

4A INDUSTRIAL DEVELOPMENT BOARD

MEETING AGENDA

APRIL 04, 2023, 5:30 PM



4A INDUSTRIAL DEVELOPMENT BOARD REGULAR MEETING
HISTORIC CHURCH BUILDING - 403 N 7TH STREET, SANGER, TEXAS

CALL THE REGULAR MEETING TO ORDER AND ESTABLISH A QUORUM

INVOCATION AND PLEDGE

CITIZENS COMMENTS

This is an opportunity for citizens to address the Board on any matter. Comments related to public hearings will be heard when the specific hearing begins. Citizens are allowed 3 minutes to speak. Each speaker must complete the Speaker's Form and include the topic(s) to be presented. Citizens who wish to address the Board with regard to matters on the agenda will be received at the time the item is considered. The Board is not allowed to converse, deliberate or take action on any matter presented during citizen input.

REPORTS

Staff Reports are for discussion only. No action may be taken on items listed under this portion of the agenda.

- [1.](#) Financial Reports
- [2.](#) New Economic Development Website Overview

CONSENT AGENDA

All items on the Consent Agenda will be acted upon by one vote without being discussed separately unless requested by a Board member to remove the item(s) for additional discussion. Any items removed from the Consent Agenda will be taken up for individual consideration.

- [3.](#) Consideration and possible action on 4A minutes from 02-07-2023.
- [4.](#) Consideration and possible action on 4A minutes from 02-28-2023.

DISCUSSION ITEMS

- [5.](#) Discussion on the 4A Fiscal year 2023-2024 Budget.

FUTURE AGENDA ITEMS

The purpose of this item is to allow the President and Board members to bring forward items they wish to discuss at a future meeting, A Board member may inquire about a subject for which notice has not been given. A statement of specific factual information or the recitation of existing policy may be given. Any deliberation shall be limited to a proposal to place the subject on an agenda for a subsequent meeting. Items may be placed on a future meeting agenda with a consensus of the Board or at the call of the President.

EXECUTIVE SESSION

Pursuant to the Open Meetings Act, Chapter 551, the 4A Sanger Industrial Development Corporation Will Meet in a Closed Executive Session in Accordance with the Texas Government Code:

Sec. 551.072. DELIBERATION REGARDING REAL PROPERTY

For deliberations regarding the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person.

Discuss the purchase of real properties

RECONVENE INTO REGULAR SESSION

Reconvene into Regular Session and take any action deemed necessary as a result of Executive Session.

ADJOURN

NOTE: The Board reserves the right to adjourn into Executive Session as authorized by Texas Government Code, Section 551.001, et seq. (The Texas Open Meetings Act) on any item on its open meeting agenda in accordance with the Texas Open Meetings Act, including, without limitation Sections 551.071-551.087 of the Texas Open Meetings Act.

CERTIFICATION

I certify that a copy of this meeting notice was posted on the bulletin board at City Hall that is readily accessible to the general public at all times and was posted on the City of Sanger website on March 31, 2023 at 9:30 a.m.

Stefani Dodson

Stefani Dodson, Secretary

The Historical Church is wheelchair accessible. Request for additional accommodations or sign interpretation or other special assistance for disabled attendees must be requested 48 hours prior to the meeting by contacting the City Secretary's Office at 940.458.7930.



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: April 4, 2023

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Financial Reports

SUMMARY:

- Financial report for period ending January 31, 2023.
- Revenues and expenditures reflect activity from October 1, 2022, through January 31, 2023.
- Sales Tax Collections for January 31, 2023.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

NA

ATTACHMENTS:

- Monthly Financial Report
- Revenue Expense Report
- Balance Sheet
- Sales Tax Report

Sanger Texas Industrial Development Corporation
Fund 4A
January 31, 2023

	Budget	Actual	Percent of Budget
Revenue			
Sales Tax	800,000	261,565	33%
Interest Income	22,000	12,701	58%
Transfer from 4B			
Total Revenue	<u>822,000</u>	<u>274,266</u>	<u>33%</u>
Expenditures			
Salaries & Benefits	60,500	20,046	33%
Supplies & Materials	47,750	15,321	32%
Maintenance & Operations	5,800	212	4%
Contract Services	25,000	14,293	57%
Capital Outlay			
Debt Service			
Total Expenditures	<u>139,050</u>	<u>49,872</u>	<u>36%</u>
Revenues Over Expenditures	<u>682,950</u>	<u>224,394</u>	
Cash in Bank - First United			2,013,604
Cash in Bank - Prosperity			332,238
Money Market			483,213
Certificate of Deposit			<u>95,944</u>
Total Cash			2,924,999

CITY OF SANGER
REVENUE & EXPENSE REPORT (UNAUDITED)
AS OF: JANUARY 31ST, 2023

41 -4A CORPORATION

FINANCIAL SUMMARY

% OF YEAR COMPLETED: 33.33

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<u>REVENUE SUMMARY</u>						
TAXES	800,000	61,973.71	261,565.17	0.00	538,434.83	32.70
INTEREST	<u>22,000</u>	<u>4,418.43</u>	<u>12,700.55</u>	<u>0.00</u>	<u>9,299.45</u>	<u>57.73</u>
TOTAL REVENUES	822,000	66,392.14	274,265.72	0.00	547,734.28	33.37
<u>EXPENDITURE SUMMARY</u>						
46-ECONOMIC DEVELOPMENT	139,050	7,733.47	49,871.97 (	10,665.68)	99,843.71	28.20
74-TRANSFERS	15,000	0.00	15,000.00	0.00	0.00	100.00
TOTAL EXPENDITURES	154,050	7,733.47	64,871.97 (	10,665.68)	99,843.71	35.19
REVENUE OVER/ (UNDER) EXPENDITURES	667,950	58,658.67	209,393.75	10,665.68	447,890.57	32.95

REVENUE & EXPENSE REPORT (UNAUDITED)

AS OF: JANUARY 31ST, 2023

Item 1.

41 -4A CORPORATION

FINANCIAL SUMMARY

% OF YEAR COMPLETED: 33.33

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<hr/>						
<u>TAXES</u>						
00-4325 STATE SALES TAX	<u>800,000</u>	<u>61,973.71</u>	<u>261,565.17</u>	<u>0.00</u>	<u>538,434.83</u>	<u>32.70</u>
TOTAL TAXES	800,000	61,973.71	261,565.17	0.00	538,434.83	32.70
<u>GRANTS</u>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
<u>INTEREST</u>						
00-4800 INTEREST INCOME	<u>22,000</u>	<u>4,418.43</u>	<u>12,700.55</u>	<u>0.00</u>	<u>9,299.45</u>	<u>57.73</u>
TOTAL INTEREST	22,000	4,418.43	12,700.55	0.00	9,299.45	57.73
<u>RENTAL INCOME</u>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
<u>TRANSFERS</u>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
<hr/>						
TOTAL REVENUE	822,000	66,392.14	274,265.72	0.00	547,734.28	33.37
	=====	=====	=====	=====	=====	=====

CITY OF SANGER
REVENUE & EXPENSE REPORT (UNAUDITED)
AS OF: JANUARY 31ST, 2023

41 -4A CORPORATION

46-ECONOMIC DEVELOPMENT

% OF YEAR COMPLETED: 33.33

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<u>51-SALARIES AND BENEFITS</u>						
46-5110 REGULAR SALARIES	43,050	3,246.64	14,609.88	0.00	28,440.12	33.94
46-5125 LONGEVITY PAY	350	0.00	306.00	0.00	44.00	87.43
46-5128 AUTO ALLOWANCE	3,000	250.00	1,000.00	0.00	2,000.00	33.33
46-5129 CELL PHONE ALLOWANCE	300	25.00	100.00	0.00	200.00	33.33
46-5130 FICA	3,600	265.75	1,210.83	0.00	2,389.17	33.63
46-5140 RETIREMENT	5,600	460.01	1,541.37	0.00	4,058.63	27.52
46-5150 HEALTH INSURANCE	4,200	91.96	1,154.87	0.00	3,045.13	27.50
46-5160 WORKER'S COMPENSATION	250	0.00	123.54	0.00	126.46	49.42
46-5170 T W C	<u>150</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>150.00</u>	<u>0.00</u>
TOTAL 51-SALARIES AND BENEFITS	60,500	4,339.36	20,046.49	0.00	40,453.51	33.13
<u>52-SUPPLIES AND MATERIALS</u>						
46-5210 OFFICE SUPPLIES	500	185.98	368.30	0.00	131.70	73.66
46-5213 COMPUTER HARDWARE	1,500	0.00	0.00	609.81	890.19	40.65
46-5214 COMPUTER SOFTWARE	3,500	0.00	2,000.00 (	2,000.00)	3,500.00	0.00
46-5215 FOOD	200	0.00	0.00	0.00	200.00	0.00
46-5220 POSTAGE	50	0.00	0.00	0.00	50.00	0.00
46-5226 MARKETING & PROMOTION	25,000	869.39	8,293.15	46.88	16,659.97	33.36
46-5235 DUES & SUBSCRIPTIONS	10,000	107.50	4,379.67	0.00	5,620.33	43.80
46-5240 CONFERENCES & TRAINING	<u>7,000</u>	<u>204.42</u>	<u>279.42</u>	<u>0.00</u>	<u>6,720.58</u>	<u>3.99</u>
TOTAL 52-SUPPLIES AND MATERIALS	47,750	1,367.29	15,320.54 (	1,343.31)	33,772.77	29.27
<u>53-MAINTENANCE AND OPERAT</u>						
46-5310 R & M BUILDING	5,000	0.00	0.00	0.00	5,000.00	0.00
46-5332 OFFICE MACHINE LEASE	<u>800</u>	<u>106.82</u>	<u>211.61</u>	<u>0.00</u>	<u>588.39</u>	<u>26.45</u>
TOTAL 53-MAINTENANCE AND OPERAT	5,800	106.82	211.61	0.00	5,588.39	3.65
<u>54-CONTRACT SERVICES</u>						
46-5425 LEGAL SERVICES	1,000	0.00	0.00	0.00	1,000.00	0.00
46-5430 PROFESSIONAL SERVICES	23,000	1,920.00	8,213.33 (	3,350.00)	18,136.67	21.14
46-5450 TECHNICAL SUPPORT	1,000	0.00	0.00	0.00	1,000.00	0.00
46-5452 WEBSITE	<u>0</u>	<u>0.00</u>	<u>6,080.00</u> (	<u>5,972.37)</u> (	<u>107.63)</u>	<u>0.00</u>
TOTAL 54-CONTRACT SERVICES	25,000	1,920.00	14,293.33 (	9,322.37)	20,029.04	19.88
<u>55-UTILITIES</u>						

CITY OF SANGER
REVENUE & EXPENSE REPORT (UNAUDITED)
AS OF: JANUARY 31ST, 2023

Item 1.

41 -4A CORPORATION

46-ECONOMIC DEVELOPMENT

% OF YEAR COMPLETED: 33.33

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<u>61-CAPITAL OUTLAY</u>						
<u>71-DEPRECIATION</u>						
<u>70-DEBT PAYMENTS</u>						
TOTAL 46-ECONOMIC DEVELOPMENT	139,050	7,733.47	49,871.97 (	10,665.68)	99,843.71	28.20

REVENUE & EXPENSE REPORT (UNAUDITED)

AS OF: JANUARY 31ST, 2023

Item 1.

41 -4A CORPORATION

74-TRANSFERS % OF YEAR COMPLETED: 33.33

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<hr/>						
<u>74-TRANSFERS</u>						
74-7499 TRANSFER TO I S F	<u>15,000</u>	<u>0.00</u>	<u>15,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>100.00</u>
TOTAL 74-TRANSFERS	15,000	0.00	15,000.00	0.00	0.00	100.00
<hr/>						
TOTAL 74-TRANSFERS	15,000	0.00	15,000.00	0.00	0.00	100.00
TOTAL EXPENDITURES	154,050	7,733.47	64,871.97 (	10,665.68)	99,843.71	35.19
	=====	=====	=====	=====	=====	=====
REVENUE OVER/ (UNDER) EXPENDITURES	667,950	58,658.67	209,393.75	10,665.68	447,890.57	32.95

BALANCE SHEET

AS OF: JANUARY 31ST, 2023

Item 1.

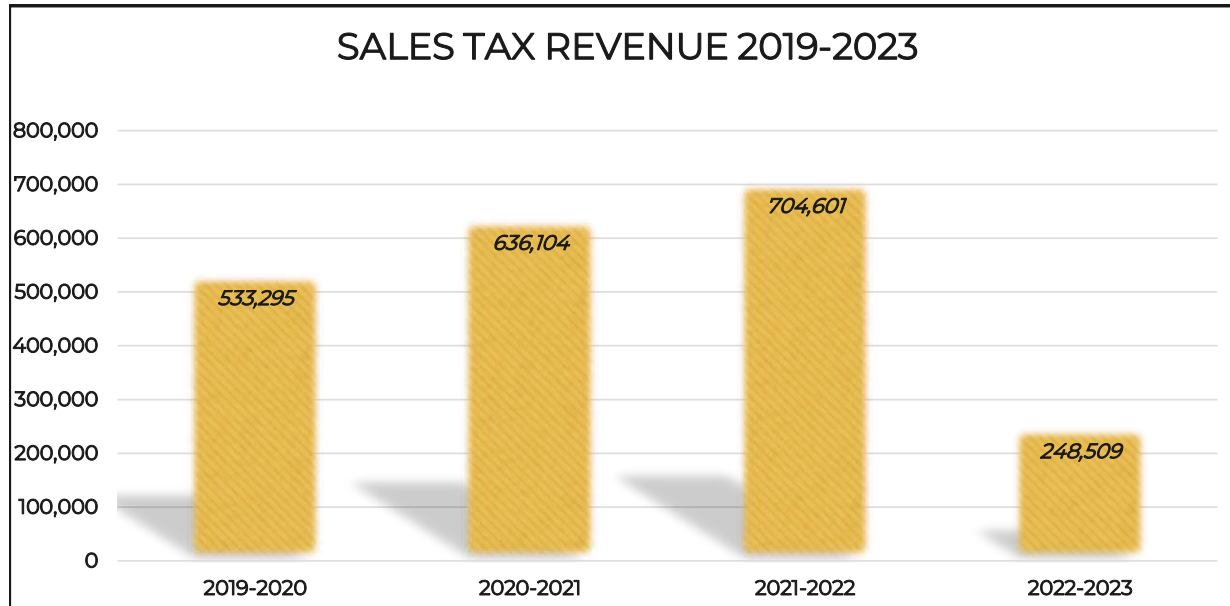
41 -4A CORPORATION

ACCOUNT #	ACCOUNT DESCRIPTION	BALANCE	
ASSETS			
=====			
41-00-1000	CLAIM ON CASH	2,013,603.66	
41-00-1010	CKG-4A CASH (PROSP 90020693)	332,238.13	
41-00-1012	MM-4A INV (PROSP 902551273)	483,213.46	
41-00-1013	CD - #486639	95,943.54	
41-00-1074	BUILDING & IMPROVEMENTS	1,080,797.00	
41-00-1076	MACHINERY & EQUIPMENT	40,950.36	
41-00-1079	ACCUMULATED DEPRECIATION	(516,381.96)	
41-00-1153	SALES TAX RECEIVABLE	<u>65,621.30</u>	
			<u>3,595,985.49</u>
TOTAL ASSETS			3,595,985.49
=====			
LIABILITIES			
=====			
41-00-2000	ACCOUNTS PAYABLE CONTROL	3,873.25	
41-00-2403	ACCRUED WAGES PAYABLE	1,623.48	
41-00-2900	ENCUMBRANCE	(3,109.81)	
41-00-2910	RESERVE FOR ENCUMBRANCE	<u>3,109.81</u>	
TOTAL LIABILITIES			<u>5,496.73</u>
EQUITY			
=====			
41-00-3015	FUND BALANCE - RESTRICTED	<u>3,381,095.01</u>	
TOTAL BEGINNING EQUITY		3,381,095.01	
TOTAL REVENUE		274,265.72	
TOTAL EXPENSES		<u>64,871.97</u>	
TOTAL REVENUE OVER/(UNDER) EXPENSES		209,393.75	
TOTAL EQUITY & REV. OVER/(UNDER) EXP.			<u>3,590,488.76</u>
TOTAL LIABILITIES, EQUITY & REV.OVER/(UNDER) EXP.			3,595,985.49
=====			

Economic Development Sales Tax Report

Month	2019-2020	Total	2020-2021	Total	2021-2022	Total	2022-2023	Total
OCT	41,961	41,961	52,602	52,602	50,303	50,303	61,751	61,751
NOV	42,075	84,036	50,054	102,656	55,222	105,525	72,220	133,970
DEC	44,092	128,128	52,405	155,061	48,145	153,670	61,974	195,944
JAN	27,585	155,713	44,941	200,002	56,155	209,825	52,565	248,509
FEB	70,059	225,772	62,144	262,146	76,753	286,579		
MAR	40,966	266,738	49,700	311,846	57,471	344,049		
APR	35,736	302,474	48,180	360,026	44,446	388,495		
MAY	41,692	344,166	63,691	423,717	64,396	452,891		
JUN	50,482	394,647	47,099	470,816	65,968	518,859		
JUL	49,189	443,837	50,290	521,106	68,209	587,068		
AUG	47,386	491,222	62,523	583,629	51,911	638,979		
SEP	42,073	553,295	52,474	636,104	65,621	704,600		
TOTAL	533,295	533,295	636,104	636,104	704,601	704,601	248,509	
BUDGE	385,000	148,295	462,500	173,604	600,000	104,601	800,000	(800,000)

January			Year To Date		
Actual	Actual	%	Actual	Actual	%
2022	2023	Change	2022	2023	Change
\$ 56,155	\$ 52,565	-6%	\$ 209,825	\$ 248,509	18%





4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: April 4, 2023

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: New Economic Development Website

SUMMARY:

- Staff will provide an overview of the new website.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

NA

ATTACHMENTS:



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: April 4, 2023

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Consideration and possible action on 4A minutes from 02-07-2023.

SUMMARY:

Consideration and possible action on 4A minutes from 02-07-2023.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

Staff recommends approval.

ATTACHMENTS:

4A minutes from 02-07-2023

4A INDUSTRIAL DEVELOPMENT BOARD

MEETING MINUTES

FEBRUARY 07, 2023, 6:00 PM



**4A INDUSTRIAL DEVELOPMENT BOARD REGULAR MEETING
HISTORIC CHURCH BUILDING - 403 N 7TH STREET, SANGER, TEXAS**

CALL THE REGULAR MEETING TO ORDER AND ESTABLISH A QUORUM

Board Member Kundrock called the meeting to order at 6:00 p.m.

BOARD MEMBERS PRESENT

Board Member, Place 1	Chris Kundrock
Board Member, Place 2	Sue Allison
Board Member, Place 3	Shannon Gann
Board Member, Place 4	Nancy McAlister

BOARD MEMBERS ABSENT

Board Member, Place 5	Drew Hall
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STAFF MEMBERS PRESENT:

Director of Economic Development Shani Bradshaw, and Secretary Stefani Dodson

CITIZENS COMMENTS

No citizens came forward.

CONSENT AGENDA

1. Consideration and possible action on 4A minutes from 12/06/2022

Motion to approve was made by Board Member McAlister to approve the consent agenda,
Seconded by Board Member Allison.

Voting Yea: Board Member Kundrock, and Board Member Gann. Motion passes
unanimously.

REPORTS

2. City update from City Manager, John Noblitt.

City Manager John Noblitt speaks to the board about projects that are going on in the city.

3. Financial Reports

Director Bradshaw gives a brief update to the board.

DISCUSSION ITEMS

4. Discussion on the 2020 Action Plan

Director Bradshaw gives a brief update to the board.

ACTION ITEMS

No items were discussed.

FUTURE AGENDA ITEMS

No items were discussed.

ADJOURN

As there were no further items on the agenda Board Member Kundrock adjourned the meeting at 7:21 p.m.



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: April 4, 2023

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Consideration and possible action on 4A minutes from 02-28-2023.

SUMMARY:

Consideration and possible action on 4A minutes from 02-26-2023.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

Staff recommends approval.

ATTACHMENTS:

4A minutes from 02-28-2023.

4A INDUSTRIAL DEVELOPMENT BOARD

MEETING MINUTES

FEBRUARY 28, 2023, 4:30 PM



**4A INDUSTRIAL DEVELOPMENT BOARD SPECIAL MEETING
HISTORIC CHURCH BUILDING - 403 N 7TH STREET, SANGER, TEXAS**

CALL THE REGULAR MEETING TO ORDER AND ESTABLISH A QUORUM

Board Member Kundrock called the meeting to order at 4:30 p.m.

BOARD MEMBERS PRESENT

Board Member, Place 1	Chris Kundrock
Board Member, Place 2	Sue Allison
Board Member, Place 4	Nancy McAlister
Board Member, Place 5	Drew Hall

BOARD MEMBERS ABSENT

Board Member, Place 3	Shannon Gann
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STAFF MEMBERS PRESENT:

Director of Economic Development Shani Bradshaw, and Secretary Stefani Dodson

CITIZENS COMMENTS

No citizens came forward to speak.

EXECUTIVE SESSION

Pursuant to the Open Meetings Act, Chapter 551, the 4A Sanger Texas Industrial Development Corporation will Meet in a Closed Executive Session in Accordance with the Texas Government Code:

Sec. 551.072. DELIBERATION REGARDING REAL PROPERTY

For deliberations regarding the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person.

Warehouse - 103 Bolivar Street

4A Board convened into executive session at 4:33 p.m.

RECONVENE INTO REGULAR SESSION

Reconvene into Regular Session and take any action deemed necessary as a result of Executive Session.

4A Board reconvened from the executive session at 4:50 p.m.

Board member McAlister makes a motion to approve the Purchase and Sale Agreement between the Sanger Texas Industrial Development Corporation and the City of Sanger for the property located at 103 Bolivar Street, Sanger, Texas. Board Member Hall seconded the motion.

Voting Yea: Board Member Kundrock. Motion passes unanimously.

ADJOURN

There being no further business, Board Member Kundrock adjourned the meeting at 4:52 p.m.



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: April 4, 2023

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Discussion on the 4A Fiscal year 2023-2024 Budget.

SUMMARY:

- Discuss the Fiscal Year 2023-2024 Budget.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

NA

ATTACHMENTS:

4A Budget FY 2023-2024
4A Revenue Expenditures Line Items

GENERAL LEDGER ACCOUNT		2020-2021 ACTUAL	2021-2022 ACTUAL	2022-2023		2023-2024 REQUESTED	VARIANCE	
				BUDGET	Y-T-D		AMOUNT	%
46-5210	OFFICE SUPPLIES	465	598	500	261	626	500	0 0.00%
46-5213	COMPUTER HARDWARE	0	0	1,500	0	0	1,000	(500) -33.33%
46-5214	COMPUTER SOFTWARE	1,350	0	3,500	2,000	4,800	3,500	0 0.00%
46-5215	FOOD	0	0	200	0	0	200	0 0.00%
46-5220	POSTAGE	0	6	50	0	0	50	0 0.00%
46-5226	MARKETING & PROMOTION	18,009	14,718	25,000	8,292	19,900	50,000	25,000 100.00%
46-5227	BUSINESS RETENTION EXPANSION	0	0	0	0	0	10,000	10,000 #DIV/0!
46-5235	DUES & SUBSCRIPTIONS	2,006	2,187	10,000	4,380	10,511	10,000	0 0.00%
46-5240	CONFERENCES & TRAINING	977	3,229	7,000	319	765	10,000	3,000 42.86%
46-5310	R & M BUILDING	0	0	5,000	0	0	0	(5,000) -100.00%
46-5332	OFFICE MACHINE LEASE	890	730	800	212	508	800	0 0.00%
46-5425	LEGAL SERVICES	0	0	1,000	0	0	1,000	0 0.00%
46-5430	PROFESSIONAL SERVICES	8,115	12,500	23,000	7,913	18,992	23,000	0 0.00%
46-5450	TECHNICAL SUPPORT	937	0	1,000	0	0	1,000	0 0.00%
46-5452	WEBSITE	0	6,188	0	6,080	14,592	0	0 #DIV/0!
46-5455	COMPREHENSIVE PLAN UPDAT	40,070	0	0	0	0	0	0 #DIV/0!
CAPITAL REQUEST #1						\$	-	-
CAPITAL REQUEST #2						\$	-	-
CAPITAL REQUEST #3						\$	-	-
CAPITAL REQUEST #4						\$	-	-
CAPITAL REQUEST #5						\$	-	-
TOTALS		72,819.00	40,156.00	78,550.00	29,457.00	70,694.00	111,050.00	32,500.00 41.37%

GENERAL LEDGER ACCOUNT		2020-2021 ACTUAL	2021-2022 ACTUAL	2022-2023		2023-2024 REQUESTED	VARIANCE	
				BUDGET	Y-T-D		AMOUNT	%
00-4325	STATE SALES TAX	641,438	727,487	800,000	333,314	799,954	900,000	100,000 12.50%
00-4446	GRANT REVENUE	5,000	5,000	0	0	0	0	0 #DIV/0!
00-4800	INTEREST INCOME	881	28,844	22,000	7,488	17,970	25,000	3,000 13.64%
TOTALS		647,319	761,331	822,000	340,802	817,924	925,000	103,000 12.53%



Sanger Industrial Development (4A) - Revenue and Expenditure Line Items

Estimated Revenues

4A Sales Tax – Projected income from sales tax for twelve (12) months.

Interest Income.

Funds Available – Funds available from Checking, Money Market, and Investment Accounts.

Expenditures

Salaries and Benefits – Salaries, Vacation Compensation, Longevity Pay, Auto Allowance, Cell Phone Allowance, Retirement, Health Insurance, Workers Comp, Unemployment.

Office Supplies – Copier paper, laser cartridges, and other general supplies for day-to-day operations.

Food – Board meetings and prospects.

Postage – Postage expenses for mailings

Marketing/Promotions – 10% of 4A tax proceeds (allowed by law). Ads for specific publications (DRC Relocation Guide, DRC Economic Development Guide, Go Big Texas, RED Journals Economic Guide), billboards, sponsorships, marketing materials, special events, maps, photos, and promotional items for trade shows and recruitment efforts.

As the FM 455 and I-35 projects move forward, we will focus on available land and infrastructure for development plus redevelopment opportunities in our market. Our target markets will continue to focus on manufacturing, logistics, distribution centers, professional/corporate offices, retail and restaurant, arts and entertainment, and medical service prospects. This item also covers public and legal notices.

Business Retention Program – Small business workshops, welcome letters to new businesses, quarterly newsletters and online information, business surveys, lunches with local businesses, business roundtables, business recognition awards, and workforce development.

Dues and Subscriptions – Including, but not limited to cost of membership fees for the International Council of Shopping Centers (ICSC), Dallas Chamber, Texas Economic Development Council (TEDC), Southern Economic Development Councils (SBEDC), Team Texas, International Economic Development Council (IEDC); Sanger Chamber, Denton Chamber, Zoom Prospector, EDOQI (CRM Tool), Zoom, Magazine/Professional Subscriptions, and Biznow

Conferences and Training – Conferences, tradeshow registration, and attendance with organizations such as, but not limited to, the following: the Texas Economic Development Council (TEDC); International Economic Development Council (IEDC); Southern Economic Development Council (SBEDC); Society of

Industrial and Office Realtors (SIOR); Industrial Asset Management Council; also includes local and regional conferences that arise.

Recruitment efforts with organizations such as the International Council of Shopping Centers (ICSC); Team Texas, Texas ED Connection, the State of Texas, North Texas Commercial Association of Realtors (NTCAR), and others.

Travel and related expenses, such as airfare, hotel, and per diem or other travel-related cost. This would be for travel related to, but not limited to, conferences, tradeshow, recruitment efforts, and marketing trips.

This item also includes prospect hosting (cost of travel, rental car, lodging, food, and entertainment for prospects).

Computer Hardware – Computer hardware and accessories.

Computer Supplies – Annual website licenses, software updates, hosting, and troubleshooting.

Office Machine Lease – Copier and Printer.

Legal Expenses – Legal consultation services, research, opinions, agreements, etc.

Furniture and Fixtures – Cost of new or replacement of office furniture.

Professional Service – The SIDC contracts various services with professionals and firms for specific projects and tasks, such as strategic planning, engineering, research, study for prospects, utility studies, or other studies that may arise that are needed for economic development. (Marketing analysis, trade area, and demographic reports, survey monkey, maps, and charts, current demographics, and projections needed for brokers and developers.)

Technical Support – Maintenance of computer systems and office network.

Capital Request –

CO Debt Payment –