#### FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION

November 21st 2019; 6:30 p.m. City Hall Council Chambers

205 S. Main

Farmersville, Tx 75442

- L Call to Order
- II. Recognition of Citizens and Visitors
- III. Public Comment

(For Non-Public Hearing Agenda Items)

If you wish to address the Farmersville Economic Development Board 4A on a posted item on this agenda, please fill out a "Speaker Sign-Up" card and present it to the City Staff before the meeting begins. Pursuant to Section 551.007 of the Texas Government Code, any person wishing to address the Farmersville Economic Development Board 4A for items listed as public hearings will be recognized when the public hearing is opened. Speakers wishing to address the Farmersville Economic Development Board 4A regarding any non-public hearing item on this agenda shall have a time limit of three (3) minutes per speaker, per agenda item. The Chair may reduce the speaker time limit uniformly to accommodate the number of speakers or improve meeting efficiency

#### **Business Items for Discussion and Possible Action**

- A. Receive update on Collin College
- B. Receive update on Concrete Facilities
- C. Receive update on Sales tax report
- D. Receive update on Grant loan program for businesses
- E. Consider, discuss and act upon loan repayment schedule for the Electrical Substation Loan
- **F.** Consider, discuss and act upon Resolution supporting Grant match for street improvement.
- G. Consider, discuss and act upon items for payment
- H. Consider, discuss and act upon financial statements for October 2019 and budget amendments.
- I. Consider, discuss and act upon meeting minutes for October 24th, 2019

#### IV. Reports

A. City Manager Report – Ben White (No Deliberation or Action to be Taken)

- Thoroughfare map and land use udpate
- V. Requests to be Placed on Future Agendas
- VI. Adjournment
- No action may be taken on comments received under "Recognition of Visitors".
- The Board may vote and/or act upon each of the items listed in the Agenda.

The Farmersville Economic Development Board (4A) reserves the right to adjourn into Executive Session at any time during the course of this meeting to discuss any matters listed on the agenda, as authorized by the Texas Government Code, including, but not limited to, Sections 551.071 (Consultation with Attorney), 551.072 (Deliberations about Real Property),551.073 (Deliberations about Gifts and Donations), 551.074 (Personnel Matters), 551.076 (Deliberations about Security Devices), 551.087 (Economic Development), 418.175-183 (Deliberations about Homeland Security Issues,) and as authorized by the Texas Tax Code, including, but not limited to, Section 321.3022 (Sales Tax Information)

Persons with disabilities who plan to attend this meeting and who may need assistance should contact the City Secretary at 972-782-6151 or Fax 972-782-6604 at least two (2) working days prior to the meeting so that appropriate arrangements can be made. Handicap Parking is available in the front and rear parking lot of the building.

I, the undersigned authority, do hereby certify that this Notice of Meeting was posted in the regular posting place of the City Hall building for Farmersville, Texas, in a place and manner convenient and readily accessible to the general public at all times, and said notice was posted November 18th, 2019, 2019 by 5:00 P.M. and remained so posted continuously at least 72 hours proceeding the scheduled time of said meeting.

Daphne Hamlin/EDC Liaison



FROM: Daphne Hamlin, Finance Director

DATE November 21st, 2019
SUBJECT: Collin College update

Receive update regarding Collin College.

Action: Informational item only



FROM: Daphne Hamlin, Finance Director

DATE: November 21st, 2019

SUBJECT: Concrete Facilities

Receive update on Concrete Facilities

**ACTION: Informational item only** 



FROM: Daphne Hamlin, Finance Director

DATE: November 21st, 2019

SUBJECT: Sales Tax Report

Receive update on the Sales Tax Report

ACTION: Informational Item only

Total	939,940.86	901,025.85	1,077,013.79	1,130,949.98	906,328.73	890,394.65	819,636.08	982,522.15	553,151.92	497,635.24	471,450.78	503,966.14	440,403.74	443,158.85	416,569.35	406,586.22	353,056.27	369,487.82	387,287.87	333,062.75	295,497.87	247,929.17	232,417.51	118,264.64	101,860.70	104,519.87	100,310.17	102,319.98	92,072.03	96,155.58	85,114.12	
<u> December</u> Т	0.00	64,533.44	68,315.96	89,621.68	73,142.09	84,013.77	73,296.92	54,709.12	42,125.98	40,838.64	31,493.91	38,703.49	37,196.75	32,427.08	29,687.52	28,115.16	25,549.06	24,630.73	27,236.14	19,305.83	29,004.26	24,151.75	16,142.57	16,861.26	6,680.02	7,767.88	6,953.87	7,278.82	6,325.41	6,787.50	6,551.56	
November	91,283.88	80,265.78	78,169.22	104,308.70	95,025.32	71,021.32	86,349.63	57,585.15	56,837.97	50,581.09	46,905.88	49,361.99	40,674.76	45,975.61	48,995.74	38,529.07	38,463.28	39,182.37	30,583.31	60,252.56	21,373.47	22,961.00	23,566.03	7,910.41	7,976.91	10,514.10	9,788.00	11,032.59	8,375.19	10,062.42	9,213.03	
October	95,422.73	71,192.02	77,291.37	117,381.81	73,097.28	66,185.96	86,550.19	55,075.79	52,371.55	43,762.39	31,689.56	40,170.63	40,416.38	37,665.44	34,346.78	35,600.12	25,720.16	28,740.83	32,794.88	26,779.56	24,045.91	18,907.70	16,506.40	7,928.21	7,741.33	9,445.14	7,421.80	7,607.31	7,332.18	6,917.59	6,244.40	
September	85,556.80	69,041,65	78,866.25	171,324.46	79,616.83	117,895.40	78,696.30	46,166.62	45,855.80	36,775.42	38,554.83	44,810.07	35,602.53	32,955.79	30,892.50	30,825.46	28,290.27	29,990.61	28,573.67	20,563.29	28,054.61	20,699.51	19,208.10	11,510.74	8,319.33	7,831.17	9,613.51	7,764.99	6,917.65	6,899.45	5,363.62	
August	102,072.69	79,076.89	112,995.80	103,649.67	79,151.95	78,941.98	69,474.94	69,365.55	54,406.84	49,056.23	47,323.43	50,017.83	42,474.51	45,139.93	40,673.33	46,571.87	34,487.85	28,485.87	50,690.71	32,532.12	40,982.72	27,861.37	20,934.48	11,371.92	9,995.95	11,535,44	10,579.57	10,522.54	9,932.78	12,083.75	9,310.45	
<u>Yuly</u>	81,577.46	83,763.37	103,447.49	78,553.67	77,001.90	68,750.31	69,738.43	60,471.55	41,487.63	38,905.71	35,038.61	38,458.60	37,107.53	32,254,53	29,454.36	29,369.66	33,673.35	43,735.48	33,361.06	22,800.48	20,817.37	16,281.09	16,460.45	8,078.88	7,455.06	8,750.45	6,938.24	9,224.41	6,763.61	7,135.35	6,072.95	
June	81,538.16	72,128.98	78,197.88	64,917.66	73,099.11	66,090.45	63,049.99	59,270.63	38,620.29	38,293.65	36,303.74	39,112.71	28,286.47	32,685.43	23,814.44	42,078.50	27,370.93	27,687.52	23,927.21	21,763.51	18,842.51	20,875.62	17,108.58	9,264.37	7,378.54	5,553.46	6,545.31	8,183.19	1,536.70	5,969.31	5,044.75	
May	103,922.21	93,746.69	104,442.60	110,309.96	79,936.87	69,626.40	72,035.48	70,578.57	53,417.20	51,243.18	48,229.12	51,214.42	41,560.32	45,220.73	46,717.03	39,462.86	37,940.44	34,140.63	46,042.03	29,233.92	28,546.16	22,254.67	31,499.67	10,113.17	10,390.37	11,325.30	10,655.65	10,287.20	15,291.77	11,221.66	9,450.25	
April I	75,754.22	65,225.07	109,088.19	71,244.70	57,590.88	63,057.58	68,125.46	350,910.71	35,672.23	32,591.13	32,723.40	34,835.80	28,905.68	32,348.11	31,745.18	23,866.48	21,144.36	23,845.79	29,664.29	20,517.25	20,113.17	16,018.76	13,826.20	9,641.90	8,421.20	6,729.53	7,409.01	7,091.77	6,311.82	4,414.06	5,437.50	
March 4	67,275.57	75,817.22	78,879.18	67,044.95	80,225.24	62,385.64	44,141.03	48,038.92	42,189.16	34,728.11	33,824.80	34,816.80	32,342.08	28,721.28	24,863.65	26,226.57	23,614.77	26,737.41	22,646.72	22,125.42	17,261.59	14,402.64	16,585.67	7,941.24	9,049.29	6,600.60	6,643.79	7,132.34	4,977.49	5,347.78	6,049.46	
February	94,116.12	80,541.48	116,415.68	91,496.02	81,294.34	87,371.79	59,670.51	55,030.93	50,557.22	50,801.15	55,021.45	51,506.30	42,846.48	46,680.40	41,304.78	40,581.42	33,686.55	37,435.50	38,128.89	35,895.45	30,869.50	27,720.99	24,205.57	9,394.78	10,447.74	10,547.17	11,468.90	9,269.54	10,997.80	12,677.08	10,901.59	
January	61,421.02	65,693.26	70,904.17	61,096.70	57,146.92	55,054.05	48,507.20	55,318.61	39,610.05	30,058.54	34,342.05	30,957.50	32,990.25	31,084.52	34,074.04	25,359.05	23,115.25	24,875.08	23,638.96	21,293.36	15,586.60	15,794.07	16,373.79	8,247.76	8,004.96	7,919.63	6,292.52	6,925.28	7,309.63	6,639.63	5,474.56	
Year J	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2002	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991	1990	1989	

94,197.21	86,784.51		
6,562.18	14,229.76		
10,519.46	8,150.97		
6,708.80	5,571.08		
6,731.13	5,218.18		
13,570.28	8,935.68		
5,891.66	4,861.96		
6,268.57	5,791.25		
10,973.99	8,537.81		
5,010.64	4,330.51		
4,945.80	5,711.55		
11,117.43	9,425.87		
5,897.27	6,019.89		
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FROM: Daphne Hamlin, Finance Director

DATE: November 21<sup>st</sup>, 2019

SUBJECT: Businesses Loan/grant

Receive update on Grant Loan program for businesses

ACTION: No Action informational item only



FROM: Daphne Hamlin, Finance Director

DATE: November 21st, 2019

SUBJECT: Loan Repayment

Consider, discuss and act upon loan repayment schedule for the Electrical Substation in the amount of \$62,929.51.

1.) Trac N Trol (Scada) \$17,929.51

2.) Oncor (Substation) \$45,000.00

**ACTION:** Approve or Deny



TO:

EDC 4A Board

FROM:

Daphne Hamlin, Finance Director

DATE:

November 21st, 2019

SUBJECT: Grant resolution

Consider, discuss and act upon resolution supporting grant match for street improvement.

ACTION: Approve or Deny



31 October 2019

Mr. Clarence Daugherty, P.E. Collin County Director of Engineering Collin County 4690 Community Avenue, Suite 200 McKinney, Texas 75071

Subject: 2019/20 Collin County Call for City Projects Funding Certification Letter

Dear Mr. Daugherty,

Please accept this letter as certification that City of Farmersville matching funds will be provided to cover twenty percent (20%) of the cost associated with the Farmersville Parkway Street Construction Phase 2 Project. A breakdown of some of the project numbers are provided below:

Overall Proposed Project Cost: \$4.571M Collin County Proposed Funding Level (80%): \$3.657M City of Farmersville Proposed Funding Level (20%):

Farmersville Tax Increment Reinvestment Zone (TIRZ): \$0.229M Farmersville Economic Development Corporation (FEDC): \$0.685M

Additionally please see the attached resolutions from the Farmersville TIRZ Board and the FEDC Board supporting the project and the funding levels discussed.

Thank you for the opportunity to participate in the 2019/20 Collin County Call for City Projects.

Sincerely,

Benjamin L. White, P.E., CPM Farmersville City Manager

205 South Main Street

Farmersville, Texas 75442

Phone: 972-782-6151, Email: b.white@farmersvilletx.com

1 White

#### **2019 Collin County Bond Project Submittal**

City	Farmersville		
Project Name:	Street Construction, Farmersville P	arkway Phase 2	
From:	280 Feet West of Welch	To: SH 78	
Project Descrip	tion/Scope		
four lane d Highway 78 with a fifte approximat sidewalks v Some right Please see information	t reconstructs Farmersville Parkway ivided concrete street from the east B. The project develops and installs aren (15) foot median within a one hundred (3, will be included on both sides of the softway acquisition is anticipated. No attached capital improvement plan to be associated Traffic Impact Analysts	property line of Collin Casixty-nine (69) foot widering (100) foot wide ri 200) feet in length. Six street along with storm o lighting is included with ask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description for additional colling is included with the cask description colling is included with the cask descriptio	College to State de concrete street ight of way that is (6) foot concrete water drainage. th this project.
Estimated Cost	of Project		\$4,571,000
	ct cost including design, ROW, consti ude landscaping, irrigation or street		
Amount Reque	sted from Collin County	1	\$3,657,000
Maximum	vill be according to the matching crit	eria in the "Call"	
Amount match	•		\$914,000
	er from City Administrator verifying t f those funds are City funds.	he City has the funds ar	nd that at
•	Council Resolution authorizing the pother approvals required, such as pe	•	os of Engrs, etc.
Average Daily 1			1,116
Attach verif	ication that the volume is a measure	ed amount, not a projec	ted or estimated

Possible Bonus Credits.

amount

Does the project have a feature that has substantial accident/crash record?  Attached documents verifying the safety issue/crash records.	no
s the project parallel to and within 1/2 mile of a freeway or tollway? Describe how it can relieve congestion on the freeway or tollway or service road	no ls.

#### 2019 Collin County Bond Project Submittal, Page 2

#### Exception:

If project is a new roadway on a new location, or if the project is re-construction, describe how the improvements will relieve or prevent congestion; that is, traffic volumes beyond the capacity of the roadway.

Proposed design will increase maximum daily service volume from 15,000 vehicles per day to 30,000 vehicles per day.

This street needs to be redeveloped as a four lane divided concrete street to support increasing traffic coming from and going to Collin College. To enable the safe flow of student and resident traffic and allow for reasonable response times for emergency vehicles, it is imperative to complete the proposed 4-lane roadway.

This street can be used as a detour path around the Audie Murphy Parkway (US 380) and State Highway 78 interchange in times of emergency such as serious wrecks and Audie Murphy Parkway construction. This would complement detour paths for Audie Murphy Parkway from CR 560 to Main Street.

#### **Capital Improvement Plan Task Description**

Gene	ral Information
Project Long Name: Street Construction, C to SH 78	oncrete, Farmersville Pkwy, 280 Feet West of Welch
Project Short Name: Street Construction, C	Concrete, Farmersville Pkwy, Welch to SH 78
Type: ☐ Purchase ☒ Construction	Project Number: PJ209
Bond: Yes □ No ⊠	Other Tracking Number: None
Grant: Yes ⊠ No □	
Tas	sk Narrative

This project reconstructs Farmersville Parkway from a two lane chip seal roadway to a four lane divided concrete street from the two hundred eighty (280) feet west of Welch Drive (east property line of Collin College) to State Highway 78. The project develops and installs a sixtynine (69) foot wide concrete street with a fifteen (15) foot median within a one hundred (100) foot wide right of way that is approximately three thousand two hundred (3,200) feet in length. Six (6) foot concrete sidewalks will be included on both sides of the street along with storm water drainage. Some right of way acquisition is anticipated. No lighting is included with this project.

A project plan map can be seen below:



Collin College started building the Farmersville campus in October of 2019 and anticipates completing the project no later than the summer of 2021 to be ready for students attending in the fall of 2021. Although Farmersville will receive benefit directly from the improved street the main reason for this project is improving the flow of regional traffic related to the campus especially traffic inbound or outbound from State Highway 78.

This street is on the City Manager's street rehabilitation and development list as reviewed by City Council. The City Council has authorized a resolution approving the project.

This street is on the Collin County Thoroughfare Map.

City of Farmersville organizations including the Tax Increment Reinvestment Zone (TIRZ) Board along with the Farmersville Economic Development Corporation (FEDC) are funding this project at a rate of 5% and 15% respectively. Collin County is providing an 80% match. Reimbursement will be made once expenses are incurred.

A Traffic Impact Analysis was performed in June 2016 for the Camden Park Development which is located on the west side of Farmersville Parkway (CR 611) across from the proposed Collin College Campus site. The analysis estimated in 2016 that the vehicle total during the peak hour was 1,010 vehicles at the intersection of Farmersville Parkway and State Highway 78. Camden Development will add approximately 277 homes at ultimate build-out. It is also anticipated that the Collin College Campus will have more than 1,000 students when it opens in 2021.

This project will accomplish the following tasks:

- Planning
- Engineering
- Contract management
- Inspection
- Site and soil preparation
- Base installation
- Pavement installation
- Storm water drainage installation
- Sidewalk installation

#### **Business Case**

This street remains one of the highest priorities on the City Manager's street rehabilitation and development list as reviewed by City Council.

This street needs to be redeveloped as a four lane divided concrete street to support increasing traffic coming from and going to Collin College. To enable the safe flow of student and resident traffic and allow for reasonable response times for emergency vehicles, it is imperative to complete the proposed 4-lane roadway.

This street can be used as a detour path around the Audie Murphy Parkway (US 380) and State Highway 78 interchange in times of emergency such as serious wrecks and Audie Murphy Parkway construction. This would complement detour paths for Audie Murphy Parkway from CR 560 to Main Street.

Financi	al Information					
Total Cost (\$K): 4,571	Amount Budgeted (\$K): 4,571					
Matching Funds (\$K): 4,571 (see note 1)	Entity Providing Match: Collin County, TIRZ, FEDC					
Bond Series: None	In-Kind Match (\$K): None					
Financial Account: Not assigned yet						
Pe	ersonnel					
Managing Department: Public Works	City Project Mgr: Ben White					
Contracted Project Mgr: Not assigned yet	Financial: Daphne Hamlin					
Engineering: Eddy Daniel, DBI	Purchasing: Daphne Hamplin					
Contract Coordinator: Sandra Green Grant Coordinator: Sandra Green						
Scheduling						
CIP Start: 31 Oct 2019	CIP Completion: 31 Oct 2021					
Dev. Concept Completion: 31 May 2020 Contract Completion: 31 Jul 2020						
Project Completion: 31 Apr 2021						
Comments						
Note 1: Matching funds are comprised of collin County: 80%, \$3.657M TIRZ: 5%, \$0.229M FEDC: 15%, \$0.685M	mmitments from the following organizations:					

## Collin Parkway/Farmersville Parkway Budget

Quantity	Price	Item Description	Cost (USD)
		Project Segment: Collin Parkway	
7,415	\$10.00	C.Y. Excavation	74,148
13,347	\$4.00	S.Y. Lime Stabilation	53,387
11,122	\$45.00	S.Y. 8-Inch Reinforced Concrete Pavement	500,501
8,008	\$30.00	L.F. Curbs	240,240
LS	LS	Roadway Drainage @ 30%	188,411
20,020	\$7.00	S.F. 5-Foot Concrete Sidewalk	140,140
LS	LS	LED Street Lighting	57,200
LS	LS	Landscaping (Trees & Irrigation)	28,600
LS	LS	Drives & Driveway Approaches	24,310
LS	LS	Special/Offsite Drainage	42,900
		Estimated Construction Costs Subtotal	1,349,838
LS	LS	Traffic Control, Pavement Marking, Traffic Signals	21,450
LS	LS	Utility Relocation	42,900
LS	LS	Right-Of-Way Acquistion	57,200
LS	LS	Geotechnical/Survying/Testing	14,300
		Construction Engineering/Contract Administration @ 5.0%	70,709
		Project Inspection @ 2.5%	35,355
		Contingency @ 15%	238,763
		Total Estimated Project Segment Costs	1,830,515
Proje	ct Segmen	: Farmersville Parkway, Collin Parkway to East Property Line of Collin (	College
6,663	\$10.00	C.Y. Excavation	66,630
11,993	\$4.00	S.Y. Lime Stabilation	47,974
9,994	\$45.00	S.Y. 8-Inch Reinforced Concrete Pavement	449,751
7,196	\$30.00	L.F. Curbs	215,880
LS	LS	Roadway Drainage @ 30%	169,306
17,990	\$7.00	S.F. 5-Foot Concrete Sidewalk	125,930
LS	LS	LED Street Lighting	51,400
LS	LS	Landscaping (Trees & Irrigation)	25,700
LS	LS	Drives & Driveway Approaches	21,845
LS	LS	Special/Offsite Drainage	38,550
		Estimated Construction Costs Subtotal	1,212,966
LS	LS	Traffic Control, Pavement Marking, Traffic Signals	19,275
LS	LS	Utility Relocation	38,550
LS	LS	Right-Of-Way Acquistion	51,400
LS	LS	Geotechnical/Survying/Testing	12,850
		Construction Engineering/Contract Administration @ 5.0%	63,540
		Project Inspection @ 2.5%	31,770
		Contingency @ 15%	214,553

## Collin Parkway/Farmersville Parkway Budget

11,848	\$17.00	ment: Farmersville Parkway, East Property Line of Collin College to SH C.Y. Excavation	
21,327	\$24.00		201,419
17,772		S.Y. Lime Stabilation	511,844
	\$45.00	S.Y. 8-Inch Reinforced Concrete Pavement	799,752
12,796	\$30.00	L.F. Curbs	383,880
LS	LS	Roadway Drainage @ 30%	453,905
31,990	\$8.00	S.F. 5-Foot Concrete Sidewalk	255,920
LS	LS	LED Street Lighting	137,100
LS	LS	Landscaping (Trees & Irrigation)	91,400
LS	LS	Drives & Driveway Approaches	38,845
LS	LS	Special/Offsite Drainage	68,550
		Estimated Construction Costs Subtotal	2,942,615
LS	LS	Traffic Control, Pavement Marking, Traffic Signals	274,200
LS	LS	Utility Relocation	68,550
LS	LS	Right-Of-Way Acquistion	171,375
LS	LS	Geotechnical/Survying/Testing	171,375
LS	LS	Environmental Mitigation	100,000
		Construction Engineering/Contract Administration @ 5.0%	164,268
		Project Inspection @ 2.5%	82,134
		Contingency @ 15%	596,178
		Total Estimated Project Segment Costs	4,570,694
		oject Segment: SH 78 from US Hwy 380 to Farmersville Parkway	
LS	LS	Earthwork & Landscape Subtotal	183,000
LS	LS	Subgrade Treatments & Base Subtotal	325,160
LS	LS	Surface Courses & Pavement Subtotal	779,326
LS	LS	Structures Subtotal	312,000
LS	LS	Miscellaneous Construction Subtotal	199,082
LS	LS	Lighting, Signing, Markings, & Signals Subtotal	258,500
LS	LS	Right of Way & Environmental Mitigation	100,000
		Estimated Construction Costs Subtotal	2,157,068
LS	LS	Right-Of-Way Acquistion	100,000
LS	LS	Geotechnical/Survying/Testing	100,000
		Design & Construction Engineering/Contract Administration @ 10.0%	215,707
		Project Inspection @ 3.0%	64,712
		Contingency @ 15%	395,623
	Farmers	Total Estimated Project Segment Costs sville Parkway: Collin Parkway to East Property Line of Collin College	3,033,110
		Project Estimate	3,475,418
		Collin County Match	1,737,709
		Total Financed	1,737,709
		Yearly Debt Service	130,328

## Collin Parkway/Farmersville Parkway Budget

	Suggested FCDC Contribution	0
	Suggested FEDC Contribution	0
100 mm - 100	Suggested TIRZ Contribution	130,328
Farmersville Parkway	y: East Property Line of Collin College to SH 78	
	Project Estimate	4,570,694
	Collin County Match	3,656,556
	Total Financed	914,139
	Suggested FCDC Contribution	0
	Suggested FEDC Contribution	750,000
	Suggested TIRZ Contribution	250,000

#### Assumptions:

- Collin County allows the Floyd Road funds to be combined with Farmersville Parkway funds



TO: Economic Development Corporation

FROM: Daphne Hamlin, Finance Director

DATE: November 21st, 2019

SUBJECT: Items for payment

Consider, discuss and act upon items listed for payment"

1.) City of Farmersville – Reimburse Electrical Substation \$45,000.00

ACTION: Approve or Deny

#### ONCOR ELECTRIC DELIVERY INVOICE

Please Remit To:

Oncor Electric Delivery P.O. BOX 910104 DALLAS TX 75391-0104

or EFT Instructions:

Oncor Electric Delivery ACH ABA # 111000614 Wire ABA # 021000021 UP Morgan Chase Bank

Account + 08806169791

Page:

Due Date:

Invoice No: Invoice Date: Customer Number: Payment Terms:

1 TRN0027824

10/07/2019 401667 Net 30 11/06/2019

Bill To:

CITY OF PARMERSTILLE BENJAMIN 1. WHITE 101 S MAIN FARMERSVILLE TX 75442 AMOUNT DUE:

45,000.00

USD

Amount Remitted

Hardalaladadadadalladd

For billing questions, please call 817-215-5702

Quantity UOM Line Adj Identifier Description

Unit Amt

Net Amount

For billing questions, please contact Melissa Bonilla @ 817-215-5702 or Matt Orr 0 214-743-6903.

The City of Farmersville has agreed to purchase the existing Farmersville Substation from Oncor Electric Delivery.

Work Authorization OFT40419 Farmersville Sub : Petire station to sell to the City of Farmersville

OPT40419

Bill of Sale

1.00 EA

45,000.00

45,000.00

SUBTOTAL:

TOTAL AMOUNT DUE:

45,000.00

CITY OF FARMERSVILLE

**OPERATING ACCOUNT** 

30627

VEND: 11-8274 CHECK DATE: 10/08/2019 CHECK NO: 30627

DATE

I.D.

20 #

DESCRIPTION

AMOUNT

10/08/2019 201910080467

ONCOR ELECTRIC DELIVERY COMPAN 45,000.00

PURCHASING THE EXISTING FARMERSVILLE SUBSTATION (EDC)

CHECK TOTAL

45,000.00



FROM: Daphne Hamlin, Finance Director

DATE: November 21st, 2019

SUBJECT: Financial Statements

Consider, discuss and act upon financial statements for October 2019

ACTION: Approve or Deny October 2019 financial statements

# FARMERSVILLE ECONOMIC DEVELOPMENT CORP 4A OCTOBER 2019 FINANCIAL BUDGET REPORT

# Farmersville Economic Development Corp 4A October 2019

Statement Balance 10-1-2019

\$96,754.53

Deposits:

Sales Tax: Cking Int .05%

\$23,855.68

\$4.17

**CD** Interest

Transfer from Texpool Cleared Checks 1316

\$(1,913.92)

Statement balance 10-31-2019

\$118,700.46

#### **Outstanding Transactions**

Sales Tax

Transfer to Texpool

**CD** Interest

Oustanding checks 1317 and 1318

\$(2,675.00)

Balance 11-7-2019

\$116,025.46

Farmersville Economic Development Corporation Cummulative Income Statement For the 12 Months Ended, September 30, 2020

		FY 2019													
		Budget	October	November	December	January	February	March	Abril	Мач	June	Alle	Aurust	Sections	ç
Beginni	Bank Balance		\$96,754.53											Schalling	
Deposit															
Sales f.		\$206,000 00	\$73 855 68												
Interest	Othe cking	\$100.00	54 17												
Transfer	Jespon														
Transfer	om Texpool														
Textroc	0.051	\$24,000 00	\$1 724 60												
CD Inter	Lamed	\$13,250.00													
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Екре	.483.											MAGEL	MELL	MELL	-
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Meeting	penses	\$1,000 00													å ı
Dues/Sc	offravel	\$5,200.00	\$2,088.92												A 2
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Legal So	Cle	\$2,500 00													h i
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Expense	Advertising	\$11,160.00													•
Collin Ce	ge Sponsorship	\$7,500 00													* 4
	SSA														is
27	itship Conf	\$500 00													*
Tex-21		\$2,500.00	\$2,500.00												-COO OO
Farmers	Chamber	\$1,000.00													מת החתיאה
Farmers + Rotary	a Rotary	\$500 00													<i>à</i> •
Total Exp. adltures	nditures	\$33,060.00	\$4,588.92					۵		3			3		6.4 acm on
Direc	e Business Incentives	Ves													\$4,500.92
Collin Co	ju Elect Dist (150k)	\$135,000 00													Á
	id Use Map(\$36k)	\$30,000 00													
Flectuca	abstation Loan	\$110,000,00													<i>i</i> , .
Façade (	int Program	\$50,000.00													
Total De	Total De Topment Cost	\$325,000.00	ŵ												4
Total Exp nditures	nditures	\$355,060.00	\$4,588.92	*	*		۵	*		*	۵		\$		CA 486 02
Revenue	Expenditures	(\$114,710)													76.000,00
From He:	VBS	\$114,710.00													
Total Exp. nditures			\$4,558.92	٨	**		÷	ý		J	Å		J		64 888 62
Ending f	Ending f ak Balance		\$116,025.46											Contract of the Contract of th	20 000 Pe
CD laves uput	10H		\$500,000.00												_
Texpool nance	lance .	~	\$1,064,022.22												
Total Av.	Total Av. able Funds	~	\$1,680,047.68	\$	-5	35	٤	ý	÷	Š	*	3	J		
												,		9	



FROM: Daphne Hamlin, Finance Director

DATE: November 21<sup>st</sup> 2019

SUBJECT: Meeting minutes

Consider, discuss and act upon meeting minutes for October 24th 2019

ACTION: Approve or Deny October 24th, 2019 meeting minutes



# CITY OF FARMERSVILLE FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION MINUTES OCTOBER 24TH, 2019, 6:30 P.M. COUNCIL CHAMBERS, CITY HALL 205 S. Main Street

#### **CALLTO ORDER**

The Farmersville EDC met in regular session on October 24th, 2019 at 6:39 p.m. in the City Hall Council Chambers with the following board members present: Jason Lane, Diane Piwko, and Randy Smith. Absent Robbie Tedford and Bob Collins. Special guest recognized Councilman Mike Hurst, Ben White City Manager, Tommy Ellison TIRZ representative and Daphne Hamlin City Accountant

#### **RECOGNITION OF CITIZENS AND VISITORS**

No visitors

#### **PUBLIC COMMENT**

No Comments

#### RECEIVE UPDATE ON COLLIN COLLEGE

Mr. White updated the EDC 4A board on Collin College progress. Farmersville is ready to install temporary power waiting on College to give the go ahead. Permanent power will happen when dirt work is complete. DBI continuing to move forward on Farmersville Parkway and Collin Parkway. Most of plans are done 70 to 80 percent complete. Preliminary plat signed off and permit issued to begin construction. Collin College plans to install fire lane in asphalt but this is only temporary and concrete will be installed. Dirt is being moved and ground fences are being installed. Mr. Smith asked if the square footage has been decided. Mr. White stated he cannot remember but has not changed from previous numbers given.

#### RECEIVE UPDATE ON CONCRETE FACILITIES

Mr. White stated Reliable Concrete continues with construction. Almost the entire sight has been concreted. Anything that will generate from dust will be escaping from the aggregate. Plans are placing up the screen walls. Grass and trees will be planted outside those screening walls. The 12 inch water line only 600 ft remaining. Began with 6,500 feet with our City public works employees installing. City only have 7 employees in this department and they continue to keep up with the

progress. Mr. White stated the plan was to be completed in October but moved to November first week.

Council has reviewed the development agreement with Martin Marietta. Negotiations still continue.

TCEQ hearing was held on the 14<sup>th</sup> of October at RSVP. Outside Martin Marietta no one else supported this project.

Mr. Smith asked if Mr. White heard back from Martin Marietta since the hearing. Mr. White stated he has not heard back from Martin Marietta. Mr. Smith stated a lot of people spoke at the hearing. Mr. White stated our strategy still is to bring them into the City with a development agreement.

#### RECEIVE UPDATE ON TIRZ BOARD

Mr. White stated that he and Mr. Ellison worked together on the project. The 12in Reliable water line almost done cost approx. 300K totally supported by TIRZ funds. Other projects funded are the bond for the 4 lane divided street around the College. The engineering and construction will begin soon. Mr. White is trying to find funding to complete road all the way to Hwy 380.

High speed internet survey was sent out in a separate envelope, not in the water bills as first projected. First week of November is the cutoff and we will begin the analysis of the survey. What is unique with the survey this is how Mont Bellevue and Hudson Oaks helped with the deployment of their system. Mrs. Piwko suggested that the Police Department post on their Facebook sight to remind people to complete the survey. Mr. Ellison stated we had to modify the survey due to the TIRZ Board can only spend funds within the TIRZ District. Texas A&M commerce developed the survey and helped prepare for distribution.

Mr. White is developing a street improvement plan. TIRZ Board is researching on ways to help with funding of the street improvement plan.

TIRZ needs to make updates on project plans and financial plans.

Mr. Ellison stated one of the issues with the City is they do not have funds for street maintenance. Mr. Ellison stated a road improvement that is beneficial to TIRZ and City would have to update the project plan in order to fund.

Mr. Ellison stated the water line project there have been concerns on who is funding this project. TIRZ is funding this project.

Mr. Ellison stated they are projecting 17 jobs related to the plant plus 200k in revenue from sales tax. If this projection pans out it is a very positive thing for the City.

Mr. White stated our objective is to move them into the city.

Mr. Smith asked if the city will get the ad valorem tax or will go to TIRZ.

Nelson Brothers discussed bringing in truck repair facility.

Mr. Smith asked about the internet survey will Texas A&M be going straight into the commercial business. Mr. Ellison stated yes. Mr. White stated we are receiving a lot of help from Ms. Mingo on getting the surveys completed.

Mr. Smith asked if the survey is going outside the City limits. Mr. White stated the people outside the City limits are really underserviced. Mr. White stated the City owning this wireless is not the only option they have. Mr. Smith stated the cost would be approx. 14m. Mr. White stated the cost to deploy would not be that high it could be as low as 2m depends on the strategy. Mr. White stated we talked a lot about 5g there are ways to deploy wireless strategy. Mrs. Piwko asked about redefining the TIRZ District. Mr. White stated yes there is a discussion on rezoning. Mr. White stated the City is having issues around revenues and this is one of the strategies is to rezone the TIRZ District. Mr. White stated he would like to use TIRZ in the Industrial zone only. Mr. Ellison stated if we do take out of TIRZ we would lose county funds. Mr. Smith asked if it would impact the bond capacity. Mr. Ellison stated not sure if we can reduce the TIRZ District due to bond debt. Mr. Lane stated from an economic stand point hope the survey concludes what the City needs. High speed data is important

Mr. Smith asked if concrete batch plants will be concreting on the county line road. Mr. White stated that will come later. County understands there is a concrete facility there. Mr. Smith asked when they will move existing equipment. Mr. White stated they are placing new equipment out at the new facility.

Mr. Ellison stated in the process of organizing the TIRZ there are some reports we need to file with the State. Daphne has been supportive and filed reports with the State.

#### CONSIDER, DISCUSS AND ACT UPON ITEMS FOR PAYMENT

 Motion made by Mrs. Piwko to accept times for payment as listed (City of Farmersville reimbursement in the amount of \$1,913.92., TEX-21 in the amount of \$2,500.00, and TEDC in the amount of \$175.00.), seconded by Mr. Smith, all in favor, motion passed unanimously

# CONSIDER, DISCUSS AND ACT UPON FINANCIAL STATEMENTS FOR AUGUST AND SEPTEMBER 2019 AND BUDGET AMENDMENTS

 Motion made by Mrs. Piwko to approve financials with changes noted on the August and September 2019 financials, second by Mr. Tedford. Motion passed all in favor.

# CONSIDER, DISCUSS AND ACT UPON MEETING MINUTES FOR AUGUST 15TH 2019

 Motion made by Mrs. Piwko to approve meeting minutes as submitted, second by Mr. Smith. Motion passed all in favor.

#### **CITY MANAGER REPORT**

Mr. White updated the EDC board regarding the KCS strategic Partners Conference that he and Mr. Ellison just attended. Mr. White stated that KCS continues to be interested in this region for a trans-modal operation. Mr. White stated that this is the

sight, Farmersville. Mr. White stated he noticed that JLL owns property east of Collin County line. The City needs to promote the appending 500 acres east of the Collin County line. Mr. White state he will continue to promote this area for a possible Transmodal facility. (Attached KCS presentation)

Lake Haven Mud is trying to develop 400 homes. There is ongoing negotiations that will be covered with council a 15m wastewater treatment plant continues to go forward. Meet with Kimley Horn and talked about phasing.

Camden continues with phase 3. Mr. Smith asked are you discussing about plant 3. Mr. White stated the bond is for engineering wastewater treatment plant 3. Mr. Smith asked when will lots will be available. Mr. White stated in late spring. Mr. White said sells are strong. This staff is stretched thin.

Palladium club house and pool are due for completion in November. Nice facility pool twice as big as the one in Aubrey, Texas. Apartments due for completion in December. Wastewater line is due for completion next week. East side lift station completed

#### REQUESTS TO BE PLACED ON FUTURE AGENDAS

Tex 21 March 2020/ ground breaking CC
Land use plan-completion date
Thoroughfare plan
Sales tax report
Grant program fund projects Attorney bring it back.
Edc roundtable
Same as on agenda
Electrical substation
Infiltration issues
Infrastructure update
Plant 1 and 2

#### **ADJOURNMENT**

On a motion from with a second from Mr. Tedfo	ord meeting was adjourned at 8:21p.m.
ATTEST:	APPROVE:
Diane C. Piwko, Secretary	Jason Lane, Chairman

# Farmersville Economic Development Corporation City Manager Activity and Report

24 October 2019

#### Collin College

- 1. Farmersville Electric is ready to install temporary electric once we get okay from College to proceed.
- 2. DBI is continuing forward with development of engineering plans for Farmersville Parkway and Collin Parkway.
- 3. Preliminary plat is complete.
- 4. A permit has been issued to start construction.
- 5. College has started dirt work on the property. They are planning to start going up with the structure starting in January 2020.

#### Concrete Facilities

- 1. Reliable Concrete continues construction of their new concrete batch plant. Continuing with concrete flatwork and screening walls.
- 2. The 12" water line will be installed and complete by first week in November 2019. This end date is pretty solid at this point barring any delays due to rain. Only 600 feet remain to be completed out of a project that was more than 6,500 feet in length!!
- 3. Council has reviewed the development agreement with Martin Marietta. Negotiations continue
- 4. There was a TCEQ hearing here in Farmersville on 14

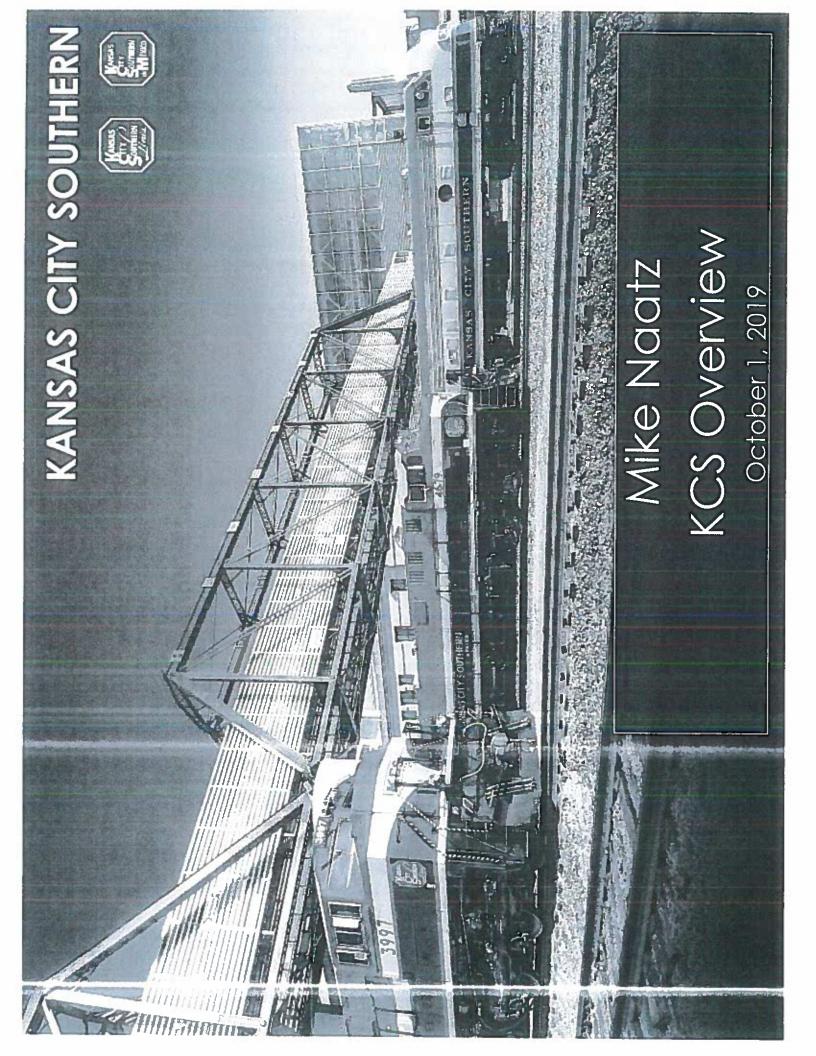
#### **TIRZ Update**

- 1. Projects underway
  - a. Reliable Concrete 12" water line
  - b. Four lane divided street around the college
  - c. High Speed Internet survey
  - d. Street improvement plan
  - e. TIRZ project plan and financial plan update.

#### City Manager Report

- 1. KCS Strategic Partners Conference
  - a. KCS continues to be interested in this region as a site for trans-modal operations.
  - b. Given all the trade uncertainty surrounding NAFTA and USMCA, what has happened to trade between the US and Mexico since 2016? Up 17%
  - c. USMCA is important
  - d. Our role this year was to raise Farmersville site awareness.

- e. <a href="https://www.kcsouthern.com/no-search/2019-kcs-spc-conference/Naatz.pdf?language">https://www.kcsouthern.com/no-search/2019-kcs-spc-conference/Naatz.pdf?language</a> id=1
- 2. Lake Haven MUD property continues. Their main concern is the cost to develop the wastewater treatment plan. They have asked us if there are options to reduce the cost and/or phase the project.
- 3. Camden Park: Phase III continues. They have started work on adding to the wastewater collection system.
- 4. Palladium development continues.
  - a. Club house and pool due for completion in November.
  - b. Apartment units due for completion in December.
  - c. Wastewater line is due for completion next week.
- 5. City Owned Broadband Utility survey has been sent out. The TIRZ Board has provided funding to Texas A&M Commerce to help us with the survey regarding:
  - a. Survey development
  - b. Survey data analysis
  - c. Analysis of other municipal high speed internet systems: Mont Belvieu and Hudson Oaks
  - d. Presentation package



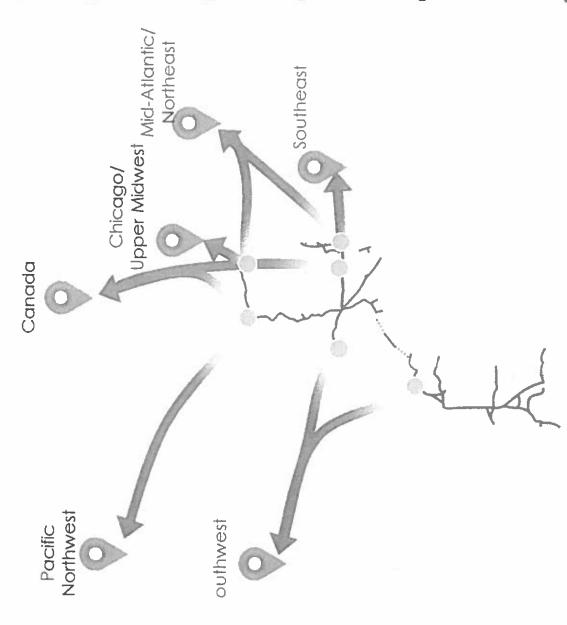
# Safe Harbor Statement

thereof as of the date hereof. Differences that actually occur could be caused by a number of external factors over which management has little or no control, including: competition and consolidation within the This presentation contains "forward-looking statements" within the meaning of the securities laws concerning potential future events involving KCS and its subsidiaries, which could materially differ from the events that actually occur. Words such as "projects," "estimates," "forecasts," "believes," "intends," "expects," "anticipates," and similar expressions are intended to identify many of these forward-looking statements. Such forward-looking statements are based upon information currently available to management and management's perception transportation industry; the business environment in industries that produce and use items shipped by rail; loss of the rail concession of KCS' subsidiary, Kansas City Southern de México, S.A. de C.V.; the termination of, or failure to renew, agreements with customers, other railroads and third parties; access to capital; disruptions to KCS' fechnology infrastructure, including its computer systems; natural events such as severe weather, hurricanes and floods; market and regulatory responses to climate change; legislative and regulatory developments and disputes; rail accidents or other incidents or accidents on KCS' rail network or at KCS' facilities or customer facilities political and social conditions; the level of trade between the United States and Asia or Mexico; fluctuations in the involving the release of hazardous materials, including toxic inhalation hazards; fluctuation in prices or availability peso-dollar exchange rate; increased demand and traffic congestion; the outcome of claims and litigation involving KCS or its subsidiaries; and other factors affecting the operation of the business. More detailed of key materials, in particular diesel fuel; dependency on certain key suppliers of core rail equipment; changes in securities and capital markets; unavailability of qualified personnel; labor difficulties, including strikes and work stoppages; acts of terrorism or risk of terrorist activities; war or risk of war; domestic and international economic, information about factors that could affect future events may be found in filings by KCS with the Securities and Exchange Commission, including KCS' Annual Report on Form 10-K for the year ended December 31, 2018 (File ooking statements to reflect future events or developments. All reconciliations to GAAP can be found on the KCS No. 1-4717) and subsequent reports. Forward-looking statements are not, and should not be relied upon as, a guarantee of future performance or results, nor will they necessarily prove to be accurate indications of the times at or by which any such performance or results will be achieved. As a result, actual outcomes and results may differ materially from those expressed in forward-looking statements. KCS is not obligated to update any forwardwebsite, kcsouthern.com/investors.





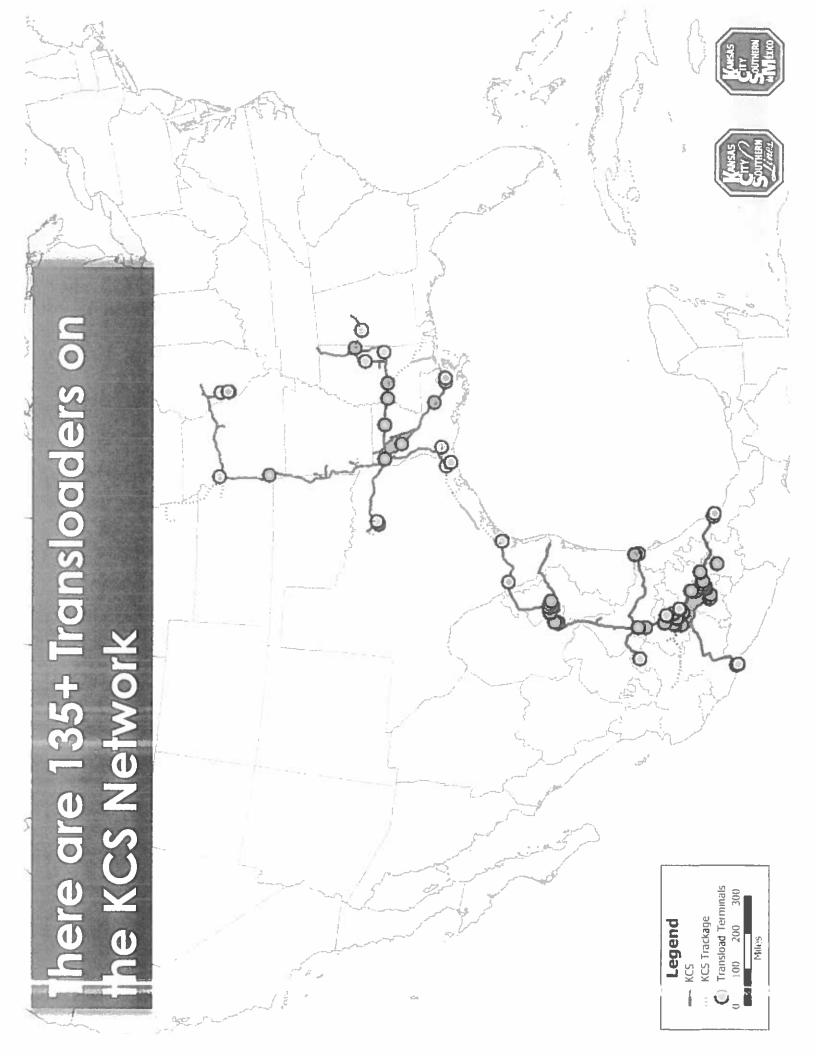
## **About Kansas City Southern**



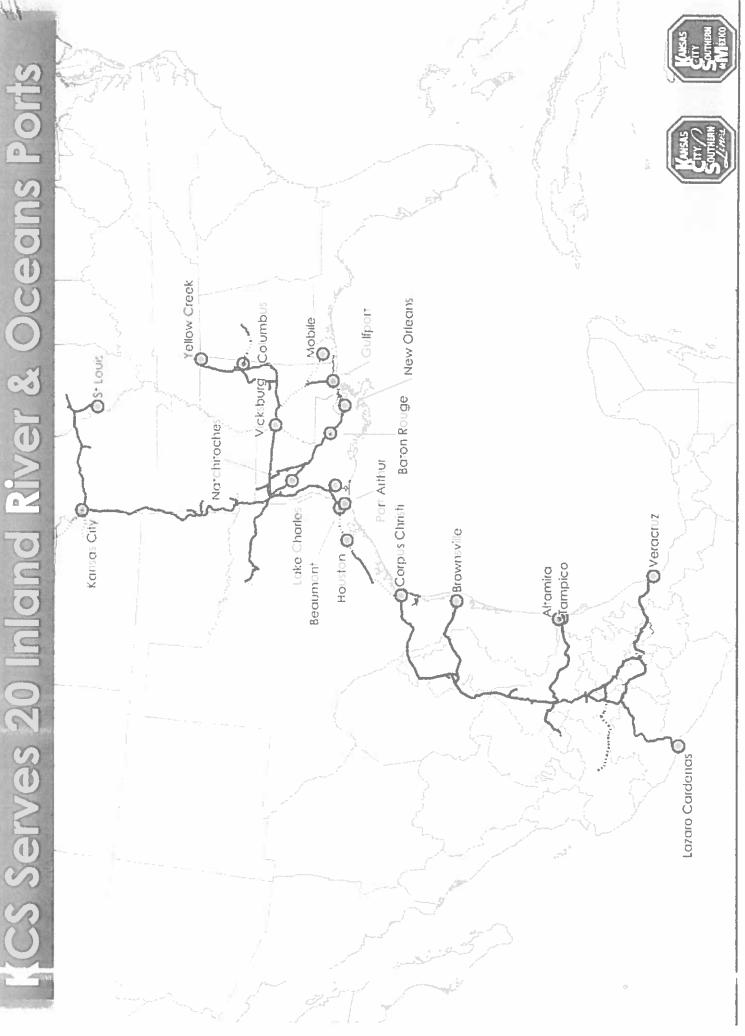
- Strategically positioned in the heart of North America
- Single connection between Mexico and all major markets in the U.S. & Canada
- Uniquely positioned to facilitate cross-border trade
- Links the heart of Mexico's manufacturing region with all Class I rails over the Laredo gateway
- Laredo is the Largest international rail interchange in North American in both volume & value of freight
- More than 6,600 track miles
- 6,670 Employees in the US and Mexico







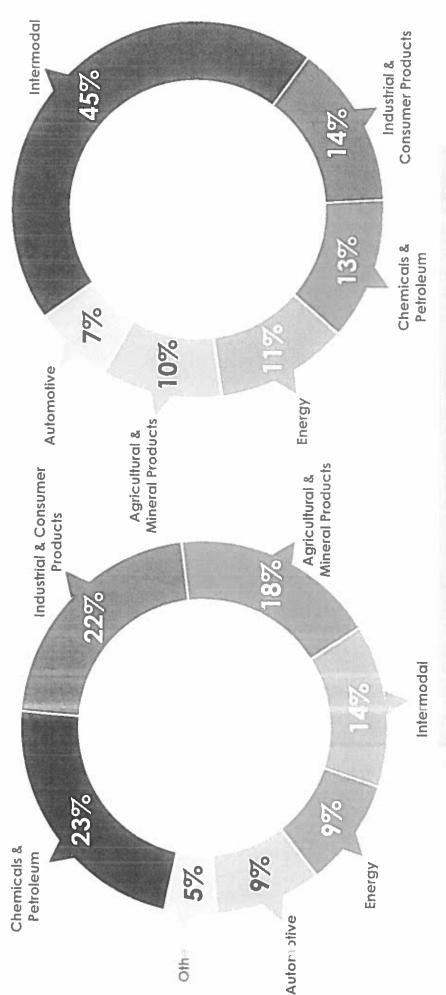
## ver & Oceans Serves 20 Inland Riv



## KCS's 2018 Revenue is Diversified

#### Revenue

#### Volume



Gulf Coast, Midwest corn belt, Mexican manufacturing Diversified revenue mix with strategic access to U.S. & strategic cross-border intermodal corridor

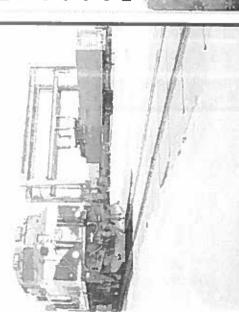




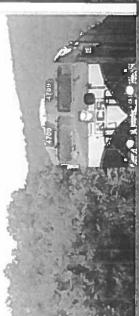
## The KCS Corporate Vision & Strategy

#### /ISION

CCS strives to consistently be the fastest-growing, best-performing, most customer-focused ransportation provider in North America.



growing North American markets, while maintaining a commitment rail network and the diverse and ocation of the KCS cross-border employees and industry leading eliable operating environment. echnologies and a strong cost o operational excellence. We embrace new and emerging We will provide service that discipline within a safe and Capitalize on the strategic eturns to our shareholders. challenging careers to our customers' expectations, consistently exceeds our



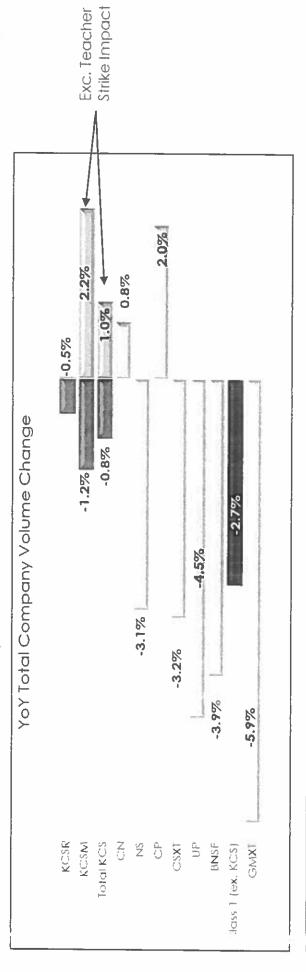
#### STRATEGIC PLANS

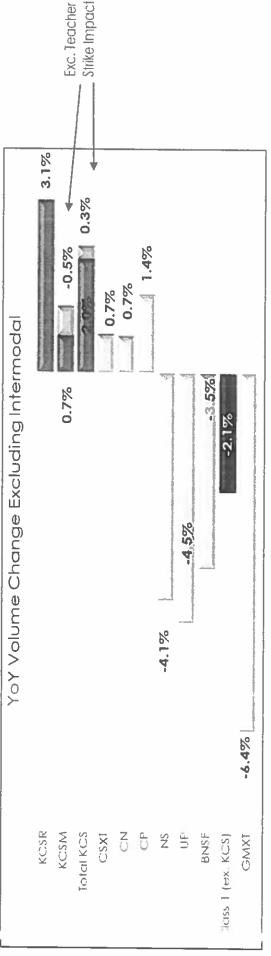
- Create industry-leading shareholder returns
- Operate in a safe and reliable environment
- Build a strong and nimble, customer-oriented culture focused on performance, accountability and execution
- Promote strong governance, social responsibility, regulatory compliance and risk management





# Fastest Growing: 2019 YTD YoY Volume Growth



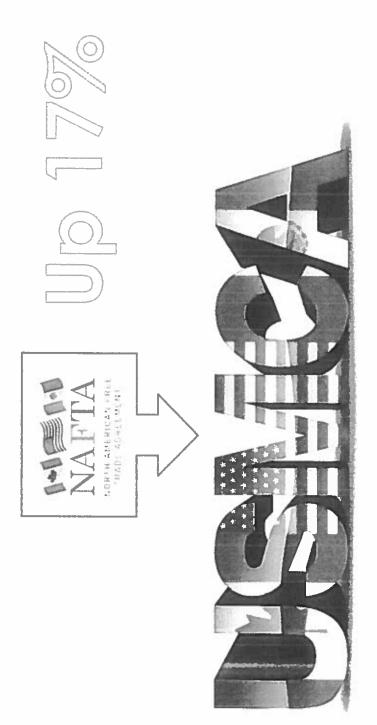






#### **Question**

Given all the trade uncertainty surrounding NAFTA and USMCA, what has happened to trade between the US and Mexico since 2016?



## KCS Cross Border Growth 2010-2018

Franchise cross-border volumes have grown at a 12% CAGR and represent over 30% of revenue

Total cross-border volumes have grown at an 8% CAGR and represent almost 50% of revenue







#### **USMCA**

### What's Next?

- 11/2018: US, Mexico and Canada signed the new USMCA
- The agreement has been approved by the Mexican Senate, but not by the Canadian Parliament
- US: Must pass implementing legislation through both the House and Senate with a majority vote
- What if there is no vote this year?







## U.S. Exports to Mexico



Largest export market for the U.S.



U.S. goods exports to Mexico in 2018 were \$265.0 billion



2018 exports were up **8.9%** (\$21.7 billion) from 2017 and up **75.2%** from 2008. U.S. exports to Mexico are up **537%** from 1993 (pre-NAFTA).

### Top 2018 Export Categories:



Machinery \$46b

Electrical Machinery



Mineral Fuels \$3**4b** 



Vehicles \$22b



Plasfics \$18b





## U.S. Imports from Mexico



Largest supplier of goods to the U.S. in 2018



U.S. goods imports from Mexico in 2018 were \$346.5b



2008. U.S. imports from Mexico are up **768%** from 1993 (pre-NAFTA). 2018 imports were up 10.3% (\$32.3b) from 2017 and up 60.5% from

### Top 2018 Import Categories:



Electrical Machinery \$64b

> Vehicles \$93b



Machinery \$63b



Mineral Fuels \$16b

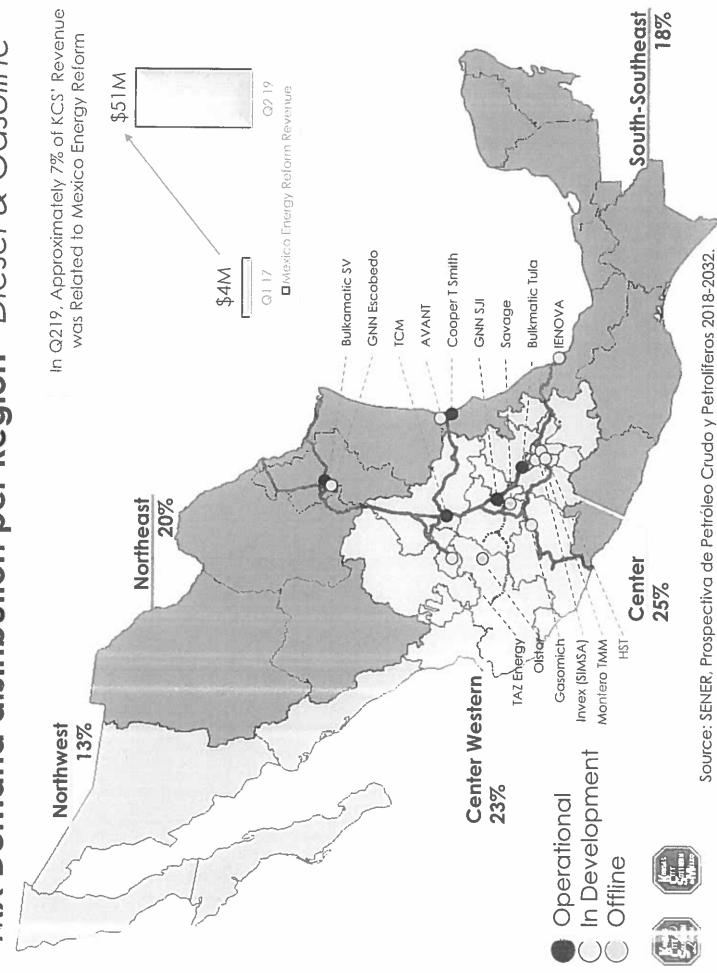


Optical & Medical Instruments

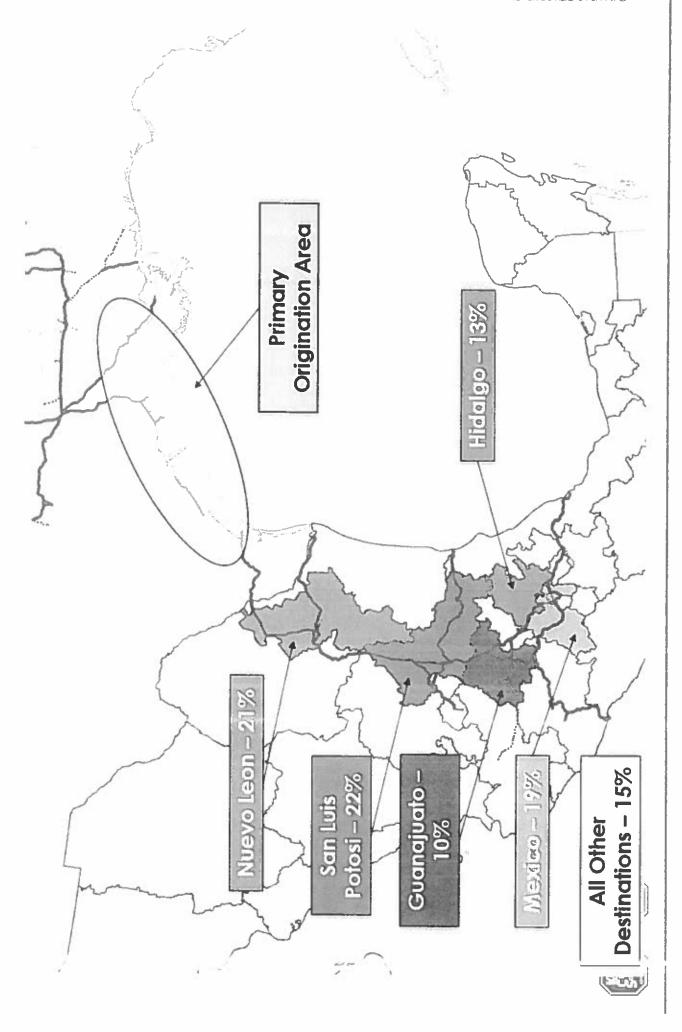




# MAX Demand distribution per Region - Diesel & Gasoline

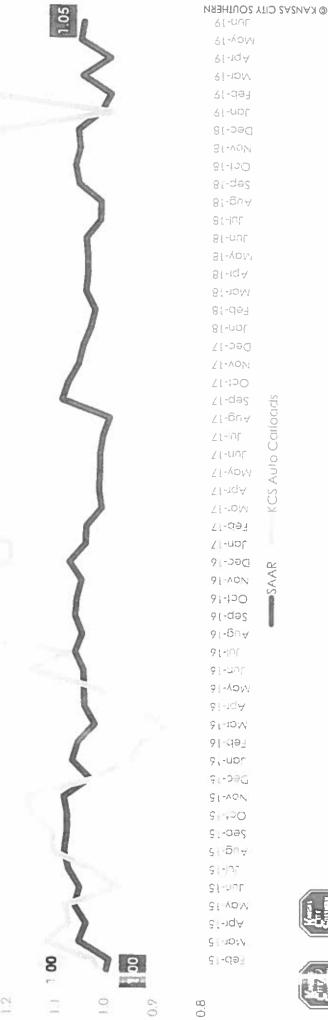


# Plastics: Key Regions for Cross Border Business



# Automotive: Since 2015, KCS Volume Growth Has Exceeded SAAR

KCS Auto Carloads Continue to Trend Positive U.S. SAAR Flat since January 2015 (January 2015 = 1.00) 1.55







Source: June 2019 FRED, Internal Company Volumes

## U.S. Mexico Agricultural Trade

U.S. exports of agricultural products to Mexico totaled \$20 billion in 2018, the 2nd largest Ag export market. Leading Ag categories include:



Corn \$3.1b



Soybeans \$1.7b



Dairy \$1.4b



Pork \$1.3b





\$1.3b Beef





Vegetables Fresh



Fresh Fruit



Wine & Beer



Snack Foods



Fruits & Vegetables **Processed** 





## Intermodal Volume Update

Each of the following make up ~25% Intermodal volumes\*



Streamlined KCS – KCSM business

Faster and more secure border crossing vs. truck

BNSF Cross-Border Service provides access to private box market and service to West Coast & Chicago markets

31% volume CAGR since 2010



• Grows in line with Mexican automotive manufacturing performance Auto parts make up ~75% of containers

Main Route: Meridian Speedway

Dedicated frain 5 days/week

 Volumes under pressure in 2019 from excess truck capacity in the U.S. market

Impacts from currency & truck capacity within Mexico stabilizing

Higher fuel prices & improvement in currency support rail share

• Monitoring for competitive impacts due to increased fuel cost in





### **Best Performing**

# PSR at KCS: Better railroading for more reliable service and growth



### **Sustamer focused**

- Improve and sustain consistency & reliability of service
- Create a more resilient and dependable network



### Facilitate Growth

Additional capacity for new opportunities



### Improve asset utilization

Be able to meet growing demand with same or fewer assets



### Improve cost profile

Increased profitability driven by volume and revenue growth and improved productivity and asset utilization

## KCS' Mantra: Service Begets Growth







## KCS' Performance Metrics Continue to Improve

Metric	YTD August 7 2018	YTD August \ 2019	YTD August YTD August YoY Change 2018 2019 B/(W)	FY 2019 Goal
Gross velocity (mph)	11.4	12.8	12%	14.0
Terminal dwell (hours)	23.8	21.2	11%	21.0
Train length (feet)	5,788	5,933	3%	6,000
Car miles per day	95.4	104.4	%6	105
Fuel efficiency* (gallons per 1,000 GTM's)	1.35	1.31	3%	1.31





# Estimated Annualized Savings from PSR Initiatives

OpEx Category	Primary Drivers	Q119 Outlook	Q219 Outlook	Sequential Increase
Compensation & Benefits	Reduced Headcount & Crew costs	\$4	\$5	\$1 / 25%
Depreciation	Disposal of certain locomotives and rail cars	\$	2\$	\$3 / 75%
Fuel	Train Consolidation and Efficiency/Technology	\$\$	\$21	\$15/250%
Equipment	Lease returns & car cycle times	\$4	\$14	\$10 / 250%
Purchased Services and Materials & Other	Restructured contracts, and reduced repair expenses	\$7	∞,	\$1 / 14%
Total	tai	\$25	\$55	\$30 / 120%





## Most Customer Focused!

### KCS CSAT Survey

- Easy to work with
- MX expertise
- · Security
- PSR
- OT, consistent service

### Cowen Rail Shipper Survey

- Tied for 1st with a 65% good/excellent rating
- "KCSM received a better rating than its Mexican peer, Ferromex"

## Surface Transportation Board

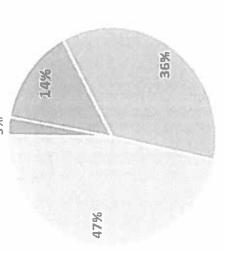
Repeatedly cited as a standout by STB Board Members





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RCS Communicates Openly and Honestly (2019)



\*\* Strongly Disagrees (1=3) \*\* 4=6 \*\* 7=8 9=10

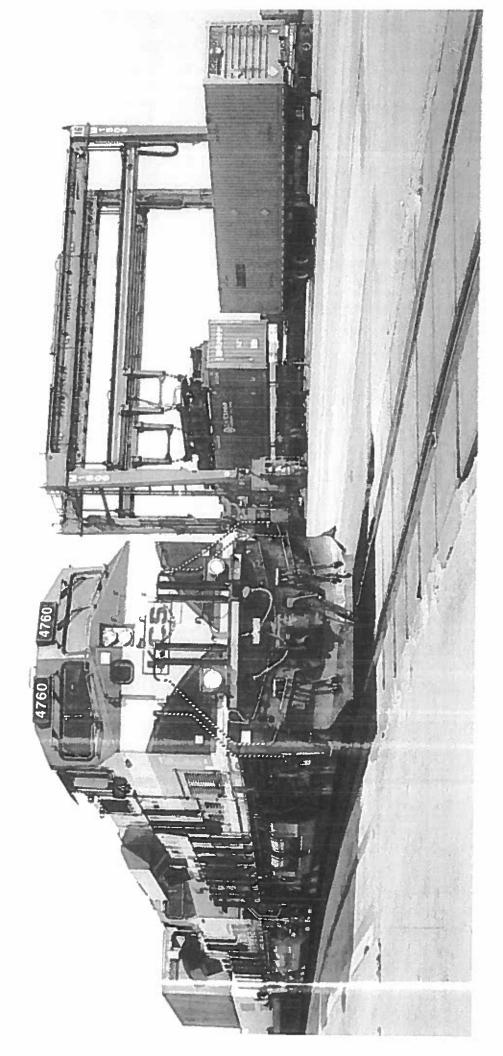




### Thank you!









TO:

EDC 4A Board

FROM:

Daphne Hamlin, Finance Director

DATE

November 21st, 2019

SUBJECT: City Manager Report

City Manager to update EDC 4A Board

Action: No Action Informational item only