

MINUTES OF THE CITY COUNCIL WORKSHOP MEETING



A WORKSHOP MEETING OF THE CITY COUNCIL OF THE CITY OF DEER PARK, TEXAS HELD AT CITY HALL, 710 EAST SAN AUGUSTINE STREET, DEER PARK, TEXAS ON AUGUST 02, 2022 BEGINNING AT 6:45 P.M., WITH THE FOLLOWING MEMBERS PRESENT:

JERRY MOUTON
SHERRY GARRISON
TJ HAIGHT
TOMMY GINN
BILL PATTERSON
RON MARTIN
GEORGETTE FORD

MAYOR
COUNCILWOMAN
COUNCILMAN
COUNCILMAN
COUNCILMAN
COUNCILMAN
COUNCILWOMAN

OTHER CITY OFFICIALS PRESENT:

JAMES STOKES
GARY JACKSON
SONIA ACOSTA

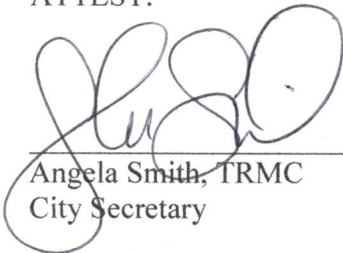
CITY MANAGER
ASSISTANT CITY MANAGER
DEPUTY CITY SECRETARY

1. MEETING CALLED TO ORDER – Mayor Mouton called the workshop to order at 6:30 p.m.
2. COMMENTS FROM AUDIENCE – No comments received.
3. DISCUSSION OF ISSUES RELATING TO THE SALE OF CERTIFICATES OF OBLIGATION, SERIES 2022, FOR THE CONSTRUCTION OF DEER PARK COMMUNITY DEVELOPMENT CORPORATION (DPCDC) IMPROVEMENTS (COMMUNITY/RECREATION CENTER), GENERAL OBLIGATION BONDS, SERIES 2022, AND CASH DEFEASANCE OF CERTIFICATES OF OBLIGATION, SERIES 2017 – The City's Financial Advisor John Robuck, with BOK Financial Securities, Inc., and City's Bond Counsel Jonathan Frels, gave an overview presentation that highlighted the financing plan and schedule of events for the issuance of Certificates of Obligation, Series 2022, in the amount of \$15,000,000 for the construction of DPCDC improvements (Community/Recreation Center), the financing plan and schedule of events for the issuance of General Obligation Bonds, Series 2022, in the amount of \$15,280,000 for the Drainage Improvements Project, Jimmy Burke Activity Center Facilities and the Street Improvements

Project. An overview of the \$915,000 cash defeasance of the Certificates of Obligation, Series 2017 was also presented. (Exhibit A1-A8)

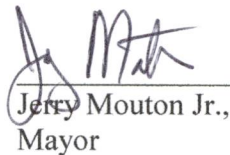
5. PRESENTATION ON THE PARKS AND RECREATION DEPARTMENT PROPOSED REVENUE MANAGEMENT POLICY PHILOSOPHY – Parks and Recreation Director Charlie Sandberg gave an overview of the proposed policy for effective fiscal year management of public funds and plans for desired parks and recreational municipal services. Mr. Sandberg detailed the idea behind the philosophy that will help City Staff develop ideas, concepts, and guidelines for this proposed policy and assist to establish applicable and equitable fees for programs in the future. (Exhibit B1-B6)
6. ADJOURN – Mayor Mouton adjourned the workshop meeting at 7:28 p.m.

ATTEST:



Angela Smith, TRMC
City Secretary

APPROVED:



Jerry Mouton Jr.,
Mayor

DEER★PARK

Birthplace of Texas®

City of Deer Park

Financings Plan and Schedule of Events Overview:

\$15,280,000* General Obligation Bonds, Series 2022

\$15,000,000* Certificates of Obligation, Series 2022

Overview of Cash Defeasance:

\$915,000 Certificates of Obligation, Series 2017

August 2, 2022

* Preliminary, subject to change.

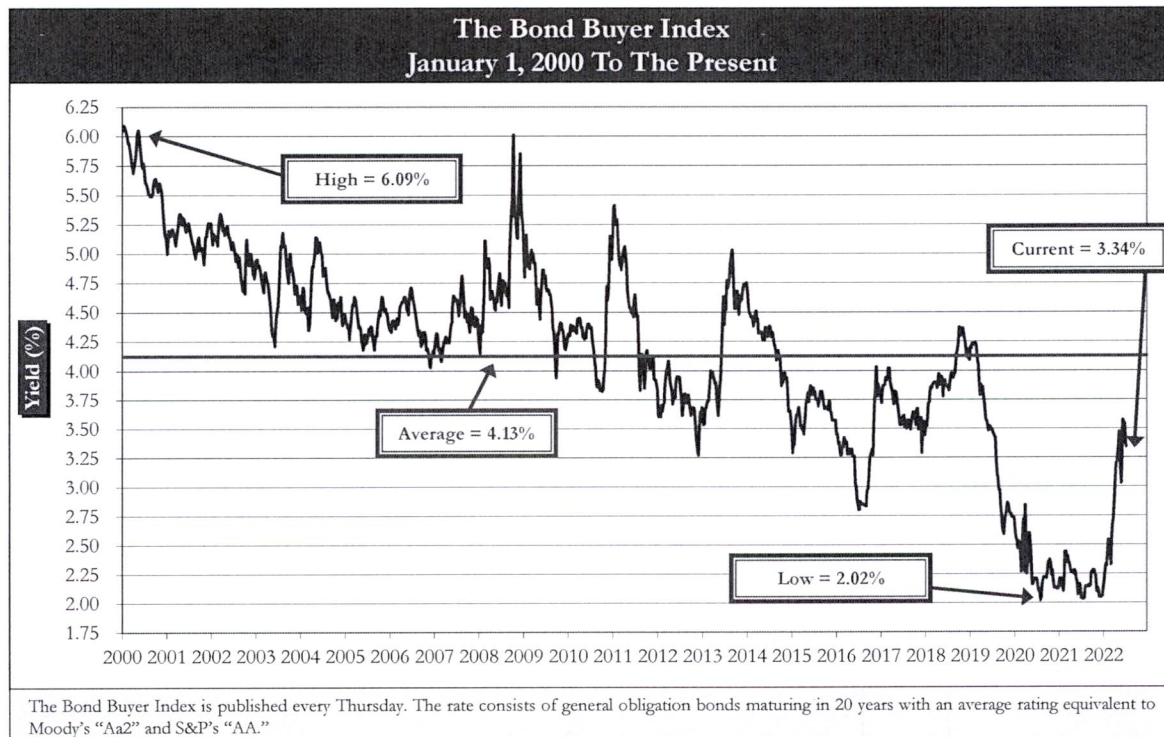
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NOT FDIC INSURED | NO BANK GUARANTEE | MAY LOSE VALUE



BOK FINANCIAL SECURITIES

Overview of Current Bond Market – Bond Buyer Index





General Obligation Bonds, Series 2022

Estimated Debt Service Requirements

FY Ending (9/30)	Current Total Debt Service (a)	Plus: The Series 2022 Bonds			Total Debt Service Requirements
		Principal (b)	Interest (c)	Total	
2022	\$10,929,933				\$10,929,933
2023	11,286,203		\$541,167	\$541,167	11,827,369
2024	10,665,042	\$210,000	644,938	854,938	11,519,979
2025	9,672,525	270,000	634,738	904,738	10,577,263
2026	9,081,134	440,000	619,650	1,059,650	10,140,784
2027	8,660,505	460,000	600,525	1,060,525	9,721,030
2028	7,672,993	605,000	577,894	1,182,894	8,855,886
2029	7,669,343	630,000	551,650	1,181,650	8,850,993
2030	7,668,436	655,000	524,344	1,179,344	8,847,780
2031	7,180,980	755,000	494,381	1,249,381	8,430,361
2032	7,177,610	790,000	461,550	1,251,550	8,429,160
2033	6,650,263	825,000	427,231	1,252,231	7,902,494
2034	6,023,080	865,000	391,319	1,256,319	7,279,399
2035	5,497,323	890,000	354,025	1,244,025	6,741,348
2036	4,905,210	970,000	314,500	1,284,500	6,189,710
2037	4,381,415	1,020,000	272,213	1,292,213	5,673,628
2038	4,033,090	1,085,000	227,481	1,312,481	5,345,571
2039	3,505,575	1,125,000	180,519	1,305,519	4,811,094
2040	3,209,950	1,175,000	131,644	1,306,644	4,516,594
2041	2,859,600	1,240,000	80,325	1,320,325	4,179,925
2042	1,379,225	1,270,000	26,988	1,296,988	2,676,213
2043	1,382,475				1,382,475
2044	1,379,600				1,379,600
2045	1,380,600				1,380,600
2046	1,380,400				1,380,400
Totals	\$145,632,507	\$15,280,000	\$8,057,079	\$23,337,079	\$168,969,586

(a) Includes the debt service requirements paid by the Waterworks and Sewer System and the Community Development Corporation.

(b) Preliminary, subject to change. Generates \$15,280,000 in proceeds for the City.

(c) Interest estimated at 4.25%, for illustrative purposes only.

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Certificates of Obligation, Series 2022 (DPCDC)

Estimated Debt Service Requirements

Year Ending 9/30	Total Sales Tax Collections	Estimated Interest Earnings	Operating Expenses (b)	Existing Debt Service	Cash Defeasance of Series 2017 CO's (c)		\$15,000,000 in Proceeds Series 2022 Bonds (d)			Total Debt Service	Total Expenditures	Remaining Funds	Less: Existing Project & Design	Cumulative Remaining Funds
					Plus: Cost of Defeasance	Less: CO's to be Defeased	Principal	Interest (e)	Total					
2020	\$3,539,031	\$3,340	\$2,000	\$1,216,797						\$1,216,797	\$1,218,797	\$2,323,574		\$8,507,342
2021	3,519,586	3,241	270,429	1,217,779						1,217,779	1,488,208	2,034,619		10,541,961
2022	3,250,000 (a)	15,813	250,000	2,357,102	\$923,647	\$8,647				2,348,456	2,598,456	667,357	\$8,500,000	1,785,672 (c)
2023	3,250,000	2,679	250,000	2,733,973		467,994		\$562,500	\$562,500	2,828,479	3,078,479	174,200		1,959,871
2024	3,250,000	2,940	250,000	2,127,293		464,347	\$265,000	669,038	934,038	2,596,983	2,846,983	405,957		2,365,828
2025	3,250,000	3,549	250,000	1,805,464			135,000	660,038	795,038	2,600,501	2,850,501	403,047		2,768,875
2026	3,250,000	4,153	250,000	1,803,573			140,000	653,850	793,850	2,597,423	2,847,423	406,731		3,175,606
2027	3,250,000	4,763	250,000	1,378,400			395,000	641,813	1,036,813	2,415,213	2,665,213	589,551		3,765,157
2028	3,250,000	5,648	250,000	1,379,525			415,000	623,588	1,038,588	2,418,113	2,668,113	587,535		4,352,692
2029	3,250,000	6,529	250,000	1,378,900			430,000	604,575	1,034,575	2,413,475	2,663,475	593,054		4,945,746
2030	3,250,000	7,419	250,000	1,381,400			450,000	584,775	1,034,775	2,416,175	2,666,175	591,244		5,536,990
2031	3,250,000	8,305	250,000	1,381,900			470,000	564,075	1,034,075	2,415,975	2,665,975	592,330		6,129,320
2032	3,250,000	9,194	250,000	1,379,750			495,000	542,363	1,037,363	2,417,113	2,667,113	592,081		6,721,402
2033	3,250,000	10,082	250,000	1,380,250			515,000	519,638	1,034,638	2,414,888	2,664,888	595,195		7,316,596
2034	3,250,000	10,975	250,000	1,379,350			540,000	495,900	1,035,900	2,415,250	2,665,250	595,725		7,912,321
2035	3,250,000	11,868	250,000	1,381,950			565,000	471,038	1,036,038	2,417,988	2,667,988	593,881		8,506,202
2036	3,250,000	12,759	250,000	1,382,950			585,000	445,163	1,030,163	2,413,113	2,663,113	599,647		9,105,849
2037	3,250,000	13,659	250,000	1,382,600			615,000	418,163	1,033,163	2,415,763	2,665,763	597,896		9,703,745
2038	3,250,000	14,556	250,000	1,381,250			645,000	389,813	1,034,813	2,416,063	2,666,063	598,493		10,302,238
2039	3,250,000	15,453	250,000	1,379,000			675,000	360,113	1,035,113	2,414,113	2,664,113	601,341		10,903,579
2040	3,250,000	16,355	250,000	1,380,775			705,000	329,063	1,034,063	2,414,838	2,664,838	601,518		11,505,097
2041	3,250,000	17,258	250,000	1,380,600			740,000	296,550	1,036,550	2,417,150	2,667,150	600,108		12,105,205
2042	3,250,000	18,158	250,000	1,379,225			775,000	262,463	1,037,463	2,416,688	2,666,688	601,470		12,706,675
2043	3,250,000	19,060	250,000	1,382,475			805,000	226,913	1,031,913	2,414,388	2,664,388	604,673		13,311,347
2044	3,250,000	19,967	250,000	1,379,600			845,000	189,788	1,034,788	2,414,388	2,664,388	605,580		13,916,927
2045	3,250,000	20,875	250,000	1,380,600			885,000	150,863	1,035,863	2,416,463	2,666,463	604,413		14,521,340
2046	3,250,000	21,782	250,000	1,380,400			925,000	110,138	1,035,138	2,415,538	2,665,538	606,245		15,127,584
2047	3,250,000	22,691	250,000				970,000	67,500	1,037,500	1,037,500	1,287,500	1,985,191		17,112,776
2048	3,250,000	25,669					1,015,000	22,838	1,037,838	1,037,838	1,287,838	1,987,832		19,100,607
Totals	\$7,022,429	\$40,872,880	\$7,022,429	\$40,872,880	\$923,647	\$940,988	\$15,000,000	\$10,862,550	\$25,862,550	\$65,794,443	\$72,816,872	\$22,340,486	\$8,500,000	

(a) Estimated future sales tax collections of \$3,250,000 pursuant to the discussion with City staff.

(b) Operating expenses include ongoing maintenance of the projects, bond fees, audit fees, public notice fees and printing fees.

(c) The Series 2017 CO's will be fully defeased/paid-off with excess Fund Balance on September 14, 2022.

(d) Generates \$15,000,000 in proceeds to the DPCDC. Sold and Delivered in October/November 2022.

(e) Interest estimated at 4.50% for illustrative purposes only.

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Overview of Cash Defeasance of DPCDC Debt

Cash Defeasance of \$915,000 Certificates of Obligation, Series 2017

Fiscal Year Ending (9/30)	Current Total Debt Service (a)	Less: Proposed Cash Defeasance (Series 2017 CO's)			Total Debt Service	Estimated Debt Service Difference
		Principal	Interest	Debt Service to Call		
2022	\$2,348,456		\$8,647	\$923,647	\$2,339,809	\$8,647
2023	2,828,479	\$455,000	12,994		2,360,485	467,994
2024	2,596,983	460,000	4,347		2,132,636	464,347
2025	2,600,501				2,600,501	
2026	2,597,423				2,597,423	
2027	2,415,213				2,415,213	
2028	2,418,113				2,418,113	
2029	2,413,475				2,413,475	
2030	2,416,175				2,416,175	
2031	2,415,975				2,415,975	
2032	2,417,113				2,417,113	
2033	2,414,888				2,414,888	
2034	2,415,250				2,415,250	
2035	2,417,988				2,417,988	
2036	2,413,113				2,413,113	
2037	2,415,763				2,415,763	
2038	2,416,063				2,416,063	
2039	2,414,113				2,414,113	
2040	2,414,838				2,414,838	
2041	2,417,150				2,417,150	
2042	2,416,688				2,416,688	
2043	2,414,388				2,414,388	
2044	2,414,388				2,414,388	
2045	2,416,463				2,416,463	
2046	2,415,538				2,415,538	
2047	1,037,500				1,037,500	
2048	1,037,838				1,037,838	
Totals	\$63,359,867	\$915,000	\$25,988	\$923,647	\$62,418,879	\$940,988
Cost of Defeasance (b):						\$928,647
Estimated Debt Service Savings:						\$12,341

(a) Includes the estimated debt service requirements on the proposed \$15,000,000* Certificates of Obligation, Series 2022.

(b) Includes a cash deposit of approximately \$923,647 and estimated expenses of \$5,000.

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Tentative Schedule of Events

\$15,280,000*
General Obligation Bonds,
Series 2022

\$15,000,000*
Certificates of Obligation,
Series 2022

\$915,000*
Certificates of Obligation,
Series 2017
(Bonds to be Cash Defeased)

July - 2022							August - 2022							September - 2022							October - 2022							November - 2022						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
					1	2		1	2	3	4	5	6						1	2	3						1			1	2	3	4	5
3	4	5	6	7	8	9	7	8	9	10	11	12	13	4	5	6	7	8	9	10	11	12	13	14	15	16	17	2	3	4	5	6	7	8
10	11	12	13	14	15	16	14	15	16	17	18	19	20	11	12	13	14	15	16	17	9	10	11	12	13	14	15	13	14	15	16	17	18	19
17	18	19	20	21	22	23	21	22	23	24	25	26	27	18	19	20	21	22	23	24	16	17	18	19	20	21	22	20	21	22	23	24	25	26
24	25	26	27	28	29	30	28	29	30	31				25	26	27	28	29	30	23	24	25	26	27	28	29	27	28	29	30				

Date	Action	Role
Monday, July 25, 2022	Deer Park CDC Board Meeting Review Financing Plan, Approve Publication of Notice of Project, Approve Recommendation for City Council to Approve Notice of Intent to Issue Certificates of Obligation ("CO's") and Approve Defeasance Resolution to Pay-Off Series 2017 CO's	DPCDC, FA, BC
Tuesday, August 2, 2022	City Council Meeting Review Financing Plan for CO's and General Obligation Bonds ("GO Bonds"), Approve Notice of Intent to Issue CO's and Approve Defeasance Resolution to Pay-Off Series 2017 CO's	City, FA, BC
Wednesday, August 10, 2022	Publish 1st Notice of Intent to Issue CO's and Post on City's Website	City
Friday, August 12, 2022	Provide Notice of Defeasance and Redemption to First National Bank Texas	BC, Bank
Wednesday, August 17, 2022	Publish 2nd Notice of Intent to Issue CO's	City
Thursday, August 18, 2022	First Draft of Preliminary Official Statement ("POS")	FA



Tentative Schedule of Events (Continued)

Date	Action	Role
Friday, August 26, 2022	Second Draft POS	City, FA, BC
Week of September 12, 2022	Rating and Diligence Calls	City, FA, UW
Wednesday, September 14, 2022	Closing on Cash Defeasance of Series 2017 Certificates of Obligation	City, FA, BC, Bank
Thursday, September 15, 2022	Series 2017 Certificates of Obligation Defeased/Paid Off	Bank
Friday, September 16, 2022	Third Draft POS	City, FA, BC, UW
Friday, September 30, 2022	Final Draft POS	City, FA, BC, UW
Monday, October 10, 2022	Post/Distribute Final POS	BOKFS
Tuesday, October 18, 2022	Sale of General Obligation Bonds and Certificates of Obligation City Council Meeting City Council to Approve Sale of GO Bonds and CO's DPCDC President Approves Final Pricing Exhibit	City, DPCDC, FA, BC, UW
Tuesday, November 15, 2022	Closing/Delivery of GO Bonds and CO's	City, DPCDC, FA, BC, UW
Participants		
City - City of Deer Park, Texas		
DPCDC - Deer Park Community Development Corporation		
FA - BOK Financial Securities, Inc. (Financial Advisor)		
BC - Bracewell LLP (Bond Counsel)		
Bank - First National Bank Texas (Purchaser of Series 2017 CO's)		
UW - Underwriters (To Be Determined)		



City of Deer Park

Financings Plan and Schedule of Events Overview:

\$15,280,000* General Obligation Bonds, Series 2022

\$15,000,000* Certificates of Obligation, Series 2022

Overview of Cash Defeasance:

\$915,000 Certificates of Obligation, Series 2017

August 2, 2022

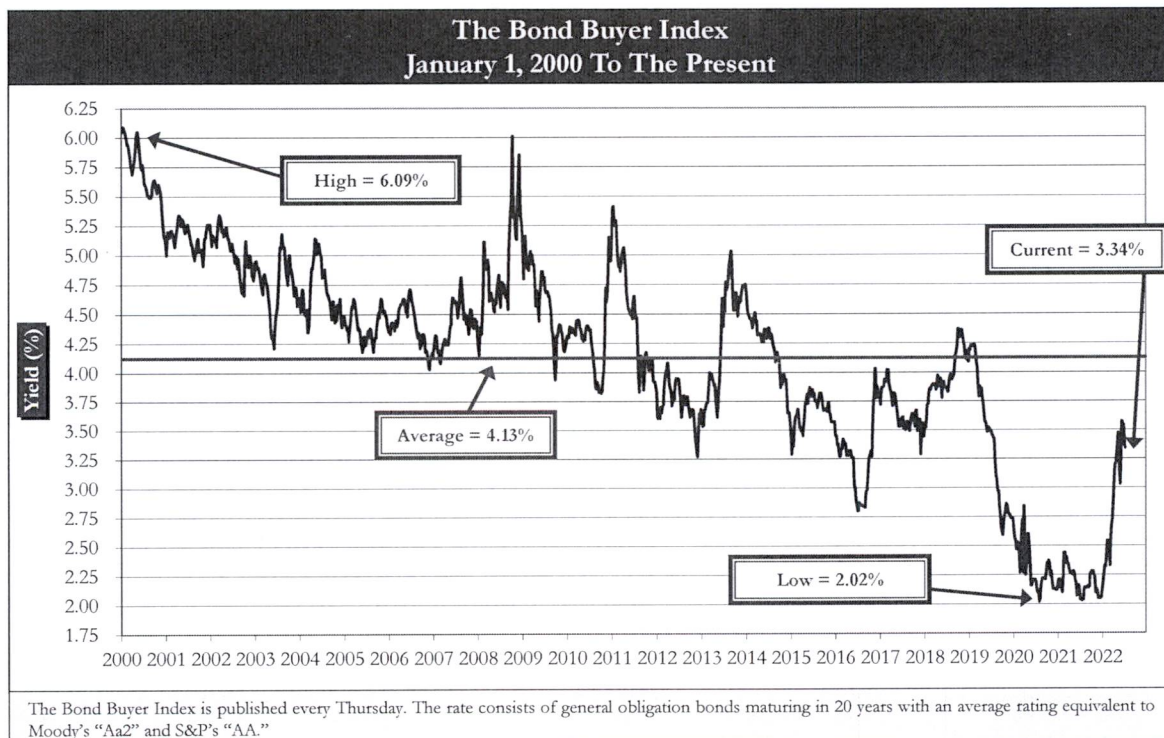
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BOK FINANCIAL SECURITIES

Overview of Current Bond Market – Bond Buyer Index





General Obligation Bonds, Series 2022

Estimated Debt Service Requirements

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2043	1,382,475				1,382,475
2044	1,379,600				1,379,600
2045	1,380,600				1,380,600
2046	1,380,400				1,380,400
Totals	\$145,632,507	\$15,280,000	\$8,057,079	\$23,337,079	\$168,969,586

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(b) Preliminary, subject to change. Generates \$15,280,000 in proceed for the City.

(c) Interest estimated at 4.25%, for illustrative purposes only.

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Certificates of Obligation, Series 2022 (DPCDC)

Estimated Debt Service Requirements

Year Ending 9/30	Total Sales Tax Collections	Estimated Interest Earnings	Operating Expenses(b)	Existing Debt Service	Cash Defeasance of Series 2017 CO's (c)		\$15,000,000 in Proceeds Series 2022 Bonds (d)			Total Debt Service	Total Expenditures	Remaining Funds	Less: Existing Project & Design	Cumulative Remaining Funds	
					Plus: Cost of Defeasance	Less: CO's to be Defeased	Principal	Interest (e)	Total						
2020	\$3,539,031	\$3,340	\$2,000	\$1,216,797						\$1,216,797	\$1,218,797	\$2,323,574		\$8,507,342	
2021	3,519,586	3,241	270,429	1,217,779						1,217,779	1,488,208	2,034,619		10,541,961	
2022	3,250,000 (a)	15,813	250,000	2,357,102		\$923,647	\$8,647			2,348,456	2,598,456	667,357	\$8,500,000	1,785,672 (c)	
2023	3,250,000	2,679	250,000	2,733,973			467,994		\$562,500	2,828,479	3,078,479	174,200		1,959,871	
2024	3,250,000	2,940	250,000	2,127,293			464,347		\$265,000	669,038	934,038	2,596,983		2,365,828	
2025	3,250,000	3,549	250,000	1,805,464					135,000	660,038	795,038	2,600,501		2,768,875	
2026	3,250,000	4,153	250,000	1,803,573					140,000	653,850	793,850	2,597,423		3,175,606	
2027	3,250,000	4,763	250,000	1,378,400					395,000	641,813	1,036,813	2,415,213		3,765,157	
2028	3,250,000	5,648	250,000	1,379,525					415,000	623,588	1,038,588	2,418,113		4,352,692	
2029	3,250,000	6,529	250,000	1,378,900					430,000	604,575	1,034,575	2,413,475		4,945,746	
2030	3,250,000	7,419	250,000	1,381,400					450,000	584,775	1,034,775	2,416,175		5,536,990	
2031	3,250,000	8,305	250,000	1,381,900					470,000	564,075	1,034,075	2,415,975		6,129,320	
2032	3,250,000	9,194	250,000	1,379,750					495,000	542,363	1,037,363	2,417,113		6,721,402	
2033	3,250,000	10,082	250,000	1,380,250					515,000	519,638	1,034,638	2,414,888		7,316,596	
2034	3,250,000	10,975	250,000	1,379,350					540,000	495,900	1,035,900	2,415,250		7,912,321	
2035	3,250,000	11,868	250,000	1,381,950					565,000	471,038	1,036,038	2,417,988		8,506,202	
2036	3,250,000	12,759	250,000	1,382,950					585,000	445,163	1,030,163	2,413,113		9,105,849	
2037	3,250,000	13,659	250,000	1,382,600					615,000	418,163	1,033,163	2,415,763		9,703,745	
2038	3,250,000	14,556	250,000	1,381,250					645,000	389,813	1,034,813	2,416,063		10,302,238	
2039	3,250,000	15,453	250,000	1,379,000					675,000	360,113	1,035,113	2,414,113		10,903,579	
2040	3,250,000	16,355	250,000	1,380,775					705,000	329,063	1,034,063	2,414,838		11,505,097	
2041	3,250,000	17,258	250,000	1,380,600					740,000	296,550	1,036,550	2,417,150		12,105,205	
2042	3,250,000	18,158	250,000	1,379,225					775,000	262,463	1,037,463	2,416,688		12,706,675	
2043	3,250,000	19,060	250,000	1,382,475					805,000	226,913	1,031,913	2,414,388		13,311,347	
2044	3,250,000	19,967	250,000	1,379,600					845,000	189,788	1,034,788	2,414,388		13,916,927	
2045	3,250,000	20,875	250,000	1,380,600					885,000	150,863	1,035,863	2,416,463		14,521,340	
2046	3,250,000	21,782	250,000	1,380,400					925,000	110,138	1,035,138	2,415,538		15,127,584	
2047	3,250,000	22,691	250,000						970,000	67,500	1,037,500	1,037,500		17,112,776	
2048	3,250,000	25,669	250,000						1,015,000	22,838	1,037,838	1,037,838		19,100,607	
			\$7,022,429	\$40,872,880		\$923,647	\$940,988		\$15,000,000	\$10,862,550	\$25,862,550	\$65,794,443	\$72,816,872	\$22,340,486	\$8,500,000

(a) Estimated future sales tax collections of \$3,250,000 pursuant to the discussion with City staff.

(b) Operating expenses include ongoing maintenance of the projects, bond fees, audit fees, public notice fees and printing fees.

(c) The Series 2017 CO's will be fully defeased/paid-off with excess Fund Balance on September 14, 2022.

(d) Generates \$15,000,000 in proceeds to the DPCDC. Sold and Delivered in October/November 2022.

(e) Interest estimated at 4.50% for illustrative purposes only.

3



Overview of Cash Defeasance of DPCDC Debt

Cash Defeasance of \$915,000 Certificates of Obligation, Series 2017

Fiscal Year Ending (9/30)	Current Total Debt Service (a)	Less: Proposed Cash Defeasance (Series 2017 CO's)			Total Debt Service	Estimated Debt Service Difference
		Principal	Interest	Debt Service to Call		
2022	\$2,348,456		\$8,647	\$923,647	\$2,339,809	\$8,647
2023	2,828,479	\$455,000	12,994		2,360,485	467,994
2024	2,596,983	460,000	4,347		2,132,636	464,347
2025	2,600,501				2,600,501	
2026	2,597,423				2,597,423	
2027	2,415,213				2,415,213	
2028	2,418,113				2,418,113	
2029	2,413,475				2,413,475	
2030	2,416,175				2,416,175	
2031	2,415,975				2,415,975	
2032	2,417,113				2,417,113	
2033	2,414,888				2,414,888	
2034	2,415,250				2,415,250	
2035	2,417,988				2,417,988	
2036	2,413,113				2,413,113	
2037	2,415,763				2,415,763	
2038	2,416,063				2,416,063	
2039	2,414,113				2,414,113	
2040	2,414,838				2,414,838	
2041	2,417,150				2,417,150	
2042	2,416,688				2,416,688	
2043	2,414,388				2,414,388	
2044	2,414,388				2,414,388	
2045	2,416,463				2,416,463	
2046	2,415,538				2,415,538	
2047	1,037,500				1,037,500	
2048	1,037,838				1,037,838	
Totals	\$63,359,867	\$915,000	\$25,988	\$923,647	\$62,418,879	\$940,988
Cost of Defeasance (b):						\$928,647
Estimated Debt Service Savings:						\$12,341

(a) Includes the estimated debt service requirements on the proposed \$15,000,000* Certificates of Obligation, Series 2022.

(b) Includes a cash deposit of approximately \$923,647 and estimated expenses of \$5,000.

4



Tentative Schedule of Events

\$15,280,000* General Obligation Bonds, Series 2022

July - 2022						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

August - 2022						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

September - 2022						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

October - 2022						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

November - 2022						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

\$915,000* Certificates of Obligation, Series 2017 (Bonds to be Cash Defeased)

Date	Action	Role
Monday, July 25, 2022	Deer Park CDC Board Meeting Review Financing Plan, Approve Publication of Notice of Project, Approve Recommendation for City Council to Approve Notice of Intent to Issue Certificates of Obligation ("CO's") and Approve Defeasance Resolution to Pay-Off Series 2017 CO's	DPCDC, FA, BC
Tuesday, August 2, 2022	City Council Meeting Review Financing Plan for CO's and General Obligation Bonds ("GO Bonds"), Approve Notice of Intent to Issue CO's and Approve Defeasance Resolution to Pay-Off Series 2017 CO's	City, FA, BC
Wednesday, August 10, 2022	Publish 1st Notice of Intent to Issue CO's and Post on City's Website	City
Friday, August 12, 2022	Provide Notice of Defeasance and Redemption to First National Bank Texas	BC, Bank
Wednesday, August 17, 2022	Publish 2nd Notice of Intent to Issue CO's	City
Thursday, August 18, 2022	First Draft of Preliminary Official Statement ("POS")	FA



Tentative Schedule of Events (Continued)

Date	Action	Role
Friday, August 26, 2022	Second Draft POS	City, FA, BC
Week of September 12, 2022	Rating and Diligence Calls	City, FA, UW
Wednesday, September 14, 2022	Closing on Cash Defeasance of Series 2017 Certificates of Obligation	City, FA, BC, Bank
Thursday, September 15, 2022	Series 2017 Certificates of Obligation Defeased/Paid Off	Bank
Friday, September 16, 2022	Third Draft POS	City, FA, BC, UW
Friday, September 30, 2022	Final Draft POS	City, FA, BC, UW
Monday, October 10, 2022	Post/Distribute Final POS	BOKFS
Tuesday, October 18, 2022	Sale of General Obligation Bonds and Certificates of Obligation City Council Meeting City Council to Approve Sale of GO Bonds and CO's DPCDC President Approves Final Pricing Exhibit	City, DPCDC, FA, BC, UW
Tuesday, November 15, 2022	Closing/Delivery of GO Bonds and CO's	City, DPCDC, FA, BC, UW
Participants		
City - City of Deer Park, Texas		
DPCDC - Deer Park Community Development Corporation		
FA - BOK Financial Securities, Inc. (Financial Advisor)		
BC - Bracewell LLP (Bond Counsel)		
Bank - First National Bank Texas (Purchaser of Series 2017 CO's)		
UW - Underwriters (To Be Determined)		

PARKS AND RECREATION DEPARTMENT REVENUE MANAGEMENT PHILOSOPHY

Charlie Sandberg

Director of Parks and Recreation

- ▶ Cost recovery is the ability to charge fees to cover variable and fixed cost .
- ▶ Revenue Management is the application of analytics that predicts consumer behavior at the micro-market level to optimize product availability and price to maximize revenue growth. The primary aim of a revenue management strategy is selling the right service to the customer at the right time for the right price.
- ▶ Strategic revenue management, as you may have guessed, refers to your overall revenue management strategy. Strategy has a more long-term focus, and it involves a roadmap to reach a cost recovery from the general fund tax base.
- ▶ Fee structure will not include recovery of capital or fixed costs.
- ▶ **(Variable cost/Program Fee) = Cost Recovery**

WHAT IS COST RECOVERY AND REVENUE MANAGEMENT?

- ▶ To establish revenue recovery rates that consider market conditions and the cost of providing programs and services to cover variable cost.
- ▶ To maximize taxpayer investment to realize the optimal return.
- ▶ To ensure citizens receive the benefits of best value fees.
- ▶ Fees defer cost from the general fund base over time.
- ▶ Fees sustain the use of the facilities, programs, and services, maintaining balance of time and location against funding sources.

BENEFITS OF THE STRATEGIC REVENUE MANAGEMENT PLAN?

The DPPARD utilized the following principles to begin establishing a philosophy for the policy.

- ▶ Understand our market (Community and surrounding areas)
- ▶ Segmentation and Price Optimization (Right person, Right price for right service)
- ▶ Forecasting strategies (Pricing for now and the future)

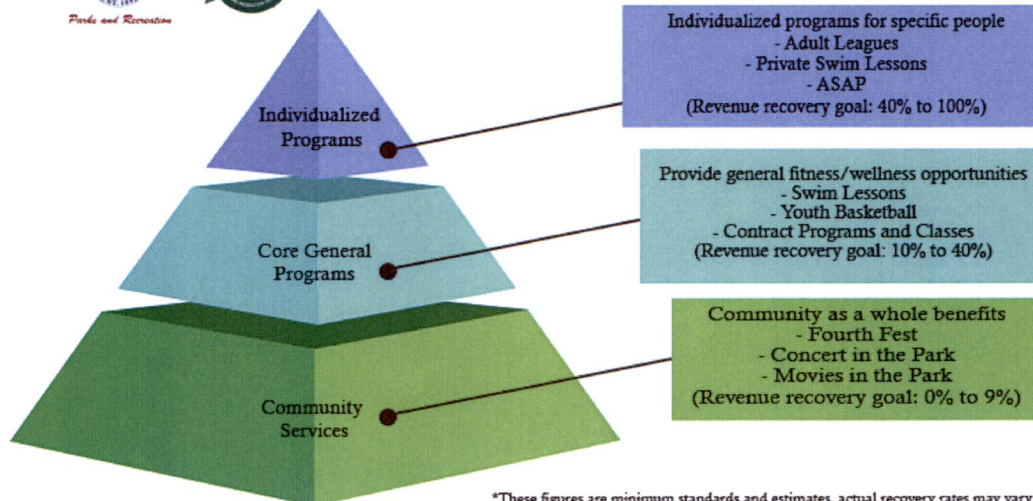
ESTABLISHING A PHILOSOPHY.

- ▶ DPPARD understands that providing services to our residents in our community are our top priority. Additionally, further research showed that a significant amount of patrons who participate in our programs and utilize City of Deer Park facilities are also from surrounding communities such as La Porte, Pasadena, League City, etc.
- ▶ The revenue management plan recognizes the above market analysis and has established "Resident and Non-resident" rates for fees.
- ▶ City of Deer Park citizens owning property within the city limits are classified as residents. Non-residents shall pay an additional fee for participating in most programs and for reserving facilities. A citizen residing outside of the city will pay more than the resident rate for programs, memberships, and services. Proof of residency will be required upon time of registration. This may include any of the following:
 - ▶ Valid Texas Identification Card or Driver's License.
 - ▶ Government – issued picture identification with current address.
 - ▶ Formal document recognizing proof of residency.

RESIDENT VS NON-RESIDENT



REVENUE MANAGEMENT PHILOSOPHY



Community Services

- ▶ This criterion applies to the Community Services Tier of the policy. The following criteria will be used to determine if a service should be included in the tier, keeping in mind that a service does not have to meet every criterion:
- ▶ The service is equally available to everyone in the community.
- ▶ The service is provided by the local government.
- ▶ The service enhances the quality of life for the residents.
- ▶ Community Services Example:
 - ▶ Fourth Fest
 - ▶ Concert in the Park
 - ▶ Movies in the Park
 - ▶ Senior Congregate and Homebound meals program

TARGET TIER RANGE

Core General Programs

- ▶ This criterion applies to the Core General Programs tier. User's fees may recover only partial cost for those services for which the agency desires to manage demand.
- ▶ The services benefit those who participate but the community at large also benefits.
- ▶ The service is the more traditionally expected services and beginner instructional levels.
- ▶ The service promotes individual, physical, and mental well-being.
- ▶ Core General Programs examples:
 - ▶ Youth Basketball
 - ▶ Swim Lessons
 - ▶ Beginner Dance Lessons

TARGET TIER RANGE

Individualized Programs

- ▶ This criterion applies to the Individualized Programs tier. The service fees should recover a higher cost of services benefiting specific individuals or groups.
- ▶ The individual or group using the service is the primary beneficiary.
- ▶ The service provides an intermediate level of recreational skill development.
- ▶ There is excess demand for the service.
- ▶ The service is at fair price.
- ▶ Individualized Programs examples:
 - ▶ Private Swim Lessons
 - ▶ Adult Leagues
 - ▶ ASAP
 - ▶ Theater Memberships

TARGET TIER RANGE

The DPPARD currently allows a number of 3rd party groups and organizations to utilize City facilities at no cost. These include but not limited too:

- ▶ Civic organizations
- ▶ Private Groups
- ▶ Sports Organizations
 - ▶ Recognized sports organizations (DPSFC, DP Girls Softball, DP Pony Baseball)
 - ▶ Non-recognized sports organizations (Competitive 3rd party teams, private companies, etc.)

The DPPARD is requesting the opportunity to discuss this option and gain direction on these types of rentals.

FACILITY USAGE AND RENTALS

- ▶ With the City of Deer Park Passing the Type B election. There will be new amenities with the Recreation Center and future fees will be discussed.
- ▶ Fees will be established in order to help offset some of the operational and variable costs associated with running the new facilities.

FUTURE MEMBERSHIP FEES



QUESTIONS?