

# 4A INDUSTRIAL DEVELOPMENT BOARD

## MEETING AGENDA

OCTOBER 03, 2023, 6:00 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**

### **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.*

### **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.*

- [1.](#) Consideration and possible action on 4A minutes from 07-03-2023.

### **DISCUSSION ITEMS**

- [2.](#) 2020 Action Plan Update.

### **ACTION ITEMS**

- [3.](#) Consideration and possible action on electing officers for the Sanger Industrial Development Corporation.

### **REPORTS**

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

- [4.](#) Financial Reports.
- [5.](#) Director's Report.

## **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.*

## **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 September 27, 2023 at 1:00 PM.

/s/Shani Bradshaw  
Shani Bradshaw, Director of Economic Development

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:** October 3, 2023  
**FROM:** Shani Bradshaw, Director of Economic Development  
**AGENDA ITEM:** Consideration and possible action on 4A minutes from 07-03-2023.

**SUMMARY:**  
Consideration and possible action on 4A minutes from 07-11-2023.

**FISCAL INFORMATION:**  
Budgeted: NA                      Amount: NA                      GL Account: NA

**RECOMMENDED MOTION OR ACTION:**  
Staff recommends approval.

**ATTACHMENTS:**  
4A minutes from 07-03-2023

# 4A INDUSTRIAL DEVELOPMENT BOARD

## MEETING MINUTES

JULY 11, 2023, 6:00 PM



### 4A INDUSTRIAL DEVELOPMENT BOARD REGULAR MEETING

DEVELOPMENT SERVICES BUILDING - 201 BOLIVAR STREET, SANGER, TEXAS 76266

#### 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 Member, Place 5	Drew Hall

#### BOARD MEMBERS ABSENT

No member absent

#### STAFF MEMBERS PRESENT

Director of Economic Development Shani Bradshaw, and Secretary Emily Harris

#### CITIZENS COMMENTS

No citizens came forward to speak

#### CONSENT AGENDA

1. Consideration and possible action on 4A minutes from 05-02-2023.

Director Bradshaw requested to fix the minutes by removing Board Member Hall from being Present at the meeting. He was absent on 05-02-2023.

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

Voting Yea: Board Member Kundrock, Board Member Allison, Board Member Hall. The motion passes unanimously.

## **ACTION ITEMS**

2. Consideration and possible action on the 4A Fiscal year 2023-2024 Budget.

Motion to approve the 4A Fiscal Year 2023-2024 Budget was made by Board Member Hall. Seconded by Board Member McAlister.

Voting Yea: Board Member Kundrock, Board Member Allison, Board Member Gann. The motion passes unanimously.

## **REPORTS**

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

2. Director's Reports.

Director Bradshaw goes over the financial reports.

3. Financial Report.

Director Bradshaw gives a brief update on projects she has been working on.

## **FUTURE AGENDA ITEMS**

There were no future items discussed.

## **ADJOURN**

Board Member Kundrock adjourned the meeting at 6:49 PM



# 4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

**DATE:** October 3, 2023  
**FROM:** Shani Bradshaw, Director of Economic Development  
**AGENDA ITEM:** 2020 Action Plan Update.

**SUMMARY:**

- Staff will provide an update on the 2020 Action Plan

**FISCAL INFORMATION:**  
Budgeted: NA                      Amount: NA                      GL Account: NA

**RECOMMENDED MOTION OR ACTION:**

**ATTACHMENTS:**  
2020 Action Plan Progress Report

**Sanger Industrial Development Corporation**  
**Mission - Goals - Objectives (MGO) Progress Report**

*The mission of the Sanger EDC is to retain, strengthen and diversify our local economy  
while capitalizing on our location in north central Texas.*

2020-08-04

Rank	Objective	When (M/Y)	Resp.	%	Notes
1	<b>Enhance Marketing and Promotion Efforts</b>				
A	Engage with Marketing Director to create a Marketing Plan	Jul-22	Staff	100%	Work with Donna on content
B	Review Plan and make changes	Jul-22	Staff	100%	Minor changes made
C	Present to Board	Aug-22	Staff	100%	Reviewed by Board
2	<b>Develop a Sites &amp; Buildings Summary</b>				
A	Identify available sites and buildings	Apr-19	Staff	100%	Drove area to identify sites
B	Research appraisal distric info and zoning	Apr-19	Staff	100%	Reseachered DCAD and zoning map
C	Identify broker/rep/owner	May-19	Staff	100%	Identified broker/owner information
D	Develop report formate	May-19	Staff	100%	Work with consultant on format
E	Post to Website	Jun-19	Staff	100%	Post to ED website
F	*Resimplifi - Commerical Data Service	Jul-23	Staff	100%	Contract with Property Data Listing Service to main commercial property data on website
3	<b>Develop a program to engage builders / brokers / developers</b>				
A	Create outline of desired topics				
B	Determine date/time/schedule				
4	<b>Adopt an Action Plan and implement objectives</b>				
A	Engage with Consultant	Sep-20	Staff/Board	100%	Greg Last, EDP Best Practices
B	Present approved Action Plan to Council	Oct-20	Staff	100%	CC felt plan was very well put together
C	Implement standing agenda item	Oct-20	Staff	100%	Standing agenda item
5	<b>Develop a comprehensive CRM database</b>				
A	May need to engage with consultant	Apr-22	Staff	100%	Engage with consultant. Provided list of CRM databases to research
B	Program evaluation	Jun-22	Staff	100%	Research EDOIQ
C	Identify groups/data to document	Oct-22	Staff	50%	Enter Properties, Projects, Etc
5	<b>Identify and fund infrastructure that supports business growth</b>				
A	Identify desired location	Feb-23	Staff/Board	20%	Work with Board and City to identify locations - In progress
B	Cost Estimates				
C	Contract and construction				
7	<b>Implement a comprehensive BRE program</b>				
A	Create contenct for program	Oct-21	Staff	100%	Program overview, goals, objectives
B	Implement Program	Oct-21	Staff	100%	Complete
7	<b>Develop maps adequate to market location, local and regional assets</b>				
A	Contact for aerial provider	Aug-22	Staff	100%	Dynamic Map Poster w/ Flyer View
B	Establish contents for Community Profile	Oct-22	Staff	100%	Complete
E	Delivery	Dec-22	Staff	100%	Complete
9	<b>Utilize Consultant(s) to increase productivity</b>				

Rank	Objective	When (M/Y)	Resp.	%	Notes
A	Identify projects to be done		Staff	100%	Incentive policy, Marketing & Promotional Plan, Local Regional Data Report, Dashboard, CRM Database
B	Engage and pursure projects		Staff	80%	Hired consultant to assist with Incentive Policy, Local Data Report, and Dashboard. Marketing Plan completed in house. Staff has engaged with EDOIQ -CRM Data Base - in progress
9	Emphasize advantages with marketing and website				
A	List of advantages to marketing	Jul-21	Staff	100%	Present to Board
B	List of advantages to website	Jul-21	Staff	100%	Present to Board
11	Implement a Local Business Report program				
A	Develop LBR program overview	Oct-22	Staff	100%	Complete
B	Identify businesses to visit			100%	Staff/Chamber visit businesses monthly. Visitations are noted in spreadsheet
C	Develop visitation form	Oct-22	Staff	100%	Complete
11	Adopt a comprehensive Incentives Policy				
A	Engage consultant	Apr-21	Staff/Board	100%	Greg Last, EDP Best Practices
B	Identify existing issues/opportunities	May-June 2021	Staff/Board	100%	Work with staff
C	Determine desired incentives	Jul-21	Staff/Board	100%	Work with staff
D	Incentive Training	Sep-21	Board/CC	100%	Training Workshop with Boards and CC
E	Adopt Policy and Application	Mar-22	Staff/Board	100%	CC adopted Policy
F	Post application on website	Apr-22	Staff	100%	Complete
11	Develop a comprehensive and professional Website				
A	Collect up to 3 proposals	May-21	Staff	100%	Budget 2021-2022
B	CoServ grant request	Oct-21	Staff	100%	Sent application to CoServ
C	CoServ Grant Approved	Dec-21	Staff	100%	Rec'd email we've been approved for Grant
D	Kick off Website Design	Jan-22	Staff	100%	Complete
E	Website Completion	Feb-23	Staff	100%	Go live February 3, 2023



Rank	Objective	When (M/Y)	Resp.	%	Notes
14	Establish Board Member roles and responsibilities				
A	Establish Roles and Responsibilities	Dec-20	Staff	100%	Create New Board Member Packet
B	Training, conferences and sub-committees(if needed)	Dec-20	Staff	100%	Include training opportunities in Packet and offer to members when available - Ongoing
14	Develop orientation / on-boarding for new Board members				
A	Develop outline of topics to cover	Dec-20	Staff	100%	Establish New Board Member Packet
B	Identify Training Providers	Dec-20	Staff	100%	Establish New Board Member Packet
14	Work with B Board to leverage resources to attract businesses				
A	Joint meeting				
B	Resources to attract businesses & development				
14	Participate in Comprehensive Plan update to support business				
A	Select Board member to be part of CP	Aug-20	Staff	100%	Attend monthly CP meetings
B	Select Board member to be part of Branding	Aug-20	Staff	100%	Attend Monthly Comp Plan meetings and Branding meetings
14	Contract for professional photography as needed for M&P				
A	Quotes from professional	Apr-21	Staff	100%	Received 2 Quotes
B	Establish date for photo session	May-21	Staff	100%	Michael Duran Photography
C	Review Photos	May-21	Staff	100%	Complete
20	Develop a Performance Dashboard for reporting				
A	Develop tracking document	Dec-21	Staff	100%	Excel
B	Evaluate Dashboard periodically		Staff	100%	Ongoing
20	Identify training needed / desired by Board and Staff				
A	Discuss desired/needed training	Apr-21	Staff/Board	100%	Incentive Policy Training
B	Identify training providers	Apr-21	Staff/Board	100%	Greg Last, EDP Best Practices
C	Schedule and take training	Sep-21	Staff/Board	100%	Complete
20	Monitor activities / programs of competing cities for Best Practices				
A	Identify cities to monitor		Staff	100%	Gainsville, Celina, Pilot Point, Forney, Burleson, Terrell
B	Assign a Board member to each one				
C	Identify items to monitor		Staff	100%	Events, social media, newsletter, projects, marketing
D	Report at Board Meeting				
20	Evaluate opportunities to acquire EDO properties				
A	Identify & evaluate potential properties	February	Staff/Board	20%	Work with City to Identify properties- Progress
B					
24	Identify additional funding sources to assist with projects / programs				
A	Research grants	Aug-23	Staff	100%	Complete
B	List of grants available for projects/programs	Aug-23	Staff	50%	Progress
24	Establish an Incentive Management Program				

Rank	Objective	When (M/Y)	Resp.	%	Notes
A	Identify outstanding incentives	Jan-21	Staff	100%	
B	Develop Tracking report format	Jan-21	Staff	100%	Excel
C	Enter critical data/dates	Jan-21	Staff	100%	Complete
D	Monitor performance deadlines	Jan-21	Staff	100%	Calendar reminder / Finance Department
24	Attend the NTCAR broker-developer trade show in Dallas				
A	Register and attend Trade Show	May-21	Staff	100%	To be held on September 2 at Gilleys - Dallas

Rank	Objective	When (M/Y)	Resp.	%	Notes
24	Assist in funding acquisition and development of GIS mapping				
A	Purchase GIS software	Sept	Staff	100%	Contract with GIS Planning
B	Training on new software	January	Staff	100%	Complete
C	Implement maps on EDC webpage	Janury	Staff	100%	Complete
28	Take training to understand the City Comp Plan				
A	Determine date/time and schedule	Sep-21	Staff/Board/CC	100%	Comp Plan overview was presented to the Boards, City Council, P&Z and Staff
28	Enhance communication with Citizens / stakeholders				
A	Increase social media presence	Jan-22	Staff	100%	Work with Marketing Director to create and post regularly on all social media sites.
B	Create an e-newsletter	Sep-22	Staff	100%	Quarterly ED Newsletter - ongoing
C	Infographics and Video	2024	Staff	50%	Staff had meeting with Neon Cloud, will start producing video spring of 2024
D	SEDC LinkedIn Page	Sep-23	Staff	10%	Work w/Marketing Director to create LinkedIn Page
E	Video Series	Sep-22	Staff	100%	Hire professional photographer to interview/film sanger businesses
F	Instagram	Feb-23	Staff	50%	Work w/Marketing Director to create Instagram Page
28	Engage the local Workforce Development Staff and Board				
A	Create outline of topics				
B	Determine date/time				
C	Hold meeting				
28	Enhance relationships with County / Chamber				
A	Hold quarterly meetings with Chamber	Jul-21	Staff	100%	Quarterly meeting with Staff, Chamber and Mayor - Ongoing
B	Quarterly luncheons with Denton County, Little Elm, Pilot Point, Celina and Prosper EDC	Dec-22	Staff	50%	Work with other EDCs to organize luncheons.
C	Attend Quarterly luncheons with Denton County		Staff	50%	Staff met with County about having quarterly luncheons with all EDO's in Denton County. In progress
28	Develop a Traffic Count Report				
A	Engage consultant	Dec-19	Staff	100%	Greg Last, EDP Best Practices
B	Determine locations	Jan-20	Staff	100%	Identified locations to place markers
	Create document and post on website	Jan-20	Staff	100%	Posted on ED Website
33	Establish a document to record projects and activities of the EDO				
A	Development tracking document	Jan-21	Staff	100%	Excel
33	Take training on Business Retention & Expansion				
A	BREI Courses	Aug-22	Staff	100%	Received Certification
33	Director / Coord. to pursue CEcd certification				
A	Courses completed	May-17	Staff	100%	Graduated from the OU ED Program
B	Courses still needed				Primer to the CEcdExam Process
C	Budget adequately				
D	Schedule participation				

Rank	Objective	When (M/Y)	Resp.	%	Notes
37	Take training on Local incentives				
A	Identify desired training content	Aug-21	Staff	100%	
B	Engage consultant	Aug-21	Staff	100%	
	Determine date/time and schedule	Sep-21	Staff/Boards /CC	100%	Joint training session with boards, CC, and staff
37	Hold a joint meeting with City Council and STDC				
A					
B					
39	Board Members to attend TEDC Sales Tax Training when in DFW				
A	Identify dates offered for training	Jun-22	Staff/Board	100%	Provide dates for board members

Rank	Objective	When (M/Y)	Resp.	%	Notes
39	<b>Develop small (tri-fold) marketing pamphlet</b>				
A	Develop content	Aug-22	staff	100%	Work with Marketing Director
B	Print	Sep-22	Staff	100%	
39	<b>Evaluate options for the SIDC building and pursue as appropriate</b>				
A	Identify opportunities	Oct-22	SB/Board	100%	Discuss Warehouse with Board
B	Appraisal for Warehouse	Jan-23	Staff	100%	Appraisal complete and sent to CM office
43	<b>Provide an annual report to City Council</b>				
A	Create Content and establish date	Feb-23	Staff	100%	Provide report to CC - This will be ongoing
43	<b>Establish workforce development programs</b>				
A	Create a Business Survey	May-22	Staff/Board	100%	Staff and Board created survey to get a better understanding of our business needs
B	Talent Tuesday	Feb-22	Staff	100%	
45	<b>Better communicate EDO programs / successes</b>				
A	Economic Development Content in City Newsletter	Jan-23	Staff	100%	Work with Marketing Director on ED section in city newsletter - Ongoing
	Develop Website Section	Jan-23	Staff	100%	Include success stories, news, etc.
B	Social Media Outlets	May-23	Staff	100%	Work with Marketing Director on scheduled postings
45	<b>Engage the area rail service provider</b>				
A	Create outline of desired topics		Staff		Rail Spur near Industrial Area
B	Determine meeting date				
48	<b>Engage the economic development staff at the Dallas Reg. Chamber</b>				
A	Attend DRC Quarterly luncheons				
B	Become a member of Team Texas		Staff		Submit application October 2023



# 4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

**DATE:** October 3, 2023

**FROM:** Shani Bradshaw, Director of Economic Development

**AGENDA ITEM:** Consideration and possible action on electing officers for the Sanger Industrial Development Corporation.

**SUMMARY:**

- President and Vice President of the Corporation are elected by the board
- Terms are one (1) year
- No limitations on the number of consecutive years a person may serve in the same office

**FISCAL INFORMATION:**

Budgeted: NO

Amount: \$0.00

GL Account: XXX.XX.XXXX

**RECOMMENDED MOTION OR ACTION:**

Appoint a President and Vice President.

**ATTACHMENTS:**

NA



# 4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

**DATE:** October 3, 2023  
**FROM:** Shani Bradshaw, Director of Economic Development  
**AGENDA ITEM:** Financial Reports.

**SUMMARY:**

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

**FISCAL INFORMATION:**

Budgeted: NA      Amount: NA      GL Account: NA

**RECOMMENDED MOTION OR ACTION:**

NA

**ATTACHMENTS:**

- Monthly Financial Report -August 2023
- Revenue Expense Report – August 2023
- Sales Tax Report – August 2023

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

Item 4.

41 -4A CORPORATION  
 FINANCIAL SUMMARY

% OF YEAR COMPLETED: 91.67

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<u>REVENUE SUMMARY</u>						
TAXES	800,000	62,806.69	692,502.00	0.00	107,498.00	86.56
GRANTS	0	0.00	15,040.00	0.00 (	15,040.00)	0.00
INTEREST	22,000	9,465.29	58,685.27	0.00 (	36,685.27)	266.75
TOTAL REVENUES	822,000	72,271.98	766,227.27	0.00	55,772.73	93.21
<u>EXPENDITURE SUMMARY</u>						
46-ECONOMIC DEVELOPMENT	139,050	8,710.47	101,337.63 (	11,790.68)	49,503.05	64.40
74-TRANSFERS	15,000	0.00	15,000.00	0.00	0.00	100.00
TOTAL EXPENDITURES	154,050	8,710.47	116,337.63 (	11,790.68)	49,503.05	67.87
REVENUE OVER/ (UNDER) EXPENDITURES	667,950	63,561.51	649,889.64	11,790.68	6,269.68	99.06



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

Item 4.

41 -4A CORPORATION  
 FINANCIAL SUMMARY

% OF YEAR COMPLETED: 91.67

REVENUES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<b>TAXES</b>						
00-4325 STATE SALES TAX	800,000	62,806.69	692,502.00	0.00	107,498.00	86.56
TOTAL TAXES	800,000	62,806.69	692,502.00	0.00	107,498.00	86.56
<b>GRANTS</b>						
00-4446 GRANT REVENUE	0	0.00	15,040.00	0.00	( 15,040.00)	0.00
TOTAL GRANTS	0	0.00	15,040.00	0.00	( 15,040.00)	0.00
<b>INTEREST</b>						
00-4800 INTEREST INCOME	22,000	9,465.29	58,685.27	0.00	( 36,685.27)	266.75
TOTAL INTEREST	22,000	9,465.29	58,685.27	0.00	( 36,685.27)	266.75
<b>TRANSFERS</b>						
TOTAL REVENUE	822,000	72,271.98	766,227.27	0.00	55,772.73	93.21

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

Item 4.

41 -4A CORPORATION  
 46-ECONOMIC DEVELOPMENT

% OF YEAR COMPLETED: 91.67

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<b>51-SALARIES AND BENEFITS</b>						
46-5110 REGULAR SALARIES	43,050	3,246.64	38,959.68	0.00	4,090.32	90.50
46-5125 LONGEVITY PAY	350	0.00	306.00	0.00	44.00	87.43
46-5128 AUTO ALLOWANCE	3,000	250.00	2,750.00	0.00	250.00	91.67
46-5129 CELL PHONE ALLOWANCE	300	25.00	275.00	0.00	25.00	91.67
46-5130 FICA	3,600	265.75	3,195.50	0.00	404.50	88.76
46-5140 RETIREMENT	5,600	460.01	4,973.52	0.00	626.48	88.81
46-5150 HEALTH INSURANCE	4,200	353.76	3,892.99	0.00	307.01	92.69
46-5160 WORKER'S COMPENSATION	250	0.00	123.40	0.00	126.60	49.36
46-5170 T W C	150	0.00	25.75	0.00	124.25	17.17
TOTAL 51-SALARIES AND BENEFITS	60,500	4,601.16	54,501.84	0.00	5,998.16	90.09
<b>52-SUPPLIES AND MATERIALS</b>						
46-5210 OFFICE SUPPLIES	500	39.00	457.58	0.00	42.42	91.52
46-5213 COMPUTER HARDWARE	1,500	225.00	989.86	609.81 (	99.67)	106.64
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	6.30	0.00	43.70	12.60
46-5226 MARKETING & PROMOTION	25,000	1,090.00	17,404.52 (	1,078.12)	8,673.60	65.31
46-5235 DUES & SUBSCRIPTIONS	10,000	2,682.50	9,337.17	0.00	662.83	93.37
46-5240 CONFERENCES & TRAINING	7,000	10.81	1,710.83	0.00	5,289.17	24.44
TOTAL 52-SUPPLIES AND MATERIALS	47,750	4,047.31	31,906.26 (	2,468.31)	18,312.05	61.65
<b>53-MAINTENANCE AND OPERAT</b>						
46-5310 R & M BUILDING	5,000	0.00	0.00	0.00	5,000.00	0.00
46-5332 OFFICE MACHINE LEASE	800	62.00	611.20	0.00	188.80	76.40
TOTAL 53-MAINTENANCE AND OPERAT	5,800	62.00	611.20	0.00	5,188.80	10.54
<b>54-CONTRACT SERVICES</b>						
46-5425 LEGAL SERVICES	1,000	0.00	0.00	0.00	1,000.00	0.00
46-5430 PROFESSIONAL SERVICES	23,000	0.00	8,238.33 (	3,350.00)	18,111.67	21.25
46-5450 TECHNICAL SUPPORT	1,000	0.00	0.00	0.00	1,000.00	0.00
46-5452 WEBSITE	0	0.00	6,080.00 (	5,972.37) (	107.63)	0.00
TOTAL 54-CONTRACT SERVICES	25,000	0.00	14,318.33 (	9,322.37)	20,004.04	19.98
<b>56-GRANT EXPENSES</b>						
<b>60-CAPITAL OUTLAY &lt; \$5K</b>						
<b>61-CAPITAL OUTLAY</b>						

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

Item 4.

41 -4A CORPORATION  
 46-ECONOMIC DEVELOPMENT

% OF YEAR COMPLETED: 91.67

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
71-DEPRECIATION	_____	_____	_____	_____	_____	_____
70-DEBT PAYMENTS	_____	_____	_____	_____	_____	_____
TOTAL 46-ECONOMIC DEVELOPMENT	139,050	8,710.47	101,337.63 (	11,790.68)	49,503.05	64.40

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

Item 4.

41 -4A CORPORATION  
 74-TRANSFERS

% OF YEAR COMPLETED: 91.67

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
<u>74-TRANSFERS</u>						
74-7499 TRANSFER TO I S F	15,000	0.00	15,000.00	0.00	0.00	100.00
TOTAL 74-TRANSFERS	15,000	0.00	15,000.00	0.00	0.00	100.00
TOTAL 74-TRANSFERS	15,000	0.00	15,000.00	0.00	0.00	100.00
TOTAL EXPENDITURES	154,050	8,710.47	116,337.63	( 11,790.68)	49,503.05	67.87
REVENUE OVER/(UNDER) EXPENDITURES	667,950	63,561.51	649,889.64	11,790.68	6,269.68	99.06

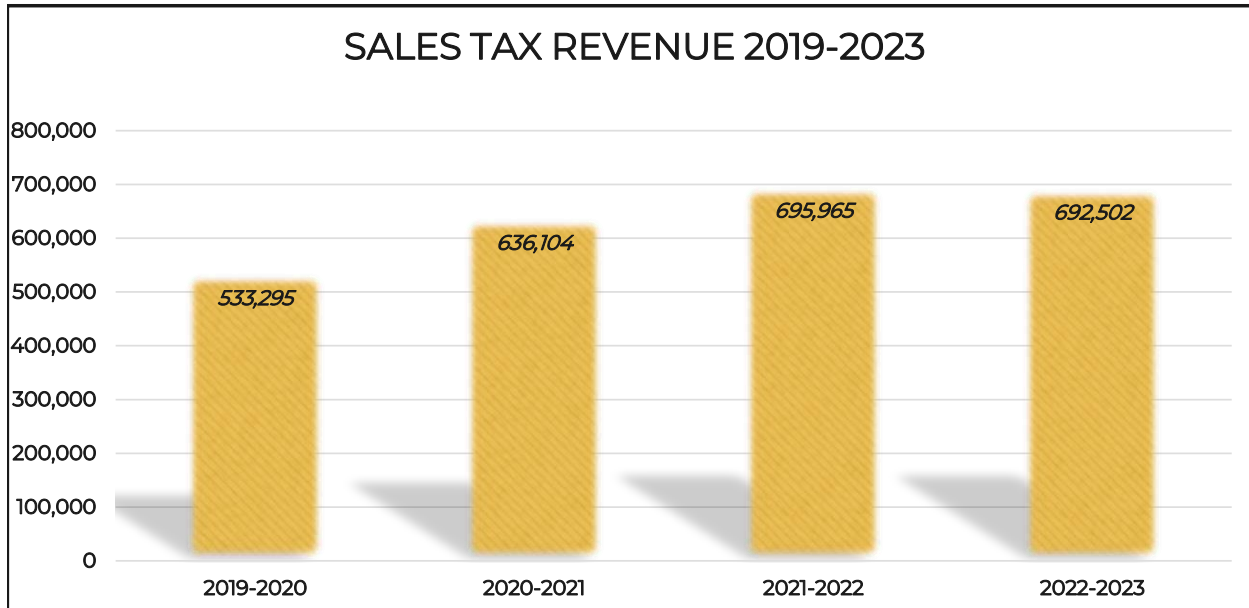
**Sanger Texas Industrial Development Corporation**  
**Fund 4A**  
**August 31, 2023**

	Budget	Actual	Percent of Budget
Revenue			
Sales Tax	800,000	692,505	87%
Interest Income	22,000	58,685	267%
Grants		15,040	
Total Revenue	<u>822,000</u>	<u>766,230</u>	<u>93%</u>
Expenditures			
Salaries & Benefits	60,500	54,502	90%
Supplies & Materials	47,750	31,906	67%
Maintenance & Operations	5,800	611	11%
Contract Services	25,000	14,318	57%
Capital Outlay			
Debt Service			
Total Expenditures	<u>139,050</u>	<u>101,338</u>	<u>73%</u>
Revenues Over Expenditures	<u>682,950</u>	<u>664,893</u>	
Cash in Bank - First United			2,431,046
Cash in Bank - Prosperity			332,528
Money Market			2,004,138
Certificate of Deposit			<u>96,663</u>
Total Cash			4,864,375

## 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	55,222	65,621	65,621
NOV	42,075	84,036	50,054	102,656	55,222	105,525	61,751	127,372
DEC	44,092	128,128	52,405	155,061	48,145	153,670	72,220	199,591
JAN	27,585	155,713	44,941	200,002	56,155	209,825	61,974	261,565
FEB	70,059	225,772	62,144	262,146	76,753	286,579	71,749	333,314
MAR	40,966	266,738	49,700	311,846	57,471	344,049	52,565	385,879
APR	35,736	302,474	48,180	360,026	44,446	388,495	54,627	440,506
MAY	41,692	344,166	63,691	423,717	64,395	452,890	67,275	507,780
JUN	50,482	394,647	47,099	470,816	65,968	518,858	60,186	567,966
JUL	49,189	443,837	50,290	521,106	56,987	575,845	61,729	629,695
AUG	47,386	491,222	62,523	583,629	68,209	644,054	62,807	692,502
SEP	42,073	553,295	52,474	636,104	51,911	695,965		
<b>TOTAL</b>	<b>533,295</b>	<b>533,295</b>	<b>636,104</b>	<b>636,104</b>	<b>695,965</b>	<b>695,965</b>	<b>692,502</b>	
<i>BUDGE</i>	<i>385,000</i>	<i>148,295</i>	<i>462,500</i>	<i>173,604</i>	<i>600,000</i>	<i>95,965</i>	<i>800,000</i>	<i>(800,000)</i>

August			Year To Date		
Actual	Actual	%	Actual	Actual	%
2022	2023	Change	2022	2023	Change
\$ 68,209	\$ 62,807	-7.92%	\$ 644,054	\$ 692,502	7.52%





# 4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

**DATE:** October 3, 2023  
**FROM:** Shani Bradshaw, Director of Economic Development  
**AGENDA ITEM:** Director’s Report.

**SUMMARY:**

- Business Growth Updates
- Marketing / Networking
- Property Enhancement Grant Program Update
- Downtown Park Project
- Miracle League / Porter Park Project
- Other Updates
- Important Dates

**FISCAL INFORMATION:**

Budgeted: NA      Amount: NA      GL Account: NA

**RECOMMENDED MOTION OR ACTION:**

NA

**ATTACHMENTS:**

Director Report



## DIRECTOR'S REPORT SEPTEMBER 2023

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- **Business Growth and Development Updates:**

- Uptown Creamery
  - Coming Soon to Downtown
- Jack in the Box
  - Opening in October
- QuikTrip
  - Now Open
- Starbucks
  - Now Open
- Project Green Acres
- Project Cats
- Property at Church Street and Stemmons Service Road
  - Medical Office
  - Platting Process
- Property north of the Trail Dust Steakhouse
  - Developer Meeting
  - Future Retail Site

- **Marketing/Networking:**

- Quarterly Economic Development Newsletter will be distributed in October.
- Business Spotlight Video
  - Gypsy Cowgirl
  - Gibson Insurance
  - Silver Lining
  - McDonald's

- **Property Enhancement Grant Program:**

- 6 Applications Received
- Total Grants \$47,485
- Total Project Investment: \$325,674

- **Downtown Park Project:**

- Notice posted seeking proposals for downtown conceptual plans
- Responses opened on September 19, 2023
- 1 proposal received

- **Miracle League/Porter Park 2 Project:**

- Membership fee and application were submitted
- Staff has received the Miracle League Packet and it is being reviewed
- Staff and board member Fuller attended the Miracle League kick-off in Denton on Saturday, September 16, 2023

- **Miracle League/Porter Park 2 Project:**

- Membership fee and application were submitted





## DIRECTOR'S REPORT SEPTEMBER 2023

- Staff received the Miracle League Packet and it is being reviewed
- Staff and board member Fuller attended the Miracle League kick-off in Denton on Saturday, September 16, 2023
  
- **Other Updates:**
  - Attended
    - Coffee with the City Manager and Coffee with a Cop
    - City Showcase was held on Thursday, September 14th
    - Attended the IEDC Annual Conference in Dallas
    - Attended the DFW N. Central TX Industrial Conference
    - Sanger Education Foundation – Lunch with the City.
      - a. Economic Development Sponsored event
      - b. Invited 24 Guest, including commercial real estate brokers and developers

### **2023 Important Dates**

- October 1, 2023 – City Council Meeting
- October 3, 2023 – 4A Board Meeting
- October 11, 2023 – Business over breakfast
- October 11-13 – TEDC Annual Conference in Houston
- October 16, 2023 – City Council Meeting
- October 25, 2023 – Chamber Business Luncheon
- October 28, 2023 – Sanger Sellabration