



CITY OF GRAND PRAIRIE

City Hall
300 W. Main Street
Grand Prairie, Texas

Meeting Minutes

Special City Council Meeting - Downtown Development

Wednesday, August 17, 2022

5:00 PM

City Hall - Council Chambers

CALL TO ORDER

Mayor Jensen called the meeting to order at 5:11 p.m.

PRESENT

Mayor Ron Jensen

Mayor Pro Tem Cole Humphreys

Deputy Mayor Pro Tem John Lopez

Council Member District 1 Jorja Clemson

Council Member District 2 Jacquin Headen

Council Member District 3 Mike Del Bosque

Council Member District 6 Kurt Johnson

Council Member At Large Place 8 Junior Ezeonu

ABSENT

Council Member At Large Place 7 Jeff Copeland

EXECUTIVE SESSION

There was no Executive Session.

PRESENTATIONS

1. Proposed Downtown Development Presentations from Annex/Smiths, Kalterra and Southern Roots Brewing Company

Mr. and Mrs. Jason and Carly Smith their residency in Grand Prairie, and noted it is Mrs. Smith's hometown. They discussed the success of their current business, Firehouse Gastro Park, which was launched in May 2018, and displayed various photos of the restaurant and event venue. Mr. Smith discussed their vision, and the risk Council took to allow them to move forward with the restaurant. He noted they feed about one hundred fifty Air Force personnel per month and described their social marketing platforms with successful reach. Mr. Smith described the restaurant's successful commercials, television shows and national viewership. He discussed the city's energy, eventful fundraisers held at the restaurant and Mama's Medicine catering. Mr. Smith said they currently receive approximately four to five space requests daily, then reviewed details of their event space. He reviewed the concept, mission and vision for their proposal, The Annex, which he described as an event space for creation and experience. Mr. Smith said they want to preserve the history of old buildings and unify both sides of the street with deco-modern aesthetic. He described creating immersive experiences

and creative spaces for conferences, trade shows, seminars, retreats and socials. Mr. Smith described potential vendor collaborations and art. He displayed conceptual architectural renderings, noting he would like to highlight the corridor between the two spaces and said art is very important to them. Mr. Smith described a new age, creative studio workspace. Hector Guerrero, Director of Operations of Tiger Teeth Creative, described creating a location similar to Lowtown Studios in Fort Worth for themed rental space. Mr. Guerrero and Mr. Smith described uses of The Annex including space for private dining, an entertainment hall, and the creation of a historic revelation on Main Street. Mr. Smith described a music and dance hall, the creation of the Dobel Maestro Tequila indoor stage with Dobel bar with vintage dance party space. He described a listening room partnership with Singer / Songwriter Eric Nadel and the Gallery Anonimo, a public art placement for creative collaborations with sponsors and corporate partners. Mr. Smith discussed their enthusiasm and said they plan to be present six days a week. Council Member Del Bosque said he enjoys the concept, inquired about the Smiths' partnerships and whether they would be willing to purchase the building in its current condition. Mr. Smith said they have no monetary partners adding that they or someone else would be part of the creative, artistic vision and confirmed they would be willing to purchase the building. Mr. and Mrs. Smith discussed the proposed greenhouse indoor space. Mr. Smith said he gathered information for this proposal based on their past business experience. He described their business in California, and current trends and numbers at Firehouse Gastro Park. Council Member Headen asked to clarify their television commercial experience. Mr. Smith described how "Indeed" found them and described their commercial for job development with four to five hundred people attending, noting only five cities in the United States were allowed this opportunity. Council Member Headen asked to clarify the Anonimo art. Mr. Smith discussed the Anonimo and Dobel art collaboration along with Mama's Medicine, describing how art on Main Street can inspire young artists. Council Member Headen asked how marketing would work and if financing would come in phases. Mr. Smith noted it becomes fulltime for marketing and introduced his Marketing Manager, Randall Blakesley, who currently handles all marketing for the restaurant, coffee shop and Mama's Medicine. Mr. Blakesley discussed how he would manage all aspects of marketing working with all event planners and conducting planner outreach. Mr. Smith confirmed the Request for Expressions of Interest (RFEI) described sharing the financial burden, and said they have the financial backing available to hit the ground running immediately but is unclear how the city would like to proceed. He confirmed their proposal includes full payback, a purchase and new jobs. Council Member Johnson asked if the Proforma was based on The Annex and asked to clarify. Mr. Smith confirmed and said it was built with their accountant, and they conducted research of current event space costs aiming high on the rehab side. He reviewed current rental costs for Firehouse Gastro Park. Mrs. Smith described Hillside Estate, a similar venue considered a booking destination. Council Member Johnson asked to describe the proposed space. Mr. Smith said it would be about sixteen to seventeen thousand square feet but not fully finish out as there would be open space. He noted a pop-up corridor space with coffee and snacks as well as a catering level kitchen with guest chefs. Council Member Johnson asked if the event space would be like the Ruthe Jackson Center. Mr. Smith said the Ruthe Jackson Center is a ballroom/hotel convention type classy venue, and this would be more millennial. Council Member Johnson asked what their level of experience with building rehabilitation is. Mr. Smith said they designed every detail at Firehouse Gastro Park. He described the uniqueness of this historic space and said its design will be attractive. The Smiths advised "Indeed" found them and said other interested parties have reached out to them including Nike, Texas Rangers, two television shows and Exxon who rented out the entire space for a private event. Council Member Johnson asked how interested partners are paid. Mr. Smith

confirmed they have relationships with these parties, described their loyalty and explained sponsorship opportunities. Council Member Johnson asked what percent of the renovation would stay. Mr. Smith said approximately eighty-five percent of the structure would remain the same. Deputy Mayor Pro Tem Lopez said Council may pass zoning pertaining to development of the property and asked if they are open to being part of the conversation, and if they would be willing to work with a master developer. Mr. Smith confirmed and said they are only looking at the two buildings. Council Member Clemson said she enjoyed the unique renderings and appreciates what they brought forth noting they have helped promote Grand Prairie with the relationships they have. Council Member Headen said she enjoyed the public art and thinks murals are great, but maybe some of their partners can fund some sculptures on the lawn. Council Member Headen asked to clarify what is proposed to occupy each building. Mr. Smith reviewed the possibility of a two hundred person listening room to elevate Main Street and reviewed the greenspace.

Clint Nolan with Kalterra Capital Partners discussed their proposal for the Calvary Baptist Church redevelopment. He and Mr. Meadows discussed various cities in which they have development projects and said they enjoy the centrality of Grand Prairie. They described their project on Highway 161, discussed their interest and vision for this property, and said they are a long game type of company. Mr. Nolan said they are economically sound, a catalyst for the project with signature development and strong on community support and connectivity. He said they are not interested in just making money but instead treat each project as a custom project. He described their team noting they work to improve with every project. He reviewed their projects in Kyle and Grand Prairie, which included urban wrap style apartments with retail, and advised they were under contract with six restaurants before their apartments were built. Mr. Nolan said they are working in Burleson on a mixed-use project, and he reviewed that design. Mr. Stone said he has been involved in many master planning projects in Grand Prairie then reviewed the site plan and discussed the Main Street repair plans. He said they want a walkable fun living environment and described the proposed three hundred ninety-six units with structured parking and twelve town homes. Mr. Stone reviewed public art installations conceptual renderings with retail, food and beverage and outdoor spaces. Mr. Austin discussed financial information including two options, including purchasing land from city and a joint venture to work with the city. He discussed the land purchase timeline and financial summary with proposed construction ending January 2025. Mr. Austin reviewed development costs and potential capital partners. He discussed their Proforma noting this would be a key project for Kalterra. Mr. Nolan said their proposal is not asking for incentives, but they will take them and said they are open to being the master planner but would work with any others to collaborate. Council Member Johnson asked if they would tear down or rehab the Annex building and if they would prefer to build all new structures. Mr. Nolan, said they could pull those buildings closer to the street, but are open to keeping the buildings and can look to find the best use of those buildings. He said they looked at repurposing and reusing the Calvary Church but could not design something at highest and best use of the existing church. Council Member Headen asked if the town homes would be for purchase or lease and asked if they would bring in consultants for the retail space. Mr. Austin said they would be for rent and Mr. Nolan said they would work with OmniPlan. Council Member Headen said she would like unique retail and noted sometimes local small businesses are ideal. Mr. Nolan said they assumed they would be working with local vendors. Council Member Clemson asked if the multifamily was completed today, what the cost would be for rent. Mr. Austin said for a one

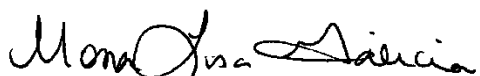
bedroom it would cost two hundred twenty dollars per square foot. Deputy Mayor Pro Tem Lopez said density needs to be part of the project, but three hundred ninety-six units seems high. Mr. Nolan said in reading the RFEI, the density per acre aligns with other downtown areas. Deputy Mayor Pro Tem Lopez asked if they would be willing to be the master developer and collaborate with others. Mr. Nolan confirmed. Deputy Mayor Pro Tem Lopez asked if the Sonic property or other nearby property was considered. Mr. Nolan said this plan shows it being part of the development, but they do not have any information, and they are willing to work with the city if that is a priority. Council Member Headen asked him to discuss some of the amenities. Mr. Nolan described courtyards for the tenants, a pickleball court, indoor fitness, a golf simulator, shuffleboard, social lounge, smart entry, dog parks and a co-working area. Council Member Headen asked if they would consider working on just the multifamily, and not retail component. Mr. Nolan confirmed.

Dustin Evans with Southern Roots Brewing Company presented his proposal and discussed the economic impact of craft breweries in Texas. He said they offer food, live music and community including a craft brewpub with signature pizza restaurant designed with families in mind. Mr. Evans said they host events for all and believe in branding the community. He discussed various events they have hosted and discussed how craft brewing brings tourism, typically millennials. He discussed employing approximately thirty to thirty-five employees. Mr. Evans discussed the events they have hosted at their existing locations. He displayed photos of their Waco and Waxahachie locations, noting they have preserved the history of the buildings at those locations. Mayor Pro Tem Humphreys said he supports having a brew pub in downtown Grand Prairie. Council Member Headen said she recognizes that they are passionate about their business, asked when they opened and said she would like to see better designs. Mr. Evans said they opened in 2019. Ms. Krstl Evans said the venue designs came from working with those cities and the desires they had. Deputy Mayor Pro Tem Lopez asked if they are open to either leasing or purchasing. Mr. Evans confirmed either option. Deputy Mayor Pro Tem Lopez said if a master developer is chosen, they may be working together to attract businesses downtown. Council Member Johnson said he enjoys the uniqueness of the business and asked if he is a veteran. Mr. Evans confirmed he was in the Army. Council Member Headen asked if they have mocktails? Mr. Evans said they are looking at offering a root beer. Ms. Evans said they currently offer soda and wine and noted Baylor University is scheduled to have media night in their brewery.

Mayor Jensen reconvened the meeting at 6:34 p.m.

ADJOURNMENT

Mayor Jensen adjourned the meeting at 7:25 p.m.



Mona Lisa Galicia, City Secretary

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email GPCitySecretary@gptx.org at least three (3) business days prior to the scheduled meeting to request an accommodation.