

ECONOMIC DEVELOPMENT COMMISSION

January 9, 2017

MEETING MINUTES

Chair Greg Welch called the meeting to order at 5:37pm. Commissioners present were Wandaleen Thomas and Dan Osinski. Additional attendees included Kimberly Bailey Economic Development Manager (EDM), Jennifer Stewart DOLA Intern.

Welch asked for approval of the December 12, 2016 minutes. Thomas moved to approve the minutes, seconded by Osinski, passed unanimously by the Board.

NEW business discussed by the Commission:

Fountain Valley Shopping Center

EDM Bailey discussed the new ownership of the Fountain Valley Shopping Center which closed on the property December 30th; the ownership is a Pikes Peak Regional company. EDM Bailey informed the Board that Economic Development and Planning will be meeting with the new ownership at the end of January and will be discussing plans for new construction and redevelopment of the site. The Board was happy and supportive of the plans for the shopping center.

Transportation "Streets" Plan

Since the City Streets department has hired a new employee, EDM Bailey is hopeful that EDC will have an update on the Transportation "Streets" plan at the February Board meeting.

Chair Welch informed the Board that there is a new storage unit development in the works near north US85 at the S. Academy on/off ramp exits. He also discussed an upcoming meeting with the RBA and the Charleston, South Carolina and D.C. trips that the RBA has planned for 2017.

UPDATES discussed by the Commission:

SCI Activity Status

EDM Bailey updated the Board on the status of the SCI facility; EDM Bailey had a recent tour with three partners who need a Southern Colorado distribution center with a requirement of about 70,000 sqft and a Letter of Intent is being drafted. There is a tentative meeting planned with property ownership, IRG, in mid-January with the Open House planned for approximately May of 2017.

- Osinski inquired about the building improvements being made on the property; EDM Bailey stated the parking lot repaving on the property is in progress, landscaping is on hold until the spring, and there have been discussions about making the west side of the building the new entrance and foregoing the replacement of the pedestrian bridge at the current entrance.

Town Design Guidelines & Interstate Gateway RFQ (bidder responses)

Intern Stewart updated the Board on the recent RFQ activity and process. The kickoff RFQ Selection Panel is meeting on January 18th with bidder interviews being held on February 23rd. Following the interviews with the Selection Panel, they will recommend a firm to be hired to FURA, and FURA then

recommends the firm to City Council. The purpose of the RFQ is to create design and aesthetic standards for Olde Town and exit 128 districts of the City; this will help redevelopment and new development cohesiveness and the Olde Town grocer will be a seedling project for the new design standards. Thomas and Cruz are alternating EDC representatives for the selection panel.

EDM Bailey provided the December Economic Development Activity Report to the Board and there were no questions.

Commissioner Commentary

Osinski - organizing a meeting with a Pueblo real estate company with EDM Bailey in order to create a relationship for business development and possible pairings with the SCI initiatives. The Board discussed the importance of nurturing the City's relationships with the southern part of the state.

Welch – inquired about updates on infrastructure improvements; EDM Bailey had no recent update. The Board discussed organizing a lunch meeting with Fort Carson Garrison Commander Fitch to further embrace relationships with Fort Carson.

UPCOMING EVENTS/ANNOUNCEMENTS discussed by the Commission:

The 2017 Board Applications are due by January 31, 2017; there are two vacant seats as Tom McGrew will not be renewing his seat due to moving out of the area. The Board discussed recruiting a member with legislative, legal and/or military experience. Reeves will be renewing for a second term and considering Vice-Chair nomination seat.

EDM Bailey reminded the Board to be thinking about the 2017 ED strategic plan and business pitch method thoughts for this upcoming year.

No further topics were mentioned by the board. Therefore, Thomas moved to adjourn, seconded by Osinski, passed unanimously at 6:03pm.



Kimberly Bailey, Secretary

2-14-17

Date

ECONOMIC DEVELOPMENT COMMISSION
February 13, 2017
MEETING MINUTES

Chair Greg Welch called the meeting to order at 5:32pm. Commissioners present were Blair Reeves, Wandaleen Thomas, Tom McGrew, Darlene Cruz and Dan Osinski. Additional attendees included Kimberly Bailey Economic Development Manager (EDM), guests Tom Downing, Audra Ruffennach, Nicole Reinhardt, Willie Jordan, William McMaster and Jennifer Stewart DOLA Intern.

Welch asked for approval of the January 9, 2017 minutes. Welch moved to approve the minutes, seconded by Osinski, passed unanimously by the Board.

NEW business discussed by the Commission:

Transportation "Streets" Plan

EDM Bailey informed the Board that there is a new Streets supervisor who will be starting in March; he previously worked for El Paso County. EDM Bailey discussed the Streets resurfacing plan for 2017-2018 and the importance of Main Street improvements.

Business Development Fees Matrix

EDM Bailey provided the Board with the recently updated version of the business development fees matrix via City Planning. The matrix delineates site plan fees, permit fees, etc. The matrix also shows that the residential permit fees are higher than Colorado Springs. EDM Bailey informed the Board that residential property tax will be lowering from 8% to 6% and that affects Colorado Springs as well. The Board discussed focusing on commercial development versus residential development for next year.

Prime Events Sponsorship

EDM Bailey discussed and provided a copy of the new City of Fountain Community Map that has been recently finalized. The Board discussed sponsorship of community events such as Thunder in the Valley and the Fall Festival and awareness for business recruitment. The Board also discussed:

- Reinhardt –community awareness; allocating extra marketing dollars towards education
- Jordan – increased transparency within community
- Downing – City newspaper exposure
- Welch – \$1,100 funds for sponsorship; \$23,000 total for marketing funds (different topics within marketing)
- Osinski – importance of handing out brochures with pitch messaging; rack and wallet cards
- Ruffennach – how to measure success; EDC and Chamber relationship, Olde Town exposure
- Reeves – Business expo participation and SBDC; EDC already pays for a table in annual fees
- Reinhardt – growing relationship between EDC and Chamber; Chamber beginning focus on small businesses and attending the Business Expo

Community Assessment Program (OEDIT)

EDM Bailey informed the board about a grant opportunity through COEDIT of up to \$40,000. The grant helps with strategic planning and marketing seedlings in communities; application due by the end of February 2017. The last EDC strategic plan update was in 2007. Downing asked about expense of the grant funds; EDM Bailey stated that the funds would be used towards hiring resources such as an economist.

UPDATES discussed by the Commission:

The Board was provided a copy of the Economic Development Activity Report for the month of January. The Board did not have any questions.

Commissioner Commentary

Welch – discussed the recent RTA Walmart lawsuit at South Academy Highlands; City Manager meeting with RBA regarding the tax leading into the future. Welch also discussed the new ownership of the Fountain Valley Shopping Center. The Board discussed retaining the current businesses in the shopping center within the area.

Osinski and Welch attended the State of the State conference; Governor Hickenlooper's address discussed infrastructure from Denver to Colorado Springs – state line to state line improvements.

UPCOMING EVENTS/ANNOUNCEMENTS discussed by the Commission:

Osinski informed the Board of the Wine Festival at the Broadmoor on Friday, March 3rd. The event offers a great networking opportunity.

The Board discussed the Chair/Vice-Chair appointments and the five new EDC Board Applications that were submitted; appointments effective March 2017. Welch will remain as Chair with Reeves as Vice-Chair. The Board appointed Reinhardt as ex-officio with emphasis on legislative tracking as well as Downing and Jordan for the two vacant Board seats; all for an inaugural one year term with a two-year term to follow. McGrew motioned for approval, seconded by Osinski, passed unanimously by the Board.

Bailey will be following up with the newly appointed EDC members to inform them of the Board's recommendation. The Board recommendations will be made to City Council at the February 28th City Council meeting.

No further topics were mentioned by the board. Therefore, Thomas moved to adjourn, seconded by Osinski, passed unanimously at 6:33pm.



Kimberly Bailey, Secretary

3-15-17

Date

ECONOMIC DEVELOPMENT COMMISSION
March 13, 2017
MEETING MINUTES

Chair Greg Welch called the meeting to order at 5:30pm. Commissioners present were Blair Reeves, Wandaleen Thomas, Tom McGrew, Darlene Cruz, Tom Downing, Audra Ruffennach, Nicole Reinhardt, and Dan Osinski. Additional attendees included Kimberly Bailey Economic Development Manager (EDM), and Jennifer Stewart DOLA Intern.

Welch asked for approval of the February 13, 2017 minutes. Welch moved to approve the minutes, seconded by McGrew, passed unanimously by the Board.

NEW business discussed by the Commission:

2017 Regional Leaders Trip

EDM Bailey and Chair Welch discussed the recent Regional Leaders Trip hosted by the Colorado Springs EDC and RBA which was held in Charleston, South Carolina. The location was chosen based on similar qualities and characteristics between Charleston and Colorado Springs. EDM Bailey and Chair Welch toured the Boeing plant and the Port. The Port is a large asset for Charleston to build upon and a good model in the identification of our region's asset(s) for build upon potential. The other mix of regional leaders were appreciative for Fountain's attendance on the trip and are looking forward to future collaboration and partnerships.

2017 Work Plan

EDM Bailey discussed the 2017 Work Plan, which emphasizes what will be focused on for this year and what target missions are. Prior year timing in October, the Work Plan begins to be evaluated for the upcoming year ahead. EDM Bailey outlined each entity (EDC, FURA, City of Fountain and OTSC) and what their focuses are:

- EDC – revising the 2008 Strategic Plan to current era; preparing a plan that is concise and easy to digest; a message to convey who Fountain is
- The CSRBA is working with a consultant out of Atlanta and Fountain working towards syncing efforts together with the CSRBA to align strategic missions
- FURA – blight and “year of growth” as a mission focus. EDM Bailey explained there are four URA districts that are funded by sales tax, property tax, use tax; each a different model of support base allocation
- OTSC – sounding board for the Olde Town and Gateway districts; Design Standards project that is underway this year

Retail Activity Outlook

The Retail Strategies Consultant hired by the City will be attending the retail conference in Las Vegas this year. EDM Bailey explained to the Board how the Consultant's efforts are very much needed in terms of “cold calling” and reaching out to prospective retailers on the City's behalf.

Website Bios and Name Badges

EDM Bailey asked the new Commissioners to send Intern Stewart their bios, as the City has been working on a website update and the various Boards will have their Commissioner bios on the City

website. Also, Intern Stewart had ordered EDC name badges for when Commissioners are out at networking events; the name badges will be ready by the April 10th EDC Board meeting.

UPDATES discussed by the Commission:

Town Design Guidelines and Interstate Gateway RFQ

The Selection Panel chose THK Associates as the vendor for the project; EDM Bailey explained to the Board that the vendor, along with residents/City staff, will create design standards for a cohesive appearance throughout the Gateway and Olde Town districts that will be implemented over time with commercial assets. The design standards will "set the tone" in terms of color pallets, signage, etc. that will create a "sense of place" for the district(s). THK Associates will be recommended to City Council as the vendor of choice at the April 11th City Council meeting by FURA.

Ruffennach inquired about the future grocer site; EDM Bailey explained the grocer will be the first seedling project that will implement the new design standards. FURA is working with a developer to combine four parcels and construct a 16,000SF grocer within the Olde Town district. The demo of the current building on the site will be tentatively occurring in late 2017 with the reconstruction starting spring 2018.

Reeves inquired about possible incentives for the future grocer; EDM Bailey discussed the Enterprise Zone tax credit, possible in-kind services from the City and FURA's purchase of the land.

The Board was provided a copy of the Economic Development Activity Report for the month of February. EDM Bailey asked the Board to ask for clarification whenever an acronym or event on the Activity Report is not clear. EDM Bailey offered one-on-one meetings with individual Commissioners if needed.

Commissioner Commentary

The Board discussed the upcoming Small Business Expo hosted by SBDC May 1-5th; usually a tandem effort with City EDC and Fountain Valley Chamber of Commerce.

UPCOMING EVENTS/ANNOUNCEMENTS discussed by the Commission:

Intern Stewart informed the Board that City of Fountain Citizen's Academy program will be starting for the second year on April 27th and ending June 29th and she would send all of the information in case any Board members are interested.

No further topics were mentioned by the board. Therefore, Welch moved to adjourn, seconded by Osinski, passed unanimously at 6:30pm.



Kimberly Bailey, Secretary

4-11-17
Date

ECONOMIC DEVELOPMENT COMMISSION

April 10, 2017

MEETING MINUTES

Vice-Chair Blair Reeves called the meeting to order at 5:30pm. Commissioners present were Blair Reeves, Wandaleen Thomas, Darlene Cruz, Tom Downing, Audra Ruffennach, and Dan Osinski. Additional attendees included Kimberly Bailey Economic Development Manager (EDM), and Jennifer Stewart DOLA Intern.

Reeves asked for approval of the March 13, 2017 minutes. Osinski moved to approve the minutes, seconded by Ruffennach, passed unanimously by the Board.

NEW business discussed by the Commission:

Fountain Awareness Exposure

EDM Bailey discussed the National Economic Development Week May 8-13th. The Board readdressed the importance of gaining Fountain exposure. EDM Bailey stated the week is an example of a means to highlight the different development and project activity that Fountain has going on now and upcoming. The Board was supportive as an action item going forth.

EDM Bailey informed the Board about the possibility of the new Presidential Administration cutting important programs and funding in regard to economic development. EDM Bailey posed to the Board the opportunity to voice support to the State Legislature for the agencies that are threatened to be cut: EDA, MEP and CDBG. EDM Bailey gave examples of how these programs are added-value to economic development and have had a direct impact on our City. Downing stated that being non-partisan in our Letter of Support would be optimal and the importance of being careful about taking political stances in a public setting. EDM Bailey and the Board discussed that the Letters of Support are a non-partisan stance to the possible federal funding cuts. The Board was in support of the Letters of Support.

OEDIT 2017 Community Assessment

EDM Bailey stated the EDC applied for the Community Assessment grant and we were not awarded the funding. The locals that were awarded the funding were: City of Hayden, City of Bayfield and Custer County; each is very rural with small populations.

Phase I of Strategic Plan

EDM Bailey provided the Board with the recent updated CGI videos made for the City. The Board watched the Economic Development, Welcome and Quality of Life videos. The Board was supportive of the videos. EDM Bailey and the Board discussed the importance and meaning of a "pitch" message; something very short that explains why and what the EDC is. Osinski stated that the message should be finite and simple. EDM Bailey stated there is a need for a "go to" message when the Board is out at events or speaking on behalf of the EDC. The Board stated that many of their questions residents ask are what new retailers/restaurant projects will be coming to the City or what is underway currently.

EDM Bailey provided the Board with a Business Cluster PowerPoint slide from a recent presentation that outline from a Federal, State and City level key industries. EDM Bailey explained that the channel focus

would probably remain the same. Fort Carson falls in line with these focus channels. Ruffennach brought up the importance of shopping local. Downing inquired about the long timeline to get projects completed; EDM Bailey explained challenges and the struggles between Olde Town and Mesa Ridge business corridors. The City and FURA are putting a large amount of effort and investment into Olde Town and Exit 128 corridors in order to sustain business growth development. As for shop local – EDM Bailey express it works best as a business organic program and a Chamber mission.

Legislative Topics

EDM Bailey and the Board discussed the Condominium Development and Extension 2023 Bills. EDM Bailey stated she would send these Bills to the EDC Ex-Officio Reinhardt for her to track. Osinski discussed the widening of I-25 and the importance of keeping the pulse on this project in the State; the project impacts Fountain directly.

UPDATES discussed by the Commission:

The Board was provided a copy of the March Economic Development Activity Report and the Board had no questions.

EDM Bailey discussed the PPIR Bike Fest advertisement sponsored by the EDC for \$350. The Board agreed to sponsor two events within the City, Thunder in the Valley and the Chamber's Fall Festival.

Intern Stewart distributed EDC name badges. All Commissioners had submitted their bios and EDM Bailey will have a draft at the May EDC meeting for review.

Commissioner Commentary:

- Thomas – many customers have been mentioning the trash, overgrown weeds and broken benches on the trail behind the Fountain Library. EDM Bailey stated she will speak with Code Compliance and find out more information on this matter. Update: EDM Bailey spoke to Parks and area maintenance/clean-up is slated for June
- Ruffennach – focus on the local services that are here in Fountain that residents may not be aware of (dry cleaners, florists, etc) and how to gain exposure for those local small business owners
 - Thomas stated that businesses need to see value in proper signage: lighted signage on businesses make a large impact on bringing in customers
- Downing – housing market struggles and changes within Fountain and neighboring Cities; discussed “sweet spot” sale prices in market and importance of finding a reputable realtor
- Osinski – discussed the reputation and stigma that Fountain is “hard to work with”; reputation is not true; focus on a positive PR message. EDM Bailey stated that ED and Planning are working together to align their missions

UPCOMING EVENTS/ANNOUNCEMENTS discussed by the Commission:

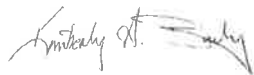
EDM Bailey informed the Board that there will be a meeting with herself, Chair Welch, Deputy City Manager and Public Safety Chief Heberer with the Fort Carson Garrison Commander Fitch on April 11th. This meeting will cover the topics: the Industrial Railyard Project, having an aligned strategy for retail on the base and in Fountain, and engaging soldiers with the Fountain community.

The selected vendor, THK & Associates, for Town Design Guidelines and Interstate Gateway will be recommended to City Council on behalf of FURA on April 11th.

Intern Stewart informed the Board that there were still spots available for the upcoming Citizen's Academy; starting April 27th.

EDM Bailey stated the new Windish RV Service Center on Bandley Drive has a tentative grand opening date of May 8th; she will inform the Board on the exact date when it's available.

No further topics were mentioned by the board. Therefore, Reeves moved to adjourn, seconded by Osinski, passed unanimously at 6:33pm.



Kimberly Bailey, Secretary

5-9-17

Date

ECONOMIC DEVELOPMENT COMMISSION
May 8, 2017
MEETING MINUTES

Chair Greg Welch called the meeting to order at 5:34pm. Commissioners present were Wandaleen Thomas, Darlene Cruz, Audra Ruffennach, Nicole Reinhardt, and Dan Osinski. Additional attendees included Kimberly Bailey Economic Development Manager (EDM), and Jennifer Stewart Economic Development Specialist (EDS).

Welch asked for approval of the April 10, 2017 minutes. Ruffennach moved to approve the minutes, seconded by Thomas, passed unanimously by the Board.

NEW business discussed by the Commission:

North US85

EDM Bailey provided the Board with the Fountain Valley Shopping Center's tentative site plan proposed at a recent Development Review meeting. The site plan consists of several large box retailers, between 22,000SF and 50,000SF. There will be four phases to the project. EDM Bailey expressed that the team working on this project has a vast experience and knowledge on these types of developments, which is a big positive. Welch inquired about the weakening retail market; EDM Bailey discussed that the retail market is definitely consolidating, however Fountain is not overly saturated, which is a positive for the project.

EDM Bailey discussed the recommendation of annexation of the retail areas in unincorporated El Paso County, near Big R, by the Retail Strategies consultants. Reinhardt asked about the possible negatives to the annexation, to which EDM Bailey described as not risky if the annexation is just commercial property. Thomas stated that there are many long term positive impacts to this annexation. The Board was very supportive of this endeavor. Ruffennach made a motion of approval to move forward with the next stages of the annexation process, Thomas seconded, passed unanimously by the Board.

South Academy Highlands

EDM Bailey informed the Board that there is new serious interest from a food and beverage operator out of Oklahoma City, OK. The overall project concept is F&B mixed with an entertainment entity. The F&B operator frequents Colorado often and will be coming to Fountain to meet with the City, FURA, and the Developer in mid-May to discuss the project further.

Bandley Drive

EDM Bailey informed the Board that the SoCO RIC (former SCI building) has three serious potential tenants that would encompass 250,000SF of the overall 362,000SF; currently there have not been tenant lease agreements signed. EDM Bailey also discussed the upcoming July 26th Open House at the facility; it is an opportunity to launch the culinary incubator RFP for the 30,000SF commercial kitchen space housed within the facility.

Windish RV Service Center, located on Bandley Drive, will be tentatively opening May 19th at 10am.

EDM Bailey and the Board decided to “pause” on strategic plan brainstorming until the June meeting when more Commissioners will be present.

UPDATES discussed by the Commission:

EDM Bailey updated the Board on the recent meeting with Fort Carson Garrison Commander Fitch. EDM Bailey, Public Safety Officer Chief Heberer and Deputy City Manager Todd Evans were all in attendance to meet with Fort Carson. EDM Bailey discussed that the Garrison Commander was very supportive of the Industrial Railyard Project by his willingness expressed to sign a Letter of Support on behalf of the project. The following topics were discussed:

- Fort Carson Gate 20 renovations and improvements
- Fort Carson Gate 19 opening to relieve Gate 20 traffic congestion
- Strengthening bond between Fountain and soldiers in the community
- Veteran workforce talent
 - Approximately 500 exiting veterans per month
 - Incorporation of veteran workforce with SoCO RIC project
- Retail leakage in and out of the base

The Board discussed the Marksheffel Road improvements timeline. EDM Bailey stated there is a link that shows the progress and that she would share it with the Board via e-mail.

The Board was provided a copy of the Economic Development Activity Report for the month of April and there were no questions.

Commissioner Commentary

Thomas asked about the status on the trail clean-up behind the Fountain Library; EDM Bailey informed the Board that she was in touch with Parks Maintenance and they have the trail system on their to do list for mid-June.

Cruz inquired about rebates on energy efficient LED lightbulbs; Welch stated Black Hills Energy offers a rebate. Thomas stated it requires thorough inspections to generate a punch list of energy improvements.

Welch stated that Dunkin Donuts is being built in the Mesa Ridge area and that as a whole the area is showing a lot of interest in development. He also discussed the North Nevada Colorado Springs redevelopment project that is currently being worked on

- EDM Bailey stated there is larger development interest behind Mesa Ridge High School; a progressive mixed-use development concept

Reinhardt stated that she continues to keep an eye on various legislation around the state and will provide updates as needed.

UPCOMING EVENTS/ANNOUNCEMENTS discussed by the Commission:

EDM Bailey informed the Board that the Town Design and Interstate Gateway kick-off meeting will be held mid-June. This meeting will be to introduce the public to the THK consultants and to the project. EDM Bailey also discussed the approximately 13-person Steering Committee who will act as a sounding

board and a multitude of different perspectives. Downing represents three "hats" needed on the Steering Committee; the Board was supportive of his representation on the Steering Committee.

The SoCO RIC Open House will be held July 26th from 3:30-6pm. The purpose of the Open House will be:

- Ownership property investment and improvements
- Property tours
- Share brief project mission
- Stakeholder partner recognition and speaker accessibility
- Social mixer with food trucks and craft brew vendors

No further topics were mentioned by the board. Therefore, Ruffennach moved to adjourn, seconded by Thomas, passed unanimously at 6:23pm.



Kimberly Bailey, Secretary

7-11-17

Date



Economic Development Commission Meeting

Monday, June 12, 2017

Fountain City Hall, 116 S. Main Street
1N Conference Room – City Hall

Meeting Minutes

The Economic Development Commission was canceled due to lack of quorum. Chair Welch called the meeting at 5:42pm.

NEXT EDC MEETING: Second Monday of the month at 5:30 pm at City Hall – July 10, 2017

ECONOMIC DEVELOPMENT COMMISSION
July 10, 2017
MEETING MINUTES

Vice-Chair Blair Reeves called the meeting to order at 5:38pm. Commissioners present were Wandaleen Thomas, Tom Downing, Audra Ruffennach, Dan Osinski and Ex-Officio Pastor Daniels. Additional attendees included Kimberly Bailey Economic Development Manager (EDM), and Jennifer Stewart Economic Development Specialist (EDS).

Reeves asked for approval of the May 8, 2017 and June 12, 2017 minutes. Downing moved to approve the minutes, seconded by Osinski, passed unanimously by the Board.

NEW business discussed by the Commission:

Phase II Strategic Plan

EDM Bailey discussed with the Board that the Economic Development Commission Strategic Plan has not been updated since 2007-2008 and that one of the EDC's identified goals of 2017 was to update the Plan. EDM Bailey provided the Board with an Identified Target Market Sectors document that outlines the various market sectors that are focused on from state-region-local levels. EDM Bailey asked the Board if they had any recommendations or additions, changes or other comments on the Target Market Sectors for the City and region. The Board did not have any additions or changes to make at this time regarding the Market Sectors that are to be targeted in the region or the City. EDM Bailey caveated the Colorado Springs Chamber-EDC target business plan is due out in September; thus that document would be reviewed for any incorporation considerations within the City of Fountain's plan.

The Board identified broader business needs that would be of value for the Fountain community:

- Dining
- Kid-friendly activities (trampoline park, putt-putt)
- Gym
- Outlet mall
- Motorsports (specifically at PPIR)

UPDATES discussed by the Commission:

The Board was provided copies of the May and June Economic Development Activity Reports and the Board had no questions.

Commissioner Commentary:

- Thomas – large amounts of trash being dumped behind the previous Salvation Army building.
 - EDM Bailey will touch base with Neighborhood Services
- Ruffennach – commercial development possibilities with the land South of Fountain-Fort Carson High School.
 - EDM Bailey will verify zoning with map (Update: zoning in this area is Planned Unit Development/Residential or Planned Industrial).
 - Board discussed 5-7 acres purchased by the City Electric Department that will no longer be needed and is listed for sale; possibility to pair-up with new developer

- Downing – discussed the very active real estate market environment and the amount of homes selling above list price; warned about possibility of a housing bubble.
- Reeves – dangers of the intersection at Fountain Mesa and Fortham (near Lowe’s)
 - EDM Bailey stated the County is being proactive about improving the intersection as it is in their jurisdiction.

UPCOMING EVENTS/ANNOUNCEMENTS discussed by the Commission:

EDM Bailey informed the Board that the Fountain Valley Car Show held on July 7th and 8th was a great success.

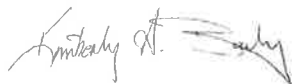
The SoCO RIC Open House at 702 Bandley Drive will be held July 26th; all are welcome to come to the event.

The UCCS Southern Colorado Economic Forum will be held on September 29th; EDM Bailey has one ticket that any Board members are welcome to have to attend the event.

EDM Bailey informed the Board to keep informed on the Town Design Guidelines Project to go to FURA’s website: www.FURACO.org for the project site page. Two public events the project will be sharing information to the residents will be held on:

- September 14th 6:00-7:30pm – Olde Town Business Social Event with the Chamber (City Hall)
- September 19th 4:00-7:00pm – Community Night in the Park (Metcalf Park)

No further topics were mentioned by the board. Therefore, Ruffennach moved to adjourn, seconded by Thomas, passed unanimously at 6:26pm.



Kimberly Bailey, Secretary

8-15-17

Date

ECONOMIC DEVELOPMENT COMMISSION

August 14, 2017

MEETING MINUTES

Chair Gregory Welch called the meeting to order at 5:31pm. Commissioners present were Tom Downing, Audra Ruffennach, Dan Osinski, Blair Reeves, Darlene Cruz and Nicole Reinhardt. Additional attendees included guest John Trylch Community Engagement Manager (CEM), Kimberly Bailey Economic Development Manager (EDM), and Jennifer Stewart Economic Development Specialist (EDS).

Welch asked for approval of the July 10, 2017 minutes. Reeves moved to approve the minutes, seconded by Ruffennach, passed unanimously by the Board.

NEW business discussed by the Commission:

Business Expansion Journal

EDM explained to the Board that the Business Expansion Journal will provide exposure for the City of Fountain in 2018. This publication is a "lead generation service" for the City with an annual cost of \$300; this includes online and print exposure on behalf of business development; featuring the city's new logo and website.

Retail Strategies Annual Report

EDM provided a copy of the Retail Strategies Annual Report. Retail Strategies was hired by the City for individual years with a two year cap; this report is the summarization of the first year of service. The service provided by Retail Strategies includes cold calling and broker outreach, among its service capacities Retail Strategies has the bandwidth to create relationships with local brokers and land owners to aid in recruit of retailers to our community. The firm has been able to work closely with the brokers and landowners of River Bend Crossing (a.k.a. Fountain Valley Shopping Center), Olde Town, Gateway and North US85 districts.

EDM reviewed the Annual Report with the Board. She discussed the Retail Recruitment Activity page; echoing the driver of this investment syncs with 75% of City's income is derived from retail sales tax. In 2017, city finance has seen an increase in general sales tax revenues: 1) new business openings, 2) receivables on overdue tax receipts and 3) new tax filings from online merchants.

Commercial Real Estate

EDM discussed the land designations within El Paso County / Fountain Valley area with the Board; she informed the Board that the revenues from a potential annexation vs. the costs incurred to the City for public safety and ongoing maintenance are being evaluated at this time. EDM explained that the idea derived from the Retail Strategies team; which suggested showing a parallel of retail within City of Fountain's North US85 corridor (RxR crossings), as a means to aid in further recruitment of retailers. The Board discussed the new River Bend Crossing development project as a catalyst for future development within this corridor of the City. Osinski stated that the Big R retailer currently located within the County moved to that location to fill the former Safeway that moved to Mesa Ridge and asked "might they have a reasoning why the retailer thought the location was a better location than their previous one?" The Board was supportive of the information assessment phase to the process.

UPDATES discussed by the Commission:

Industrial Rail Yard (IRY)

EDM provided an update and project overview on the IRY project and previewed a landing page of the project, housed within the Fountain Urban Renewal Authority's (FURA) website. EDM explained that the project team is currently working on aligning funds for the project with in-kind City funds allocated at this time. EDM and the Board discussed the next steps for the project; whereas, the IRY team is focusing on the infrastructure and market availability aspects of the project.

Reinhardt discussed the job creation potential for the project and inquired about the potential increase of railroad noise throughout the City in the years ahead. EDM discussed that the quiet zones will likely be in place when the IRY project comes to fruition, two above grade crossing zones have been identified, and this project will likely trigger other needed transportation review in the future.

July 26th SoCO RIC Open House Recap

EDM recapped the SoCO RIC open house at 702 Bandle Drive. The website has been updated with all of the latest content. There were approximately 72 attendees and it was a deemed successful event with recent CSBJ article <http://www.csbj.com/2017/08/04/fountain-seeks-to-fill-long-empty-warehouse/> There are one of two tenants to place within the facility; consuming approximately 230,000SF. The companies' move timing is to coincide late September/October with an accompanying press release requested through IRG (property ownership). EDS is working on an e-mail blast to the project database with articles and updates to build momentum to the tenant announcements.

THK – Town Design Guidelines Project – Public Engagement Sessions

EDM Bailey provided an update on the THK project public engagements. After working with THK, it was decided to target two different audiences via City events:

- **September 14th at 6pm** – Targeting the *Business Community* via The Olde Town Steering Committee's inaugural business networking session. The goals for this event: 1) Begin to create cohesion between the business community within the Olde Town, Gateway and Bandle Dr. districts, 2) garner participation in holiday events within Olde Town, 3) Town Design Guidelines project feedback and informational session.
- **September 19th at 4pm** – Community Night in the Park hosted by the City of Fountain. This will target the *community members* (millennials, families, etc.) to elicit feedback from them and gauge what is important to this target audience for the project.

Reeves discussed including the invitation outreach to capture realtors in the area via the Better Business Bureau. Downing had an idea for targeting brokers better and would circle back with EDM/EDS to discuss.

July Economic Development Activity Report

The Board was provided copies of the July Economic Development Activity Reports and the Board had no questions.

Commissioner Commentary:

- Downing: discussed the slower pace of the real estate market at this current time; there is more normalization than in previous months; possibility being the time of year (school starting, etc.).
- Welch: discussed the struggles that the retail continues to go through; restaurants and entertainment continue to do well. Also, he was to attend the September 11-14 CS Chamber/EDC Washington DC trip focused on the military.

UPCOMING EVENTS/ANNOUNCEMENTS discussed by the Commission:

The UCCS Southern Colorado Economic Forum will be held on September 29th; EDM Bailey has one ticket that any Board members are welcome to have to attend the event. (Reinhardt will attend)

September 14th Olde Town Business After-Hours event will be held from 6-7:30pm in the courtyard of City Hall – please stop by to support the business district.

EDS reminded the Board that Citizen’s Academy will begin September 21st at 6pm; there are still spots available to sign up.

EDM informed the Board that MOD Pizza will be opening August 19th at South Academy Highlands.

The Board inquired about moving the next EDC meeting date from September 11th remembrance day to September 18th, due to possible ceremonies and commitments throughout the region. Downing motioned for approval to change the September date from the 11th to the 18th, seconded by Reeves, passed unanimously by the Board.

No further topics were mentioned by the board. Therefore, Ruffennach moved to adjourn, seconded by Downing, passed unanimously at 6:25pm.



Kimberly Bailey, Secretary

9-19-17

Date