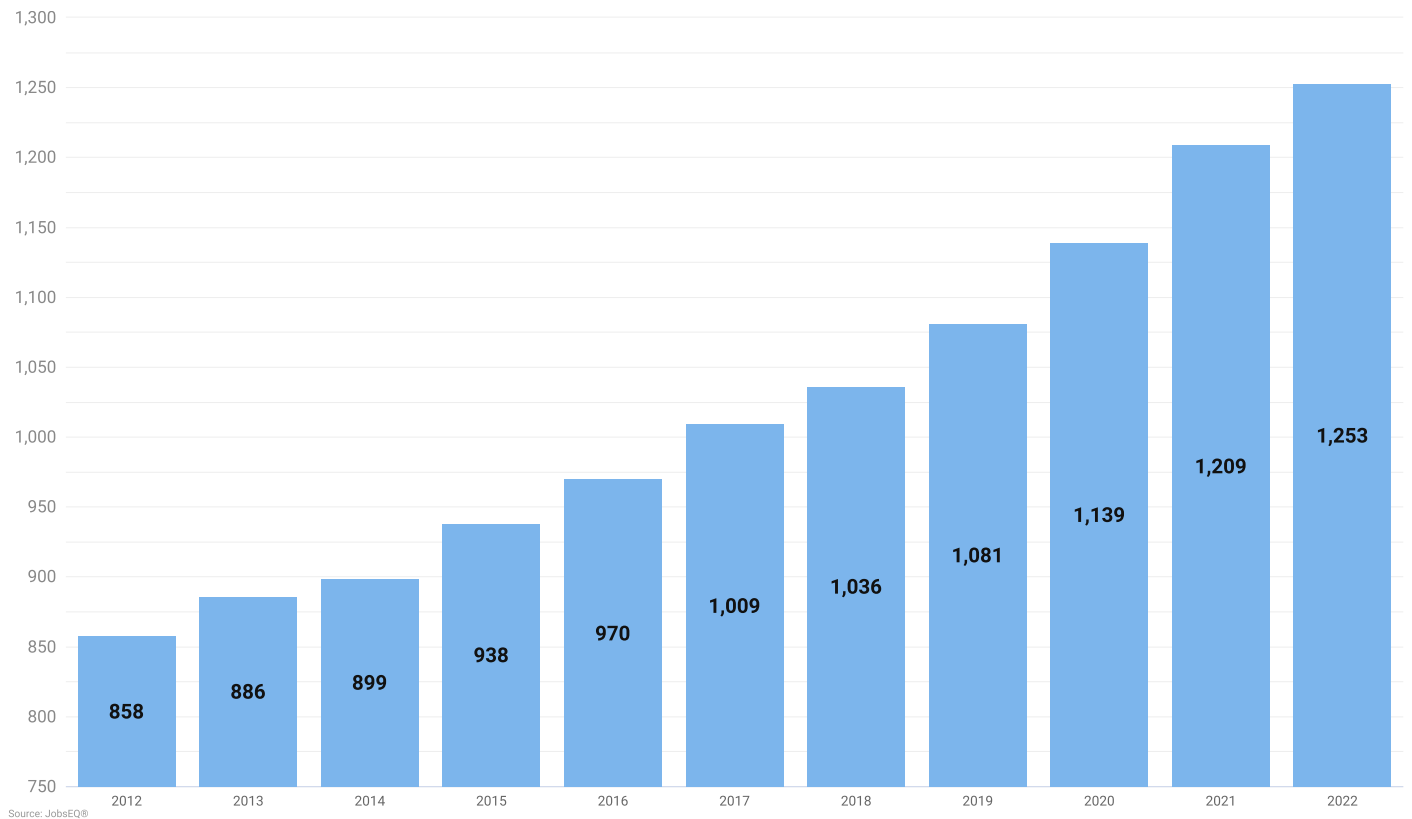
| | Empl | % |
|--------------------|--------|-------|
| Private | 26,843 | 85.3% |
| Self-Employment | 669 | 2.1% |
| Local Government | 2,915 | 9.3% |
| Federal Government | 1,046 | 3.3% |
| Other Non-Covered | 0 | 0.0% |


Source: JobsEQ®

 Strong entrepreneurial activity is indicative of growing industries. Using self-employment as a proxy for entrepreneurs, a higher share of self-employed individuals within a regional industry points to future growth.

Establishments

In 2022, there were 1,253 Support Activities for Transportation establishments in the Dallas-Fort Worth-Arlington, TX MSA (per covered employment establishment counts), an increase from 858 establishments ten years earlier in 2012.

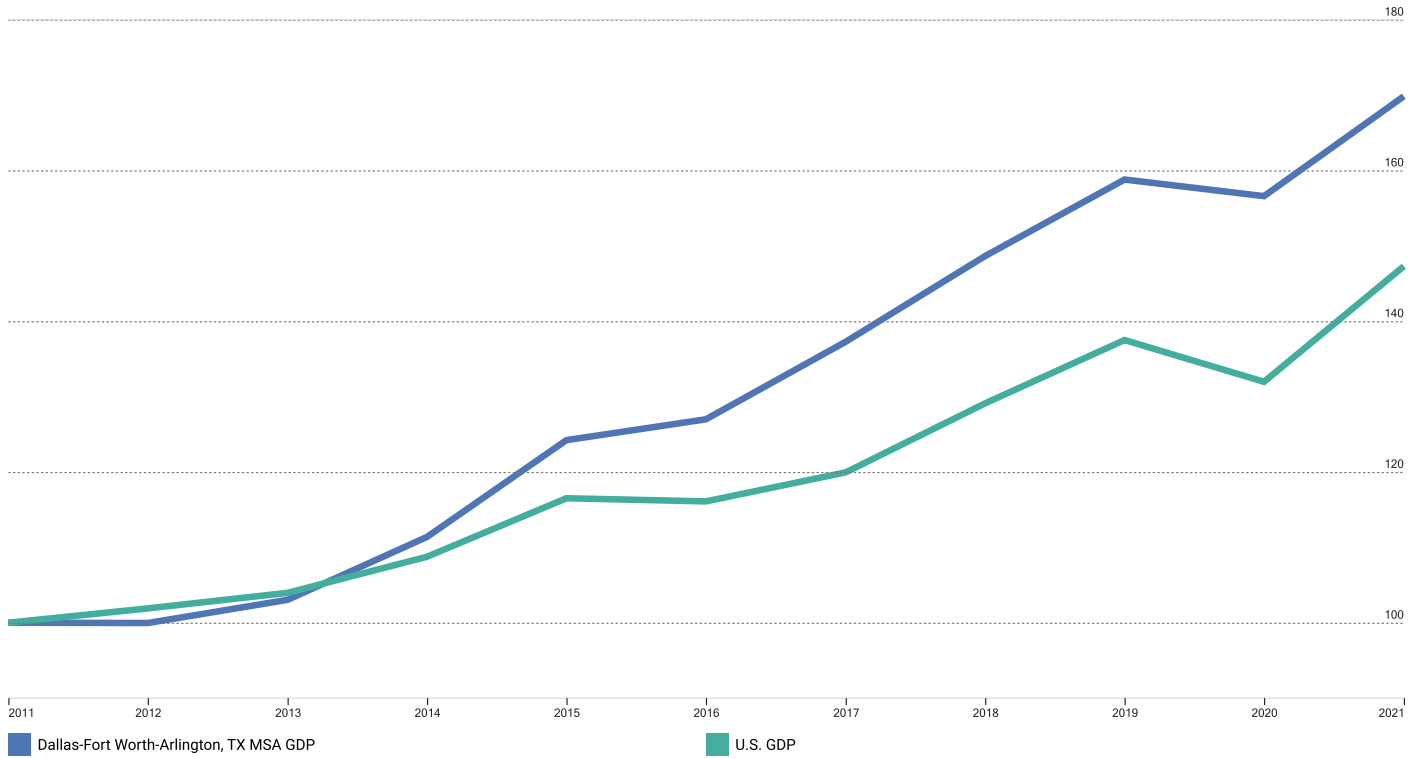


 New business formations are an important source of job creation in a regional economy, spurring innovation and competition, and driving productivity growth. Establishment data can provide an indicator of growth in businesses by counting each single location (such as a factory or a store) where business activity takes place, and with at least one employee.

GDP & Productivity

In 2021, Support Activities for Transportation produced \$3.5 billion in GDP for the Dallas-Fort Worth-Arlington, TX MSA.

GDP: Indexed 2011 = 100



0.6 %

Industry Share of Total GDP /
0.4 % in the nation



5.4 % ↑

Avg Ann % Change Last 10 Yrs /
3.9 % in the nation



\$243k

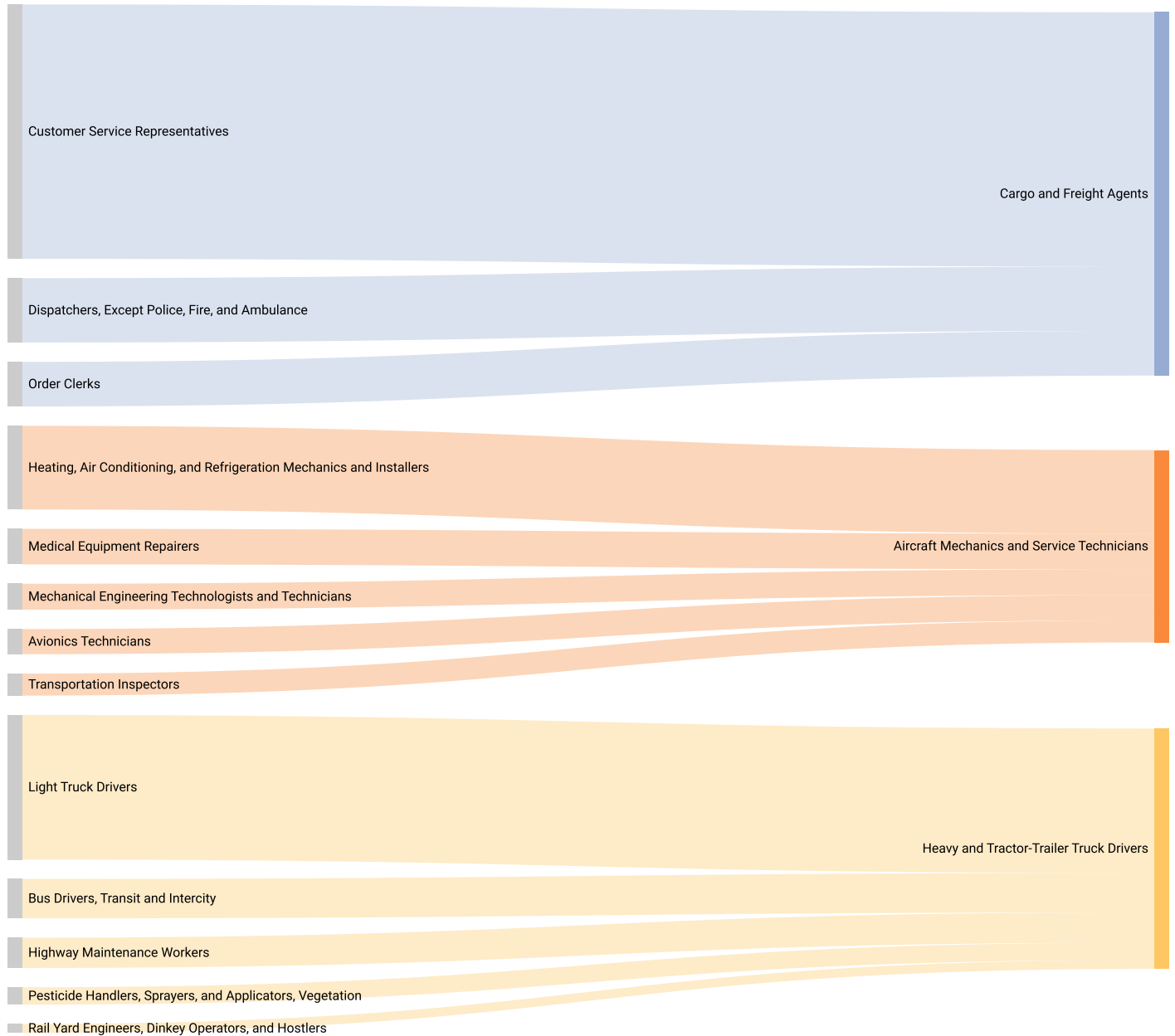
Output per Worker /
\$212k in the nation




💡 Gross domestic product (GDP) is the most comprehensive measure of regional economic activity, and an industry's contribution to GDP is an important indicator of regional industry strength. It is a measure of total value-added to a regional economy in the form of labor income, proprietor's income, and business profits, among others. GDP values shown on this page are nominal GDP data.

💡 Growth in productivity (output per worker) leads to increases in wealth and higher average standards of living in a region.

Sector Strategy Pathways





 The graphics on this page illustrate relationships and potential movement (from left to right) between occupations that share similar skill sets. Developing career pathways as a strategy promotes industry employment growth and workforce engagement.

Postsecondary Programs Linked to Support Activities for Transportation

| Program | Awards |
|---|--------|
| Aviation Institute of Maintenance-Dallas | |
| Aircraft Powerplant Technology/Technician | 24 |
| Airframe Mechanics and Aircraft Maintenance Technology/Technician | 135 |
| Lincoln College of Technology-Grand Prairie | |
| Medium/Heavy Vehicle and Truck Technology/Technician | 153 |
| Ogle School Hair Skin Nails-Dallas | |
| Aesthetician/Esthetician and Skin Care Specialist | 138 |
| Ogle School Hair Skin Nails-Ft Worth | |
| Aesthetician/Esthetician and Skin Care Specialist | 144 |
| Tarrant County College District | |
| Aircraft Powerplant Technology/Technician | 45 |
| Airframe Mechanics and Aircraft Maintenance Technology/Technician | 48 |
| Airline/Commercial/Professional Pilot and Flight Crew | 41 |
| Universal Technical Institute-Dallas Fort Worth | |
| Automobile/Automotive Mechanics Technology/Technician | 495 |
| University of North Texas | |
| Logistics, Materials, and Supply Chain Management | 113 |

Source: [JobsEQ®](#)

-  The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.
-  Among postsecondary programs at schools located in the Dallas-Fort Worth-Arlington, TX MSA, the sampling above identifies those most linked to occupations relevant to Support Activities for Transportation. For a complete list see JobsEQ®, <http://www.chmuraecon.com/jobseq>

Data Notes

- Industry employment and wages (including total regional employment and wages) are as of 2023Q1 and are based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts.
- Occupation employment is as of 2023Q1 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OEWS data. Wages by occupation are as of 2023, utilizing BLS OEWS data and imputed by Chmura.
- GDP is derived from BEA data and imputations by Chmura. Productivity (output per worker) is calculated by Chmura using industry employment and wages as well as GDP and BLS output data. Supply chain modeling including purchases by industry are developed by Chmura.
- Postsecondary awards are per the NCES and are for the 2020-2021 academic year.
- Establishment counts are per the BLS QCEW data.
- Figures may not sum due to rounding.

Region Definition

Dallas-Fort Worth-Arlington, TX MSA is defined as the following counties:

Collin County, Texas

Dallas County, Texas

Denton County, Texas

Ellis County, Texas

Hunt County, Texas

Johnson County, Texas

Kaufman County, Texas

Parker County, Texas

Rockwall County, Texas

Tarrant County, Texas

Wise County, Texas

FAQ

What is (LQ) location quotient?

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is annual demand?

Annual demand is a of the sum of the annual projected growth demand and separation demand. Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.

What is the difference between industry wages and occupation wages?

Industry wages and occupation wages are estimated via separate data sets, often the time periods being reported do not align, and wages are defined slightly differently in the two systems (for example, certain bonuses are included in the industry wages but not the occupation wages). It is therefore common that estimates of the average industry wages and average occupation wages in a region do not match exactly.

Staff Report

| | |
|--|---------------------------------------|
| Arlington Economic Development Corporation Budget | |
| Economic Development Corporation Board Meeting Date: 08-15-2023 | Document Being Considered: Resolution |

RECOMMENDATION

Approve a resolution approving the FY2024 budget for the Arlington Economic Development Corporation.

ANALYSIS

The proposed FY2024 budget is intended to cover the costs associated with the upcoming fiscal year's operation of the Corporation. The budget reflects the anticipated revenues to be received through the .25 sales tax in fiscal year 2024 and covers personnel costs, supplies, internal services like legal and finance expenses to support the EDC. The budget also provides funding for potential project investments that could be considered by the Corporation in fiscal year 2024.

FINANCIAL IMPACT

The budget is funded through the .25 sales tax approved in the 2020 election by Arlington residents.

ADDITIONAL INFORMATION

| | |
|---|------------|
| Attached: | Resolution |
| Under Separate Cover: | None |
| Available in the City Secretary's Office: | None |

STAFF CONTACT(S)

Broderick Green
Executive Director
Broderick.Green@arlingtontx.gov

ARLINGTON ECONOMIC DEVELOPMENT CORPORATION
Resolution No. _____

A resolution of the Board of Directors approving and adopting the FY 2024 Budget for the Arlington Economic Development Corporation.

BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE ARLINGTON ECONOMIC DEVELOPMENT CORPORATION:

I.

That the Board of Directors of the Arlington Economic Development Corporation hereby approves and adopts the FY 2024 Budget for the Arlington Economic Development Corporation.

II.

A substantial copy of the FY2024 Budget for the Arlington Economic Development Corporation is attached hereto and incorporated herein for all intents and purposes.

III.

In accordance with Section 501.073 of the Texas Local Government Code, the FY 2024 Budget for the Arlington Economic Development Corporation shall be presented to the Arlington City Council for approval.

PRESENTED AND PASSED on this the ____ day of _____, 2023, by a vote of ____ ayes and ____ nays at a regular meeting of the Board of Directors of the Arlington Economic Development Corporation.

Michael Jacobson, President

ATTEST:

Alex Busken, Assistant Secretary

APPROVED AS TO FORM:
MOLLY SHORTALL, Counsel for the
Arlington Economic Development
Corporation

BY _____

Arlington Economic Development Corporation FY24 Budget

| | FY2022 Budget | FY2023 Budget | Estimate | FY2024 Budget |
|--|------------------|------------------|-------------------|-------------------|
| Beginning Balance | | | 34,230,414 | 50,272,850 |
| Fund 8050 Revenues | | | | |
| Sales Tax | - | - | 25,034,902 | 26,161,473 |
| Interest | - | - | 823,819 | 2,010,914 |
| Miscellaneous | | | 24,750 | - |
| Fund 8050 Total - REVENUES | - | - | 25,883,471 | 28,172,387 |
| 973010 EDC Operations | | | | |
| Salaries | | | | |
| Executive Director | 250,000 | 214,120 | 212,000 | 204,000 |
| Administrative Coordinator | 65,440 | 70,574 | 70,574 | 72,698 |
| ED Specialist | 88,797 | 82,559 | 82,353 | 82,712 |
| ED Specialist | 88,797 | 82,559 | 77,691 | 78,030 |
| Business Intelligence | - | 95,030 | - | 71,512 |
| Real Estate Specialist (FY23) / Placeholder for another title (FY24) | - | 95,030 | - | 82,770 |
| Workforce Specialist | - | 95,030 | - | 82,770 |
| | 493,034 | 734,902 | 442,618 | 674,492 |
| Benefits | | | | |
| Benefits: Workers Comp | 740 | 1,102 | 640 | 763 |
| Benefits: EE Retirement | 50,092 | 73,876 | 44,790 | 72,626 |
| Benefits: Disability Income Plan | 1,085 | 1,617 | 785 | 1,484 |
| Benefits: EE Insurance | 36,580 | 64,018 | 40,051 | 64,022 |
| Benefits: Medicare | 7,149 | 10,656 | 6,189 | 9,779 |
| Benefits: Thrift Plan | 27,291 | 34,571 | 18,117 | 18,096 |
| Benefits: Car Allowance | 5,200 | 5,200 | 5,200 | 5,200 |
| Benefits: Phone Allowance | 2,392 | 2,392 | 600 | 2,392 |
| Benefits: Longevity | - | - | 42 | 210 |
| | 130,528 | 193,432 | 116,414 | 174,572 |
| Supplies | | | | |
| Office Supplies | 8,000 | 10,000 | 2,632 | 10,000 |
| Signage | 3,000 | 3,000 | - | 3,000 |
| Supplies/Computer Hardware | 14,000 | 18,000 | 3,002 | 22,000 |
| Office Furniture/Fixtures/Equipment | - | 60,000 | - | 60,000 |
| Cost of Food & Beverage | 25,000 | 25,000 | 750 | 25,000 |
| Rental of office space | - | - | - | 30,000 |
| Printer | 4,000 | 4,000 | - | - |
| | 54,000 | 120,000 | 6,384 | 150,000 |
| Purchase / Contract / Special Services | | | | |
| ED Strategy Implementation | 150,000 | 250,000 | 223,225 | 200,000 |
| Real Estate consultant | 50,000 | 50,000 | 176,000 | 195,000 |
| Chargeback for ED | 25,000 | 25,000 | 25,000 | 25,000 |
| Chargeback for .5 Communications/Marketing Coordinator | 54,247 | 57,502 | 57,502 | 80,000 |
| ED Financial Models/Subscriptions | 50,000 | 134,000 | - | - |
| Appraisals and consulting | - | - | 44,800 | 200,000 |
| | 329,247 | 516,502 | 526,527 | 700,000 |
| Utilities | | | | |
| Office Utilities | 20,000 | 20,000 | - | 20,000 |
| | 20,000 | 20,000 | - | 20,000 |
| Maintenance and Repair | | | | |

Arlington Economic Development Corporation FY24 Budget

| | FY2022 Budget | FY2023 Budget | Estimate | FY2024 Budget |
|---|-------------------------------|-------------------|-------------------|-------------------|
| Tenant Improvements | 350,000 | 450,000 | 22,919 | 1,000,000 |
| | 350,000 | 450,000 | 22,919 | 1,000,000 |
| Advertising & Marketing | | | | |
| Marketing, Promotion, and Advertising | 390,000 | 300,000 | 68,177 | 750,000 |
| Employee Reimbursement Non-Travel/Training | - | 5,000 | 952 | 5,000 |
| | 390,000 | 305,000 | 69,129 | 755,000 |
| Travel, Training, and Memberships | | | | |
| Memberships | 15,000 | 21,000 | 13,125 | 50,000 |
| Travel/Training Metroplex | 4,000 | 6,000 | 4,032 | 10,000 |
| Travel/Training Non Metroplex | 40,000 | 60,000 | 4,113 | 78,050 |
| Targeted Industry Recruitment Travel | - | 20,000 | 35,384 | 50,000 |
| Mileage | 11,000 | 11,000 | - | - |
| | 70,000 | 118,000 | 56,654 | 188,050 |
| Interdepartmental Expense | | | | |
| Interdepartmental Expenses General Services Charges | - | 6,000 | 1,159 | 6,000 |
| Supplies / Computer Software | - | - | - | 250,000 |
| | - | 6,000 | 1,159 | 256,000 |
| Interfund Transfers (General Fund) | | | | |
| Sr. Attorney | 124,035 | 129,256 | 129,256 | 113,324 |
| Economic Development Compliance Administrator | 103,328 | 124,976 | 124,976 | 123,985 |
| | 227,363 | 254,232 | 254,232 | 237,309 |
| 973010 Total - OPERATIONS | 2,064,172 | 2,718,067 | 1,496,036 | 4,155,423 |
| 973005 EDC Projects | | | | |
| Projects | | | | |
| Prior year funding available for projects | 16,051,591 | 22,817,720 | | 45,000,000 |
| Current year funding available for projects | | | | 22,426,964 |
| Committed projects as of FY23 | | | | |
| | Bell Textron Inc. | | 2,000,000 | 500,000 |
| | Town North Redevelopment | | - | - |
| | Six Flags Southeast Project | | 903,091 | - |
| | Center Street Gateway Project | | 4,931,908 | - |
| | First Rate | | 500,000 | 500,000 |
| | TMAC | | 10,000 | 40,000 |
| Interfund Transfers (Water Fund) | | | | |
| Downtown Water Infrastructure Investment | - | - | - | 550,000 |
| 973005 Total - PROJECTS | 16,051,591 | 22,817,720 | 8,344,999 | 69,016,964 |
| | Ending Balance | | 50,272,850 | 5,272,850 |