



**ECONOMIC
DEVELOPMENT
CORPORATION**

MEMORANDUM	
To:	City Council
CC:	Steve Parker, City Manager Donna Dodgen, Mayor
From:	Alora Wachholz Deputy Director, Economic Development
Meeting Date:	July 16, 2024
Subject:	Industrial Real Estate Feasibility Study

Project Overview

As outlined in the Seguin Community Economic Development Strategy (CEDS) under Goal 2, Strategy 2.3, the SEDC is committed to accelerating the development of shovel-ready industrial sites within the community in an effort to proactively recruit and retain targeted businesses, while increasing economic diversification and creating accessible opportunities for Seguin residents. The scope of services identified as part of the Seguin Industrial Real Estate Feasibility Study includes:

- Real Estate Identification – Assessment of available greenfield industrial sites in Seguin, ranging in size from 100 acres to 1,000+ acres, that are suitable for future industrial development and have the most potential to succeed.
- Evaluation of Existing Utilities and Infrastructure – Engagement of utility providers (electric, water, wastewater, natural gas, telecommunications) to determine existing conditions of utilities. Evaluate existing conditions for infrastructure, such as roadway and rail entities.
- Analysis of Utility and Infrastructure Improvements Required for Site Development – Following the evaluation of existing utilities and infrastructure, provide a detailed analysis of required improvements necessary to support future industrial and mega site development.
- Conceptual Site Development Plans – Develop different options for land development that provide flexibility for delivering the site to either one user, or multiple users.
- Additional Recommendations – Provide recommendations on how to fund required utility and infrastructure improvements, as well as recommendations on additional stakeholders that should be involved in the industrial and mega site development project.

A final candidate firm was identified and a contract for service provision was brought before the SEDC for vote at their Regular Meeting on July 11, 2024. The SEDC Board of Directors voted to approve a Resolution authorizing their Executive Director to execute a Professional Services Agreement with Pape-Dawson Engineers for a Seguin Industrial Real Estate Feasibility Study in an amount not to exceed \$175,000.

Proposed Scope of Work and Fee Estimate

The City of Seguin and the SEDC has engaged the services of Pape-Dawson Engineers for a variety of projects and needs over the years, including for the 8th Street Extension and Drainage Improvements Project, Cordova Road Engineering Services, and more.

Pape-Dawson Engineers has proposed the following Three-Phased Approach to meet the needs of the Seguin Industrial Real Estate Feasibility Study:

- **Phase 1: GIS Database Analysis:** Includes comprehensive GIS analysis of potential sites from 100 to 1,000+ acres in size within the area of study, as well as identified Priority Sites listing.
- **Phase 2: Priority Sites Evaluation:** Investigates in more detail the status of each Priority Site, including existing utilities, drainage concerns, and thoroughfare considerations, then summarizes each site with a series of exhibits, concept plans, and a Critical Issues Memo to identify key projects and associated costs. Phase I Environmental of Priority Sites eligible at this stage, if requested.
- **Phase 3: Overall Summary and Action Plan:** Summarizes result of feasibility study with encompassing recommendations for prioritization of strategic sites, catalytic projects, associated costs, and order of highest investment impacts for SEDC Board to use in actively pursuing further opportunity to produce shovel-ready industrial sites in eastern Seguin.

Pape-Dawson Engineers will provide the services per the attached Professional Services Agreement proposal for a variable fee, dependent on the number of Priority Sites that are identified as being worthwhile to pursue into Phase 2 and beyond, in the following manner and with a total not-to-exceed-amount of \$175,000:

Phase 1: Interactive GIS Website and Dashboard	\$0
Phase 1: Site Identification Process	\$12,500
Phase 1 Total	\$12,500
Phase 2: Phase I Environmental Assessment	100-300 Acres: \$4,500 per site 300-500 Acres: \$5,500 per site 500-1,000 Acres: \$7,000 per site 1,000+: \$7,000 + (\$500 for every 250AC) per site
Phase 2: Preliminary Utility Evaluation	\$2,500 per site
Phase 2: Preliminary Drainage Evaluation	\$2,500 per site
Phase 2: Preliminary Traffic Evaluation	\$2,500 per site
Phase 2: Exhibit Preparation	\$3,000 per site
Phase 2: Critical Issues Summary Memo	\$1,500 per site
Phase 2 Total	Variable Based on Number of Priority Sites
Phase 3: Feasibility Study Summary Memo	\$5,000
Phase 3 Total	\$5,000
TOTAL CONTRACT COST	NOT TO EXCEED \$175,000

Please note that there has been preliminary direction from the SH 130 Concession Company that they will participate in the partial funding of this feasibility study. Their contribution will offset estimated contract costs.

Staff Recommendation

Staff recommends approval of the Resolution authorizing an expenditure by the Seguin Economic Development Corporation (SEDC) in an amount not to exceed \$175,000 for professional services by Pape-Dawson Consulting Engineers, LLC. for an Industrial Real Estate Identification and Feasibility Study. Following approval by the City Council, Staff will proceed with execution and initiation of the contract for services.