



**RESOLUTION NO. 20170725-02**

**AUTHORIZING THE EXECUTIVE DIRECTOR/CEO TO RATIFY AN EXTENTION AGREEMENT WITH WORKFORCE SOLUTIONS OF NORTHEAST TEXAS FOR FY16-02 FOR SERVICES NOT TO EXCEED THE AMOUNT OF \$51,140.00**

**WHEREAS**, TexAmericas Center is a political subdivision of the State of Texas with the powers and authorities specified in Chapter 3503 of the Special District Local Laws Code of the State of Texas; and

**WHEREAS**, TexAmericas Center Board of Directors approved Vision 2025, A Strategic Plan for TexAmericas Center and a Regional Economic Development Roadmap (RESO 20150324-01) and part of this plan encourages us to assist in the formation, expansion and attraction of businesses to the Texarkana Region while managing the redevelopment process of its 12,000 acres and 3 million square feet of industrial space; and

**WHEREAS**, Workforce Solutions Northeast Texas has made application for and was awarded an OEA grant to support the continued Economic Development of the Texarkana Region; and

**WHEREAS**, TexAmericas Center will perform the following services:

Local Coordinator and Convener, Stakeholder Network Mapping, Stakeholder Communication and Engagement Plan, Regional Economic Development Partnership-Feasibility Study, Vertical Market Assessment and Workforce Needs Analysis; and

**WHEREAS**, the contract has been extended for one additional term of one month, commencing on June 1, 2017 and ending on June 30, 2017.

**NOW, THEREFORE, BE IT RESOLVED**, that the Board of Directors of TexAmericas Center does hereby approve and ratify the extension agreement with Workforce Solutions of Northeast Texas attached hereto.

**PASSED AND APPROVED THIS 25<sup>th</sup> day of July, 2017.**

A handwritten signature in blue ink that reads "Boyd Sartin".

**Boyd Sartin, Chairman of the Board**

**ATTEST:**

A handwritten signature in blue ink that reads "Ben King".

**Ben King, Secretary**

Attached: FY16-02 Extension Agreement



EXTENSION AGREEMENT

The Extension Agreement (Agreement) is made on June 14, 2017.

**Between:** TexAmericas Center, a public entity organized by and existing in the State of Texas and with its head office located at

107 Chapel Lane

New Boston, TX 75570

**And:** Workforce Solutions Northeast Texas, a public entity organized by and existing in the State of Texas and with its head office located at

911 North Bishop, Bldg. A

Wake Village, Texas 75501

In consideration of the mutual covenants contained in this agreement, the parties agree as follows:

Whereas, the parties entered in to an economic development services contract, FY16-02, on May 25, 2016 which is in affect from June 1, 2016 through May 31, 2017, and

Whereas, the contract funding was made possible through a DOD OEA CEAA grant, and

Whereas, the funds secured through the DOD OEA CEAA grant was not completely used within the initial duration of the DOD OEA CEAA grant, and

Whereas, Workforce Solutions Northeast Texas is working to secure an extension of the DOD OEA CEAA grant dollars through November 30, 2017, and

Whereas, the both parties agree they wish to pursue additional economic development matters with the unused portion of the grant by extending the economic development services contract, and

Wherein, said economic development services contract expires on May 31, 2017, and the parties desire to extend and continue said agreement, it is provided that said agreement shall be extended for an additional term of one month, commencing on June 1<sup>st</sup>, 2017 and ending on June 30<sup>th</sup> 2017.


The Agreement shall be on the same terms and conditions as contained in the original agreement and as set forth herein excepting that the scope of work has been altered to include the following items, outlined in detail in Attachment "A":

1. Concept Plan

In witness thereof, the parties have executed this Agreement by affixing the name and titles of appropriate corporate officials;

Dated 7-17, 2017:

Workforce Solutions Northeast Texas



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Randy Reed, Executive Director

TexAmericas Center



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Scott Norton, Executive Director & CEO



## ATTACHMENT A

### **Description of work to be performed**

#### Local Convener

Execute and fulfill the broader goals of the OEA grant extension, as described below, including keeping the grant stakeholders informed of progress. Ensure progress reports are provided on a regular basis.

#### Concept Plan

The Concept Plan will build upon the Regional Economic Development Organization Feasibility Study completed as part of the current OEA grant. The McCarthy Blansett Group was selected through a competitive procurement process to complete a Regional Economic Development Organization Feasibility Study. McCarthy Blansett facilitated a discussion of community stakeholders on regional economic development. The community stakeholders group agreed on the need for a Regional EDO. The group also agreed that the Texarkana Chamber of Commerce and TexAmericas Center should move forward with the initial planning phase. The Texarkana Chamber of Commerce allocated \$50,000 to cover legal expenses associated with investigating and developing a Regional EDO. The Concept Audit will provide the region with a clear plan of action moving forward.

### **Services to be procured**

Consultant will be responsible for conducting a Concept Plan to package programs and test financial support for an enhanced regional economic development partnership/initiative. Specifically, consultant will:

1. Develop a Pre-Case document outlining the regional EDO's anticipated work plan, metrics and categorical budget projections;
2. Conduct a minimum of 40 leadership interviews of private and public sector leaders throughout the four state region to determine the depth of support for the proposed economic development agenda;
3. Test program elements for a possible multi-year funding cycle;
4. Test a funding goal - to be determined prior to commencement of interviews;
5. Identify potential leadership for a possible funding campaign;

6. Utilize focus groups if appropriate and necessary to test plan and funding options;
7. Create a Master Prospect List, develop industry sector analysis and complete profile/financial ratings of campaign prospects;
8. Review potential of securing philanthropic foundation support for specific programming.

**Project Deliverables**

- Operational, program, and funding recommendations report for Regional Economic Development Organization
- Report/recommendations for the framework of communication and action among working groups

**Budget**

Overall Budget:

The planned expenditures for convening and executing the deliverables outlined in the OEA grant extension shall not exceed \$39,140 plus expenses limited to \$12,000.

Budget Breakdown:

Detailed expenditure categories and amounts include:

Local Convener	\$9,140
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- Fee for service rendered
- Paid for work completed

**Time-phased work plan**

June	Consultant to canvass local community to assess interest in forming and funding a Regional Economic Development Organization
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