

STRATEGIC COMMITTEE

Workforce Solutions Alamo 100 N Santa Rosa Ave San Antonio, TX 78207 July 21, 2021 10:00 AM

Agenda items may not be considered in the order they appear.

Citizens may appear before the Committee to speak for or against any item on the Agenda in accordance with procedural rules governing meetings. Speakers are limited to three (3) minutes on each topic (6 minutes if translation is needed) if they register at the beginning of meeting. Questions relating to these rules may be directed to Linda G. Martinez at (210) 581-1093.

To protect the health of the public and limit the potential spread of COVID 19 as directed by Governor of Texas, Bexar County and City of San Antonio, WSA will hold this meeting via videoconferencing. The meeting will be held in compliance with the suspended provisions of the Texas Open Meetings Act. For those members of the public that would like to participate, please call toll-free 1-877-858-6860, which will provide two-way communications through a speaker phone. For additional information, please call Linda G. Martinez, (210) 581-1093.

I. CALL TO ORDER AND DETERMINE QUORUM

Presenter: Mr. Eric Cooper, Chair

II. ROLL CALL

Presenter: Mr. Eric Cooper, Chair

III. PUBLIC COMMENT

Presenter: Mr. Eric Cooper, Chair

IV. DECLARATIONS OF CONFLICT OF INTEREST

Presenter: Mr. Eric Cooper, Chair

V. CONSENT AGENDA: (DISCUSSION AND POSSIBLE ACTION)

Presenter: Mr. Eric Cooper, Chair a. Meeting Minutes - April 27, 2021

VI. UPDATE: LOCAL PLAN IMPLEMENTATION (DISCUSSION AND POSSIBLE ACTION)

Presenter: Mr. Adrian Lopez, CEO and Dr. Andrea Guerrero-Guajardo, CIO

- a. IT Collaborative
- b. Other Sector Timeline

Workforce Solutions Alamo is an equal opportunity employer/program. Persons with disabilities who plan to attend this meeting and who may need auxiliary aids, services, or special accommodations should contact Linda Martinez at (210) 581-1093 at least two (2) working days prior to the meeting, so that appropriate arrangements can be made. Relay Texas: 1-800-735-2989 (TDD) or 1-800-735-2988 (Voice).

3

10

- c. Data Update
- d. Staffing

VII. PROCUREMENT UPDATE (DISCUSSION AND POSSIBLE ACTION)

Presenter: Latifah Jackson, Director Contracts and Procurement

- a. Pearsall Lease
- b. Boerne Lease
- c. Marbach Location Lease
- d. Update on Other Leases
- e. Floresville Location Update
- f. SA Foodbank Location

VIII. CEO REPORT

Presenter: Mr. Adrian Lopez, CEO

a. Rural Outreach

IX. CHAIR REPORT

Presenter: Mr. Eric Cooper, Chair

- X. Executive Session: Pursuant to Chapter 551 of the Texas Open Meetings Act, the Committee may recess into Executive Session for discussion on any issue for which there is an exception to the Act as set out in section 551.071 et. seq. including, but not limited to, the following:
- a. Government Code §551.072 Discussions Regarding Purchase, Exchange, Lease, or Value of Real Property if Deliberation in an Open Meeting Would Have a Detrimental Effect on the Position of Workforce Solutions Alamo in Negotiations with a Third Party;
- b. Government Code §551.071 All Matters Where Workforce Solutions Alamo Seeks the Advice of its Attorney as Privileged Communications under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas:
- c. Pending or Contemplated Litigation; and
- d. Government Code §551.074- Personnel Matters involving Senior Executive Staff and Employees of Workforce Solutions Alamo.

XI. ADJOURNMENT

Presenter: Mr. Eric Cooper Chair

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16



STRATEGIC COMMITTEE MEETING MINUTES

Workforce Solutions Alamo 100 N. Santa Rosa, Suite 120 San Antonio, TX 78207 April 27, 2021 10:00AM

BOARD MEMBERS: ERIC COOPER, COMMITTEE CHAIR, YOUSEF KASSIM, FRANK CROWDER, LISA NAVARRO GONZALES, ANGELIQUE DE OLIVEIRA, (10:03AM)

WSA STAFF: ADRIAN LOPEZ, MARK MILTOIN, LOUIS TATUM, ANGELA BUSH, LINDA G. MARTINEZ, GABRIELLE HORBACH, MICHAEL DEFREES, BARBETTA WOMBACK, ROBERTO CORRAL, ESTHER METCALF, DR. ANDREA GUERRERO-GUAJARDO, BRENDA GARCIA, MELISSA SADLER-NITU, JOHN HERSHEY, JESSICA VILLARREAL, ELIZABETH EBERHARDT, MAUNAL UGUES, LATIFAH JACKSON, JOSHUA VILELLA

LEGAL COUNSEL: NONE

PARTNERS: ROBERT CANTU

AGENDA

Agenda items may not be considered in the order they appear.

Citizens may appear before the Committee to speak for or against any item on the agenda in accordance with procedural rules governing meetings. Speakers are limited to three (3) minutes on each topic (6 minutes if translation is needed) if they register at the beginning of meeting. Questions relating to these rules may be directed to Linda G. Martinez at (210) 272-3250.

To protect the health of the public and limit the potential spread of COVID 19 as directed by Governor of Texas, Bexar County and City of San Antonio, WSA will hold this meeting via videoconferencing. The meeting will be held in compliance with the suspended provisions of the Texas Open Meetings Act. For those members of the public that would like to participate, please call toll-free 1-877-858-6860, which will provide two-way communications through a speaker phone. For additional information, please call Linda G. Martinez, (210) 272-3250.

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You can also dial in using your phone. United States (Toll Free): 1-415-655-0002

Meeting Number & Access Code: 187 514 0733

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During the Public Comments portion of the meeting (Agenda Item 3), the Public may type their name into the chat box or unmute themselves and state their name.

The meeting host will call each member of the public for comments, in the order their names were submitted.

I. CALL TO ORDER AND DETERMINE QUORUM

Presenter: Mr. Eric Cooper, Chair

At 10:01 a.m., Chair Cooper called the meeting to order.

II. ROLL CALL

Presenter: Mr. Eric Cooper, Chair

The roll was called, and a quorum was declared present.

III. PUBLIC COMMENT

Presenter: Mr. Eric Cooper, Chair

No Public Comment

IV. DECLARATIONS OF CONFLICT OF INTEREST

Presenter: Mr. Eric Cooper, Chair No declarations of interest

V. CONSENT AGENDA: (DISCUSSION AND POSSIBLE ACTION)

Presenter: Mr. Eric Cooper, Chair

a. Meeting February 24, 2021 Minutes

<u>Upon motion by Board Member Angelique De Oliveira and 2nd by Board Member Frank Crowder the Board unanimously approved the February 24, 2021 meeting minutes.</u>

- VI. UPDATE: LOCAL PLAN IMPLEMENTATION (DISCUSSION AND POSSIBLE ACTION)
 Presenter: Mr. Adrian Lopez, CEO and Dr. Andrea Guerrero-Guajardo, CIO
 - a. Timeline
 - b. Actions Taken
 - c. Proposed Reports for Tracking
 - Dr. Andrea Guerrero-Guajardo provided the Strategic Committee with the implementation on the Local Plan.
 - Step 1:
 - Economic and workforce analysis to define target sectors, industries, and occupations
 - Establish WSA as a convener
 - Dissemination of the WSA vision across sectors

- Step 2: Develop expertise of WSA team and embed Sector Based theories into existing work
 - Business Service Unit Reorganization
 - Program Talent Pipelines
- Step 3:
 - Develop data indicators, associated activities, and outcome metrics
 - IT/Cybersecurity pilot
- Step 4: Launch Meeting/Execution
 - Engage business leaders and key stakeholders
 - Affirm shared priorities
 - Business leaders and key stakeholders commit to specific next steps
 - Create space for non-employer organizations to identify roles in the model
 - Distribution of executive summary and create plan for continued engagement
- Step 5: Sustainability
 - Companies/employers, education and training partners, workforce and economic developers recognize value of sector-based partnerships as an opportunity for:
 - Collective solutions and shared costs
 - Expedited understanding of industry needs and career pathways
 - Access to data and other resources
 - Ongoing evaluation and assessment, reaffirmation of the shared priorities, and 2-year Local Plan modification.
- Board Members Frank Crowder, Yousef Kassim and Angelique De Oliveira stated Dr. Guajardo did an outstanding job on the Local Plan and the presentation. Great data and implementation plan.
- Board Member Angelique De Oliveira also asked once WSA has engaged the employers and WSA identifies the job opportunities; what will be WSA's role in the delivery to meet with employers' needs?
- Dr. Guajardo replied, WSA would step away from being the convener and understanding who the other stakeholders and operators are. During these implementation exercises, we are learning what we are doing and how we fit into the pipeline.
- o Mr. Adrian Lopez, CEO also added, Bernard County is the pinnacle of the Sector Based Model. For example, at their meeting they had the Business Lead for Manufacturing report out, the Business Lead for Space report out and other. As we move forward the goal here will be to develop expertise in each of those sectors and provide to the Board reports from the various sectors.
- Board Member Yousef Kassim asked if there are mechanisms in place in the Sector Based approach to adjust based on the metrics.
- o Dr. Guajardo replied, yes, trends are being tracked and data is collected.

d. Strategic Partnerships

- e. Presentations by C2 Global on Sector Based Model
 - Melissa Sadler-Nitu, Managing Director Research and John Hershey, Deputy Director, Business Services provided the Strategic Committee an overview of how C23 Global will fit into the Sector Based Model.
 - Industry Sector Focus
 - Business Solutions Unit Team members have been assigned to target sectors aligned to the 2021-2024 local plan
 - The BSU Team will focus on placements based on sector employer needs by understanding and addressing business needs, sharing emerging employment opportunities to Career Counselors and Customer Services Reps in a timely manner, and working closer with Career Counselors and Programmatic Teams to get job seeker customers placed.
 - Career Fairs and hiring events will be focused in target industry sectors and in-demand occupations.
 - Sector Based Business Solutions Team Goal: increase placements (in collaboration with operations) and positive outcomes that meet employer needs and increase career opportunities for our job seekers.
 - Business Liaisons
 - Develop & maintain a pool of key accounts by target sector;
 - Become industry experts, use data as tool and validate findings via employer partner feedback;
 - Consultative approach, research businesses, gain insights to employer current state and develop solutions to resolve current/future needs.
 - Business Recruiters
 - Create and maintain sector-based job postings;
 - Coordinate direct and program placements within target sector(s);
 - Share information between Liaisons and centers about opportunities, recruitment of applicants and information about events/job fairs or training opportunities
 - Business Solutions Representatives
 - Job Posting Maintenance & Monitoring;
 - Assist with non-sector related job postings/request;
 - Handoff request if in target sectors to appropriate teammate(s):
 - Communicate with center teams when needed about non-sector related needs.
 - Board Member Angelique De Oliveira commented how well WSA has progressed with the Sector Base Model.
 - Strategic Committee Chair Eric Cooper asked Ms. Salder-Nitu how staff have received the new direction of the Sector Base Model.
 Ms. Salder-Nitu said the feedback has been positive. Dr. Guajardo added Board Staff is also excited and working together.

VII. PROCUREMENT UPDATE (DISCUSSION AND POSSIBLE ACTION)-

Presenter: Louis Tatum, CFO

Latifah Jackson, Director Contracts and Procurement updated the Strategic

- Committee on the leases and location updates.
- WSA has recently finished 2 renovations, currently working on 2 renovations and have 7 leases expiring soon. East Houston, grand opening and ribbon cutting March 30, 2021 and Seguin grand opening and ribbon cutting, April 29, 2021.
- Floresville Location Update
 - There are three floorplans that are being evaluated and we are awaiting estimates from the contractor.
- Marbach Location Lease Renewal
 - WSA has signed a one-year lease renewal.
- Update on Other Leases
 - Mr. Lopez informed the Strategic Committee of a satellite office potentially located at the San Antonio Foodbank. A conversation Strategic Committee Chair and Mr. Lopez have had is merging both organizations that serve the same population in addition to seeking other funding resources.
- Kennedy Storm Damage Update
 - Due to pipe bursting during the winter storm, this location was renovated with new flooring and paint. This location should be back open mid-May.
- Status of Procurement Diversity Policy
 - o Ms. Latifah Jackson updated the status of the Procurement Diversity Policy.
 - O Workforce Solutions Alamo's strategic plan to achieve the goal of establishing equal opportunity for all. This policy is to encourage the use of Small, Minority, Women and/or Veteran Owned Business Enterprises (SMWVBEs). The purpose of this policy is to ensure that SMWVBE's are provided practicable opportunity to participate in WSA purchasing and contracting opportunities.
 - Ms. Jackson provided TWC Goals.
 - The Texas Workforce Commission has adopted the State's expenditure goals as its own.
 - 32.7% special trade / construction
 - 23.6% professional services
 - 24.6% other services
 - 21.0% commodities
 - Ms. Jackson's recommendations are to:
 - WSA proposed Aspirational Goal of 20%
 - Join South Central Texas Regional Certification Agency, (SCTRCA) Board
 - 2 Solicitations to SMWVBEs for procurements \$3,000+
 - Chair Cooper asked Board Member Yousef Kassim for his input. Mr. Kassim stated he was very impressed with the progress.
 - o Chair Cooper asked if a view of how the spending is allocated by the next committee meeting?
 - Ms. Jackson stated currently this is not tracked, however, she is working with Fiscal to acquire the software and the vendors are not classified in the system. The goal is to provide quarterly reports to the Strategic Committee.

Upon motion by Board Member Frank Crowder and 2nd by Board Member Yousef Kassim the Board unanimously approved the recommendations for the Small, Minority, Woman, and Veteran Owned

Business Enterprises (SMWVBE). This will be a first time the WSA Board will consider and potentially approve a policy.

- Update on COSA RFPs
 - Mr. Mark Milton provided the Strategic Committee with an update on the COSA Ready to Work SA.
 - COSA will be launching the Ready to Work SA initiative in the fall of 2021.
 - o RFPs will be broken down into four primary categories:
 - Intake and Eligibility
 - Goal consistent, effective process for applicant with seamless milestone transfers.
 - Value \$6M total for six years
 - Term two-years with four, one-year renewal options
 - Case-Management
 - Goal consistent, effective support based on participate need, at scale
 - Value \$67.2M total for six years
 - Term two years with four, one-year renewal options.
 - Marketing
 - One awardee
 - Value \$2.1M total over six years
 - Term two years with four, one year renewal options
 - Program Evaluation
 - One Awardee
 - Not eligible to provide intake, case management, or marketing services.
 - Value \$600K total over six years
 - Term two years with four, one year renewal options
 - WSA is planning to evaluate each RFP as it is released and make a recommendation to the strategic committee on course of action for the agency.
 - WSA will meet with partner organizations to determine most efficient way to serve the community.
 - All options will be considered, and recommendations will be made based on current experience with the Train for Jobs SA initiative and plans for future program.
 - Mr. Lopez added WSA is currently soliciting input from some of the partner organizations about possible collaborative applications.

VIII. CEO REPORT

Presenter: Mr. Adrian Lopez, CEO

- a. Grand Opening Seguin Center, April 29 @ 4PM
- b. Ribbon Cutting- East Houston
 - Mr. Lopez thanked the Committee and Board for their participation at the ribbon

IX. CHAIR REPORT

Presenter: Mr. Eric Cooper, Chair

- X. Executive Session: Pursuant to Chapter 551 of the Texas Open Meetings Act, the Committee may recess into Executive Session for discussion on any issue for which there is an exception to the Act as set out in section 551.071 et. seq. including, but not limited to, the following:
 - a. Government Code §551.072 Discussions Regarding Purchase, Exchange, Lease, or Value of Real Property if Deliberation in an Open Meeting Would Have a Detrimental Effect on the Position of Workforce Solutions Alamo in Negotiations with a Third Party;
 - b. Government Code §551.071 All Matters Where Workforce Solutions Alamo Seeks the Advice of its Attorney as Privileged Communications under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas:
 - c. Pending or Contemplated Litigation; and
 - d. Government Code §551.074- Personnel Matters involving Senior Executive Staff and Employees of Workforce Solutions Alamo.

XI. ADJOURNMENT

Presenter: Mr. Eric Cooper Chair

Upon motion by Board Member Yousef Kassim and 2nd Board Member Frank Crowder the Board unanimously approved adjourning the meeting at 11:29AM.





MEMORANDUM

To: Workforce Solutions Alamo Board Executive Committee

From: Adrian Lopez, WSA CEO

Presented by: Andrea Guerrero-Guajardo, PhD, MPH

Date: July 21, 2021

Subject: Local Plan Update

Summary: This item is to provide an update on the progress of the implementation of the 2021-2024 Local Plan.

Board staff and service provider teams continue working sessions focused on data collection essential to the planning phase of implementation including existing partnerships with employers, education and training partners, or other agencies that should be represented in the model.

The work plan includes specific steps toward development of the Sector-Based Partnership model including dissemination of economic and workforce analysis detailing target sectors, industries, and occupations, development of expertise of WSA team and embedding sector-based concepts existing work, and the development data indicators, associated activities, and outcome metrics.

The initial launch of the IT Solutions Employer Collaborative is scheduled to occur July 23, 2021 and will be hosted by Geekdom. Staff has deployed an IT Employer Collaborative survey to understand staffing patterns, number of vacancy, and time to fill positions. Additionally, employers are being asked to identify the greatest challenges to hiring and what positions and credentials are in the highest demand. The results of this survey will provide foundational topics for a facilitated discussion at the employer collaborative meeting. Results of the discussion will be shared with education and training partners for to inform programming and other related actions.

Local Plan Progress

Andrea Guerrero-Guajardo, PhD, MPH CIO 7/21/2021



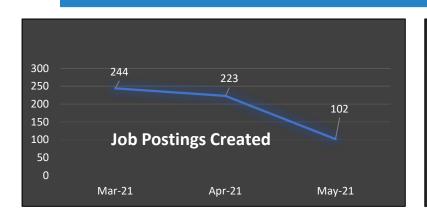
Local Plan Steps to Implementation

- Step 1:
 - Economic and workforce analysis to define target sectors, industries, and occupations
 - Establish WSA as a convener
 - Dissemination of the WSA vision across sectors
- Step 2: Develop expertise of WSA team and embed SB theories into existing work
 - BSU Reorganization
 - Program Talent Pipelines

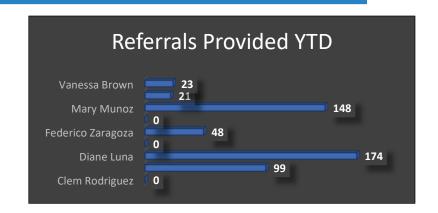
- Step 3:
 - IT Solutions Employer Collaborative Survey Deployment
 - IT Employer Collaborative Planning
- Step 4: IT Solutions Employer Collaborative Launch Meeting
 - July 23rd
 - Geekdom
 - Facilitated conversation with employer partners to hear about workforce needs
- Step 5: Sustainability



Employer Partnership Metrics













Next Steps

- Launch Meeting
 - Continue to engage business leaders and key stakeholders in targets
 - Affirm shared priorities
 - Business leaders and key stakeholders commit to specific next steps
 - Create space for non-employer organizations to identify roles in the model
 - Distribution of executive summary and create plan for continued engagement
- Creation of timeline for launch meetings focused on healthcare, manufacturing, and construction
- Creation of scorecard for education and training partners
- Sustainability
 - Companies/employers, education and training partners, workforce and economic developers recognize value of sector-based partnerships as an opportunity for:
 - Collective solutions and shared costs
 - Expedited understanding of industry needs and career pathways
 - Access to data and other resources
 - Ongoing evaluation and assessment, reaffirmation of the shared priorities, and 2-year Local Plan modification





Questions?







MEMORANDUM

To:	Strategic Committee
=	

From: Latifah Jackson, Director of Contracts and Procurement

Latifah Jackson, Director of Contracts and Procurement Presented by:

Date: July 21, 2021

Subject: Discussion and Possible Action Lease Execution for Pearsall

Center

Summary: Workforce Solution Alamo (WSA) currently has a lease agreement with Sixth Mag 7 Family, LP a Texas Limited Partnership that expires on October 31, 2021. WSA has researched potentially feasible options to provide a high-quality workforce center.

Analysis: Sixth Mag 7 Family, LP has offered our existing location, which is 1,500 SQF of space at the current rent rate for \$2,500 monthly. The landlord will replace the HVAC unit. Previously WSA was solely responsible for all HVAC repairs. Under the new agreement WSA will be responsible for half of any system related costs.

Fiscal Impact: The current rent will remain at the current rate of \$2,500 with the option of a price inflation in line with a 5% increase maximum for years 3, 4 and 5. This lease also includes a renewal of 2 - 5-year renewals.

Staff Recommendation: WSA is requesting board approval to proceed with negotiations with Sixth Mag 7 Family, LP and potentially enter a lease for the current facility.

Alternatives: Due to limited rental space in Pearsall that meets our needs, WSA could also request the shortest lease term (3 Years) and testing the market for alternate locations at that time.

Next Steps:

Attachments: None





MEMORANDUM

To: Strategic Committee

From: Latifah Jackson, Director of Contracting and Procurement

Presented by: Latifah Jackson, Director of Contracting and Procurement

July 21, 2021 Date:

Subject: **Boerne Center Office**

Summary: The current lease at Boerne expires on November 30, 2021. WSA is currently exploring alternate facilities to upgrade the Workforce Center at Boerne. Staff toured evaluated and toured three locations.

Analysis: There are two primary sites that are being considered for the Workforce Center at Marbach. The following premises offer comparable square footage, price and area cost.

Option 1: The current location in the Brentwood Shopping Center, which is located near the original high school and DPS office. The office space is approximately 1,500 sq ft. The landlord is willing to cover the cost of a new AC unit and some additional WSA standard finishes. WSA will be responsible for new signage within 90 days.

Option 2: The location at Hill Country Plaza, which is in the center of town off of Main St. behind Walgreens the address is 124 E. Bandera Rd. The office space is approximately 1,300 sq ft. This space can be customized to the needs of the board, where the landlord is willing to entirely pay for the remodeling cost.

Option 3: The location at Stone Creek Plaza, which is located on the east end of town. The address is 1100 N. Main St. The office space is approximately 1,500 sq ft. This space can be customized to the needs of the board, where the landlord is willing to pay for the initial plans and potentially cover the finish out of the space.

Fiscal Impact: None, at this time. The FY22 budget will include expenditures required to support the renovation and moving expenses for the selected Workforce Center.

Staff Recommendations: None at this time

Next Steps: Staff will work with local elected officials and potential landlords to bring a recommendation to the Board of Directors.

WSA / Brentwood Shopping Center - (current location)

Projected costs for leasing space	/ Billing period	l is December -	November				Date:	7/18/2021	Page #:	
Part 1 - Assumptions	I									
Commence Expire Term (60 Months)	12/1/2021 11/30/2026 5 Years	LL Contribution Rentable SF Agg Contr Usable SF	\$13.33 \$20,000	Operating Exp Base Amt Incr %	\$7.32 2.50%		Electric Base Amt Incr % Incr Begins	\$1.50 2.00% 1/1/2022		
Discount rate Floor/Suite # Rentable SF	8.00% 120 1,500			Incr Begins Net Escalation	1/1/2022					
Usable SF Add On Factor	1,500 1.00000									
Part 2 - Cash Flow		•								<u> </u>
Bill Period Year Ending	1 11/30/2022	2 11/30/2023	3 11/30/2024	4 11/30/2025						<u>Totals</u>
Base Rent Operating Expenses Electric	\$22.62 \$7.49 \$1.53	\$7.67	\$22.62 \$7.87 \$1.59	\$22.62 \$8.06 \$1.62	\$22.62 \$8.27 \$1.65					\$169,620 \$59,037 \$11,924
Per SF Total	\$31.63		\$32.07	\$32.30	\$32.53 \$4.067					\$240,581
Per Annum Total	\$47,447	\$47,773	\$48,108	\$48,451	\$48,802					
Part 2 - Cash Flow Bill Period Year Ending Base Rent Operating Expenses Electric Per SF Total Monthly Average	1.00000 1 11/30/2022 \$22.62 \$7.49 \$1.53 \$31.63 \$3,954	\$22.62 \$7.67 \$1.56 \$31.85 \$3,981	\$22.62 \$7.87 \$1.59 \$32.07 \$4,009	\$22.62 \$8.06 \$1.62 \$32.30 \$4,038	\$22.62 \$8.27 \$1.65 \$32.53 \$4,067					\$169,620 \$59,037 \$11,924

Pa			

\$240,581	Total Rent
\$198,843	Present Value @ 8.00%
\$48,116	Average Cost Per Annum
\$48,061	Net Effective Rate Per Annum @ 8.00%*
\$32.08	RSF - Average Cost Per Annum
\$32.04	RSF - Net Effective Rate Per Annum @ 8.00%*
\$32.08	USF - Average Cost Per Annum
\$32.04	USF - Net Effective Rate Per Annum @ 8.00%*

Comments

Please note the current proposed lease was proposed at 65 months not 60 months

however this will be apples to apple comparison and we are confidient the Landlord will agree with a 60 mth

- Cover (at Landlord cost) the finishout based on finish selections and a new 4 ton AC system
- Tenant is responsible for replacing the signage within 90 days.

PV and Amortization is calculated monthly assuming a beginning of month payment

*The Net Effective Rate = The present value amortized over 60 months @ 8.00%

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WSA / Hill Country Plaza Projected costs for leasing space / Billing period is November - October

Projected costs for leasing space	e / Billing period	l is November - C	October				Date:	7/18/2021	Page #:	
Part 1 - Assumptions										
Commence	11/1/2021	LL Contribution		Operating Exp	enses		Electric			
Expire	10/30/2026	Rentable SF	\$20.00				Base Amt	\$1.50		
Term (60 Months)	5 Years	Agg Contr Usable SF	\$25,560 \$20.00	Base Amt Incr %	\$6.00 2.50%		Incr % Incr Begins	2.50% 1/1/2022		
Discount rate	8.00%			Incr Begins	1/1/2022					
Floor/Suite #	401	1								
Rentable SF	1,278	1		Net Escalation						
Usable SF Add On Factor	1,278 1.00000									
Part 2 - Cash Flow		•								
Bill Period	1	2	3	4	5					
Year Ending	10/31/2022	10/31/2023	<u>10/31/2024</u>	10/31/2025	10/30/2026					<u>Totals</u>
Base Rent	\$18.50	\$19.06	\$19.63	\$20.22	\$20.82					\$125,524
Operating Expenses	\$6.13	\$6.28	\$6.44	\$6.60	\$6.76					\$41,145
Electric	\$1.53	\$1.57	\$1.61	\$1.65	\$1.69					\$10,286

Moving IT	\$3.00 \$2.00	, -			,
Per SF Total	\$31.16	\$26.90	\$27.67	\$28.46	\$29.27
Monthly Average	\$3,318	\$2,865	\$2,947	\$3,031	\$3,118
Per Annum Total	\$39,818	\$34,382	\$35,363	\$36,372	\$37,411
Cumulative Total	\$39,818	\$74,199	\$109,562	\$145,935	\$183,345

Part 3 - Totals				

\$183,345	Total Rent
\$152,152	Present Value @ 8.00%
\$36,669	Average Cost Per Annum
\$36,776	Net Effective Rate Per Annum @ 8.00%*
\$28.69	RSF - Average Cost Per Annum
\$28.78	RSF - Net Effective Rate Per Annum @ 8.00%*
\$28.69	USF - Average Cost Per Annum
\$28.78	USF - Net Effective Rate Per Annum @ 8.00%*

Comments

This space is directly behind the Wallgreens at the intersection of Main Street and Bandera Rd./HWY 46. Landlord has proposed the following:

- Cover (at Landlord cost) the finishout based on initial plans and finish selections provided to Landlord
- To limit the HVAC costs to of Tenant to \$1,000 annually for repair or replacement.
- Have agreed to two (2) renewal options between 3-10 years at then market rates
- Have agreed to two (2) reserved parking space in front of the space
- Have agreed to revise signage for Tenant on monument sign and above the space
- Have agreed to appropriations language

 $\ensuremath{\mathsf{PV}}$ and Amortization is calculated monthly assuming a beginning of month payment

*The Net Effective Rate = The present value amortized over 60 months @ 8.00%

\$3,834 \$2,556 \$183,345

WSA / Stone Creek Plaza

Projected costs for leasing space	/ Billing period	is November -	October				Date:	7/18/2021	Page #:	
Part 1 - Assumptions Commence Expire Term (60 Months) Discount rate Floor/Suite # Rentable SF Usable SF Add On Factor	11/1/2021 10/30/2026 5 Years 8.00% 103 1,536 1,536 1.00000	LL Contribution Rentable SF Agg Contr Usable SF	\$25.00	Base Amt	enses \$4.87 2.50% 1/1/2022		Electric Base Amt Incr % Incr Begins	\$1.50 2.50% 1/1/2022		
Part 2 - Cash Flow										_
Bill Period	1	2	3	4	5					
Year Ending	10/31/2022	10/31/2023	10/31/2024	10/31/2025	10/30/2026					<u>Totals</u>
Base Rent Operating Expenses Electric Moving IT	\$18.00 \$4.97 \$1.53 \$3.00 \$2.00	\$5.10 \$1.57	\$19.10 \$5.22 \$1.61		\$20.26 \$5.49 \$1.69					\$146,787 \$40,138 \$12,363 \$4,608 \$3,072
Per SF Total	\$29.50	\$25.21	\$25.93	\$26.67	\$27.44					\$206,968

\$3,512

\$42,143

\$206,968

Par		

Monthly Average

Per Annum Total

Cumulative Total

\$206,968	Total Rent
\$171,835	Present Value @ 8.00%
\$41,394	Average Cost Per Annum
\$41,533	Net Effective Rate Per Annum @ 8.00%*
\$26.95	RSF - Average Cost Per Annum
\$27.04	RSF - Net Effective Rate Per Annum @ 8.00%*
\$26.95	USF - Average Cost Per Annum
\$27.04	USF - Net Effective Rate Per Annum @ 8.00%*

\$3,776

\$45,316

\$45,316

\$3,226

\$38,715

\$84,031

\$3,319

\$39,826

\$123,857

\$3,414

\$40,968

\$164,825

Comments

This space is on the north end of Main Street

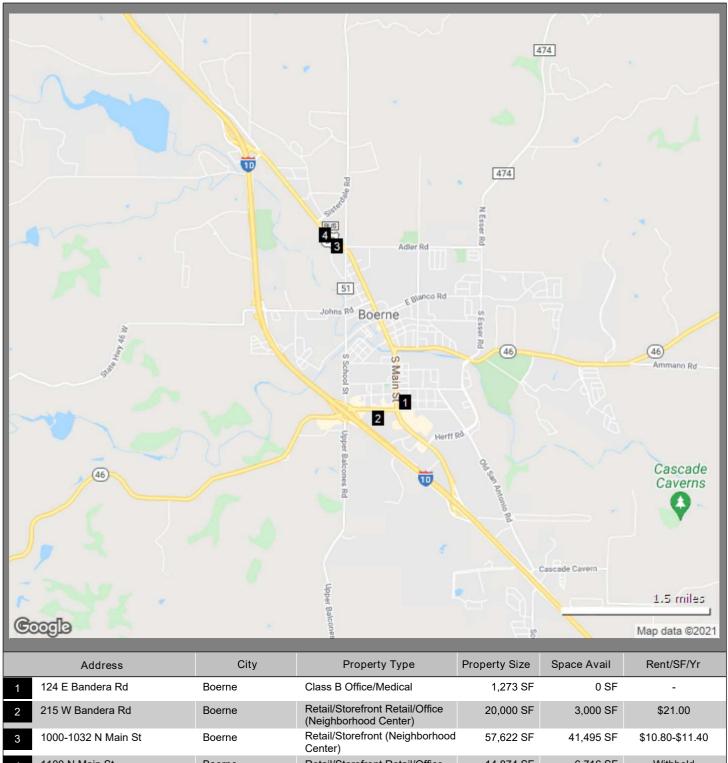
Landlord has proposed the following:

- Landlord has agreed to pay for initial plans and potentially cover the finish out of the space.
- To limit the HVAC costs to of Tenant to \$1,000 annually for repair or replacement.
- Has agreed to one (1) renewal option of five (5) years.
- Tenant shall have the right to sign above the space
- Have agreed to appropriations language

PV and Amortization is calculated monthly assuming a beginning of month payment

*The Net Effective Rate = The present value amortized over 60 months @ 8.00%

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Address		City	Property Type	Property Size	Space Avail	Rent/SF/Yr
1	124 E Bandera Rd	Boerne	Class B Office/Medical	1,273 SF	0 SF	-
2	215 W Bandera Rd	Boerne	Retail/Storefront Retail/Office (Neighborhood Center)	20,000 SF	3,000 SF	\$21.00
3	1000-1032 N Main St	Boerne	Retail/Storefront (Neighborhood Center)	57,622 SF	41,495 SF	\$10.80-\$11.40
4	1100 N Main St	Boerne	Retail/Storefront Retail/Office	14,874 SF	6,716 SF	Withheld





124 E Bandera Rd Hill Country Plaza Boerne, TX 78006

Kendall County

Building Type: Class B Office/Medical Space Avail: 0 SF Max Contig: 0 SF Status: Built Aug 2005 Building Size: 1,273 SF Smallest Space: -Typical Floor Size: 1,273 SF Rent/SF/Yr: -Stories: 1 % Leased: 100%

Expenses: 2020 Tax @ \$16.72/sf, 2012 Est Tax @ \$2.24/sf; 2011 Ops @

\$27.65/sf, 2010 Est Ops @ \$27.41/sf

Parking: 16 free Surface Spaces are available; Ratio of 10.00/1,000 SF

Space Avail: 3,000 SF

Max Contig: 1,800 SF

Smallest Space: 1,200 SF

Rent/SF/YR: \$21.00

% Leased: 85.0%

Space Avail: 41,495 SF

Max Contig: 17,718 SF

Rent/SF/YR: \$10.80-\$11.40

Smallest Space: 1,260 SF

% Leased: 28.0%

Space Avail: 6,716 SF

Max Contig: 3,072 SF

Rent/SF/YR: Withheld

% Leased: 65.2%

Smallest Space: 1,536 SF

Landlord Rep: Mangus Realty Group / Tony Mangus (210) 413-8229



215 W Bandera Rd

Boerne, TX 78006 Kendall County

Building Type: Retail/Storefront Retail/Office

(Neighborhood Ctr) Status: Built 2000

Building Size: 20,000 SF Land Area: 3.01 AC

Stories: 1

Expenses: 2020 Tax @ \$2.03/sf, 2015 Est Tax @ \$1.24/sf; 2016 Ops @

\$4.43/sf, 2015 Est Ops @ \$4.07/sf

Parking: 130 Surface Spaces are available; Ratio of 6.50/1,000 SF

Landlord Rep: Valcor Commercial Real Estate / Chris Ewald (210) 625-4665 / Chris Curiel (210) 824-4242 -- 3,000

SF (1,200-1,800 SF)



1000-1032 N Main St

Live Oak Shopping Center

Boerne, TX 78006

Kendall County

Building Type: Retail/Storefront

(Neighborhood Ctr) Status: Built 1970

Building Size: 57,622 SF Land Area: 4.27 AC

Stories: 1

Expenses: 2020 Tax @ \$0.56/sf

Parking: 250 free Surface Spaces are available; Ratio of 5.11/1,000 SF

SAREMCO INC / Sandra Prior (210) 826-0345 -- 41,495 SF (1,260-17,718 SF)



1100 N Main St

Stone Creek Plaza

Boerne, TX 78006

Kendall County

Building Type: Retail/Storefront Retail/Office

Status: Built 2008 Building Size: 14,874 SF Land Area: 1.32 AC Stories: 2

Expenses: 2020 Tax @ \$1.97/sf

Parking: 79 Surface Spaces are available; Ratio of 5.31/1,000 SF

RFM Commercial / Dick McCaleb (210) 826-0036 X230 -- 6,716 SF (1,536-2,108 SF)



124 E Bandera Rd - Hill Country Plaza



Building Type: Class B Office/Medical

Status: Built Aug 2005

Total Avail: No Spaces Currently Available

RBA: 1,273 SF Typical Floor: 1,273 SF

Stories: 1

% Leased: 100%

Location: Hill Country Plaza

Kendall County Cluster Kendall County Submarket

Kendall County Boerne, TX 78006

Landlord Rep: Mangus Realty Group

Developer: -

Recorded Owner: Brodrick Rental Properties Llc

Management: -

Expenses: 2020 Tax @ \$16.72/sf, 2012 Est Tax @ \$2.24/sf; 2011 Ops @ \$27.65/sf, 2010 Est Ops @ \$27.41/sf

Parcel Number: 50823, 50824, 50825, 50826, 50828

Parking: 16 free Surface Spaces are available; Ratio of 10.00/1,000 SF

Amenities: Signage



124 E Bandera Rd Boerne, TX 78006

Hill Country Plaza · Property For Lease



HIGHLIGHTS

 Heavy traffic area, close to Main Street, Good Signage available

ABOUT THE PROPERTY

Great Location with 1278 sf available; Location at Main St (Hwy 87) and E. Bandera (Hwy 46) is High traffic and Great visibility! Superior access, Signage available and ample Parking per Unit. These Units are ideal for Office space, Health related functions and financial related

Signage

businesses of high standard and quality.

Maintenance of all common areas and

Landscaping. Call now for Prime Location in

Boerne. LL to provide TI \$ with Agreed upon

Lease, Triple Net Lease

HILL COUNTRY PLAZA

Building Type Office

Year Built 2005

Building Height 1 Story

Building Size 1,273 SF

Building Class B

Typical Floor Size 1,273 SF

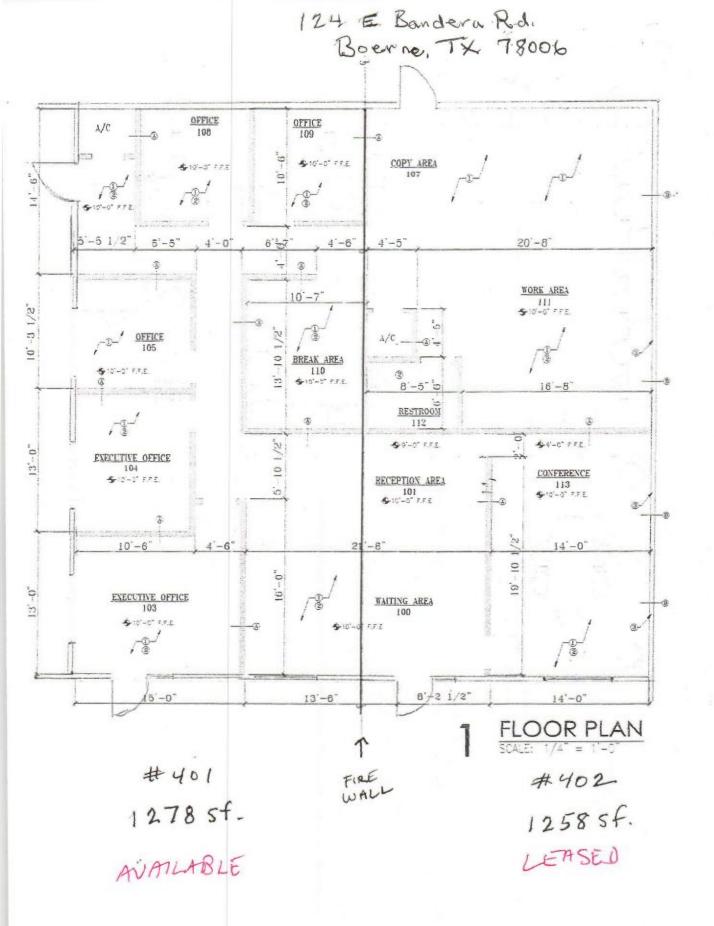
Parking 16 Surface Parking Spaces

Listing ID: 21137215 Date Created: 10/4/2020 Last Updated: 6/14/2021

TRANSPORTATION



San Antonio International Airport 35 min drive 27.9 mi



215 W Bandera Rd - Oak Park Village



Location: Kendall County Cluster

Kendall County Submarket

Kendall County Boerne, TX 78006

Landlord Rep: Valcor Commercial Real Estate

Developer: -

Management: Valcor Commercial Real Estate Recorded Owner: 215 Bandera Associates LIc

Expenses: 2020 Tax @ \$2.03/sf, 2015 Est Tax @ \$1.24/sf; 2016 Ops

@ \$4.43/sf, 2015 Est Ops @ \$4.07/sf

Parcel Number: 42511

Amenities: Pylon Sign, Signage

Parking: 130 Surface Spaces are available; Ratio of 6.50/1,000 SF

Floor	SF Avail	Floor Contig	Bldg Contig	Rent/SF/Yr + Svs	Occupancy	Term	Туре	
P 1st / Suite 104	1,200	1,200	1,200	\$21.00/nnn	Vacant	Negotiable	Direct	
Valcor Commercial Real Estate / Chris Ewald (210) 625-4665 / Chris Curiel (210) 824-4242 x318								
P 1st / Suite 115	1,800	1,800	1,800	\$21.00/nnn	Vacant	Negotiable	Direct	
Valcor Commercial Real Estate / Chris Ewald (210) 625-4665 / Chris Curiel (210) 824-4242 x318								



Building Type: Retail/Storefront Retail/Office (Neighborhood

Center)

20,000 SF

20,000 SF

Bldg Status: Built 2000

Total Avail: 3,000 SF

% Leased: 85.0%

Smallest Space: 1,200 SF

Bldg Vacant: 3000

Building Size:

Stories: 1 Land Area: 3.01 AC

Typical Floor Size:

Total Spaces Avail: 2



FOR LEASE



OAK PARK VILLAGE

215 W Bandera Road, Boerne, Texas 78006

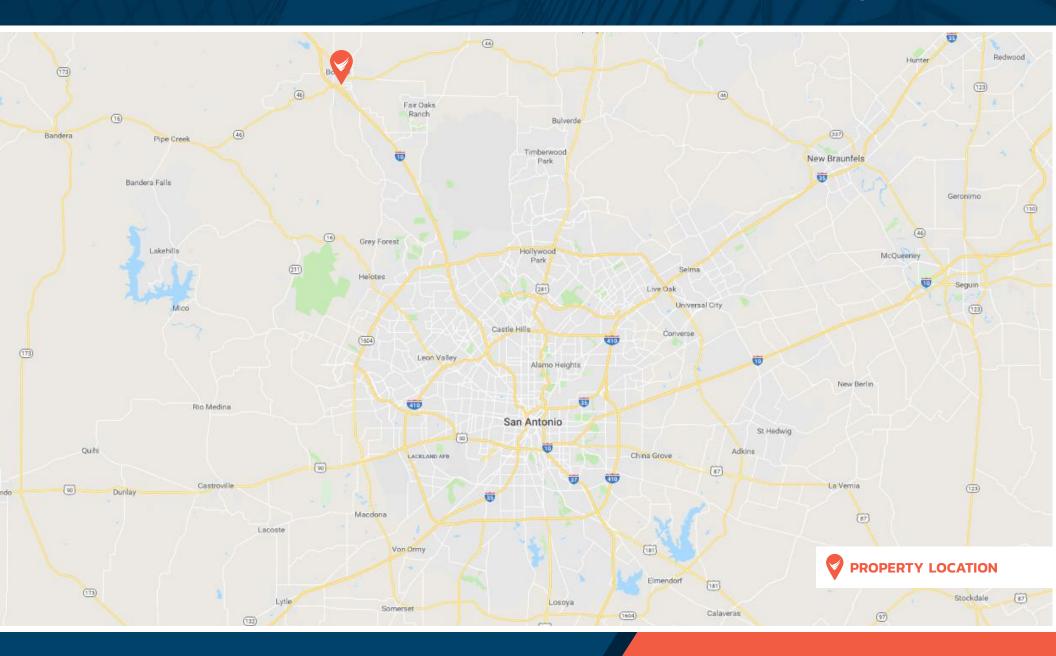
Rental Rate: \$21.00/sf

Estimated NNN: \$8.72/sf

28

Location Aerial

OAK PARK





CHRIS EWALD

210.625.4665 chris.ewald@valcorcre.com

CHRIS CURIEL

210.328.9777 chris.curiel@yalcorcre.com

Property Overview

OAK PARK





AVAILABLE SPACE 1,200 - 1,800 SF

PARKING +130 Spaces

YEAR BUILT 2000

DEMOGRAPHICS	1 Mile	3 Mile	5 Mile	
Population:	3,689	16,359	20,503	
Average HH Income:	\$58,495	\$80,206	\$88,066	
Employees:	4,965	11,511	12,977	





CHRIS EWALD

210.238.9777 chris.curiel@yalcorcre.com

AVAILABLE SPACE

1,200 SF

1,800 SF

W. Bandera Rd.





CHRIS EWALD

1000-1032 N Main St - Live Oak Shopping Center



Location: Live Oak Shopping Center

Kendall County Cluster Kendall County Submarket

Kendall County Boerne, TX 78006

Landlord Rep: SAREMCO INC

Developer: -Management: -

Recorded Owner: Live Oak Assoc Ltd

Expenses: 2020 Tax @ \$0.56/sf

Parcel Number: 14492

Amenities: Pylon Sign, Signage, Signalized Intersection

Street Frontage: 493 feet on Main St(with 2 curb cuts)

79 feet on School St(with 1 curb cut)

Parking: 250 free Surface Spaces are available; Ratio of 5.11/1,000 SF

Floor	SF Avail	Floor Contig	Bldg Contig	Rent/SF/Yr + Svs	Occupancy	Term	Туре	
P 1st / Suite 1014	2,175	2,175	2,175	\$11.40/nnn	Vacant	Negotiable	Direct	
SAREMCO INC / Sandra Pri	or (210) 826-0345							
P 1st / Suite 1020	1,260	1,260	1,260	Withheld	Vacant	Negotiable	Direct	
SAREMCO INC / Sandra Price	or (210) 826-0345							
P 1st / Suite 1020	1,260	1,260	1,260	Withheld	Vacant	Negotiable	Direct	
SAREMCO INC / Sandra Prior (210) 826-0345								
P 1st / Suite 1024	10,500	10,500	10,500	\$11.40/nnn	Vacant	Negotiable	Direct	
SAREMCO INC / Sandra Prior (210) 826-0345								
P 1st / Suite 1026	1,553	1,553	1,553	Withheld	Vacant	Negotiable	Direct	
SAREMCO INC / Sandra Prior (210) 826-0345								
P 1st / Suite 1030	17,718	17,718	17,718	\$11.40/nnn	Vacant	Negotiable	Direct	
SAREMCO INC / Sandra Prior (210) 826-0345								
P 1st / Suite 1032	7,029	7,029	7,029	\$10.80/nnn	Vacant	Negotiable	Direct	
SAREMCO INC / Sandra Price	SAREMCO INC / Sandra Prior (210) 826-0345							



Building Type: Retail/Storefront (Neighborhood Center)

Bldg Status: Built 1970

Building Size: 57,622 SF

Typical Floor Size: 57,622 SF

Stories: 1 Land Area: 4.27 AC Total Avail: 41,495 SF

% Leased: 28.0%

Smallest Space: 1,260 SF

Bldg Vacant: 41495

Total Spaces Avail: 7

6/25/2021 Live Oak





1000 N Main Boerne, TX 78006

Horse
 Horse Cove
 Old Disselver
 Village Place
 Ediscock Callegher
 Werchack Place
 Use Odi:
 The Pasters
 Contact Us

Live Oak Shopping Center is located in Boerne, Texas on the well-traveled and highly visible North Main Street. This retail center is approximately 54,000 square feet with ample and convenient parking access directly from Main Street.

- Excellent location on high traffic area in North Boerne
- Retail space of 1,200 18,000 sq ft
- Monument signage available
- Excellent visibility



Enter your starting address:

Get Directions

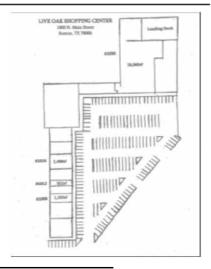
Photo Gallery







Site Plan



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To contact us:

SAREMCO, Inc. 830 NE Loop 410, Suite 202 San Antonio, TX 78209 Phone: (210) 826-0345 Fax: (210) 826-0683

E-mail: SÁREMCO@sbcglobal.net

Office Hours:

Mon — Fri: 8:30 AM to 5:00 PM

Sat — Sun: Closed

1100 N Main St - Stone Creek Plaza



Building Type: Retail/Storefront Retail/Office Bldg Status: Built 2008

Building Size: 14,874 SF

Typical Floor Size: 7,437 SF

Total Spaces Avail: 4

Stories: 2 Land Area: 1.32 AC Total Avail: 6,716 SF

% Leased: 65.2%

Smallest Space: 1,536 SF

Bldg Vacant: 5180

Location: Stone Creek Plaza

Kendall County Cluster Kendall County Submarket

Kendall County Boerne, TX 78006

Landlord Rep: RFM Commercial

Developer: - Management: -

Recorded Owner: Rfm Stone Creek Llc

Expenses: 2020 Tax @ \$1.97/sf

Parcel Number: 61858

Amenities: Monument Signage

Parking: 79 Surface Spaces are available; Ratio of 5.31/1,000 SF

	•	,	•					
Floor	SF Avail	Floor Contig	Bldg Contig	Rent/SF/Yr + Svs	Occupancy	Term	Туре	
P 1st / Suite 103	1,536	3,072	3,072	Withheld	30 Days	Negotiable	Direct	
RFM Commercial / Dick McC	RFM Commercial / Dick McCaleb (210) 826-0036 x230							
P 1st / Suite 104	1,536	3,072	3,072	Withheld	Vacant	Negotiable	Direct	
RFM Commercial / Dick McCaleb (210) 826-0036 x230								
P 1st / Suite 106	1,536	1,536	1,536	Withheld	Vacant	Negotiable	Direct	
RFM Commercial / Dick McCaleb (210) 826-0036 x230								
P 2nd / Suite 203	2,108	2,108	2,108	Withheld	Vacant	Negotiable	Direct	
RFM Commercial / Dick McCaleb (210) 826-0036 x230								





STONE CREEK PLAZA

1100 N. Main | Boerne, TX 78006

OFFICE/RETAIL PROPERTY AVAILABLE FOR LEASE



OFFERING SUMMARY

Available: 1,536 - 4,608SF

Lease Rate: Call for Pricing

Lot Size: 1.32 Acres

Building Size: 18.000 SF

Market: Boerne

Traffic Count 1: 9,280

Street Name 1: Main Street

Traffic Count 2: 30,097

Street Name 2: Interstate 10

PROPERTY OVERVIEW

Office/Retail on Main Street in Boerne Texas

PROPERTY HIGHLIGHTS

- Great exposure and access
- Great for medical/office service and traditional retail
- Tilt Wall Construction
- Monument Sign
- Ample Parking
- Quality Property at Affordable Rental Rates

DEMOGRAPHICS

	1 MILE	5 MILES	10 MILES
Total Households	468	4,982	14,587
Total Population	1,094	12,337	39,536
Average HH Income	\$69,481	\$85,584	\$109,202

RICHARD MCCALEB

210.826.0036 x230 richard@rfmcommercial.com

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STONE CREEK PLAZA

1100 N. Main | Boerne, TX 78006

OFFICE/RETAIL PROPERTY AVAILABLE FOR LEASE



AVAILABLE

SUITE	TENANT	SIZE	ТҮРЕ	RATE	DESCRIPTION
Suite 103	Available	1,536 SF	NNN	Call for Pricing	-
Suite 106	Available	1,536 SF	NNN	Call for Pricing	Former Dance Studio

RICHARD MCCALEB

Broker

210.826.0036 x230

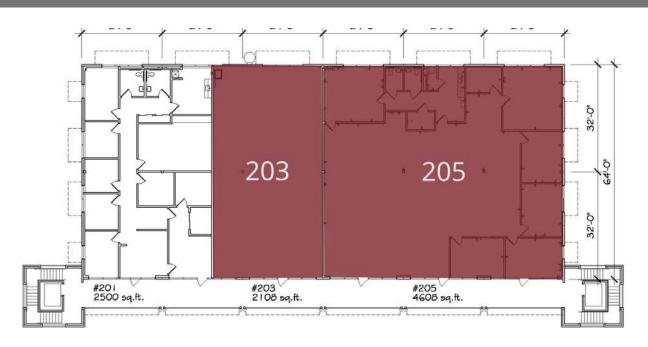
richard@rfmcommercial.com

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1100 N. Main | Boerne, TX 78006

OFFICE/RETAIL PROPERTY AVAILABLE FOR LEASE



AVAILABLE

SUITE	TENANT	SIZE	ТҮРЕ	RATE	DESCRIPTION
Suite 203	Available	2,108 SF	NNN	Call for Pricing	Shell Space
Suite 205	Available	4,608 SF	NNN	Call for Pricing	Multiple offices with open area

RICHARD MCCALEB

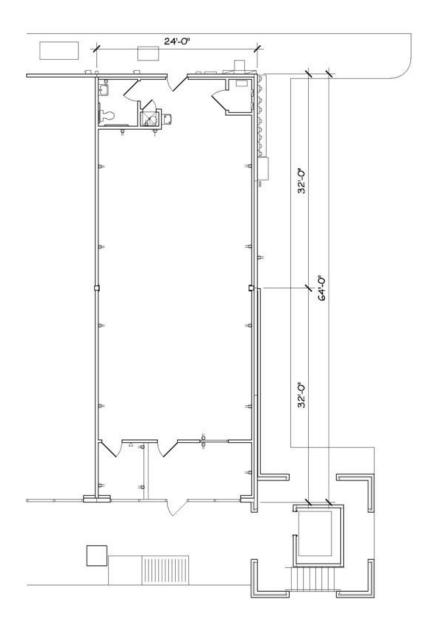
Broker 210.826.0036 x230

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1100 N. Main | Boerne, TX 78006

OFFICE/RETAIL PROPERTY AVAILABLE FOR LEASE



FLOOR PLAN 1536 SQ.FT.

1" = 10'

STONE CREEK PLAZA #106 1100 Main Street, Boerne TEXAS

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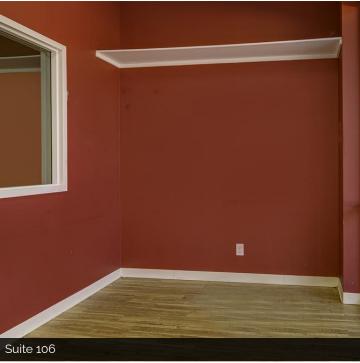
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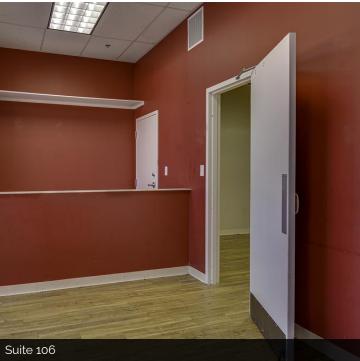


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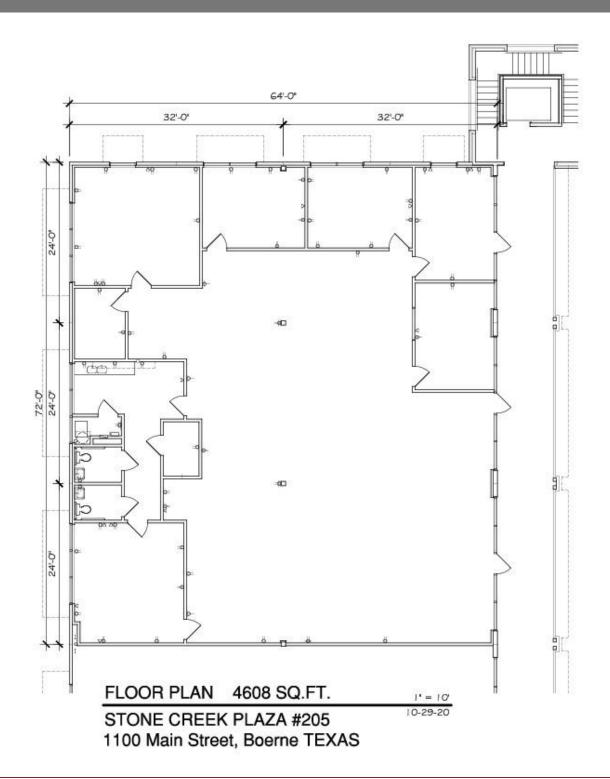
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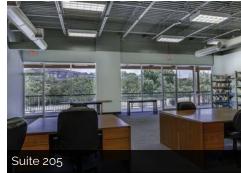
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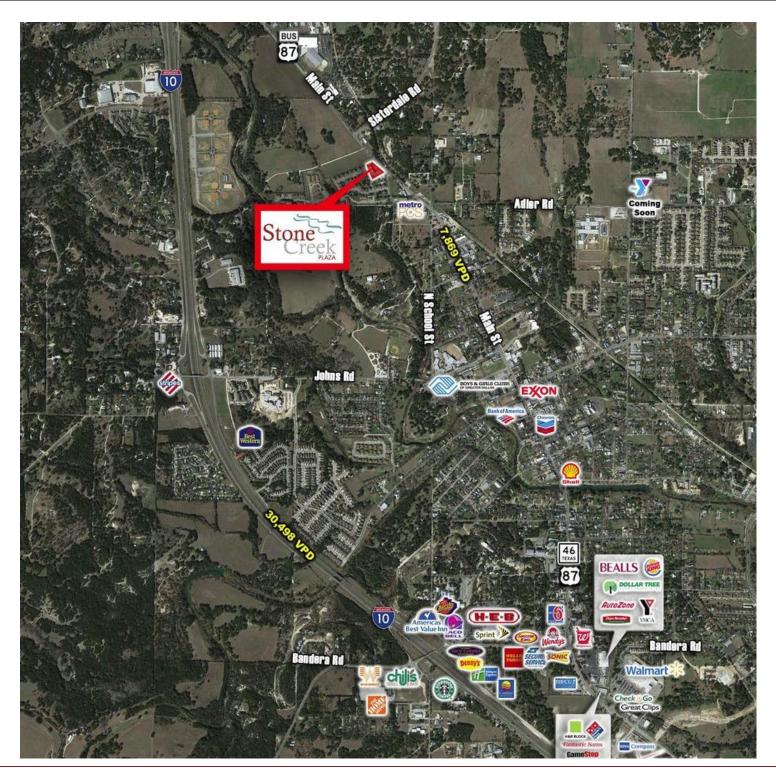
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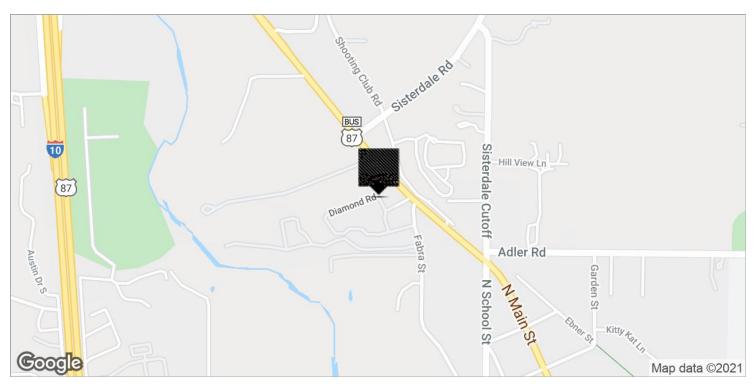
RICHARD MCCALEB

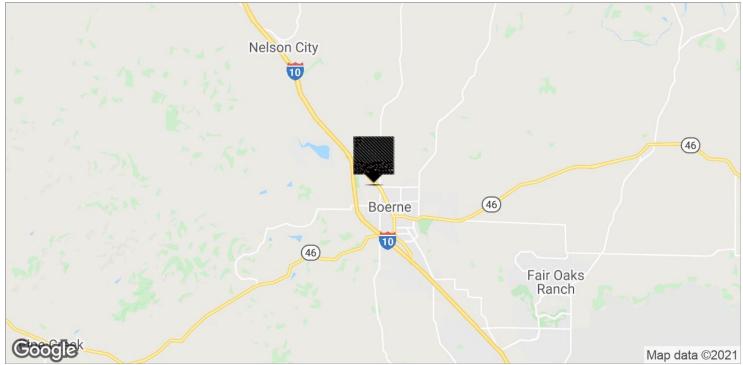
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1100 N. Main | Boerne, TX 78006

OFFICE/RETAIL PROPERTY AVAILABLE FOR LEASE

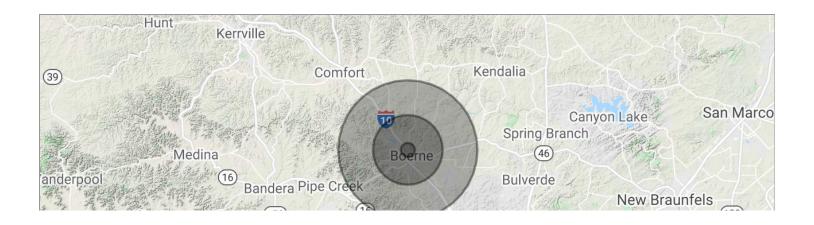




RICHARD MCCALEB

Broker
210.826.0036 x230
ichard@rfmcommercial.com





1,094	12,337	39,536
42.1	42.1	42.1
38.7	39.2	40.6
45.2	44.7	43.3
468	4,982	14,587
2.3	2.5	2.7
\$69,481	\$85,584	\$109,202
\$492,631	\$427,413	\$388,647
	42.1 38.7 45.2 468 2.3 \$69.481	42.1 42.1 38.7 39.2 45.2 44.7 468 4,982 2.3 2.5 \$69,481 \$85,584

^{*} Demographic data derived from 2010 US Census

RICHARD MCCALEB

Broker 210.826.0036 x230 richard@rfmcommercial.com



Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

TYPES OF REAL ESTATE LICENSE HOLDERS:

- A BROKER is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A SALES AGENT must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone
Buyer/Ter	nant/Seller/Landlord Initials	Date	





MEMORANDUM

To: Strategic Committee

From: Latifah Jackson, Director of Contracting and Procurement

Presented by: Latifah Jackson, Director of Contracting and Procurement

Date: July 21, 2021

Subject: Marbach Center Office

Summary: The current lease at Marbach expires on May 31, 2022. WSA is currently exploring alternate facilities to upgrade the Workforce Center at Marbach. Staff toured evaluated and toured seven locations. On July 19, 2021, Chairperson, Eric Cooper, CEO Adrian Lopez, and staff toured the top two options.

Analysis: There are two primary sites that are being considered for the Workforce Center at Marbach. The following premises offer comparable square footage, price, and area cost.

Option 1: The location at Port San Antonio is currently a warehouse that is located at 628 Davey Crockett. The space is approximately 18,000 sq ft. This space can be customized to the needs of the board, where the landlord is willing to contribute to the remodeling costs. Parking and a renovation project plan will need to be negotiated.

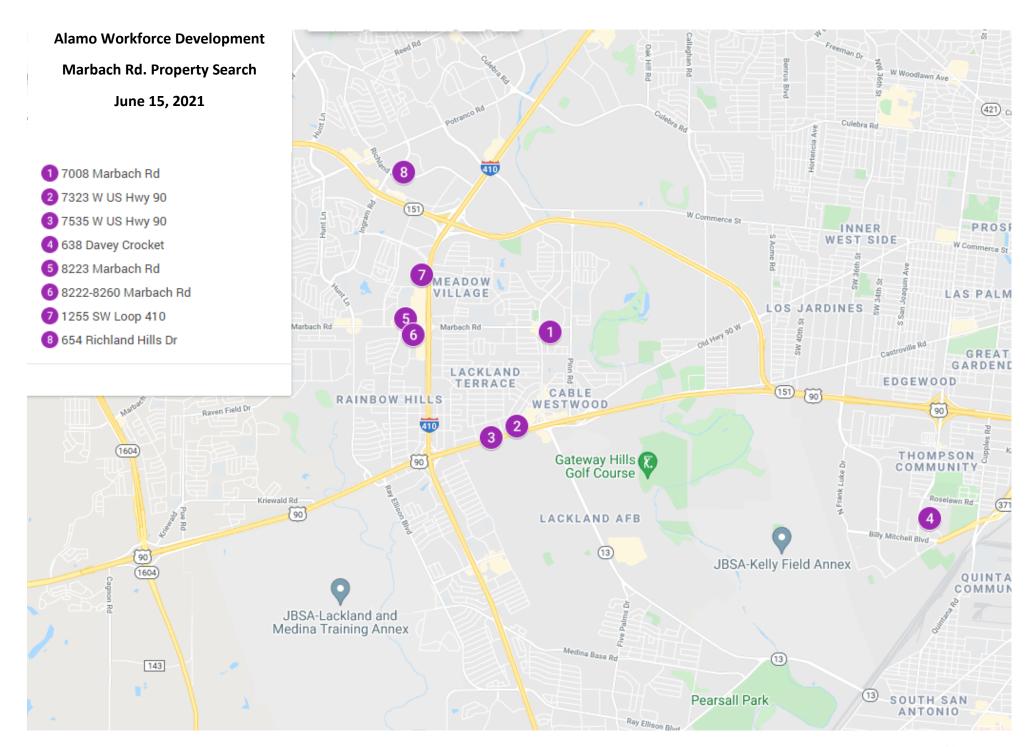
Option 2: The location at the Petco Corporate Office Building is office space that Petco is no longer using. This location is close to Highway 151 and 410 at 654 Richland Hills Dr. This space can be customized to the needs of the board, where the landlord is willing to contribute to the remodeling costs. Renovation project cost will need to be negotiated.

Fiscal Impact: None at this time. The FY22 budget will include expenditures required to support the renovation and moving expenses for the selected Workforce Center.

Staff Recommendations: None at this time

Next Steps: Staff will gather a cost analysis and negotiate a contract with the best site that fits the best interest for WSA and its clients.

Attachments: Area analysis and Petco potential floor plan.



PROVIDENCE COMMERCIAL REAL ESTATE SERVICES

Alamo Workforce Development -Marbach

November 10, 2020 Updated November 17, 2020 Updated February 8, 2021 Updated April 1, 2021 Updated June 15, 2021

By: Dan Gostylo, Steve Garza & Seth Prescott (210)366-4444

Map #	Property	Address	Total Size (SF)	Available (SF)	Base Rent (PSF)	Est. OPEX	Est. Monthly Rent	Comments
1	Marbach Plaza	7008 Marbach	106,000	15,000	\$12.75	\$7.00	\$24,683	 Current Lease with Pleasanton Partners. Expires 05/31/22. Reflects proposal from Landlord dated 03/11/21 for 5-year renewal term.
2	Security Tower	7323 Hwy. 90 W	58,671	12,000	\$23.00	FSG	\$23,000	• +/- 12,000 SF each available on floors 2 or 3.
3	Shops at 90	7535 Hwy. 90 W	100,000	15,000	\$21.22	\$6.50	\$34,650	 Shopping Center newly renovated in 2020. Excellent Hwy. 90 exposure. Ample parking. Estimate includes \$6.22 PSF amortization at 6% over 10 years.

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Map #	Property	Address	Total Size (SF)	Available (SF)	Base Rent (PSF)	Est. OPEX	Est. Monthly Rent	Comments
4	Port San Antonio	638 Davey Crocket	100,000	14,438	\$17.00	\$7.00	\$28,876	 Have been discussing possibility of move to Port SA with William Curtis since early November. Stepping up inquiry to overcome suggestion from Port SA of potential conflicts. Just informed they will consider space in the 638 Davy Crocket Building. Offering \$80 PSF TI Allowance from shell. Offering only 2/1,000 parking, but can provide more. Can make more space available. Construction bid from Precision Contracting - \$70 PSF (03/25/21).
5	HEB Plus! At Westlakes	8223 Marbach (former Bealls)	+/- 200,000	30,829 20,000 15,000	\$9.00 \$15.00 \$17.00	\$9.00 \$9.00 \$9.00	\$46,244 \$40,000 \$32,500	 Reflects monthly rent for all 30,829 at asking rate. Reflects estimated rent upon demising to 20,000 SF. Reflects estimated rent upon demising to 15,000 SF.
6	Heritage Square (Former Rainbow Store)	8222-8260 Marbach	+/- 50,000	15,000	\$10.00	\$10.50	\$25,625	• Landlord has not quoted any TI Allowance.

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7	Westlakes Landing	1255 SW Loop 410	+/- 100,000	17,006	\$21.00	\$8.65	\$42,004	 Attractive new construction. Lease pending for 7,992 SF potentially leaving only 9,014 SF.
8	Petco Building	654 Richland Hills	114,180	40,457	\$19.50	\$9.50	\$48,333	 Landlord has confirmed they will consider subdividing the available space. Very ample parking. Bus stop immediately in front of space. Estimated rent based on 20,000 SF Lease.

The information contained within this document has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any presentation of size, quantity or quality of any of the physical characteristics of the property should be verified by you or your advisors. Any projections, opinions, assumptions, or estimates used are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs.



Date: 07.08.21

WORKFORCE SOLUTIONS ALAMO





MEMORANDUM

To: Strategic Committee

From: Latifah Jackson, Director of Contracting and Procurement

Presented by: Latifah Jackson, Director of Contracting and Procurement

Date: July 21, 2021

Subject: Floresville Update and Future Lease Renewals

Summary:

In June, the Board of Directors approved the new Floresville lease. The new facility is in the same shopping center, but in a larger renovated suite with higher visibility. Currently the new suite is under construction for improvements the landlord agreed to as part of new agreement. The suite is expected to be complete July 2021. with a grand opening for the new center in the fall.

The list below shows the upcoming leases that are near expiration. WSA staff is actively working on procuring new leases.

Location	Lease Term	Recently Renovated	Tentative Board Approval
Hondo	12/31/2021	Yes	December
New Braunfels*	1/31/2022	Yes	December
Kennedy	1/31/2022	Yes	December
Pleasanton	1/31/2022	Yes	December

^{*}VR staff are located at the office.

Additional information is available upon request.





MEMORANDUM

To: Strategic Committee

From: Latifah Jackson, Director of Contracting and Procurement

Presented by: Latifah Jackson, Director of Contracting and Procurement

Date: July 21, 2021

Subject: San Antonio Foodbank Satellite Office

Summary:

Workforce Solutions Alamo (WSA) and the San Antonio Foodbank (SAFB) are currently in negotiations to offer integrated services. The two entities service the same clients, and this collaboration would benefit the client as a one stop center. WSA is proposing a small staff and a resource center for the campus.

Analysis:

The San Antonio Food Bank (SAFB) serves over 600 individuals each week including helping individuals with application and renewal assistance for various federal benefits including SNAP and TANF programs. Last year 17,350 applications for federal TANF and SNAP benefits were processed by the Food Bank.

Working together with the SAFB, Workforce Solutions Alamo (WSA) seeks to strengthen the partnership between the two entities by integrating and expanding employment and training services available for individuals who access services from the Food Bank.

SAFB currently provides several training programs in partnership with local agencies for individuals in the culinary and warehousing industries along with Job Search Assistance and Job Readiness Training services. Individuals that seek assistance at the Food Bank may not be connected to or aware of additional workforce services that can be provided through the workforce system. Integrating services provided by the Food Bank and WSA will allow a deeper leveraging of resources that meet the needs of individuals that are unemployed or underemployed.

Coordinated services provided on-site at the SAFB will allow:

- 1. Workforce services, that are provided by the Food Bank and WSA, can be blended to leverage resources. Workshops and resources available are combined to eliminate duplication.
- 2. WSA program services are provided for customers from one location eliminating the confusion and inconvenience when customers must shuttle from one location to the next.
- Customers seeking initial food assistance will have access and assistance with TWC's job matching system and, Work In Texas to begin seeking employment at the earliest opportunity.
- 4. Customers applying for federal benefits will have immediate access to employment assistance, potentially negating or "saving" time-limited benefits under TANF or SNAP.
- 5. SAFB will provide immediate Food Assistance to individuals seeking services through the Food Bank.

Fiscal Impact:

WSA is currently negotiating the details of this agreement with the San Antonio Food Bank. WSA would be responsible for providing furniture and equipment, which is currently budgeted at \$42,500.

Staff Recommendations:

To continue to negotiate and execute a short-term lease agreement with SAFB.

Alternatives:

None.

Next Steps:

Finalize fiscal impact and negotiate a lease term.

Attachments: None