

****PUBLIC NOTICE****



**CORINTH ECONOMIC DEVELOPMENT CORPORATION
(CEDC)**

Monday, July 10, 2023 at 6:00 PM

City Hall | 3300 Corinth Parkway

A. CALL TO ORDER

B. CITIZENS COMMENTS

Please limit your comments to three minutes. Comments about any of the published agenda items are appreciated by the Board and may be taken into consideration at this time or during that agenda item.

C. CONSENT AGENDA

All matters listed under the Consent Agenda are considered to be routine and will be enacted in one motion. Should a Board Member desire discussion of any item, that item will be removed from the Consent Agenda and will be considered separately.

1. Consider and act on the minutes from the meeting held on June 5, 2023.

D. BUSINESS AGENDA

2. Welcome and introduce Emma Crotty.
3. Receive a report and hold a discussion regarding the Director's monthly update.
4. Consider and recommend the approval of the Specialty Retail and Restaurant Incentive Program.
5. Consider and recommend the approval of the revisions to the Economic Development Incentive Policy.
6. Consider and recommend the approval of the proposed Fiscal Year 2023-2024 CEDC Budget.

E. REPORTS AND UPDATES

The purpose of this section is to allow each Board Member the opportunity to provide general updates and/or comments to fellow Board Members, the public, and/or staff on any issues or future events.

F. CLOSED SESSION**

In accordance with Chapter 551, Texas Government Code, Section 551.001, et seq., (the "Texas Open Meetings Act"), the Board will recess into Closed Session (closed meeting) to discuss the following items. Any necessary final action or vote will be taken in public by the Board in accordance with this agenda.

Section 551.071 - Legal Advice. (1) Private consultation with its attorney to seek advice about pending or contemplated litigation; and/or settlement offer; and/or (2) a matter in which the duty of the attorney to the government body under the Texas Disciplinary Rules of Professional Conduct of the State of Texas clearly conflict with Chapter 551.

Section 551.087 - Economic Development. To deliberate or discuss regarding commercial or financial information that the governmental body seeks to have locate, stay, or expand in or near the territory of the

governmental body and with which the governmental body is conducting economic development negotiations; or to deliberate the offer of a financial or other incentive to a business prospect.

a. Project Agora.

G. RECONVENE IN OPEN SESSION TO TAKE ACTION, IF NECESSARY, ON CLOSED SESSION ITEMS

H. ADJOURN

**The Board reserves the right to recess into closed session at any time during the course of this meeting to discuss any of the matters posted on this agenda, as authorized by the Texas Open Meetings Act, Texas Government Code, Section 551.071, "Consultation with Attorney" for the purpose of receiving legal advice.

Posted on this 7th day of July 2023, at 11:30 A.M., on the bulletin board at Corinth City Hall.



Elise Back
Economic Development Director
City of Corinth, Texas



CITY OF CORINTH Staff Report

Meeting Date:	7/10/2023	Title: Minutes June 5, 2023
Strategic Goals:	<input type="checkbox"/> Resident Engagement <input checked="" type="checkbox"/> Proactive Government <input type="checkbox"/> Organizational Development <input type="checkbox"/> Health & Safety <input type="checkbox"/> Regional Cooperation <input type="checkbox"/> Attracting Quality Development	

Item/Caption

Consider and act on the minutes from the meeting held on June 5, 2023.

Item Summary/Background/Prior Action

Attached are the minutes, in draft form, and are not considered official until formally approved by the CEDC.

Staff Recommendation/Motion

Staff recommends approval of the minutes.



**CORINTH ECONOMIC DEVELOPMENT CORPORATION
(CEDC) - MINUTES**

Monday, June 05, 2023 at 6:00 PM

City Hall | 3300 Corinth Parkway

**STATE OF TEXAS
COUNTY OF DENTON
CITY OF CORINTH**

On this 5th day of June 2023, the Corinth Economic Development Corporation (CEDC) of the City of Corinth, Texas, met at 6:00 P.M. at Corinth City Hall, located at 3300 Corinth Parkway, Corinth, Texas. The meeting date, time, place, and purpose as required by Title 5, Subtitle A, Chapter 551, Subchapter C, Section 551.041, Government Code, with the following members, to wit:

PRESENT:

Grady Ray, Chair
Joan Mazza, Vice-Chair
Bellann Hyten, Secretary
Andrea Brainard, Director
Melanie Moore, Director

ABSENT:

Randy Clark, Director

OTHERS PRESENT:

Elise Back, Economic Development Director
Lana Wylie, City Secretary

CALL TO ORDER

Chair Ray called the meeting to order at 6:01 P.M.

CITIZENS COMMENTS

Please limit your comments to three minutes. Comments about any of the published agenda items are appreciated by the Board and may be taken into consideration at this time or during that agenda item.

No citizen comments were made.

CONSENT AGENDA

All matters listed under the Consent Agenda are considered to be routine and will be enacted in one motion. Should a Board Member desire discussion of any item, that item will be removed from the Consent Agenda and will be considered separately.

1. Consider and act on the minutes from the meeting held on May 1, 2023.
2. Consider and act on the financial report for the month ending April 2023.

Motion made by Vice-Chair Mazza to approve the Consent Agenda as presented. Seconded by Director Brainard.

Voting Yea: Chair Ray, Vice-Chair Mazza, Secretary Hyten, Director Brainard, Director Moore

BUSINESS AGENDA

3. Receive a report and hold a discussion regarding the Director's monthly update.

Director Back presented the May/June Director's Report.

4. Receive and hold a discussion on the City of Corinth Business Visitation Program.

Director Back presented the Business Visitation Program. The Business Visitation brochure will be available on the City's website for business that would like to participate in the program.

5. Receive and hold a discussion on the Draft Fiscal Year 2023-2024 CEDC Budget.

Director Back reviewed the fiscal year budget for the CEDC for 2023-2024. The board discussed the training budget and attending conferences to promote economic development in Corinth.

REPORTS AND UPDATES

The purpose of this section is to allow each Board Member the opportunity to provide general updates and/or comments to fellow Board Members, the public, and/or staff on any issues or future events.

Chair Ray, along with the board welcomed the new Economic Development Coordinator.

There was no Closed Session.

CLOSED SESSION**

In accordance with Chapter 551, Texas Government Code, Section 551.001, et seq., (the "Texas Open Meetings Act"), the Board will recess into Closed Session (closed meeting) to discuss the following items. Any necessary final action or vote will be taken in public by the Board in accordance with this agenda.

Section 551.071 - Legal Advice. (1) Private consultation with its attorney to seek advice about pending or contemplated litigation; and/or settlement offer; and/or (2) a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State of Texas clearly conflict with Chapter 551.

Section 551.087 - Economic Development. To deliberate or discuss regarding commercial or financial information that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or to deliberate the offer of a financial or other incentive to a business prospect.

- a. Project Agora.

RECONVENE IN OPEN SESSION TO TAKE ACTION, IF NECESSARY, ON CLOSED SESSION ITEMS

No action taken.

ADJOURN

Chair Ray adjourned the meeting at 7:28 P.M.

Elise Back
Economic Development Director
City of Corinth, Texas



CITY OF CORINTH Staff Report

Meeting Date:	7/10/2023	Title:	Business Item Welcome Emma Crotty
Strategic Goals:	<input type="checkbox"/> Resident Engagement <input checked="" type="checkbox"/> Proactive Government <input type="checkbox"/> Organizational Development <input type="checkbox"/> Health & Safety <input type="checkbox"/> Regional Cooperation <input type="checkbox"/> Attracting Quality Development		

Item/Caption

Welcome and introduce Emma Crotty.

Item Summary/Background/Prior Action

Emma Crotty is the City's new the Economic Development Coordinator and Management Assistant. Emma holds a graduate degree in Public Administration from UNT and a bachelor's in political science, history, and a minor in German from the University of Oklahoma. Most recently, Emma was the Support Services Coordinator for the City of Oak Point providing administrative support to staff and boards. She also served as the secretary to the Parks & Recreation Commission and the Oak Point EDC.

As the Economic Development Coordinator and Management Assistant, Emma will work on the City's Film and Music Friendly designations; update the website; manage the social media platforms; create a business database; and coordinate the BR/E program.

Staff Recommendation/Motion

The information provided is for information purposes only.



CITY OF CORINTH Staff Report

Meeting Date:	7/10/2023	Title:	Business Item Director's Monthly Update
Strategic Goals:	<input type="checkbox"/> Resident Engagement <input checked="" type="checkbox"/> Proactive Government <input type="checkbox"/> Organizational Development <input type="checkbox"/> Health & Safety <input type="checkbox"/> Regional Cooperation <input type="checkbox"/> Attracting Quality Development		

Item/Caption

Receive a report and hold a discussion regarding the Director's monthly update.

Item Summary/Background/Prior Action

The Director will provide the Board with a monthly update of the activities held during the month of June/July.

Staff Recommendation/Motion

The information provided is for discussion purposes only.



CITY OF CORINTH Staff Report

Meeting Date:	7/10/2023	Title: Business Item Specialty Retail and Restaurant Incentive Program.
Strategic Goals:	<input type="checkbox"/> Resident Engagement <input checked="" type="checkbox"/> Proactive Government <input type="checkbox"/> Organizational Development <input type="checkbox"/> Health & Safety <input type="checkbox"/> Regional Cooperation <input type="checkbox"/> Attracting Quality Development	

Item/Caption

Consider and recommend the approval of the Specialty Retail and Restaurant Incentive Program.

Item Summary/Background/Prior Action

The City seeks to recruit new, unique, and specialty retailers and restaurants that help to differentiate Corinth from dining and entertainment venues in other communities within the Dallas Metroplex and to contribute to the City Council's overall vision of enhancing quality of life for Corinth's residents. The proposed Specialty Retail & Restaurant Incentive serves the community's desires for attracting unique, quality retailers and restaurants that do not already have a strong presence in the marketplace.

Staff Recommendation/Motion

Staff recommends the Corinth Economic Development Corporation Board of Directors consider and authorize the approval of the Specialty Retail and Restaurant Incentive Program.



SPECIALTY RETAIL & RESTAURANT INCENTIVE PROGRAM

GENERAL PURPOSE

The City of Corinth (the “City” or “Corinth”)) seeks to recruit new, unique, and specialty retailers and restaurants that help to differentiate Corinth from dining and entertainment venues in other communities within the Dallas Metroplex and to contribute to the City Council’s overall vision of enhancing quality of life for Corinth’s residents. The City establishes this Specialty Retail & Restaurant Incentive program to serve the community’s desires for attracting unique, quality retailers and restaurants that do not already have a strong presence in the marketplace.

ELIGIBILITY CRITERIA

Incentives are targeted to the following types of retailers and restaurants:

1. “Destination” retailers and restaurants that
 - a) Have the capability to attract customers from outside the community;
 - b) Do not have another existing location within a 5-mile radius; and
 - c) Fit well into the existing retail/restaurant economy to provide new and different shopping and/or dining and entertainment experiences.
 - d) Local, regional, and national retailers or restaurants may apply if qualified under subsection (a), (b), and (c) above.
2. Developers/Shopping Center Owners leasing space to destination retailers and restaurants may apply.

* In order to qualify for incentives, specialty retailers and/or restaurants are required to sign a minimum five (5)-year lease with the Developer/Shopping Center Owner, no matter which party is the applicant and potential recipient of the incentive.

REVIEW CRITERIA

All requests for incentives shall be reviewed on a case-by-case basis by the Corinth Economic Development Corporation (CEDC) and the City Council.. An application for a Specialty Retail & Restaurant Incentive shall include the following information:

Fiscal Impact

- Anticipated direct sales tax to be generated.
- Total number of full-time equivalent (FTEs) jobs brought to Corinth.
- Total payroll for all FTEs.
- Ad valorem taxes to be generated.

Community Impact

- Does the business satisfy/address the community's needs for unique, quality retailers and/or restaurants as outlined above in Section 1 (a), (b), and (c) under Eligibility Criteria?

Competitive Impact

- The effect the project would have on existing businesses in Corinth.
- A list of specific businesses seen as direct competitors to the applicant. The CEDC/City seeks first to retain existing businesses, and therefore will consider whether an applicant will compete or potentially displace an existing business.

TYPES OF INCENTIVES

Matching Grants:

- The CEDC/City may reimburse up to 30% of the costs of façade improvements (including signage, landscaping, and lighting).
- The CEDC/City may reimburse up to 30% of the costs of tenant improvements (not including FFE – fixtures, furniture, and equipment).

The above matching grants would be based on a not to exceed amount based on the total investment.

Development Fee Rebates – The CEDC/City may approve the rebate of all or a portion of certain building permit fees.

Sales and Use Tax Rebates – The CEDC/City may rebate a portion of the City/CEDC Sales and Use Tax for up to ten (10) years.

The Sales and Use Tax Rebate would be paid in annual installments within ninety (90) days of the end of each twelve (12) calendar month period following the issuance of the certification of occupancy for the facility, or other commencement date if no certificate of occupancy is required. Any Sales and Use Tax Rebate would be limited to the extent that the City has received sales and uses taxes from taxable sales by the applicant. The City's obligation to pay the Sales and Use Tax Rebate in the Agreement would additionally be conditioned upon the applicant requesting and providing sales and use tax documentation from the Office of the Comptroller of the State of Texas that all sales and use taxes have been paid to the City of Corinth.

In the event that the applicant files an amended sales and use tax return or report with the State of Texas, or if additional sales and use tax is due or owing, as determined by the State of Texas, affecting sales and use tax receipts for a previous twelve (12) calendar month period, the CEDC/City will make adjustments accordingly. The CEDC/City reserves the right to conduct an audit at any time of the applicant's books, papers, and reports, and to ensure compliance with the Sales and Use Tax Rebate. Furthermore, in the event of termination of the Agreement, the CEDC/City has the right to recapture any and all rebated sales and use taxes for the calendar year in which any default occurred.

The Sales and Use Tax Rebate will be conditioned upon:

Minimum taxes: Generation of a certain level of sales and use taxes, which is to be determined based on type of retailer/restaurant.

Term of occupancy: A minimum five (5)-year lease will be required. The term of the Sales and Use Tax Rebate shall not exceed the term of the lease. Should the applicant request and qualify for a sales tax rebate for the maximum allowed period of ten (10) years, a fifteen (15)-year lease will be required.

SUMMARY OF INCENTIVES

The incentives provided under this Specialty Retail & Restaurant Incentive program are granted utilizing Chapter 380 of the Texas Local Government Code. It is the policy of the CEDC/City to customize the provisions of incentives on a case-by-case basis to result in a "Win/Win" agreement for the applicant and for the Corinth taxpayers. This individualized design of a total incentive package is intended to allow maximum flexibility in addressing the unique concerns of each applicant while enabling the CEDC/City to better respond to the changing needs of the community. The CEDC/City Council reserves the right to make exceptions to this program as deemed necessary. Furthermore, the CEDC/City reserves the right to terminate any and all incentives should the specialty retailer and/or restaurant cease operations at any time. All

incentives are subject to availability of funding. Nothing herein shall imply or suggest a guarantee of approval of any incentive request.

PROCEDURAL GUIDELINES

1. Applicant shall complete an “Application for Specialty Retail & Restaurant Incentive” as provided by Economic Development staff.
2. Applicant shall submit a narrative addressing each factor highlighted in the Review Criteria and a Business Plan.
3. Staff will review all documentation for completeness and accuracy. Additional information may be requested as needed.
4. The application package will be reviewed by Economic Development staff. Applicants may be interviewed by the Economic Development staff and any modifications to the application will be made prior to forwarding the application to the full CEDC/City Council with a recommendation for approval or denial.
5. City Council will review the recommendation of the CEDC Board and vote to either approve or deny the grant application.



CITY OF CORINTH Staff Report

Meeting Date:	7/10/2023	Title:	Business Item Economic Development Incentive Policy
Strategic Goals:	<input type="checkbox"/> Resident Engagement <input checked="" type="checkbox"/> Proactive Government <input type="checkbox"/> Organizational Development <input type="checkbox"/> Health & Safety <input type="checkbox"/> Regional Cooperation <input type="checkbox"/> Attracting Quality Development		

Item/Caption

Consider and recommend the revisions to the Economic Development Incentive Policy.

Item Summary/Background/Prior Action

The Economic Development Incentive policy was approved by Council in March of 2022. The Economic Development Program Incentives Policy is all encompassing providing a comprehensive list of the potential incentives including Chapter 380 incentives. The policy includes the criteria for consideration of economic development incentives, an overview of the economic development incentives as well as the procedural guidelines.

The amendment to the policy is to replace the Service Sign Grant Program with the Specialty Retail and Restaurant Incentive Policy. This incentive will assist the CEDC/City in attracting unique, quality retailers and restaurants that do not already have a strong presence in the marketplace.

Staff Recommendation/Motion

Staff recommends the Corinth Economic Development Corporation Board of Directors consider and recommend the revisions to Economic Development Incentive Policy.



Economic Development Program Incentives Policy

Effective March 2022 as approved by City Council

Revised _____, 2023 by City Council

SECTION 1. GENERAL PURPOSE AND OBJECTIVES

The City of Corinth, Texas, ("City"), in partnership with the Corinth Economic Development Corporation ("CEDC"), is committed to facilitating job creation and dedicated to achieving and sustaining the highest quality of development throughout the city. Success in economic development ensures Corinth's financial ability to provide continued quality service and updated infrastructure for its residential and corporate citizens.

The purpose of this Economic Development Program Incentives Policy is to establish standards and guidelines that will govern the granting of financial initiatives to facilitate economic growth. The City and/or the CEDC encourages the use of incentives only as necessary to fill financial gaps and limits them to reasonable and appropriate project expenses which have a public benefit. It is the policy of the City that consideration for such incentives will be provided in accordance with the procedures and criteria outlined in this document, Chapter 380 of the Texas Local Government Code, as amended, the Development Corporation Act in Chapters 501-505 of the Texas Local Government Code, and applicable federal and state laws. Nothing in this policy shall imply or suggest that the City and/or the CEDC are under any obligation to provide an incentive to any applicant. All applications are considered on a case-by-case basis.

All economic development incentives requests will be reviewed by City staff and only eligible projects will be sent to City Council and/or the Corinth Economic Development Corporation Board for consideration and approval. Depending on the project, additional approvals or recommendations will be presented by appointed boards, such as the Tax Increment Reinvestment Zone (TIRZ) Boards. Any approvals will be memorialized in an economic development program agreement between the City or appropriate Board(s) and the recipient.

Applications for incentives will not be considered for projects that have already been announced or commenced for example: if a building permit for new construction has already been issued, the purchase of an existing building has been finalized, or a tenant lease has been executed.

SECTION 2. DEFINITIONS

Wherever used in this Policy, the following terms shall have the following meanings ascribed to

them:

Agreement – A contractual agreement between the City and/or the CEDC for the purposes of providing one or more economic development program incentives.

Chapter 380 Grant Term – The period specified in an Economic Development Program Agreement in which a party may receive annual 380 Grants, not to exceed a total of ten (10) years.

Business Personal Property – Any taxable tangible personal property other than inventory and supplies that (i) is subject to ad valorem taxation by the City; (ii) is located on the property subject to an Agreement; (iii) is owned or leased by the party to the Agreement; and (iv) was not located in the City prior to the effective date of the Agreement.

Capital Investment - Expenditures for real property improvements such as, without limitation, new facilities and structures, site improvements, infrastructure improvements, facility expansion, facility modernization, and utility installation. Capital Investment does NOT include land acquisition costs or the cost or value of any improvements existing on the property prior to the City Council's authorization of execution of an Agreement.

CEDC – The Corinth Economic Development Corporation of the City of Corinth, Texas

City – The City of Corinth, Texas.

City Attorney – The City Attorney of the City of Corinth, Texas.

City Council – The City Council of the City of Corinth, Texas.

Comprehensive Plan – The City of Corinth's official guide for making decisions about growth and development. The Plan is a summary of the goals, objectives, policies, strategies, programs, and projects that will enable the city to achieve its mission of focusing on the future, working together to build strong neighborhoods, develop a sound economy, and provide a safe community.

Dallas-Fort Worth-Arlington MSA – The Dallas-Fort Worth-Arlington Metropolitan Statistical Area (MSA) comprises two Metropolitan Divisions (MSA): the Fort Worth-Arlington MSA, which includes Hood, Johnson, Parker, Somervell, Tarrant and Wise counties, and the Dallas-Plano-Irving MSA, which includes Collin, Dallas, Denton, Ellis, Hunt, Kaufman, and Rockwall counties.

Existing Business – A business that was operating within the corporate limits of the City prior to the effective date of this Policy.

Full-Time Job/Employee (FTJ/FTE) – Employment of at least 35-hours per week with full benefits, including at a minimum health, disability insurance and retirement plan options with an average hourly wage equal to or above the calculated by the Bureau of Labor Statistics for the Dallas-Fort Worth-Arlington Metropolitan Statistical Area (MSA) and does not include Part-time or Seasonal employees.

Hotel/Motel Occupancy taxes (HOT) - The state hotel occupancy tax rate is 6 percent (.06) of

the cost of a room. Cities and certain counties and special purpose districts are authorized to impose an additional local hotel tax that the local taxing authority collects.

Incentive – Money or something of value provided by the City or CEDC to a recipient.

Investment – The aggregate of Capital Investment and Personal Property Investment.

LEED – Leadership in Energy and Environmental Design (LEED) is the most widely used green building rating system in the world. Available for virtually all building types, LEED provides a framework for healthy, highly efficient, and cost-saving green buildings.

Mixed-Use Development Project – A development project in which a facility or facilities will be constructed or renovated such that will be comprised of residential, commercial, restaurant, entertainment and/or retail sales and service uses.

Personal Property Investment – The value of Business Personal Property installed on a development site by a date certain, as determined solely by the appraisal district having jurisdiction over the development site.

Program Cap – The maximum amount of the Incentive available over the term of the Agreement.

Qualified Expenses – Those expenses classified as qualified expenses under Internal Revenue Code Section 41 (the Research and Experimentation Tax Credit) and any other expenses identified and agreed to by the City in an Agreement as direct expenses for utility patent generation, technology commercialization, or spinoff incubation costs.

Return on investment (ROI) – Is a performance measure used to evaluate the efficiency or profitability of an investment or compare the efficiency of a number of different investments. ROI tries to directly measure the amount of return on a particular investment, relative to the investment's cost.

Recipient – A person, including an individual, organization, or corporation, who receives an incentive in accordance with this policy.

Salary – A cash payment or remuneration made to a full-time employee, including paid time off, commissions, and non-discretionary bonuses. A Salary does not include any benefits, such as health insurance or retirement contributions by the employer, reimbursements for employee expenses, or any discretionary bonuses.

Strategic Plan – The City of Corinth's strategic plan entitled "Embracing the Future 2030."

Target Industry – A business providing services in the sectors specifically identified in Section 4 of this Policy.

Tax Increment Reinvestment Zone - Authorized by Chapter 311 of the Texas Tax Code, the City may use tax increment financing to enter into economic development and infrastructure reimbursement agreements to pay for improvements.

Transit-Oriented Development - A Mixed-Use Development located within one-half mile of a commuter rail line station and in which all buildings will be at least three (3) stories in height.

SECTION 3. CRITERIA FOR ECONOMIC DEVELOPMENT INCENTIVES

To be eligible for consideration to receive Incentives, all applicants will be required to complete an Incentive application. Refer to Exhibit “A.” All applications will undergo a cost benefit analysis evaluating the fiscal and economic impact as well as the background of the business and the community fit. Refer to the Due Diligence Checklist in Exhibit “B.” To receive an Incentive, the project described in the application must provide a return on investment (ROI). The ROI may be determined through an analysis of:

- Total Capital Investment and resulting taxable value generating annual increases of property tax revenue
- The number and type of jobs to be created and maintained
- Estimated ability to generate direct and/or indirect sales tax revenue
- Estimated ability to generate future overnight stays that result in future direct hotel occupancy fund revenue and indirect revenue associated with visitors

Specific consideration will be given to projects which further the goals and strategies outlined in the Strategic Plan, as well as those with a significant positive impact on diversifying existing markets, adding employment, expanding the local tax base through added improvement values, and increasing sales tax revenues for the City of Corinth.

Targeted Priorities

The City may consider providing Incentives for projects that further the City’s strategic goals:

- **Job Creation** – The City may consider providing an Incentive for the creation and maintenance of jobs to for companies that create or relocate a minimum of 20 full-time jobs within the City. The company must maintain the number of jobs created and/or relocated for at least a 3-year period to receive the total payment. To be an eligible job, the salary must be at least 100% of the average annual wage for Denton County, as determined by the United States Dept. of Labor, Bureau of Labor Statistics.
- **Transit-Orient-Development (TOD)** – The City may consider Incentives for projects within the City’s TOD. Incentives may include grants or reimbursement for mixed-use developments, improvements to new or existing buildings, pedestrian corridors, façades, murals or public art, iconic signage and/or lighting.
- **Niche / Specialty Retail, Entertainment, or Restaurant** – The City may consider providing Incentives to “destination” retailers or restaurants that have the capability to attract customers from outside the area, serve as a catalyst for other development in the TOD area, and/or provide new and different shopping, dining, or entertainment experiences.
- **Mixed-use Developments** - The City may consider providing Incentives to “mixed-use developments” encompassing residential, commercial, retail and/restaurant and hotel uses which will attract residents and customers from outside the area and serve as a

catalyst for other development in the TOD area, and/or provide new and different shopping, dining, entertainment, and work experiences.

- **Big-Box Retailers** - The City may consider providing Incentives to big box users which will attract customers from outside the area and generate additional sales tax for the city
 - **Office/Professional Services** – The City may consider providing Incentives for corporate headquarters and/or regional offices as well as multi-tenant offices for professional services (accountants, engineers, architects, medical, information technology, lawyers, advertising and media, management consulting, financial, insurance, wealth management, actuary, etc.).
- **Full-Service Hotels** - The City may consider providing Incentives to support the attraction of full-service hotel and conference center space to the City.
- **Distribution and Logistics** – The City may consider providing Incentives to support the supply chain of existing primary employers and better serve current and future neighbors.
- **Medical / Healthcare** – The City may consider providing Incentives to provide additional medical and healthcare related businesses to support the existing and better serve current and future neighbors.

SECTION 4. OVERVIEW OF ECONOMIC DEVELOPMENT INCENTIVES

The following may be offered by the City and/or the CEDC for economic development projects that meet eligibility criteria set forth in Section 3. Not all tools are available for each project and any Incentive offered is at the discretion of the Corinth City Council and/or CEDC Board. Investment from the City does not preclude other state, county, or federal incentives.

- Chapter 380 Agreements – Authorized under Chapter 380 of the Texas Local Government Code, this agreement between the recipient and taxing entity offers a variety of fee-based or tax-based incentives, including grants, loans, or rebates to promote local economic development and stimulate business and commercial activity.
- Economic Development Grants – The City has a Type B sales tax corporation – the CEDC. Funds may be available to finance qualified projects as determined by the CEDC Board.
- Fee Reductions / Waivers – The City may consider decreasing or waiving certain development fees including building permits, inspection, and impact fees on eligible projects.
- Infrastructure Assistance – The City may facilitate development through enhancement of water, sewer, and/or roadway infrastructure relevant to sites selected for significant projects as needed.
- Sales Tax Rebates – The City may consider sales tax rebates on the City's and CEDC sales tax portion only.
- Hotel/Motel Occupancy Tax – The City may consider rebates on Hotel/Motel Occupancy taxes (HOT). These rebates can only be used for purposes outlined by state law.
- Fast Tracking Development Process – The City may assist the applicant with fast

- tracking the development process when deemed necessary.
- Business Improvement Grant - The CEDC may offer funds for businesses to improve their exterior, visibility, and presentation of their respective property.
 - Specialty Retail & Restaurant Incentive Program – The City may offer assistance to new and unique retailers and restaurants that help create Corinth as a destination.
 - Tax Increment Reinvestment Zone (TIRZ) – Authorized by Chapter 311 of the Texas Tax Code, the City may use tax increment financing to enter into economic development and infrastructure reimbursement agreements to pay for improvements. The TIRZ, whether City-initiated or petitioned by the property owners, sets up a geographic boundary that can be used develop raw land and proactively address decline or deterioration. Note: The creation of a TIRZ may specify how tax revenue is allocated or spent but does not in any way impact the tax rate as TIRZs have no taxing or assessment powers. Refer to the TIRZ Maps Exhibit “C”.

Value of Economic Development Incentives

The value of the Incentives offered is subject to the cost/benefit analysis and targeted priorities outlined in Section 3. of the Policy as well as determining whether the project is in the best interest of the City and/or the CEDC to provide Incentives. Specific considerations include how the individual project furthers the goals and objectives of the community and the impact of the project. The public benefit or amount of revenue realized by the City and attributable to the project must equal or exceed the value of any Incentives granted under the application.

Exceptions

The City will not consider any Incentives for residential projects or the residential portion of designated mixed-use projects.

To encourage the retention/expansion of existing business, attraction of new businesses which satisfy a community goal or objective, or to meet a special need of the community, the City Council and/or the CEDC retains the ability to approve an Incentive which does not comply with the terms outlined in this policy.

Decision by City and/or CEDC

All applications are considered on a case-by-case basis and all Agreements are subject to consideration and final approval by the City Council. Even though an application may meet the criterion set forth in this policy, an application may be denied for any reason at the discretion of the City and/or the CEDC.

Performance Requirements

All financial Incentives granted by the City of Corinth are performance-based. Should a recipient fail to satisfy the terms in the Agreement, the City and/or CEDC will deny payment of the full

amount of abatement to be received for that given year. An Agreement will include individual performance measures to be met by the recipient and specific recapture provisions intended to safeguard the City from potential financial loss.

Annual Evaluation

Throughout the year, the City will perform evaluations of approved Agreements to ensure compliance by all recipients. At the end of each year, an Annual Incentives Report will be generated and made available online to the public which will summarize the status of each Incentive that was active during the respective year.

Section 5. PROCEDURAL GUIDELINES

Any person, organization, or corporation desiring that the City and/or EDC consider providing Incentives to encourage local economic development is expected to comply with the following procedural guidelines. Neither the City nor the CEDC are required to approve any Incentives to any applicant who complies with this policy.

To apply for Incentives all applicants are required to complete an Application for Economic Development Incentives which can be found online. The Application must be submitted to the Corinth EDC.

Application Review Procedural Guidelines

- All information in the application package will be reviewed by the City's Economic Development Department for completeness and accuracy. Upon the review – an impact analysis will be prepared to determine the cost benefits of the project.
- The City's Economic Development Department will review the application with the City Manager and appropriate City departments for internal review and comments. Additional information may be requested as needed.
- After the review of the application, City staff may meet with the applicant to discuss the application in further details and may be required to complete a survey. After the meeting, the parties will draft a Term Sheet, outlining the terms and conditions of the Incentives.
- The Term Sheet is reviewed by the CEDC Board and the CEDC Board makes a recommendation to move forward an Agreement with the Applicant.
- Once the Agreement is drafted it is presented to the applicant for their review.
- The Agreement is then placed on the CEDC agenda for the Board consideration and recommendation to Council.
- The Corinth Economic Development Corporation (CEDC) may serve as an advisory body which make recommendations to the City Council regarding whether Incentives should be offered in each individual case. All meetings of the CEDC Board shall be held in compliance with the Texas Open Meetings Act, Chapter 551 of the Texas Government Code. Additional information may be requested as needed.
- The Agreement is brought before the City Council at a regular or called meeting(s) for public presentation, discussion, and a final vote.
- Following a majority approval vote, the Mayor or his or her designee, will execute

copies of the Agreement. One original Agreement will be filed with the city and one original mailed to the contracted party. A copy of each executed Agreement will be maintained in the City's Economic Development Department Office.

- Recipients receiving Incentives will be required to adhere to the performance requirements outlined in the Agreement. Recipients that do not meet performance measures will be required to reimburse the City or EDC of all or a portion of the Incentive value.
- A compliance review will be conducted annually on each Agreement through the expiration period.
- Information provided by applicants on the Application Form may be subject to release to the public pursuant to the Texas Public Information Act as codified in Chapter 552 of the *Texas Government Code*. However, certain information provided to the City in connection with an application under this Economic Development Incentives Policy may be confidential and not subject to public disclosure until the incentives agreement is executed. The City will respond to requests for disclosure as required by law and will assert exceptions to disclosure as it deems relevant. The City will make reasonable attempts to notify applicants of the request so it may assert its own objections to the Attorney General.

For further information contact:

Corinth Economic Development Department
3300 Corinth Parkway
Corinth, Texas 76208
940-498-3209
CorinthEDC.com

EXHIBIT "A"
Economic Development Incentive Application



THE CITY OF CORINTH, TEXAS

APPLICATION FOR ECONOMIC DEVELOPMENT INCENTIVES

The City of Corinth is dedicated to achieving and sustaining the highest quality of development in all areas of the City, and to a continuous improvement in the quality of life for its citizens. Towards this end, the City may elect, on a case-by-case basis, to give consideration to providing incentives as authorized by the Economic Development Program Incentive Policy. It is the policy of the City that said consideration will be provided in accordance with the guidelines and criteria as set forth therein. Nothing in the Economic Development Program Incentives Policy shall imply or suggest that the City is under any obligation to provide incentives to any applicant. All applications for incentives shall be considered on a case-by-case basis; and should be filed with the **City of Corinth Economic Development, 3300 Corinth Parkway, Corinth, Texas, 76208** or **via email to elise.back@cityofcorinth.com**

Contact Name: _____

Date: _____

Address: _____

Phone: _____ E-mail: _____

Project/Company Name: _____

Project Address: _____

Company's Primary Business: _____

Please provide the following information based on the completed project at full operation. It will be assumed that the project is phased in equal annual increments unless indicated otherwise. All values should be those on Appraisal District tax rolls. Please provide supporting documentation where appropriate. Additional pages for responses may be attached.

1. Incentive(s) Requested:

2. Does this project fall into one of the following target priorities?

- TOD
- Niche/Specialty Retail, Entertainment, Restaurant
- Mixed-use development
- Big Box Retailer
- Office/Professional Services
- Full-Service Hotel
- Distribution/Logistics
- Medical/Healthcare

3. Necessity of Requested Incentive(s):

(Describe the reason(s) why this project is seeking assistance)

4. Would this project be financially feasible without requested incentive?

5. Is the project a relocation or new facility expansion?

a. If relocation, please state current location(s):

6. Is the project new construction or lease? _____

a. If new construction, is it a shell building or build-to-suit? _____

b. If new construction, number of water and irrigation meters and size(s):

7. If a lease, will it occupy existing space or new construction? _____

8. Number and square footage of proposed/existing project building(s): _____

9. Will the incentive applicant be the owner and/or a tenant? _____

10. List the specific operations to be performed at proposed location (products produced/distributed, services provided, etc.):

11. Projected date of occupancy:

12. Property Size (Acreage): _____ Current assessed value of land: _____

13. Estimated value of improvements to property: _____

14. Proposed uses for project: _____
(Include percentage of each use based on total project space)

15. Estimated value and description of business personal property: _____

16. Number of new FTEs on-site: _____ Average annual salary: _____

17. Annual estimated sales subject to local sales tax: _____

18. Annual estimated sales subject to City hotel occupancy tax: _____

19. Will Corinth be designated as point of sale for construction/equipment purchases?

a. If so, estimated project construction/equipment cost? _____

20. Is this anticipated to be a LEED certified (or equivalent) project?

21. Is the property zoned to accommodate proposed use(s)?

a. If not, what zoning is required for project? _____

22. Other factors the applicant would like to have taken into consideration:

Supplemental Attachments – Check all documents that may be attached to submitted application:

- Map of Property Location
- Legal Description
- Summary of posed site improvements
- Project Site Plan

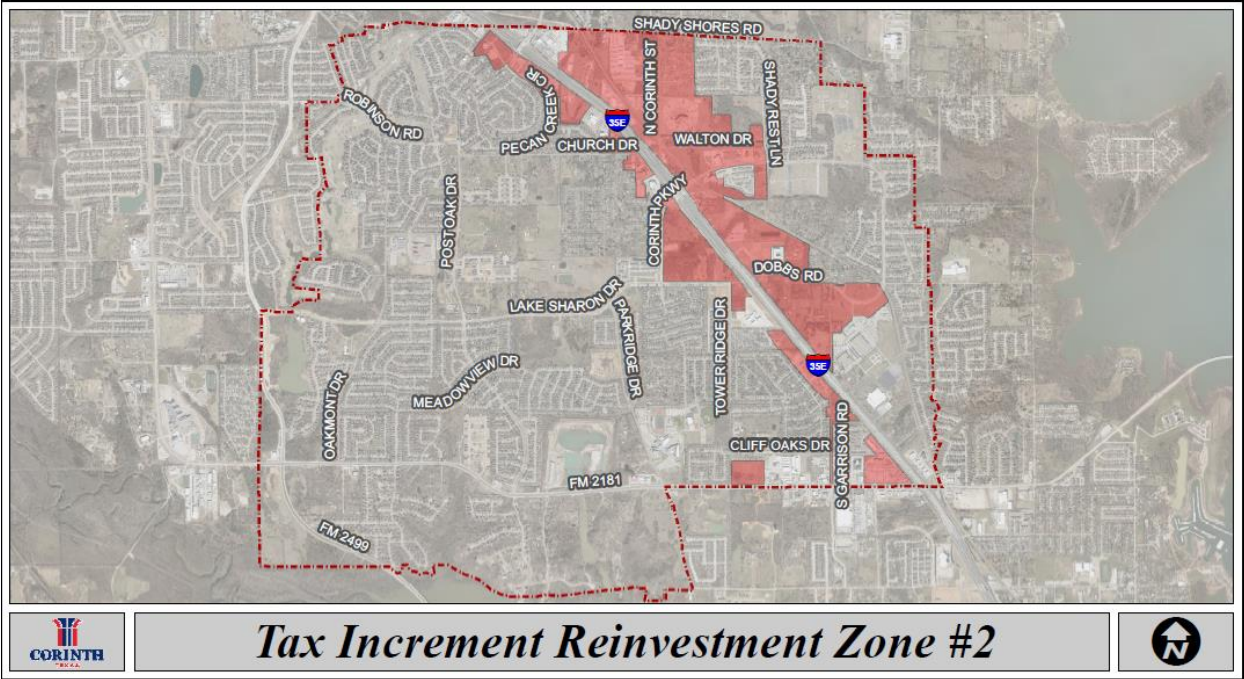
EXHIBIT "B" Due Diligence Checklist

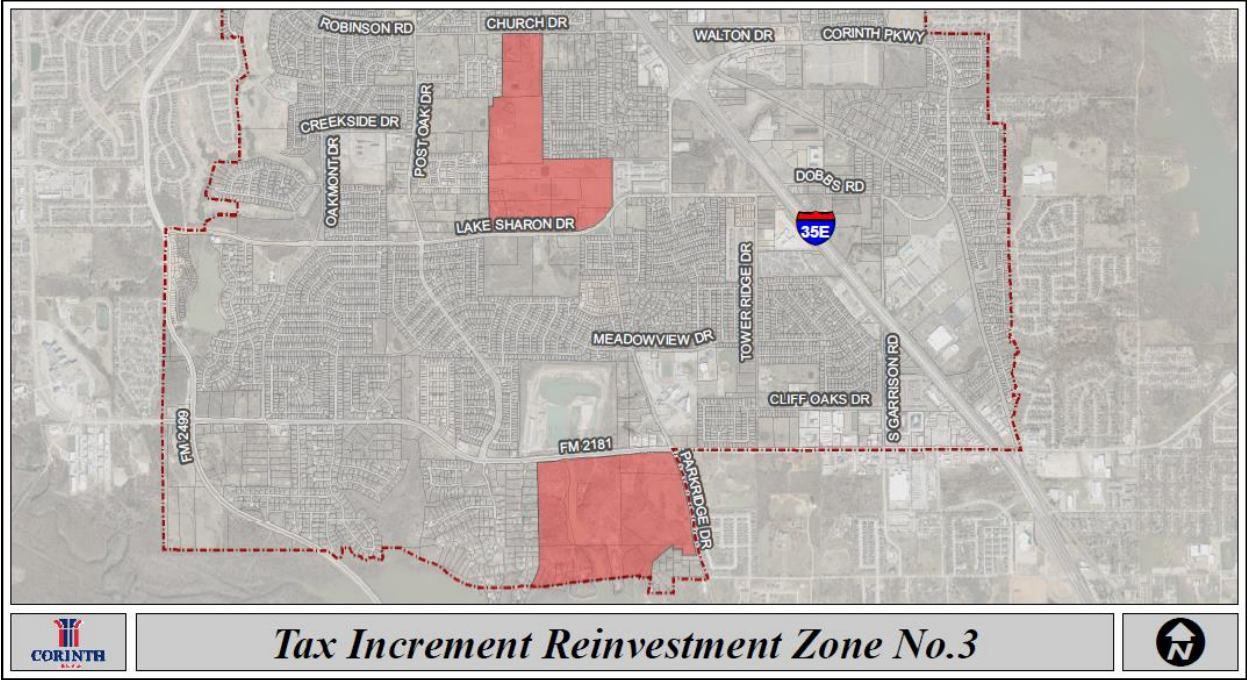


Due Diligence Checklist

 Business Background	 Community Fit	 Economic Impact	 Fiscal Impact
<input type="radio"/> Is the project a new facility, expansion, consolidation, or relocation?	<input type="radio"/> Will the project advance the city's strategic plan?	<input type="radio"/> How many jobs will be created? What is the average salary?	<input type="radio"/> What is the payback period?
<input type="radio"/> Is the project a headquarters, manufacturing, distribution/warehouse, etc.?	<input type="radio"/> Does the project complete directly with any existing company?	<input type="radio"/> Will the project hire locally or will the employees be relocating to the community?	<input type="radio"/> What types and amounts of revenues will be project and spin-off activity bring to the community - property tax, sales tax, HOT, etc.?
<input type="radio"/> Is the new or company well-established? Review company's financial statements, etc.	<input type="radio"/> Who are the project's suppliers?	<input type="radio"/> What are the direct and indirect spinoffs of the project?	<input type="radio"/> How do the revenues and costs compare over a 10-year period?
<input type="radio"/> Investigate the backgrounds of the company's principals? Is the company well-established?	<input type="radio"/> Does the project export its products/services outside of the region?	<input type="radio"/> Will the project advance the city's strategic plan? Are these net new spinoffs?	<input type="radio"/> What is the rate of return?
<input type="radio"/> Are there any pending lawsuits, recent legal decisions, etc.?	<input type="radio"/> Will the project have an adverse impact on the community - transportation, environment, etc.?	<input type="radio"/> What is the total capital investment?	<input type="radio"/> Are there any infrastructure improvements or other direct public costs required by the city?

EXHIBIT "C"
TIRZs Maps







CITY OF CORINTH Staff Report

Meeting Date:	7/10/2023	Title:	Business Item Proposed FY 2023-2024 Budget
Strategic Goals:	<input type="checkbox"/> Resident Engagement <input checked="" type="checkbox"/> Proactive Government <input type="checkbox"/> Organizational Development <input type="checkbox"/> Health & Safety <input type="checkbox"/> Regional Cooperation <input type="checkbox"/> Attracting Quality Development		

Item/Caption

Consider and recommend the approval of the proposed Fiscal Year 2023-2024 CEDC Budget.

Item Summary/Background/Prior Action

The proposed budget is for the upcoming fiscal year beginning October 1, 2023, through September 30, 2024. The most significant element of the budget is the debt service for The Commons, which is incorporated into the “Transfers” line item. Once monies begin to be accumulated in the TIRZ #2, the debt service will be shifted to the TIRZ. Expenditures have increased slightly over the FY22-23 budget due to the new staff position and new programming and initiatives. There is also an increase in “Wages and Salaries” due to the anticipated increase in the cost of health care benefits for the coming fiscal year. The budget also identifies new programming for FY 23-24 which includes: Strategic Plan/Marketing Strategies, Economic Development Incentives, Restaurant Week and Board/Staff Travel and Training.

Staff Recommendation/Motion

Consider and recommend the approval of the proposed Fiscal Year 2023-2024 CEDC Budget.

ECONOMIC DEVELOPMENT

The Economic Development Corporation (EDC) is committed to the promotion and retention of high-quality development in all parts of the City, and to ongoing improvement in the quality of life for its citizens. The Economic Development Corporation (EDC) receives its revenue from a portion of the City's sales and use tax levied on eligible goods sold within the City of Corinth. A special election was held on November 5, 2002 for the purpose of creating a local .50% sales and use tax for Economic Development.

Prior Year Accomplishments in FY2022-23

- Developed the Economic Program Incentives Policy
- Amended CEDC Bylaws.
- Created the city's first ever aerial map.
- One of the founding members of the Fort Worth Chamber Regional Economic Development Partnership.
- Enhanced partnerships with NCTC, Governor's Office Denton County, Fort Worth & Lake Cities Chambers.
- Held a comprehensive CEDC Board Orientation.
- Approved Chapter 380 Agreement with Rak Real Estate Equities.
- Closed on the CEDC/CEDF owned properties.
- Developed the Business Retention and Expansion Strategy.

Future Goals and Objectives in FY2023-24

- Promote and market the Agora at Corinth to the residents, brokers, developers, retailers, restaurants, and end users as a unique destination to live, work, play and educate.
- Continue to administer and manage TIRZ 2 and 3.
- Build upon the Business Retention/Expansion function.
- Prepare a strategic plan and marketing strategy for the CEDC.
- Enhance and build relationships with external stakeholders - site selectors, consultants, businesses, brokers and realtors etc.
- Tell Corinth's unique story of progress and growth and as a place to start, grow and build a business.

WORKLOAD MEASURES	2021-22 ACTUALS	2022-23 ESTIMATE	2023-24 PROPOSED
Business Contacts	75	75	150
Incentive Applications	1	2	5
New business construction	2	2	5

ECONOMIC DEVELOPMENT (1700)**SALES TAX FUND****DESCRIPTION**

The Development Corporation Act of 1979 authorizes a city to adopt a sales tax for Economic Development. In the November 2002 election, the 1/2% Economic Development Sales Tax was passed, with collections beginning in January 2005. The Economic Development Corporation (EDC) is committed to the promotion and retention of high-quality development in all parts of the City, and to ongoing improvement in the quality of life for its citizens.

RESOURCE SUMMARY	2021-22 ACTUALS	2022-23 BUDGET	2023-24 PROPOSED
Sales Tax	\$ 1,057,099	\$ 1,078,675	\$ 1,111,035
Investment Income	1,167	2,525	2,525
Interest Income	2,114	505	505
Miscellaneous	(120)	-	-
Transfers	-	-	-
TOTAL REVENUES	\$ 1,060,260	\$ 1,081,705	\$ 1,114,065
Use of Fund Balance	-	28,358	-
TOTAL RESOURCES	\$ 1,060,260	\$ 1,110,063	\$ 1,114,065

EXPENDITURE SUMMARY	2021-22 ACTUALS	2022-23 BUDGET	2023-24 PROPOSED
Wages & Benefits	\$ 167,275	\$ 275,161	\$ 281,075
Professional Fees	34,130	87,102	87,364
Maintenance & Operations	19,635	146,335	96,325
Supplies	221	1,000	1,000
Utilities	-	-	350
Technology	1,009	1,250	-
Vehicle & Fuel	-	-	-
Training	5,092	21,978	22,100
Capital Outlay	-	83,000	-
Transfers	536,646	494,237	495,051
EXPENDITURES	\$ 764,008	\$ 1,110,063	\$ 983,265

NEW PROGRAM FUNDING

Strategic Plans/Marketing Strategies		\$ 75,000
Economic Development Incentives		46,000
Restaurant Week		10,000
Board/Staff Travel & Training		14,300
TOTAL EXPENDITURES	\$ 764,008	\$ 1,128,565

PROJECTED FUND BALANCE REVIEW	2021-22 ACTUALS	2022-23 ESTIMATE	2023-24 PROPOSED
Beginning Fund Balance	\$ 871,464	\$ 1,167,716	\$ 3,874,888
Gain on Sale of Fixed Asset	0	2,735,531	0
Net Income	296,252	(28,358)	(14,500)
ENDING FUND BALANCE	1,167,716	\$ 3,874,888	\$ 3,860,388