

THE STATE OF TEXAS §
COUNTY OF BRAZORIA §
CITY OF MANVEL §



**NOTICE OF A MEETING
MANVEL ECONOMIC DEVELOPMENT CORPORATION MEETING
June 12, 2024**

**NOTICE IS HEREBY GIVEN
6:00 P.M.**

Pursuant to Chapter 551, Title 5 of the Texas Government Code, the Texas Open Meetings Act, notice is hereby given that the Manvel Economic Development Corporation will convene a regular meeting at the Manvel City Hall, located at **20031 Hwy 6, Manvel Tx 77578** for the purpose of discussing and if appropriate, take action with respect to the following items:

NOTE: The Manvel Economic Development Corporation of the City of Manvel reserves the right to discuss any items in Closed Session whenever authorized under the Texas Open Meetings Act, Chapter 551, of the Texas Government Code. They may discuss the items on this agenda in any order.

This facility is wheelchair accessible and accessible parking spaces are available. Requests for accommodations or interpreter services must be made 48 hours prior to this meeting. Please contact the City Secretary at 281-489-0630 for further information.

Regular Session

Call To Order

Pledge

Pledge of Allegiance and Texas Pledge: "Honor the Texas flag; I pledge allegiance to thee Texas, one state under God, one and indivisible.

Public Comments: "Comment Card" Required

o Members of the public with business before the board, NOT scheduled on the agenda as a public hearing (that have submitted a public comment card) may have three (3) minutes to address the board. o The board may not participate in any discussion and cannot vote on the subject you present unless it is listed on the agenda as an action item.

Regular Agenda

- A. Consideration and possible action to approve and forward with recommendation to City Council, Project 2024-01 - HJR HWY 6 - Said project is for the expenditure of up to \$400,000.00 for assistance to bring utilities from the north side of Hwy 6 to the south side for property located across from the Manvel Town Center being 3.76 acres which will further economic development and retain jobs in the City of Manvel.

- B. Consideration and possible action to approve and forward with recommendation to City Council; AGREEMENT BETWEEN MANVEL ECONOMIC DEVELOPMENT CORPORATION AND NEXT MOVE GROUP, LLC FOR A STRATEGIC PLAN.
- C. Consideration and possible action on the Fiscal Year 2024-2025 Budget.

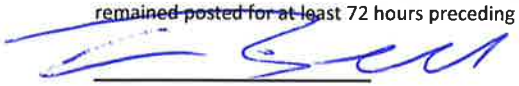
Consent Agenda

- A. Receive/consider the minutes to date.
- B. Receive/Consider the Treasurers' Report to date.

Adjourn

CERTIFICATION

I, Tammy Bell, City Secretary for the City of Manvel, do hereby certify that the foregoing Agenda of the City of Manvel Economic Development Corporation is true and correct and that I posted such notice on the bulletin board at the Manvel City Hall; a place convenient and readily accessible to the public on June 7, 2024 in accordance with the Texas Open Meetings Act (Tex. Gov't. Code §551.001 et.seq). Said notice remained posted for at least 72 hours preceding the scheduled time of the meeting.



TAMMY BELL, CITY SECRETARY
CITY OF MANVEL, TEXAS



Manvel, TX, EDC

VISIONING PROPOSAL

May, 2024



May, 2024

www.thenextmovegroup.com

Next Move Group's Mission

Next Move Group exists to create economic growth for small to mid-sized companies, communities, and nonprofit organizations.

Check out our website to learn about our mission: www.thenextmovegroup.com

Why is our mission to create economic growth for companies, communities, and non-profit organizations?

When our Co-Founder Chad Chancellor was 9 years old, his small town was crushed economically, and his dad lost his job when Sunbeam moved a blanket factory from his hometown to China. Ever since, he has been passionate about helping small towns create economic growth, so others don't have to go through the pain he saw in his town.

Our other Co-Founder Alex Metzger was raised in a mid-sized community by an entrepreneurial family. His family owned meat processing facilities from the 1920s through the 1990s. Metzger saw them eventually exit this market as Wal-Mart and other big box retailers put them out of business. Ever since, he has been passionate about helping small to mid-sized companies create economic growth due to seeing the economic realities of how times are always changing.

What services do we offer to pursue our mission to create economic growth for companies, communities, and non-profit organizations?

We do strategic planning and board training for small to mid-sized economic development organizations. We do site selection consulting for small to mid-sized manufacturers, food processors, and distribution companies. And, we do executive searches for small to mid-sized economic development organizations, communities, companies, and nonprofit organizations.



Our Visioning/Planning Process Creates “Buy In” Amongst Your Stakeholders Because Of The Multiple Opportunities They Have To Contribute To The Strategic Plan Via In-Person Cup of Coffee Meetings, Surveys, Our Halftime “Better or Worse Eye Doctor” Meeting, etc.

Step 1- Project Organization & Kick-off

The primary activities are:

- Project kickoff meeting
 - An initial planning meeting will take place with the EDC Board to kick-off the project.
 - During this meeting, Next Move Group will:
 - I. Review the visioning process and confirm the role and responsibilities of Next Move Group and the EDC Board.
 - II. Review and refine outreach plan, identifying:
 - I. Key Stakeholders to Interview, typical stakeholders include but are not limited to:
 - Board members
 - Local elected officials
 - City staff
 - Engineering firms
 - Utility providers
 - Transportation infrastructure executives
 - Local congressional staff member reps
 - State economic development staff members
 - II. Locations/Dates/Time In-Person or Zoom and Outreach Strategy
 - III. Survey Monkey Distribution Strategy



Step 2- Stakeholder Outreach:

One on One Meetings with Stakeholders to Conduct Internal Analysis

- 20-minute, coffee cup style meetings are held
- We ask what success for the organization looks like, 3 years from now, and then 30 years from now

Step 3- Conduct data research analysis:

Next Move Group's staff will conduct research including but not limited to the following:

- Population projections
- Highest growing industries in terms of employees
- Highest shrinking industries in terms of employees
- Industries with the greatest % of wage growth
- Industries where wages are decreasing
- Labor force participation rate
-

**Step 4- Group meeting to generate ideas in a rapid fire approach**

Everyone met prior to this point is invited to a large group meeting in which we toss out topics we have heard through our meetings with stakeholders and have learned through our economic research.

Attendees are placed in groups then we rapid fire topics with the groups writing all their ideas down on sticky notes in 2-minute segments. The sticky notes are then placed on the way under headings such as below to capture every idea the group has.

Typical topics revolve around:

- *Property development*
- *Marketing*
- *Workforce*
- *Incentives*
- *Supporting existing businesses*
- *Infrastructure*
- *Etc.*

Bismarck Mandan Chamber EDC Strategic Plan - Stakeholder Survey

Rank the Priorities below on a scale of 1 to 5
Where 1 is lowest and 5 is highest.

1. More Marketing and Lead Generation for Economic Development

Low High

2. Develop a New Target Industry List for Recruitment

Low High

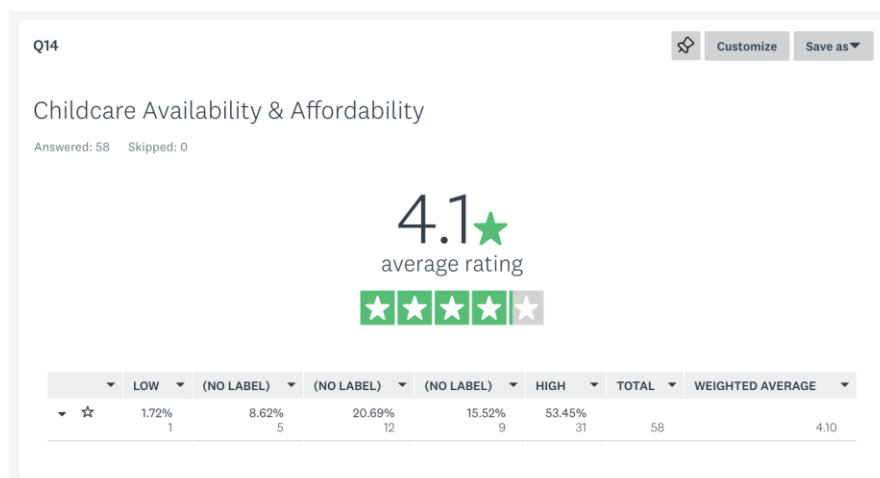
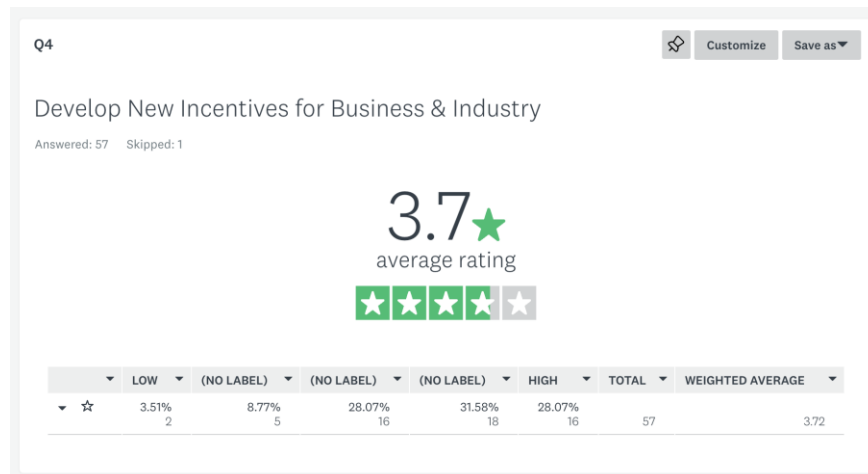
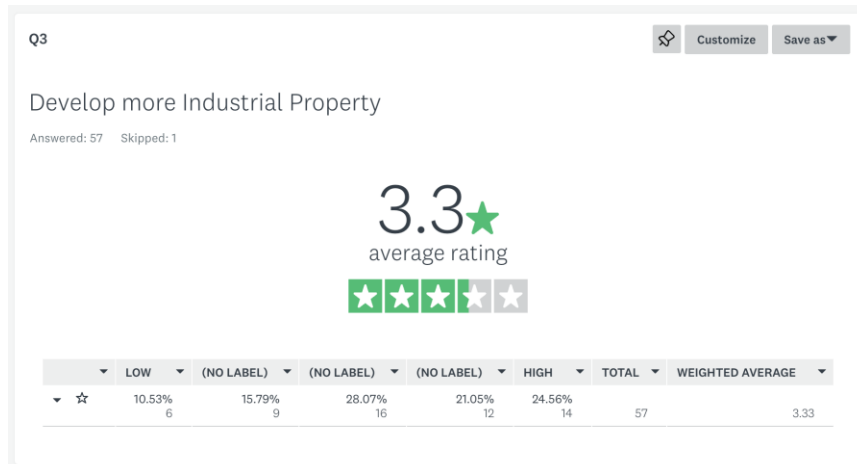
3. Develop more Industrial Property

Low High

Sampling of Our Survey Monkey Voting Options

Step 5- Inventory the Ideas and Survey Stakeholders to Rank Them

Following the rapid-fire sticky note meeting, Next Move Group's staff takes all the ideas on the sticky notes and places them into a survey monkey. We send the survey monkey to the entire group and ask them to rank each idea on a 1-5 scale. All ideas which rank over 4 we then advance into step 6.



Step 6- Research Comps of How Other Organizations are Accomplishing the Same Type of Goals

Sampling of a comp:

5 YEAR ECONOMIC DEVELOPMENT STRATEGIC PLAN

DEVELOP A BNSF CERTIFIED MEGASITE THAT CAN LAND LARGE, \$1+ BILLION CAPITAL INVESTMENT PROJECTS

Action Item 2.4

We recommend that Bismarck-Mandan develop a Megasite (1,000+ acres) to compete for big projects like other communities in the northern plains have done. Complete BNSF site certification as well as other site certifications, if possible, on the Megasite.

SAMPLE RESULTS:

- **Great Falls, MT:** The Agritech Park is an industrial development comprised of ten lots totaling 197 acres 900 acres surrounding the initial development, making way for a 1,110-acre rail-served industrial park.
- **Sioux Falls, SD:** Foundation Park is a new, multi-user industrial park in Sioux Falls, South Dakota, with 430 acres suited for rail-served development.
- **Minot, ND:** Industrial Park of Minot is 386 acres and is located in the northeast corner of Minot, North Dakota, north of Ward County Road 12.



Develop a Megasite of 1,000+ Acres and Get Certified by the BNSF. Community wouldn't have to purchase, would have to option.

Strategy 2: Product Development: Grow Your Industrial/Commercial Real Estate Inventory
So Companies Have Spots to Land

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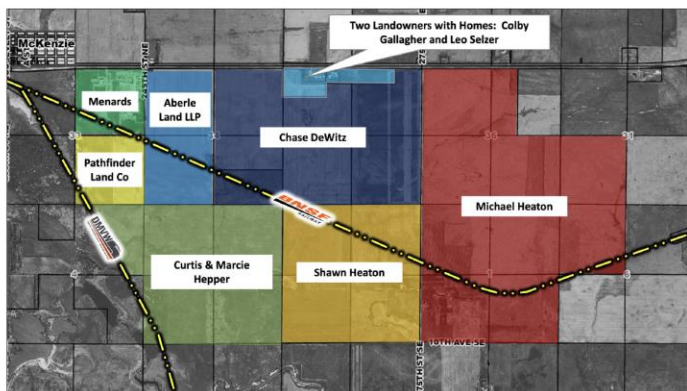
BISMARCK MANDAN
COMMUNITY ECONOMIC DEVELOPMENT CORPORATION

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5 YEAR ECONOMIC DEVELOPMENT STRATEGIC PLAN

DEVELOP A BNSF CERTIFIED MEGASITE THAT CAN LAND LARGE, \$1+ BILLION CAPITAL INVESTMENT PROJECTS

Action Item 2.4



Potential Megasite Option 1: 4,339 Total Acres Shown

- 5 Landowners represent a 1,400 Acre Tract: Pathfinder Land Co., Aberle Land, Chase Dewitz, and two homeowners.
- Multiple options exist here among the total land ownership for a 1,000+ acre megasite, but the number of them could make options or acquisition difficult.

Strategy 2: Product Development: Grow Your Industrial/Commercial Real Estate Inventory
So Companies Have Spots to Land

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COMMUNITY ECONOMIC DEVELOPMENT CORPORATION

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Step 7- Review ideas which scored above 4, projects costs, and comps with EDC Board

Step 8- Build Draft Strategy

Build draft strategy with Vision, Mission, SWOT, Short Term Goals, Long Term Goals, Funding Priorities, Staff Priorities, etc. based on the ideas in Step 5 which scored above a “4” while keeping in mind the comps of other communities having success with similar goals.

5 YEAR ECONOMIC DEVELOPMENT STRATEGIC PLAN

WHAT BISMARCK-MANDAN STAKEHOLDERS TOLD US:

S

W

O

T

STRENGTHS
WEAKNESSES
OPPORTUNITIES
THREATS

- Most people feel now is the time to market Bismarck-Mandan to the next level.
- Realtors said they often get requests for 30 to 40,000 square-foot buildings related to the industrial sector.
- Bismarck Industries could be leveraged for spec building or housing development.
- 100,000 square-foot spec building in East Bismarck on nine acres with 24-foot sidewalks.
- Office vacancies are suffering, there needs to be a strategy to backfill them.
- The Vision Fund has \$1.5 million and could be leveraged into a good, money-making, deal.
- There is a need for local and state priorities/advocacy, not just federal.
- The scholarship program is a huge selling tool.
- United Tribes is receiving numerous federal grants, how do we leverage it?
- TIF is a bad word, do not say it.
- The most obvious weakness is that the community lacks the natural lead generation partners other communities its size in

competing states enjoy such as: industrial real estate brokers, aggressive state prospect generation program, aggressive electric power prospect generation program.

- Workforce housing was identified as a problem by almost everyone; Bankers said you have one-fifth of the housing you need.
- Realtors, downtowners, and young professionals would like to see the ease of doing business with the City of Bismarck be a priority. (Note, we often hear this in every community we work, so this is not an uncommon issue.)
- How can we partner with tribes in the area to help solve the workforce issues of employers?
- Bismarck City Manager said the city had made good revenue on the current industrial park, and they should look at developing another one.
- State government offices – working from home is a huge threat.
- Large trucking projects have rejected us in the past, perhaps we should focus on projects which aren't focused solely on the cost of trucking transportation.
- The community needs a national identity beyond just being cold; What is our wow factor?

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BISMARCK
MANDAN 4

5 YEAR ECONOMIC DEVELOPMENT STRATEGIC PLAN

EXECUTIVE SUMMARY

Although these three scored highest, it is not to discount the additional high-ranking items. Stakeholder voting also revealed the following strategies as top priorities:

- **Add a Survey to Your Existing Business Retention & Expansion Program**
 - Identify macro-level issues across all businesses as well as across industry sectors
 - Implement annually to spot trends over time
- **Tribal Partnerships & Strategic Development**
 - Partner together to develop industrial land
 - Create a pipeline of workers to existing businesses
- **Add 2 New Plays To Your Governmental Affairs Playbook**
 - Create more focus on local government issues
 - Develop a similar community visitation program
- **Create Economic Growth in Bismarck-Mandan by Helping Existing Small Businesses Double Their Revenues**
 - Emulate Goldman Sachs 10,000 Small Business Program for Stage 2 companies
 - Develop 5-part curriculum with the college or a partner
 - Develop a Revolving Loan Fund for participants in the program
- **Elevate Your Talent Attraction Efforts**
 - Create a standalone talent attraction website
 - Market and promote Bismarck-Mandan to target demographics

Finally, there were several Quality of Life priorities that ranked high, but do not fall within the actions of the Chamber EDC. The Next Move Group team included the following items as suggestions for other entities or partners to take the lead on:

- **Quality of Life (Non-Chamber EDC Related)**
 - Create a College Town Feel
 - Create More Affordable and Accessible Childcare
 - Riverfront Development
 - Winter Tourism

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MANDAN 10

5 YEAR ECONOMIC DEVELOPMENT STRATEGIC PLAN

EXECUTIVE SUMMARY

This plan represents the priorities that Bismarck-Mandan stakeholders ranked highest during our initial discovery as well as highest during our alignment meetings. **The three priorities below represent the majority of strategy and action items for the Bismarck-Mandan Chamber EDC:**



- **Economic Development Marketing**
 - Feature Built-In Advantages
 - Strengthen Value Proposition by Implementing Incentives
 - 5-Step Marketing Ladder for Lead Generation
- **Product Development**
 - Take Action Steps to Land One Deal on the Remaining 25 Acres at Northern Plains Commerce Centre
 - Develop Airport Properties
 - Develop the next Northern Plains Commerce Centre Business Park
 - Develop a BNSF Certified Megasite to Land Large Projects
- **Middle-Income Housing Development**
 - Commission a Housing Study
 - Develop and Implement a Robust Housing Incentive Program
 - Redevelop and Reuse Vacant Buildings in Downtown

Economic Development Marketing was by far the highest-ranked strategy, and you will see in our recommendations that there are a variety of reasons why the Bismarck-Mandan Chamber EDC should develop this strategy going forward. The second highest-ranked priority was Product Development, as you cannot market and sell the community without appropriate real estate for business prospects. Housing Development is an issue across the nation. With 10% population growth projected, this strategy not only ranked third in importance, it is also critical to the future value proposition that Bismarck-Mandan has a strong and available workforce.

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MANDAN 9

Sample from Bismarck draft strategy Next Move Group built

Step 9- Present Draft Strategy to Chair for input

Once the draft strategy is substantially completed Next Move Group will meet with the Chair to present the draft strategy and adjust it based on his/her input.

Step 10- Present Draft Strategy to EDC Board for input

Once the draft strategy is substantially completed Next Move Group will meet with the strategic planning committee to present the draft strategy and adjust it based on their input.

Step 11- Roll out the plan

Next Move Group will attend a public meeting to “roll out” the plan via a PowerPoint presentation. Each attendee will be provided a copy of the executive search of the plan and a link to access the plan in an online confidential drop box.

Client Testimonials.



Bismarck, North Dakota, Economic Development Strategic Planning Testimonial.



Testimonials From Multiple Economic Development Clients.

The Rockford Area Economic Development Council worked with Chuck, Ivy and the Next Move Group team on a Vision Now Strategic plan over the winter of 2022/2023. The Vision Now product was perfect for our small ED organization – it was practical, tactical, and affordable. Throughout the project, Chuck and Ivy listened to our needs as they developed the final product. I felt the end result was customized to our particular situation. This plan doesn't sit on the shelf, it's discussed at every board meeting. Thank you, Chuck and Ivy, for giving us a tool we can use.

Therese Thill
President
ROCKFORD AREA ECONOMIC DEVELOPMENT COUNCIL



Chuck:

The meeting went really well, and the group embraced the strategic plan. They seem to be ready to try to tackle the need for funding and had a good discussion about that during the meeting. The examples of funding that other counties receive were helpful.

This has absolutely been the best strategic planning session we have had!

Thank you again! I can't say enough how great it is to work with you both.

Roberta "Robbie" Baylor, PCED
Preston County Economic Development Authority



Video Of Our Co-Founder Presenting Bismarck's Economic Development Strategic Plan Final Version To Their Stakeholders.

More About Next Move Group

RESPECTED NATIONWIDE. Our brand extends nationwide.

Our Podcast Channel

www.nextmovepodcast.com

Some of our recent podcast guests:



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Apple Podcasts

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JUST ASK
amazon alexa

 Episode 51 with Bob Hess Newmark Knight Frank More info... Episode 51 - Download Transcript: View Online Download	 Episode 50 with Jeff Finkle International Economic Development Council More info... Episode 50 - Jeff Download Transcript: View Online Download	 Episode 49 with Gray Swoope VisionFirst Advisors More info... Episode 49 - Download Transcript: View Online Download	 Episode 48 with Chad Chancellor and Mark Manning Next Move Group Murray-Calloway More info... Episode 48 - Download Transcript: View Online Download
 Episode 47 with Ned Staebler TechTown Detroit More info...	 Episode 46 with Barry Broome Greater Sacramento Economic Council	 Episode 45 with Shannon Landauer Carroll Area Development Corporation of Iowa	 Episode 44 with Kay Brockwell Future Focus Development Solutions, LLC



Our CEO speaking at a US Department of Commerce event in Calgary, Canada



Our CEO presenting to the governor of Nebraska at an economic development luncheon



Our Director of Site Selection at the Site Selectors Guild in Salt Lake City, Utah



Our CEO with Kentucky Governor at the Kentucky Derby



Our President presenting to the Missouri Legislature



Our President with the former Kansas Governor

Our Professional Speaking Engagements:

Our expertise in helping small to mid-sized communities create economic growth has gotten recognition to the point we now are routinely asked to speak at various economic development related events, here is an example of some of our recent speaking engagements and topics:

- Guest speaker, Texas Lyceum, Topic: Economic Development
- Guest speaker, Kansas City Power and Light, Topic: Economic Development All-Stars
- Guest speaker, Mid-America EDC, Chicago, Topic: What to Expect When You're Competing and Advancing your Economic Development Career
- Guest speaker, West Virginia Economic Development's Legislative Conference, Topic: Landing Projects in Rural Towns
- Board Training Speaker: Brookings, South Dakota
- Guest Speaker, North Dakota Main Street Association, Topic: Elected Officials Training
- Guest speaker, Tennessee Association of Human Resource Agencies, Topic: Economic Development
- Guest lecturer, Community Development Institute, University of Central Arkansas, Topic: Site Selection
- Guest lecturer, University of Southern Mississippi's Economic Development Masters Class, Topic: Building a Career in Economic Development

- Guest speaker, One East Kentucky Annual Meeting, Topic: Keynote Address



Testimonial on our speaking engagements:

"Next Move Group's session rated number 1 of 30 sessions rated from attendees at our annual conference."

-Matt Tackett, Kentucky Association for Economic Development

abc 3 K-REDI hosts annual meeting, talks site selection process

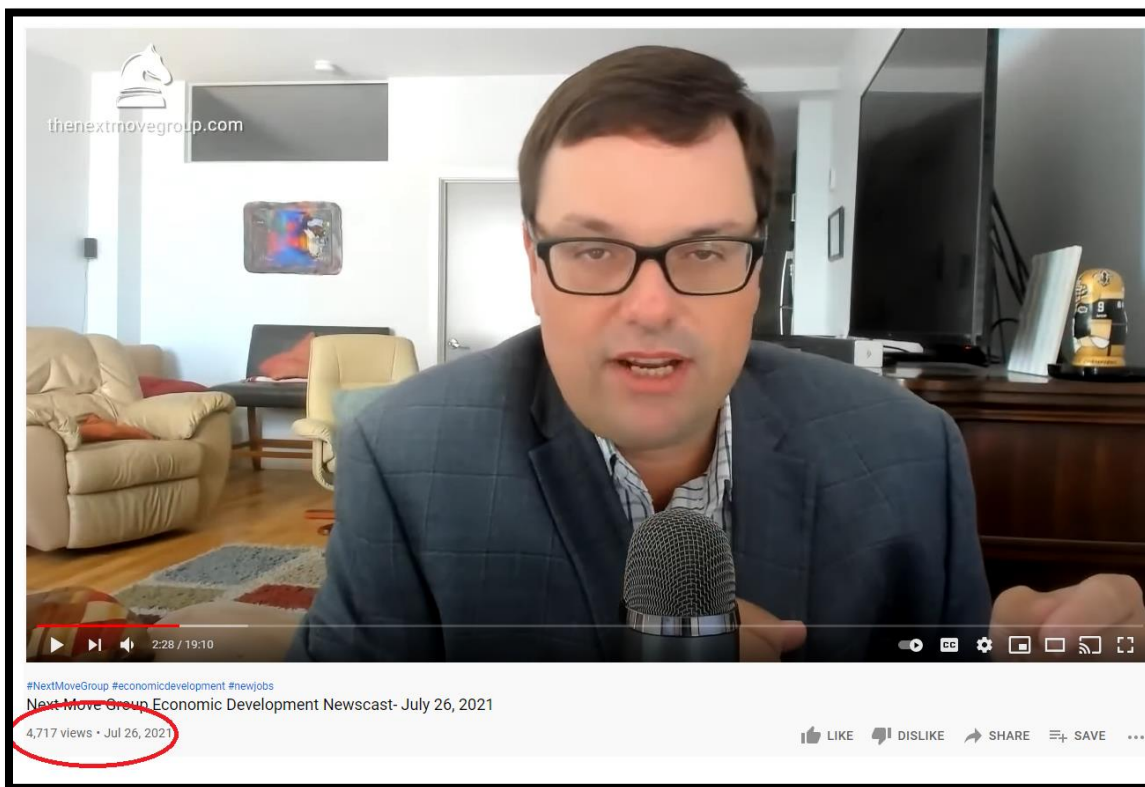
by Ashley Hoak | Tuesday, March 19th 2019



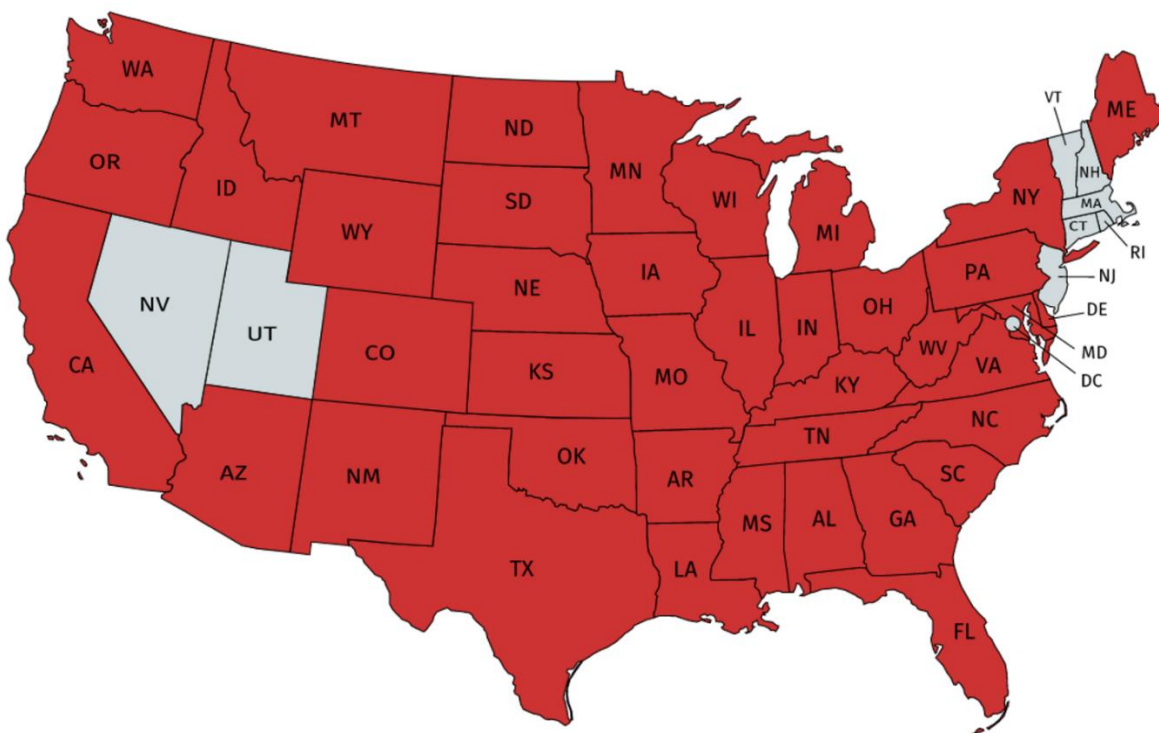
Tuesday, Knoxville Regional Economic Development Incorporated, or K-REDI, hosted its annual meeting at the newly constructed Holiday Inn Express in Knoxville. (KTVO/Ashley Hoak/9-59)



Our YouTube Channel- Routinely gets more than 4,000 people viewing



We Have Serviced Clients From All The States In Red Since 2014:



Goldman Sachs Honor:



**Goldman
Sachs**

**IN 2017, WE WERE HONORED BY
GOLDMAN SACHS FOR OUR MISSION
OF CREATING ECONOMIC GROWTH
FOR SMALL TO MID-SIZED
CORPORATIONS AND COMMUNITIES.**



Our Team For This Project



Chad Chancellor
Co-Founder
chad@nextmovegroup.com



Experience

As Co-Founder of Next Move Group, Chad Chancellor focuses on the big-picture goal of creating economic growth for small to mid-sized companies, communities, and non-profits. He has led NMG to secure 600+ clients since its inception in 2014. In 2017, Chancellor was honored to have been chosen by **Goldman Sachs** to complete their prestigious 10,000 Small Businesses Program. Prior to co-founding Next Move Group, Chad ran three economic development and chamber organizations to great success attracting thousands of new jobs and investment in those communities. In 2010, Chad was honored with the "Service to the Profession" award by the Southern Economic Development Council. Chancellor's passion for economic development success in rural areas is what drove him to start our firm. For our strategic planning clients, Chancellor provides a wealth of knowledge regarding best practices from across the United States that can be applied to strategic recommendations.

Expertise

- Business Growth
- Marketing & Recruitment
- Financial Management
- Organizational Development
- Strategic Planning
- Competitive Analysis
- Business Network Development
- Target Sector Strategies
- Incentives Negotiation



Next Move Group
We Are Jobs



Ali Marie Watson

Executive VP, Client Success

ali@nextmovegroup.com

Experience

Prior to joining Next Move Group as our Executive Vice President of Client Success, Ali Marie Watson served as Account Services Team Lead at GRO Marketing in Nashville.

GRO Marketing has specialized expertise in housing including home building, built to rent, senior living, multifamily, and student housing.

Ali's primary job is to ensure you as a valued client view this project as a success upon its completion.



Alex Metzger

Co-Founder

Alex@nextmovegroup.com

Experience

Alex Metzger comes from a family tree of successful entrepreneurs with his family having owned multiple meat packing plants from the 1950s-1990s. As big box retailers began offering more groceries, at lower prices, and lesser quality, the family made the decision to close the meat packing plants as they no longer were profitable enough to be worth the hassle. Today, Metzger has a passion for helping small to mid-sized companies, communities, & nonprofit organizations create economic growth because he saw firsthand how quickly markets can change and understands how leaders must constantly adapt to stay competitive.

Contact

Chad Chancellor

Co-Founder, Next Move Group

504-648-7716

chad@thenextmovegroup.com

www.thenextmovegroup.com

Testimonials



<https://vimeo.com/361208588>



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