



AGENDA

REGULAR MEETING OF THE BOARD OF DIRECTORS

Tuesday, February 16, 2021 (6:00 P.M.)

To Be Held Remotely, Via Electronic Means

Meeting to be live streamed, and available via the following weblink:

[Facebook.com/Fairparkfirst](https://www.facebook.com/Fairparkfirst)

(Please note, no account or password is required)

Members of the public wishing to address the Fair Park First Board should sign up in advance

By emailing info@fairparkfirst.org

NO LATER than 12pm February 16, 2021 (Central Time)

Preregistered public speakers will be emailed a link and instructions for admittance.

1. This meeting was cancelled due to the impacts of Winter Storm Uri.

Important Reminder

The February Fair Park First Board Meeting will be held at:

To Be Held Remotely, Via Electronic Means

Meeting to be live streamed, and available via the following weblink: [Facebook.com/Fairparkfirst](https://www.facebook.com/Fairparkfirst)

(Please note, no account or password is required)

March 16, 2021 at 6:00pm

EXECUTIVE SESSION NOTICE

A closed executive session may be held if the discussion of any of the above agenda items concerns one of the following:

Seeking the advice of its attorney about pending or contemplated litigation, settlement offers, or any matter in which the duty of the attorney to the City Council under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with the Texas Open Meetings Act. flex. Govt. Code s551.0711

Deliberating the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the city in negotiations with a third person. flex. Govt. Code 5551 .0721

Deliberating a negotiated contract for a prospective gift or donation to the city if deliberation in an open meeting would have a detrimental effect on the position of the city in negotiations with a third person. [ex. Govt. Code S551.073]

Deliberating the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee; or to hear a complaint or charge against an officer or employee unless the officer or employee who is the subject of the deliberation or hearing requests a public hearing. [ex. Govt. Code s551.0741

Deliberating the deployment, or specific occasions for implementation, of security personnel or devices. [ex. Govt. Code s551.0761

Discussing or deliberating commercial or financial information that the city has received from a business prospect that the city seeks to have locate, stay or expand in or near the city and with which the city is conducting economic development negotiations; or deliberating the offer of a financial or other incentive to a business prospect. [ex Govt. Code s551.0871

Deliberating security assessments or deployments relating to information resources technology, network security information, or the deployment or specific occasions for implementations of security personnel, critical infrastructure, or security devices. [Tex. Govt. Code 5551 .089]

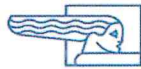
Handgun Prohibition Notice for Meetings of Government Entities

"Pursuant to Section 3Q1QQ, Penal Code (trespass by license holder with a concealed handgun), a person licensed under Subchapter H, Chapter 411, Government Code (handgun licensing law), may not enter this property with a concealed handgun."

"De acuerdo con la sección 30.06 del código penal (ingreso sin autorización de un titular de una licencia con una pistola oculta), una persona con licencia según el subcapítulo h, capítulo 411, código del gobierno (ley sobre licencias para portar pistolas), no puede ingresar a esta propiedad con una pistola oculta."

"Pursuant to Section @.9.2, Penal Code (trespass by license holder with an openly carried handgun), a person licensed under Subchapter H, Chapter 411, Government Code (handgun licensing law), may not enter this property with a handgun that is carried openly."

"De acuerdo con la sección 30.07 del código penal (ingreso sin autorización de un titular de una licencia con una pistola a la vista), una persona con licencia según el subcapítulo h, capítulo 411, código del gobierno (ley sobre licencias para portar pistolas), no puede ingresar a esta propiedad con una pistola a la vista."



FAIR PARK FIRST

CONSOLIDATED FINANCIAL STATEMENTS

	<u>January</u>	<u>Budget</u>	<u>Variance</u>	<u>YTD</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
Number of Events	2	5	-3	13	16	-3
Number of Event Days	31	35	-4	43	106	-63
Attendance	20	1,000	-980	18,173	82,300	-64,127
<u>Operating Revenue</u>						
Special Events	387,500	387,500	0	775,000	775,000	0
Building Use Fee	4,706	9,340	-4,634	100,745	163,920	-63,175
Parking Commissions	0	5,000	-5,000	0	29,400	-29,400
State Fair Utility Reimbursement	0	0	0	0	0	0
Concessions	0	300	-300	7,076	18,900	-11,824
Corporate Sponsorships/Branding	0	60,000	-60,000	0	240,000	-240,000
Park Programming-Events	0	0	0	0	0	0
Park Programming-Sponsorships	0	0	0	0	0	0
Sub-Total Operating Revenue	392,206	462,140	-69,934	882,820	1,227,220	-344,400
<u>Non-Operating Revenue</u>						
Fundraising Income	0	250,000	-250,000	16,220	1,000,000	-983,780
Interest Income	108	0	108	423	0	423
State Fair Marketing Allowance	0	0	0	0	0	0
Transition Reserve-Funding From City	0	0	0	0	0	0
Allocated Appropriation from the City of Dallas	273,194	287,572	-14,378	1,092,776	1,150,288	-57,512
COVID Cares Dollars Received from the City	0	0	0	1,900,737	0	1,900,737
Sub-Total Non-Operating Revenue	273,302	537,572	-264,270	3,010,155	2,150,288	859,867
Total Revenues	665,508	999,712	-334,204	3,892,975	3,377,508	515,467
<u>Operating Expenses</u>						
Salaries, Taxes, Wages & Benefits	227,558	308,461	80,903	949,960	1,111,949	161,989
General & Administrative	537	5,877	5,341	2,741	17,792	15,052
Supplies & Materials	22,754	25,246	2,492	67,835	99,027	31,192
Sales & Marketing	713	2,300	1,587	3,035	9,200	6,165
Fees for Services	114,475	120,492	6,017	1,562,351	1,386,781	-175,570
Utilities	82,911	139,600	56,689	441,358	558,400	117,042
Maintenance	18,761	72,128	53,367	65,427	170,474	105,047
Management Fee	70,833	70,833	0	283,333	283,333	0
Qualitative Incentive Fee	0	0	0	0	0	0
Insurance	18,892	20,680	1,788	79,413	82,720	3,307
Sub-Total Operating Expenses	557,433	765,617	208,185	3,455,452	3,719,677	264,224
Net Operating Income/(Loss)	108,075	234,095	-126,019	437,523	-342,169	779,692
Depreciation	-33,041	-33,041	0	-75,185	-75,185	0
Net Operating Income/(Loss) after Depreciation	75,034	201,053	-126,019	362,338	-417,353	779,692

Board Notes-January 2021

Operating Revenue

Month

- Operating revenue was down for the month compared to budget due to the timing of budgeted corporate sponsorship/branding revenue.
- Building Use Fee revenue was down compared to budget due to budgeted events that did not occur due to the impact of COVID-19.
 - 3 events budgeted that did not occur (2 Consumer shows, and Storage for the MLK Parade)
 - The budgeted events also had an impact on budgeted parking, and concession revenue

Year

- Operating revenue is down for the year compared to budget mainly due to the timing of budgeted corporate sponsorship/branding revenue.
- Building use fee revenue is also down compared to budget due to the impact of COVID-19 on budgeted events impacting November, December, and January revenues and also having the same impact on concessions and parking revenue.

Non-Operating Revenue

Month

- Non-operating revenue is down compared to budget due timing of budgeted fundraising dollars compared to actual received.
- The impact of COVID-19 also reduced our budgeted appropriation from the City of Dallas and our payment has been reduced by 5%.

Year

- Non-operating revenue is better than budget due to the COVID Cares Dollars received by the City of Dallas. These funds had to be spent by 12/30/2020. The funds were used to purchase various fixed assets through the park.
- Fundraising income is down compared to budget due to timing of budgeted dollars and actual received so far this year.
- The 5% reduction in the appropriation due to FPF has also and will continue to affect budgeted non-operating revenue.

Operating Expenses

Month

- FPF was better compared to budget by \$208,185 for the month in operating expenses. This was due some savings realized in maintenance and utility costs for the period.

Year

- FPF is better than budget by \$264,224 in operating expenses for the year. This is due to the savings in a couple of operational areas including utilities, supplies, and maintenance.



IN THE CITY FOR GOOD



THE START OF SOMETHING BIG...

It all started in 1998... and we didn't know it would get this big



In 1998, several members of King of Glory Lutheran Church felt a call to reach out to the less fortunate in one of the poorest areas of the city, the Fair Park area of South Dallas. Part of what they found they didn't expect —

**NEIGHBORHOOD LEADERS WHO HAD DEDICATED THEIR LIVES
TO ADDRESSING SOME OF THE COMMUNITIES MOST
DEVASTATING PROBLEMS.**

To assist those grass-roots leaders they formed *In The City For Good, Inc.*, and recruited volunteers to work in partnership with those south Dallas neighborhood leaders to help them make the community a better place to live



OUR FUNDAMENTAL BELIEFS

Helping South Dallas Thrive



OUR FUNDAMENTAL BELIEFS

We Are

EMPOWERING

We lift up the partners we work with, taking care to walk behind them and make sure that they get the credit - as they deserve.

COLLABORATIVE

We always listen carefully and spend the time to make sure our stakeholders' views are understood and considered.

NEIGHBORLY

We invest the time and energy to form genuine connections with the neighborhoods we serve. We learn about our neighbors and what they care about before we try to come up with ideas to help them.

We Are Not

HANDS OFF

We don't watch from afar while our partners do all the heavy lifting. We are eager to jump in and work hand-in-hand.

HESITANT

We don't wait for others to lead, we take charge when it's time to act. Sometimes it takes a firm push to get things moving.

ASSUMING

We have to be sensitive to the fact that many of us didn't grow up in the places we help, and that is meaningful. We need to earn trust incrementally, and take care not to be perceived as 'helicoptering' in and telling people what's best.



OUR ORGANIZATION STRUCTURE

More than just a board...

BOARD



TERRY KITTELESON
President & CEO
In the City For Good



DAVID PEDERSON
Director
Sandler Law Group



RODRIGUA ROSS
Director
Vice President of Diversity, Equity and Inclusion at YMCA of Metropolitan Dulles



PAUL TAYLOR
Director
CEO, Paul Taylor Corporation



ROBERT BRANDT
Director
Principal, Trammell Crow Co



PASTOR DONALD PARISH
Director
Senior Pastor, True Lee Baptist Church



RICHARD COE
Director
Partner, Fidelis Realty Partner



JULIE HAHN
Director
In the City For Good



BILL HARRIS
Director
Law Office of William Harris, P.C.

Our board is also our staff. Together we have managed partners, built community buildings, raised funds, and developed great relationships in the community.



ORIGINAL COMMUNITY PARTNERS

Been with us from the beginning...



ORIGINAL COMMUNITY PARTNERS

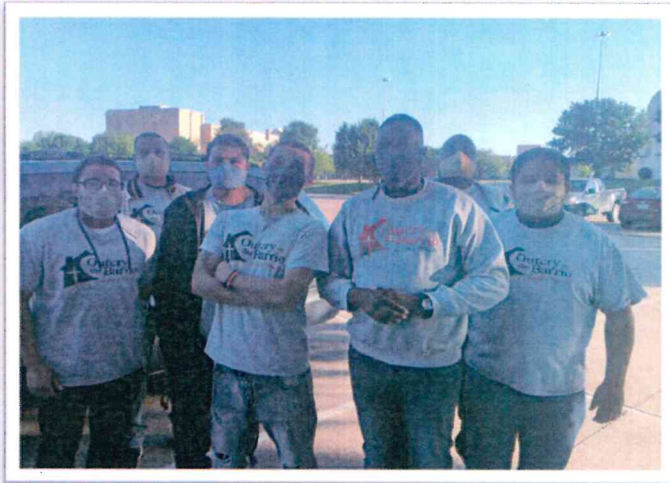
OUTCRY IN THE BARRIO

PARK SOUTH YMCA

MT OLIVE

OUR COMMUNITY PANTRY

OUTCRY IN THE BARRIO



“We don’t measure success by how many people come into the program, but how many remain drug free and begin to contribute to society again.”

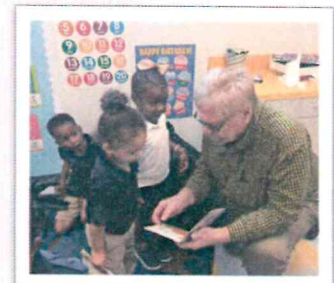
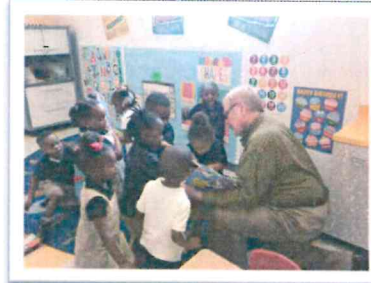
-Billy Island, Lead Pastor



PARK SOUTH YMCA



In The City For Good partnered with Trammell Crow Company to acquire the abandoned building across the street from the YMCA, and converted it into additional classrooms for their preschool program. This increased the capacity from 100 to 150 three & four year olds to get them ready for kindergarten.



MT OLIVE FOOD PANTRY



Prior to the Pandemic the Mt. Olive Food Pantry was run by the Mt. Olive Lutheran Church and three additional Lutheran churches from North Dallas. Together, they provide meals for the homeless and food for the needy families in the community. Many who receive these services are children.

King of Glory Lutheran Church provided funding for food donation and volunteers to this important charity.

OUR COMMUNITY PANTRY



St Phillips School and Community Center was operating a totally inadequate food pantry and they asked us to acquire an abandoned liqueur store /gas station, so we brought in our development team lead by the Trammel Crow Co. St Phillips along with the North Texas Food Bank is now serving the community with a state-of-the-art facility.



NEW PARTNERS

Our family keeps growing...

MILES OF FREEDOM



Their mission is to equip, empower, and employ individuals returning home from prison and provide support and assistance for families and communities impacted by incarceration.

After learning about how impactful their program is, we had to have them in our In The City For Good Family. We also knew it would be a beneficial partnership between our other organization we stand behind, Outcry in the Barrio.

Miles of Freedom is currently working together with The City For Good for a local food drive at the Park South YMCA.

FAIR PARK FIRST

Due to our long-standing history of building relationships and compassionately caring for the Fair Park community, In The City for Good is excited to join Spectra and Biederman Redevelopment Ventures as partners in a newly created nonprofit, Fair Park First.

At the beginning of 2019, Fair Park First assumed management of Fair Park through a 20-year contract with the city of Dallas.



FAIR DAY



In the City for Good will manage community outreach and engagement by strengthening relationships between the park and its neighbors.

ITCFG PROVIDED:

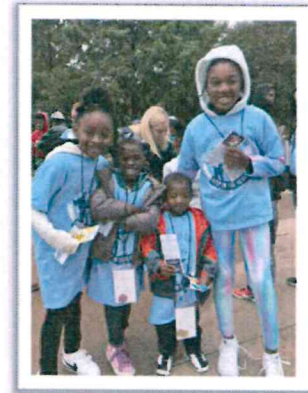
- Charter buses from designated pick up spots in different South Dallas neighborhoods
- Fletcher's Corny Dogs with desert along with other snacks
- Volunteers to assist on coordination for "day of" logistics

STATE FAIR PROVIDED:

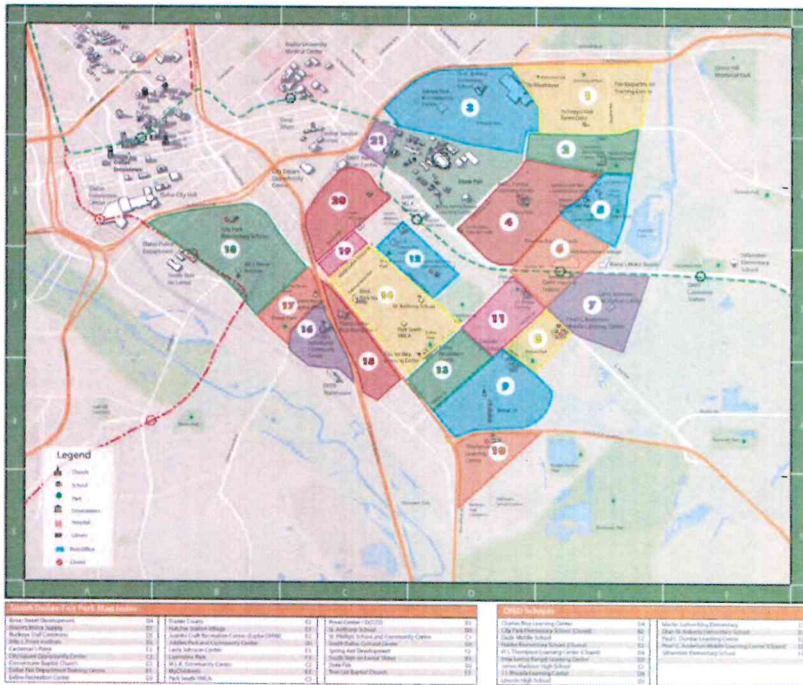
- FREE admission for both children & parents
- FREE rides along the famous State Fair Midway
- Tailored map and schedule of educational and interactive events during the day
- Private entrance (State Fair has created a private entrance only for these kids)



FAIR DAY



IDENTIFYING & CONNECTING WITH FAIR PARK NEIGHBORHOODS



Following Fair Day, Fair Park First was required by the City to get community input for the master development plan of Fair Park. Rather than invite all the community to come to a large auditorium like in the past, **we decided instead to take our team to them.**

To do that we developed this map identifying 21 different neighborhoods within the greater community.



VISITING NEIGHBORHOODS

We then scheduled 18 meetings in these communities and the results were unbelievable. The community members not only came to the meetings but felt very comfortable getting up in front of their neighbors and telling us exactly what they wanted. Fair Park First then put what they wanted in the master, which was unanimously approved by City Council





CURRENT ACTIVITIES

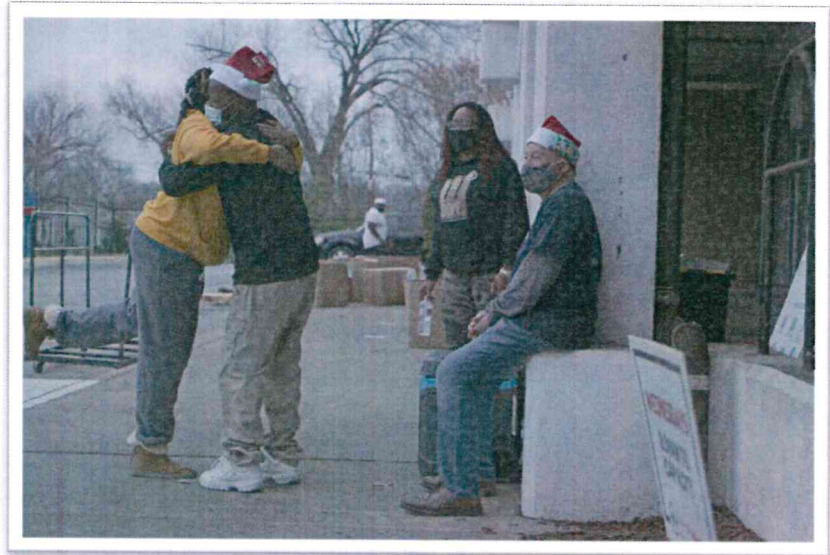
How COVID didn't stop us for helping South Dallas thrive..

SATURDAYS



In The City For Good is proud to partner with so many nonprofit organizations who put the needs of others at the frontline of every team meeting.

SATURDAYS (CONTINUED)



Even in this pandemic, we've been able to utilize each other's strengths and be a part of a cause much bigger than anyone of us could have done alone.

PANDEMIC HYGIENE SUPPLY PROGRAM

These kits go to around 240 families each week... we know we can provide more with help!





WHERE WE GO FROM HERE..

How you can help us



One thing we're doing this year that we're really excited about is our Pandemic Hygiene Supply program. Basically, with the help of five KOG members, we've been assembling kits that include sanitizer, soap, detergent, toothpaste and other basic needs, and distributing them to 240 families each week at the Park South YMCA along with the food being provided by the North Texas Food Bank. It may sound simple and unimportant but sometimes these small things are really challenging to families when they don't have easy access to a car and the nearest grocery store is miles away.

Watching the families who receive these is really, really rewarding and so we want to expand this in 2021.

And that's basically what we do at In The City For Good – find ways to help, big and small. We believe that focusing on our community is the best way to invite life and inspire hope, which is what we're all about.