

Photo by Josh Peterson



WEEKLY REPORT

JANUARY 15, 2021

TO: MAYOR FLETCHER AND COUNCIL MEMBERS
FROM: BRYAN LANGLEY, CITY MANAGER

THE CITY OF
BURLESON
TEXAS

Weekly Report | January 15, 2021

I. Council Schedule

Meetings

Tuesday, January 19: City Council Meeting, City Hall Council Chambers. 141 W. Renfro St., 5 p.m. The meeting will be conducted in the council chambers. The meeting is also available via live stream, <https://www.burlesontx.com/watchlive>

Monday, January 25: City Council Special Session, City Hall Council Chambers. 141 W. Renfro St., 2 p.m. The meeting will be conducted in the council chambers. The meeting is also available via live stream, <https://www.burlesontx.com/watchlive>

Work Session Items/Report & Discussion Items

January 19

- Receive a report, hold a discussion, and give staff direction regarding improvements at Clark Park. (Staff Presenter: Jen Basham, Parks & Recreation Director)
- Receive a report, hold a discussion, and give staff direction on the City's response to the 2019 Coronavirus Disease (COVID-19). (Staff Presenter: K.T. Freeman, Fire Chief)

January 25

- Receive a report, hold a discussion, and give staff direction regarding sick and vacation policy changes. (Staff Presenter: Rick DeOrdio, Director of Human Resources)

II. General Information and Status Updates

A. Current Case Statistics

As of January 13, the recent COVID-19 case statistics for the City of Burleson testing facility are as follows:

- Total Accumulative Cases: 2979
- Active: 193
- Recovered: 2774
- Deaths: 12

A link to view the COVID-19 statistics page is being posted monthly to social media to encourage people to stay up to date on Burleson's data. To view the current case statistics for Burleson, visit https://bit.ly/cob_covid

B. PACE Program Annual Report

On December 14, 2020, city council approved the establishment of the City's Property Assessed Clean Energy (PACE) Program. The program provides long-term loans to businesses for the installation of clean energy and water conservation building components. Repayment of the loans is in the form of assessments which generates the city's involvement requirement.

At the December 14, 2020 meeting, council also approved a contract with Lone Star PACE as a program administrator. One of the requirements of administrators is annual reporting. Attached on page 14 is the 2019-2020 annual report. Since Burleson is so new to the program, our only mention is related to the city establishing the program. Future reports will include more specific additional information related to companies using the program.

Please contact Mandy Clark, Development Services Director, at 817-426-9684 or mclark@burlesontx.com with any questions.

C. Economic Development Annual Report

2020 brought many unforeseen challenges and opportunities. The Burleson Economic Development sought to take on these challenges and support local businesses while being devoted to other objectives to diversify the local economy. You can view the 2020 Economic Development Annual Report on page 7.

D. BRiCk Indoor Pool Update

For the past few weeks, there have been intermittent heater issues at the BRiCk's indoor pool. What appeared to be a quick fix has resulted in four different repair companies coming out to diagnose the problem. The problem was located Monday, January 11, and the gas flow switch module was ordered. In the meantime, a temporary part has been retrofitted to keep the pool operational. The pool re-opened Wednesday, January 12, and the temperature was in the ideal range of 84-87 degrees. Staff is optimistic that this temporary part will keep the pool heated within a safe range until the permanent part has been built and installed. The part is scheduled to take 7-10 days to be built and should be installed within two weeks. We have been communicating with Sigma Swim and will post to BRiCk members and social media if there is any additional downtime.

E. Brinkman named Employee of the Year

Christina Brinkman, the City of Burleson's Employee of the 1st Quarter, was named

Employee of the Year during the city's annual service award luncheon on December 10, 2020.

Christina was nominated and selected for her exemplary customer service.

Deciding the employee of the year is always challenging because we have such outstanding public servants," said Rick DeOrdio, Director of Human Resources, during the employee of the year presentation to the city council on January 4, 2021. "Especially this year with so many that went above and beyond during the COVID-19 crisis."



The committee selected Christina Brinkman for her exhaustive efforts and strong work ethic during the pandemic.

"Communicating with our community has never been more important than during the pandemic, and there was no predictable schedule with ever-changing orders, rules, and guidelines," said DeOrdio.

"Christina was on call and worked tirelessly to get necessary communications done and during a time when the Marketing and Communications director was on maternity leave," stated DeOrdio.

She was behind the scenes but ever-present to respond quickly to various communication needs, urgent posts and working late hours to respond on social media to questions. She did this all while wearing a smile and had no complaints.

Christina started with the City of Burleson in October 2018.

F. Feel Good Friday

Sunday, January 10 brought some beautiful snow to Burleson. Staff requested citizens to send the marketing and communications department snow photos of Burleson parks and landmarks. Over 1,000 photos were submitted. Department representatives picked three winners, but there were so many great photos. Here is a [link](#) to some more of their favorites.



Photo by: Renee Urzo



Photo by: Tiffany Phillips



Photo by: Josh Peterson

G. Martin Luther King Jr. Day city closures

Trash and curbside recycling will be collected on Monday, Jan. 18, but most City facilities will be closed in observance of the Martin Luther King Jr. Day holiday.

City Hall, including water utility billing, along with the library, animal shelter, and Senior Activity Center will all be closed. Hidden Creek Golf Course will be open, 7 a.m. – 5:30 p.m., and the BRiCk will be open its regular hours, 5 a.m. – 9 p.m.

III. Upcoming Road Construction/Closures

UPCOMING ROAD CONSTRUCTION / CLOSURES			
Projects & Limits	Current Status	Traffic Affected	Estimated Completion
Turkey Peak Ground Storage Tank Construction & Brushy Mound Tank Demolition at existing City Facilities	Tank Sub-Contractor has mobilized at Turkey Peak site. General Contractor is at the Brushy Mound Site.	Intermittent construction traffic to and from both sites. Anticipated Routes include: NW Renfro, SW Brushy Mound Rd, SW Alsbury Blvd, NW Summercrest Blvd, Nicole Dr & NW Jayellen Ave.	Fall 2021
Traffic Signal at Hidden Vistas / Hidden Creek Parkway Intersection	Notice to Proceed issued Nov 9, 2020. Contractor ordering materials.	None immediately anticipated. Contractor expected to begin on-site work in January 2021.	April 2021

Fire Station #16	Work on building on-going	None anticipated	
Elk Drive Pedestrian Mobility	Work underway. Materials for pedestrian bridge on order.	Elk Drive Center Turn Lane temporarily closed.	May 2021
Irene/Gardens Safe Routes to School	Pre-construction meeting to be scheduled in November 12th	None immediately anticipated.	November 2021

IV. Events

- **Splash Pad: In-Person Design Review**
Jan. 27, 6 – 7:30 p.m. at the BRiCk
- **Family Fun at the Farm – Valentine’s Edition**
Feb. 6, 10 a.m. – 4 p.m. at Russell Farm
- **BTX Giving Day**
Feb. 6, 10 a.m. – 4 p.m. at Mayor Vera Calvin Plaza
- **Family Valentine’s Skate Date**
Feb 6, 5 – 8 p.m. at Russell Farm
- **Valentine’s Sweets for your Sweetie**
Feb. 13 10 – 11:30 a.m. at Russell Farm

V. Attachments

- Economic Development Annual Report.....page 7
- Lone Star Pace Annual Report.....page 14

ANNUAL REPORT

FISCAL YEAR 2020

**OUR MISSION IS TO
CREATE AND FOSTER
OPPORTUNITIES FOR
THE EXPANSION AND
DIVERSIFICATION OF
THE LOCAL ECONOMY**



THE CITY OF
BURLESON
TEXAS

**Economic
Development**

MESSAGE FROM THE DIRECTOR



ALEX PHILIPS

2020 has been a year of challenges as well as opportunities. Over the past year, the Economic Development team pivoted from its traditional strategy and shifted more inward. The team's business retention efforts were the main focus as the team infused more than \$700,000 into the local economy through numerous programs to support the local business community. These efforts aided numerous businesses the ability to survive this year. Through these programs, the relationship with the business community has been strengthened. Moving forward, our team will continue to find ways to be more involved.

The recruitment of a new industry partner, completing Mayor Vera Calvin Plaza and completing the agreement with BTX Old Town for the development on Ellison Street will add more than 6.5 million dollars in new investment into the community as well as adding destinations for the citizens of Burleson and beyond to enjoy for generations. The team also provided an educational opportunity for entrepreneurs, small businesses and large corporations for professional development through the Project U Leadership Series.

The team has excelled this year through adversity and created opportunities for all businesses that call Burleson home to be able to know that they have support not only through great times but also through times of adversity. Our team looks forward to 2021 and the opportunities that await us.

SALES TAX

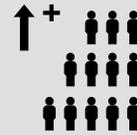
\$20,728,816.49
Fiscal Year 2020



\$19,383,677.90
Fiscal Year 2019

6.9%

DEMOGRAPHICS



49,192
Population



35.2
Median Age



\$81,920
Median HH Income



7.81%
Growth 2020-2025

NEW HOME STARTS



222
Fiscal Year 2019

372
Fiscal Year 2020

CITY OF BURLESON ECONOMIC DEVELOPMENT

BY THE NUMBERS

UNEMPLOYMENT RATE

2.9%
February 2020

12.5%
April 2020

5.3%
October 2020

EMPLOYMENT

24,784
February 2020

20,170
April 2020

23,792
October 2020

PROJECT UPDATES

SUCCESS IN AN UNPRECEDENTED YEAR

Small Business Assistance

The EDC shifted much of its focus in 2020 to support small and local businesses through the COVID-19 pandemic. Born out of an effort with the Chamber of Commerce, local business owners and elected officials, www.BTXGiftCards.com was launched to provide a free platform for local businesses to sell gift cards to the community during the 2020 shutdown. Through Operation Together 100 businesses received \$5,000 to market on behalf of the EDC. BTX Cares allowed the EDC to distribute \$2,000 Cares grants to eligible businesses. And finally, the EDC celebrated the State Fair of Texas season in North Texas by hosting our own fair-inspired, virtual food competition with BTX Best Fest.

The Burleson EDC recognizes that small businesses are the heartbeat of our community

Old Town Development Expansion

Through a public-private partnership with the developer, BTX Old Town, the new development will double the size of Old Town's core by bringing over 50,000 square feet of retail, office and restaurant space to the Old Town Area. The project will occur in two locations in Old Town, 135 W. Ellison St. and 114 W. Ellison Street.

The development at 135 W Ellison St. will consist of seven buildings and will include 29,755 square feet of retail space and 22,050 square feet of office space. There will also be a new parking lot constructed at 140 W. Bufford St. in conjunction with the development that will offer 64 new spaces.



PROJECT UPDATES

CONTINUED

Yukon Ventures

In October, Yukon Ventures broke ground on a 400,000 square foot cold storage facility in HighPoint Business Park. This \$50 million project is phase one for Yukon Ventures and will employ 40 full time employees.

Golden State Foods Expansion

Shortly after a year from opening, Golden State Foods undertook a \$1.6 million expansion. This expansion expands Golden State Foods' manufacturing lines by one and adds 10 full time employees.

Project U Leadership Series

The EDC team hosted a six-week virtual leadership series in 2020. With six impactful and inspirational speakers, the goal was to offer leadership content to our local business owners and aspiring leader. The series was enjoyed by just over 100 attendees. The EDC realized a small profit from the event, which was title sponsored by Family Toyota of Burleson. In the future, the EDC hopes to once again plan the full-day in person event originally envisioned.

BTX BizCast

Inspired by providing digital content to the community via Project U, the EDC team launched BTX BizCast on November 12. This bi-monthly podcast will include conversations with leaders, feature local success stories and bring you periodic news and updates. Listeners can subscribe on iTunes and Spotify.



Burleson Works

Due to the COVID-19 pandemic, no positions were offered this year by our manufacturing partners.

Over the next year the EDC team will work with industry partners to expand the program to include new skill training for existing employees through a reimbursement program. This will allow existing companies upgrading technology or processes to keep their workforce and increasing efficiency within the company.



LOOKING FORWARD

GOALS TO SUPPORT OUR MISSION

Strategic Plan

Moving forward, the EDC will focus on three main areas to support its mission.

Industrial Recruiting

Pursue industrial and manufacturing leads to maximize investment in HighPoint Business Park

Corporate Office Park

Invest 4A funds into infrastructure and land on West side to recruit national/regional corporate headquarter facilities

Retail Recruitment

Focus retail recruitment on key corridors and partner on strategic sites to create redevelopment opportunities



OUR MISSION IS TO CREATE AND FOSTER OPPORTUNITIES FOR THE EXPANSION AND DIVERSIFICATION OF THE LOCAL ECONOMY

LOOKING BACK

OUR PREVIOUS PROJECTS

Investing in Burleson's Future

Since 2013, the EDC has invested in the growing HighPoint Business Park to help diversify the local economy. To date, the EDC has provided assistance to nine manufacturing businesses to relocate or expand in Burleson. This report quantifies the monetary return on the incentives provided to these businesses.



\$12,120,855

Invested since 2013

\$24,700,081

Revenue by 2039

Investment Gain

\$12,579,227

Return on Investment

204%

Jobs Created

700+

Average Wages

\$55k - \$60k

Active Incentive Projects	Incentive Term	Property Valuation
Chicken E	2013 - 2021	\$6,432,640
Stuart Industries	2016 - 2020	\$6,625,619
Airforce Airguns	2017 - 2024	\$2,122,416
McLane Classic Foods	2017 - 2028	\$61,800,000
Golden State Foods	2017 - 2028	\$61,800,000
Anson PDR	N/A	\$600,000
Yukon Ventures	2022 - 2026	\$35,000,000

10 Year ROI
332%

20 Year ROI
1530%



LONE STAR
— PACE —

2019
2020

ANNUAL REPORT

www.LoneStarPACE.com



THE LONE STAR PACE DIFFERENCE

COST EFFECTIVE, EXPERIENCED, AND COMMUNITY FOCUSED

Property Assessed Clean Energy (“PACE”) program for energy efficiency, water conservation, and renewable energy improvements to commercial properties

ANNUAL REPORT

2019
2020



THE LONE STAR PACE DIFFERENCE

COST EFFECTIVE, EXPERIENCED, AND COMMUNITY FOCUSED

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SECTION I

Message from the President



Lee A. McCormick

President,
Program Administrator



Working in partnership with energy sector stakeholders, public officials and policy makers, Lone Star PACE (“LSP”) serves local governments to achieve our mission to advance investment in energy and water efficiency improvements and technologies as part of a statewide economic development initiative know as Property Assessed Clean Energy (“PACE”).

On behalf of Lone Star PACE and staff, I am pleased to present the FY2019-2020 Annual Report.

As with many entities, the FY2019-2020 timeframe included many successes as well as a few challenges. On the positive side, LSP began expanded PACE outreach in participating communities and completed our first Commercial PACE (C-PACE) project. Working with a coalition of PACE stakeholders, we successfully prevented legislation in Texas that would have taken PACE out of the control of local governments while burdening them with administration of the program.

However, 2020 was not without its share of setbacks. The onset of the COVID-19 pandemic nearly stalled all PACE activity for the majority of 2020 as property owners and lenders evaluated the pandemic’s long-term implications. In recent months, as traditional financing options have become less available, we have seen many projects forge ahead with an increased interest in utilizing PACE.

On the education front, LSP began the year meeting with PACE stakeholders in person and offering educational and training seminars in the communities we serve. In response to the pandemic and related social distancing requirements, LSP shifted its communication activity from personal meetings to virtual platforms. Participants from across the state attended the multiple webinars we hosted during which we educated EDC’s, Chambers, property owners, lenders, and contractors about PACE. In addition, our email and direct marketing efforts raised awareness by reaching an estimated 10,000 local businesses in the communities we serve.

Overall, in FY2019-2020, we continued to expand the societal benefits of PACE across economic and environmental spectrums, and we still see much opportunity to spread inclusive prosperity and sustainability to more businesses and communities in Texas.

SECTION II

Program and Project Growth



**Building Knowledge. Building Improvements.
Building Relationships. Building the Future.**

Despite the pandemic, Lone Star PACE maintained focus throughout 2020 – administrating the PACE program in the counties we serve through conscientious service to our various stakeholders.

This service consisted of four main areas:

- | | | | | | |
|---|---|---|---|---|---|
| 1 |  | Administer existing and current PACE projects | 2 |  | Expand the reach and accessibility of PACE projects throughout the State of Texas |
| 3 |  | Educate and train stakeholders about PACE | 4 |  | Facilitate potential future PACE-funded projects. |

While COVID-19 safety measures impacted a number of planned efforts and projects, Lone Star PACE pivoted and continued to meet the expectations of fiscally responsible administration and education throughout the State.

1. Administer Existing and Current PACE Projects



Cost Effective, Experienced, and Community Oriented

Whereas several proposed projects were paused or cancelled due to uncertainty because of the pandemic, Lone Star PACE is pleased to report the successful closure on a \$6.5MM PACE loan in Denton County on April 28, 2020. **The Mark at Denton** involved new construction of a 316-unit apartment complex. By going above code, the owners will save an estimated 3,460,000 gallons in water usage per year, 1,177,882 kWh of electricity per year and \$171,872 per year in operational costs, as well.



Electricity Savings
Annually



Water Savings
Annually



Electricity Savings
Equivalent to
Powering

86.1 Texas houses
every year!

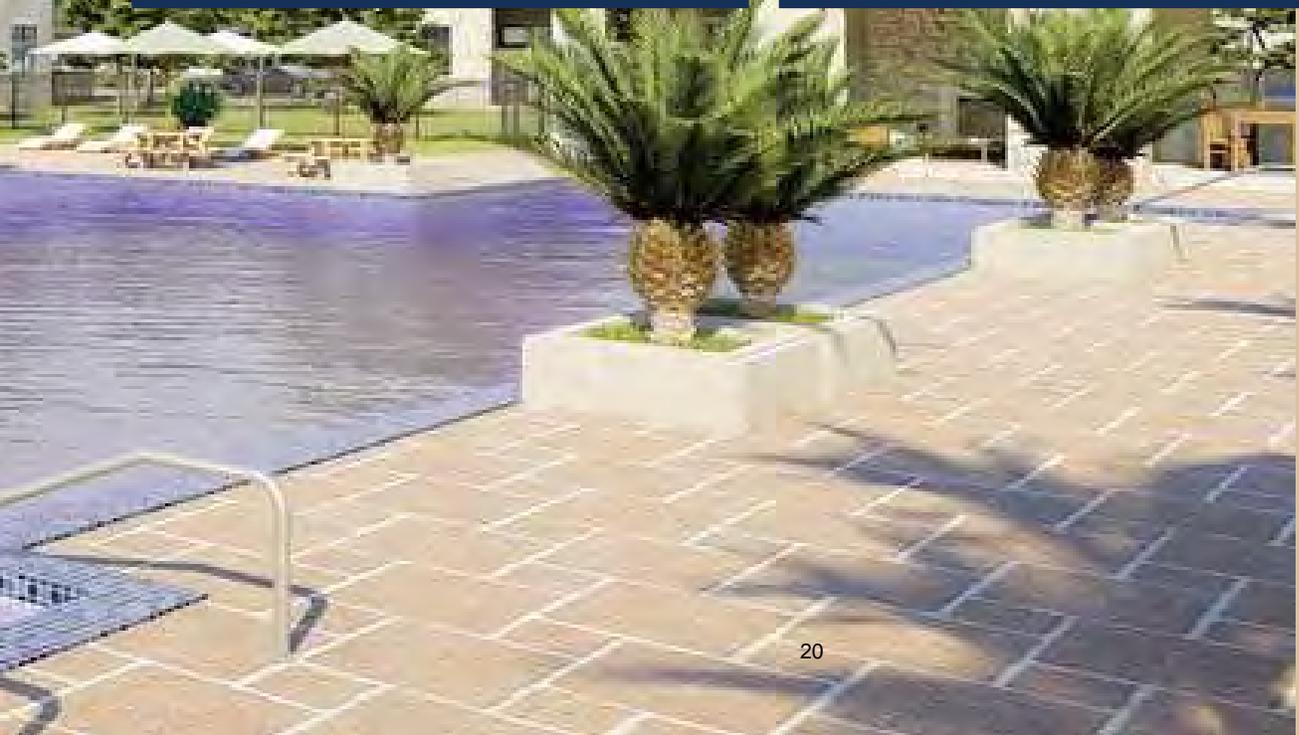
Source: EIA.gov 2019 average monthly bill – residential



Water Savings
Equivalent to

27,264,800
bottles of water
every year

Source: standard water bottle is 0.5 liter / 16.9oz



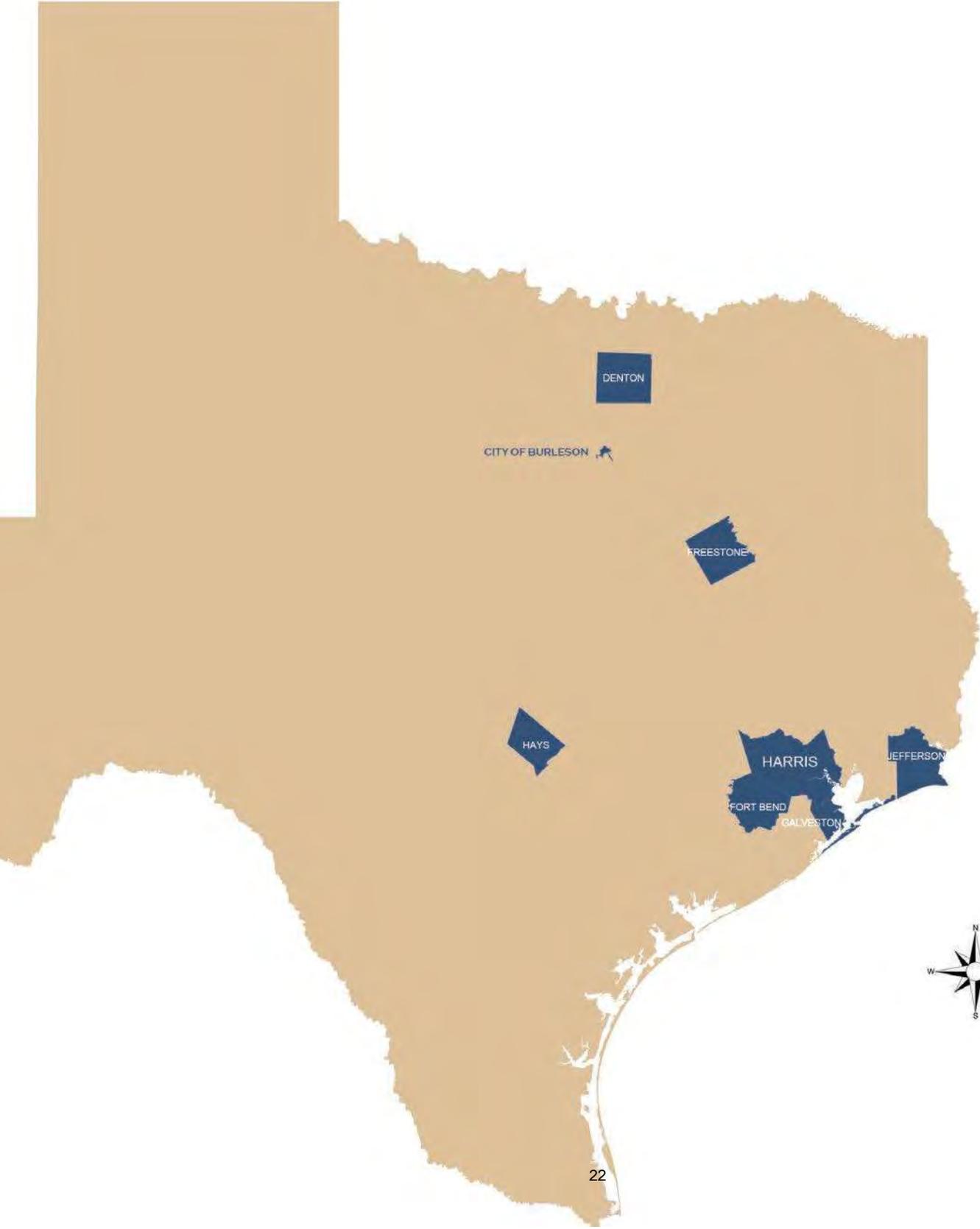
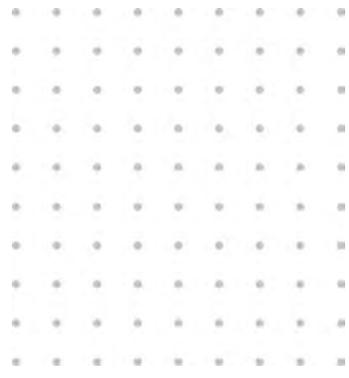


2. Expand the Reach and Accessibility of PACE Projects throughout the State of Texas

All of Texas benefits when new cities and counties commit to the PACE program. When they engage providers like Lone Star PACE to administer the program in their territory, the scale and resources available to work with various stakeholders increases. By serving as impartial educators and guides, the Lone Star PACE team provides information and training to help counties maximize the impact the PACE program can have on energy efficiency efforts. PACE administrators provide this educational and promotional service in addition to their core responsibility as an administrator of the program in a county.

On July 14, 2020, the County Judge and Commissioners of Fort Bend County added Lone Star PACE as their second administrator to their PACE program.

On December 14, 2020, the City of Burleson implemented a PACE program and included Lone Star PACE as an administrator.



3. Educate and Train Stakeholders About PACE

PACE program outreach, training, and education are key to the program's success.

As such, at the start of 2020, Lone Star PACE scheduled in-person meetings and events for the year. With the rise of the pandemic, planning shifted toward digital strategies. Thus, a variety of tactics were used throughout FY2020 including in-person meetings, small group sessions, one-on one phone calls, and webinars & Zoom presentations, email blasts, website materials.

These various efforts were targeted at the various stakeholders of the PACE program.



Elected
Officials



City and County
Council Members



County
Judges



Commercial
Lenders



Commercial
Property Owners



Commercial
Property Developers



Chambers
of Commerce



Economic
Development
Councils



Contractors





Looking back at this year of activity, not surprisingly, the one-on-one conversations proved to be the most valuable. These discussions required focused attention to the shared content and allowed Lone Star PACE team members to respond to questions specific to that county or situation.

Throughout 2020, the Lone Star PACE team logged



3,400 calls to Texas PACE stakeholders



50 face to face meetings/ lunches/dinner events in 13 Counties



7,500 miles traveled across Texas to present and meet with stakeholders



30,000 outreach efforts initiated, including personal email



13,000 targeted email communication to professionals containing PACE educational content



4 statewide webinars



4. Facilitate Potential Future PACE-Funded Projects

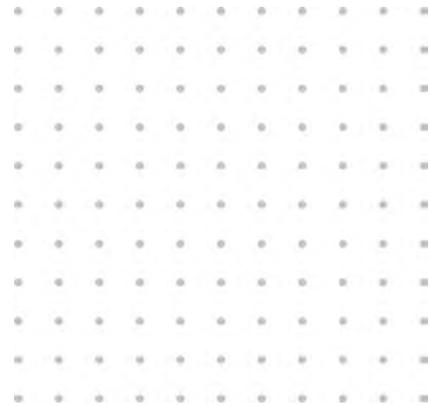
Texas is committed to improving its water conservation and energy efficiency goals. PACE is a critical component to help individual counties contribute towards that mission. Lone Star PACE is actively engaged in discussions with additional counties throughout Texas to administer the PACE program in their area, whether as the sole or an additional supplier.

Because of how well the PACE program is structured for property owners, there is an active market for potential projects. For the full benefit of the PACE program to be realized, more counties need to sign-on. While the benefits are pretty straightforward, as with any financing arrangement, it is important to have knowledgeable and trustworthy people guiding one through the details. This is why the PACE legislation allows cities and counties to utilize administrators like Lone Star PACE to serve as personal liaisons throughout the process. All counties and stakeholders will benefit from having a choice of Administrators. Additionally, with the growth of PACE-funded projects, scalability will be best met from increasing the providers available.

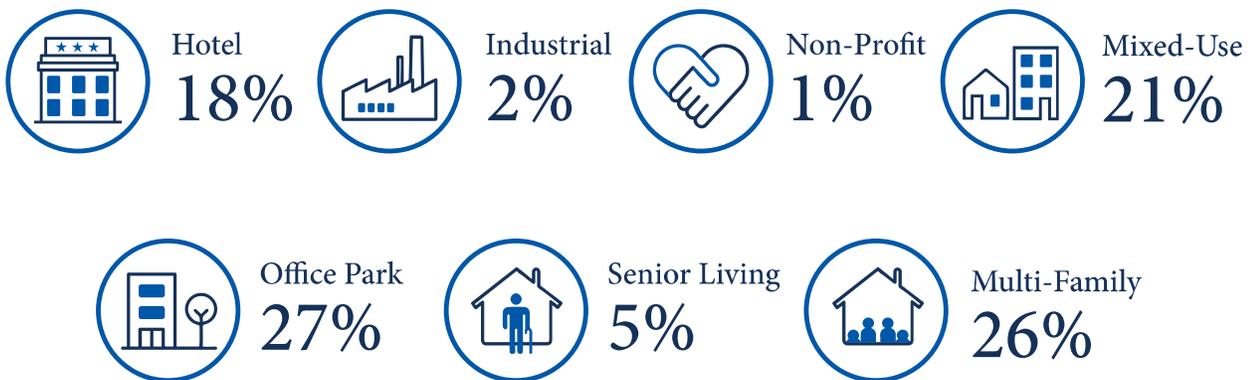
The future is bright and Lone Star PACE is happy to be a part of this growth!

Currently, Lone Star PACE is in discussions regarding projects in 11 Texas counties and across multiple industries and types of projects to begin in 2021.

Once completed, they will be sustainable buildings and contribute positively to the overall infrastructure of the commercial real estate landscape in Texas!



Property type and percentage of projects under consideration for FY 2021



SECTION III

Outcomes

A. Project and Program Expansion

Lone Star PACE strategically expanded the City and County jurisdictions it serves by focusing on steady growth where it has potential projects. Even with managing a challenging 2019 legislative session and the COVID-19 pandemic of 2020, Lone Star PACE nearly doubled its communities served with the addition of Fort Bend County, Freestone County, Galveston County, and the City of Burleson.

There are multiple stakeholders within each region who have been impacted in various ways.

Job Creation: During a year when the unemployment rate shot up to 14.4%, work on Lone Star PACE projects in 2020 generated up to two hundred (200) temporary jobs over the course of construction and is expected to create six (6) direct and up to ten (10) indirect positions, for support, third-party service providers.

Capital Provider Expansion: During FY2019-2020, Lone Star PACE added six (6) new capital providers to the program interested in facilitating PACE loans. This brought the total number of approved PACE lenders to twelve (12). With more lenders, property owners throughout Texas have more options to secure favorable financing terms.

Local Lender Participation: Lone Star PACE educated numerous Texas based commercial banks interested in becoming senior lenders on Property Assessed Clean Energy financings, expanding the capital

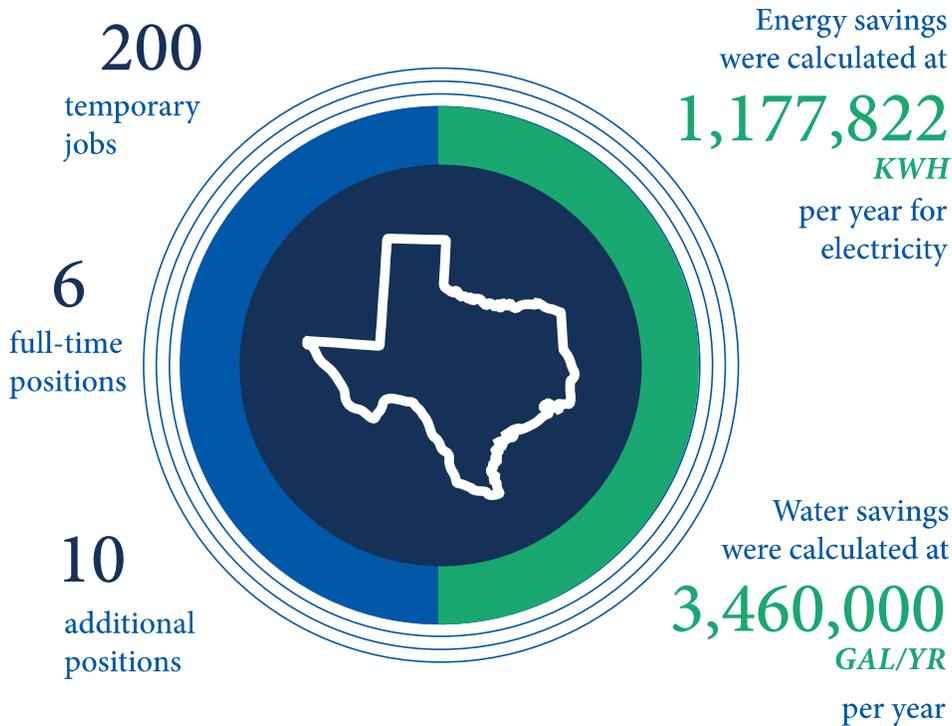
available for energy and water efficiency projects. This led to the insight that while being a PACE lender may not be the best fit for many local banks, partnering with a PACE lender to provide the senior loan on a project is often a win-win.

Local Business Community Partnership: Lone Star PACE deepened its relationship and commitment to local communities through membership and engagement with members of several Chambers of Commerce. Building relationships with commercial property owners in each area through the local chambers increased exposure and understanding of the PACE program and how it is applicable to them.

Energy Efficiency Impact: The improvements funded by PACE financing administered by Lone Star PACE during FY2019-2020 included investments in efficient HVAC, lighting and plumbing. Energy savings were calculated at 13% per year for electricity (1,177,822 KwH/YR) and 30% per year (3,460,000 GAL/YR) for water.

B. Lessons Learned

Expect the unexpected, stay focused and stick to your core values. While nothing compares to in-person meetings or seminars to educate property owners, lenders and contractors on the availability and benefits of PACE, leveraging digital platforms such as webinars, eblasts and recorded videos can help expose more stakeholders to PACE regardless of geographic limitations. It is also of note that when credit markets tighten, low cost, long term PACE financing becomes an even more valuable tool for economic development and sustainability improvements for local businesses.



SECTION IV

Lone Star PACE Leadership



Lee A. McCormick

President,
Program Administrator

Lee is a registered Municipal Advisor with over 25 years of experience in domestic and international finance. Lee founded Lone Star PACE (“LSP”) to serve as a Program Administrator to the Cities and Counties within the State of Texas that elect to implement the Property Assessed Clean Energy (“PACE”) Program. He works with government and elected officials to help them realize energy and water conservation targets via the PACE program in their regions.

Lee received his BA in Finance, with honors, from Sam Houston State University and his MBA, with honors, from the University of Houston. Lee is a member of the Financial Industry Regulatory Authority (“FINRA”), the Frisco Chamber of Commerce and serves as an Advisor on the Department of Energy C-PACE Working Group.



John P. Stoecker

Program Administrator

John is a registered municipal advisor with over 25 years of successful mission critical and operations leadership. He has led the municipal advisory services on over 650 affordable housing, public benefit and economic development transactions totaling over \$15 billion. John recently retired as a lieutenant colonel from the Air Force Reserves after serving our country in numerous leadership roles in both combat and peacetime for the last 28 years; 16 of those years as a C-130 Pilot. He handles select legislative efforts in addition to working with city and county government officials, as needed.

John received his BS from Southeastern Oklahoma State University, with honors, and his MBA from the University of Southern California.

Welcoming A New Team Member

In FY2020, we welcomed a new member to our team, Glenn Silva, as our Chief Operating Officer (“COO”) at Lone Star PACE. With over 30 years of commercial real estate experience, Glenn’s primary focus was on the underwriting and due diligence of commercial real estate loans throughout the United States where he assembled teams of underwriters to re-underwrite CMBS commercial real estate loans. These included various classes of assets. In this capacity, the teams underwrote over \$18.5 billion of assets. He currently sits on the board of the Real Estate Financial Executives Association and previously served as its President. Mr. Silva is a member of the Appraisal Institute and is a Counselor of Real Estate.



E. Glenn Silva

Chief Operating Officer,
Program Administrator

Glenn has over 30 years in the real estate industry. He holds the CRE, Counselor of Real Estate, designation, is an MAI Member of the Appraisal Institute and is a Certified General Real Estate Appraiser in Texas. As President of KLM Realty Advisors, LLC, Glenn led his team in underwriting over \$18.8B in loans for B-Piece Investors of Commercial Mortgage Backed Securities. He oversees the daily operational activities of LSP and drives marketing, and growth opportunities within the cities and counties in Texas.

Glenn received his MRE in Land Economics and Real Estate (LERE) and BS in Agricultural Economics from Texas A&M University.

SECTION IV

Lone Star PACE Leadership



Ryan D. McCormick
Program Administrator

Ryan brings over seven years' experience in the finance industry. Prior to joining LSP, Ryan worked as a Mortgage Loan Originator at Nation's Lending where he was consistently a top performer in loan origination in eight states. He currently serves as one of the Program Administrators and assists in the marketing and educational seminars provided by LSP to potential contractors, lenders, and users of the PACE financing program.

Ryan received his BA in Marketing and Nonprofit Management from the University of North Texas.



Jean M. Gard
Office Manager,
Executive Assistant

Jean has over 20 years' experience in tax-exempt financing programs. For five years, Jean oversaw the daily operations of a \$2.3 billion tax-exempt bond portfolio as a Treasury Analyst at Waste Management, Inc. ("WM"). Currently, Jean keeps the LSP team on-task as the Office Manager and Executive Assistant to President, Lee McCormick.

Ms. Gard graduated from the Sawyer School of Business in Milwaukee, Wisconsin after serving her country honorably in the United States Navy.

SECTION V

Conclusion

Looking Forward

Program Expansion and Outreach:

Lone Star PACE will focus on measured growth throughout Texas to ensure both new and existing local government clients and their communities are properly served. This includes PACE program outreach and education utilizing digital platforms as well as face-to-face PACE 101 education and Technical Standards training once it is safe to do so.

Legislation in 2021:

Lone Star PACE has already been working with various stakeholder groups to ensure PACE related legislation will benefit the local governments and communities. The primary focus of pursued legislation is to clarify ambiguities in the PACE statutes as well as ensuring PACE provides inclusion, choice, and opportunities for all market participants.

However, it is likely that COVID-19 related issues will take precedent during the 2021 Texas legislative session, resulting in PACE related legislation potentially delayed until the 2023 legislative session.

At the time of completing the 2020 Annual Report, vaccines are starting to be deployed and hopefully 2021 will see the return to a more normal social and economic environment. Lone Star PACE is optimistic that Property Assessed Clean Energy adoption and utilization will continue to expand and promote economic development and sustainability.

Lone Star PACE is honored to be a vital partner in making C-PACE successful throughout the Great State of Texas.



2019
2020

ANNUAL REPORT

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