

FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION

July 16th, 2020; 6:30 p.m.
City Hall Council Chambers

205 S. Main

Farmersville, Tx 75442

WATCH THE LIVE BROADCAST

This meeting will be broadcast live through the City's website and by telephone. Members of the public who wish to watch this meeting, and not speak or participate in the discussion, may watch the live broadcast by

1. Going to the City's website;
2. Clicking on "GOVERNMENT";
3. Clicking on "AGENDAS AND MINUTES";
4. Clicking on the "click here" link that is located to the right of "LIVE STREAMING."

SPEAKING DURING PUBLIC COMMENTS

Members of the public wishing to speak during Public Comments or a public hearing may join the meeting by going online to www.blizz.com, and following the online prompts to input the "Dial-in Phone Number" and the "Meeting ID."

Members of the public wishing to speak during Public Comments or a public hearing may also join the meeting by calling-in to the telephone number listed below, and inserting the Meeting ID listed below: Those members of the public calling in will not be able to participate through video and will only have an audio feed of the meeting on their telephone.

1. **Dial-in Phone Number: [\(646\) 769-9101](tel:6467699101)**
Please note that if you dial a toll number, your carrier rates will apply.
2. You will be prompted to enter the Meeting ID.
The Meeting ID for this meeting is 169-980-34
3. Please listen closely to the directions and follow the directions to gain access to the Blizz meeting.

- I. Call to Order**
- II. Recognition of Citizens and Visitors**
- III. Public Comment**

(For Non-Public Hearing Agenda Items)

If you wish to address the Farmersville Economic Development Board 4A on a posted item on this agenda, please fill out a "Speaker Sign-Up" card and present it to the City Staff before the meeting begins. Pursuant to Section 551.007 of the Texas Government Code, any person wishing to address the Farmersville Economic Development Board 4A for items listed as public hearings will be recognized when the public hearing is opened. Speakers wishing to address the

Farmersville Economic Development Board 4A regarding any non-public hearing item on this agenda shall have a time limit of three (3) minutes per speaker, per agenda item. The Chair may reduce the speaker time limit uniformly to accommodate the number of speakers or improve meeting efficiency.

Elect Officers

- Chair
- Vice Chair
- Secretary

Business Items for Discussion and Possible Action

- A. Presentation from Mr. Greg Last with EDP Best Practices.
- B. Consider, discuss and act upon request for Façade Grant
- C. Consider, discuss and act upon request for gas service for Home Grown Plants.
- D. Consider, discuss and act upon funding related to Collin/Farmersville Parkway.
- E. Update on Fiber Optic Cable.
- F. Review Thoroughfare Plan.
- G. Consider, discuss and act upon items for payment.
- H. Consider, discuss and act upon financial statements for June 2020 and budget amendments.
- I. Consider, discuss and act upon meeting minutes for June 18th, 2020.

IV. Reports

- A. City Manager Report – Ben White (No Deliberation or Action to be Taken)
 - Update Collin College
 - Update Concrete Facilities
 - Update Sales Tax Report

V. Budget Workshop

VI. Requests to be Placed on Future Agendas

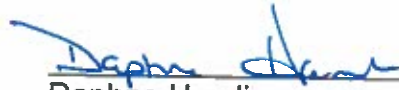
VII. Adjournment

- No action may be taken on comments received under “Recognition of Visitors”.
- The Board may vote and/or act upon each of the items listed in the Agenda.

The Farmersville Economic Development Board (4A) reserves the right to adjourn into Executive Session at any time during the course of this meeting to discuss any matters listed on the agenda, as authorized by the Texas Government Code, including, but not limited to, Sections 551.071 (Consultation with Attorney), 551.072 (Deliberations about Real Property), 551.073 (Deliberations about Gifts and Donations), 551.074 (Personnel Matters), 551.076 (Deliberations about Security Devices), 551.087 (Economic Development), 419.175-193 (Deliberations about Homeland Security Issues,) and as authorized by the Texas Tax Code, including, but not limited to, Section 321.3022 (Sales Tax Information)

Persons with disabilities who plan to attend this meeting and who may need assistance should contact the City Secretary at 972- 782-6151 or Fax 972-782-6604 at least two (2) working days prior to the meeting so that appropriate arrangements can be made. Handicap Parking is available in the front and rear parking lot of the building.

I, the undersigned authority, do hereby certify that this Notice of Meeting was posted in the regular posting place of the City Hall building for Farmersville, Texas, in a place and manner convenient and readily accessible to the general public at all times, and said notice was posted July 13th, 2020, by 5:00 P.M. and remained so posted continuously at least 72 hours proceeding the scheduled time of said meeting.



Daphne Hamlin
4A EDC Liaison



TO: EDC 4A Board
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: EDP Best Practices

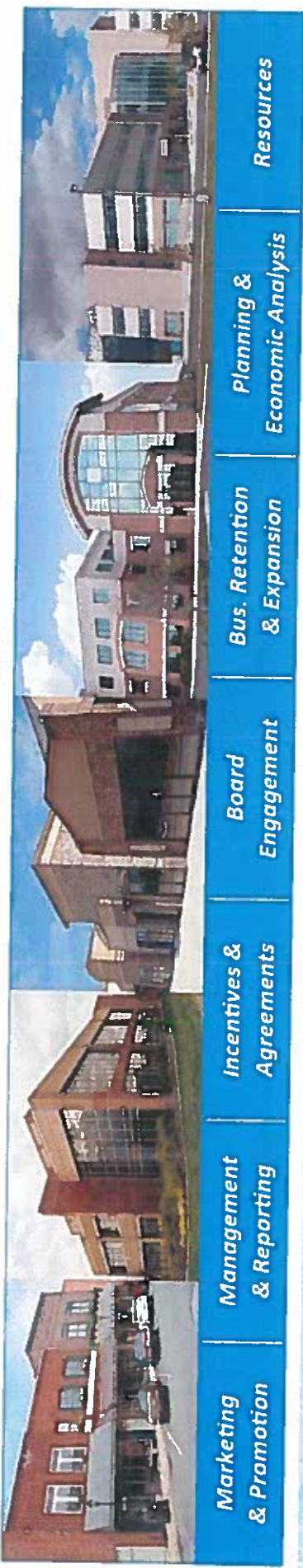
Receive presentation from Mr. Greg Last

ACTION: No action

EDP Best Practices, LLC
www.EDPBestPractices.com
(817) 992-6156



Economic Developer
Municipal Planner
Landscape Architect



EDP Best Practices, LLC

Assisting municipalities and economic
development organizations with
tools, policies and programs



Professional Services Overview
July 10, 2020

(817) 992-6156
EDPBestPractices.com



Greg Last, CEO EDP Best Practices, LLC

- **Landscape Architect, Certified Planner, Certified Economic Developer, MBA**
- **10+ years with engineering / planning firms**
- **10 years as Southlake Com. Dev. Director**
- **12 years as Southlake E.D. Director (3 Tourism)**
- **2012 TEDC Chair of the Board of Directors**
- **Charter member of DFW Marketing Team**
- **Established EDP Best Practices, LLC in 2013**

Representative Clients

- Greater DFW
- Throughout Texas
- Large to small
- Cities and EDC's
- Rural and Urban



Services Overview

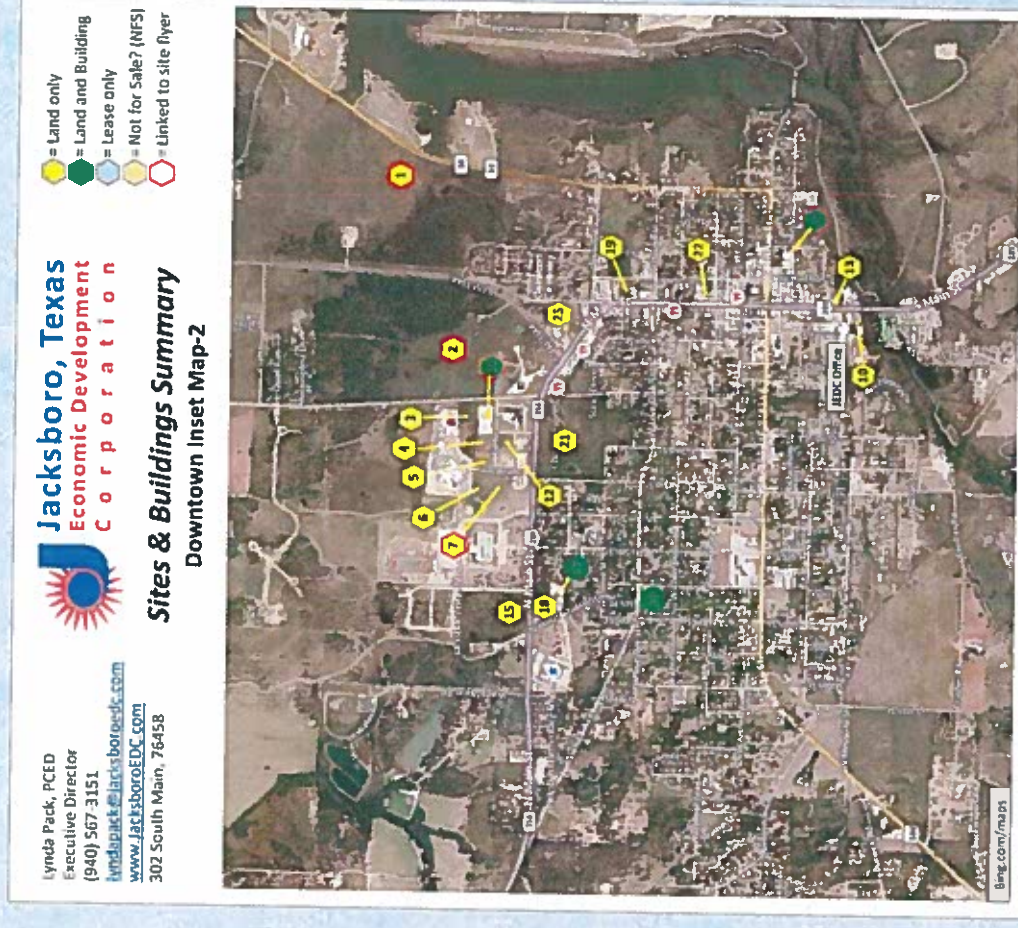
- Marketing & Promotion
- Business Retention / Exp.
- Incentives
- Management & Reporting
- Board Engagement
- Planning & Econ. Analysis
- Training

*Assisting Municipalities and
Economic Development Organizations
with policies, programs and plans to help
you meet your goals and objectives*

- Sites-Buildings Summary
- Site-Building Flyers
- Business Park Marketing
- Site Documentation
- Excel Data Summary
- Local & Regional Profile
- RFP Response Template
- Traffic Count Report
- Website Enhancements
- Incentive Policy
- Proposals-Analysis-Agreements
- Property Enhancement Policy
- Hotel Occupancy Tax Policy
- Best Practices Assessment
- Performance Dashboard
- Contacts Database
- Shared Directory Organization
- Action Plan Development
- BRE Plan / Program Development
- Planning & Economic Analysis
- Training Programs

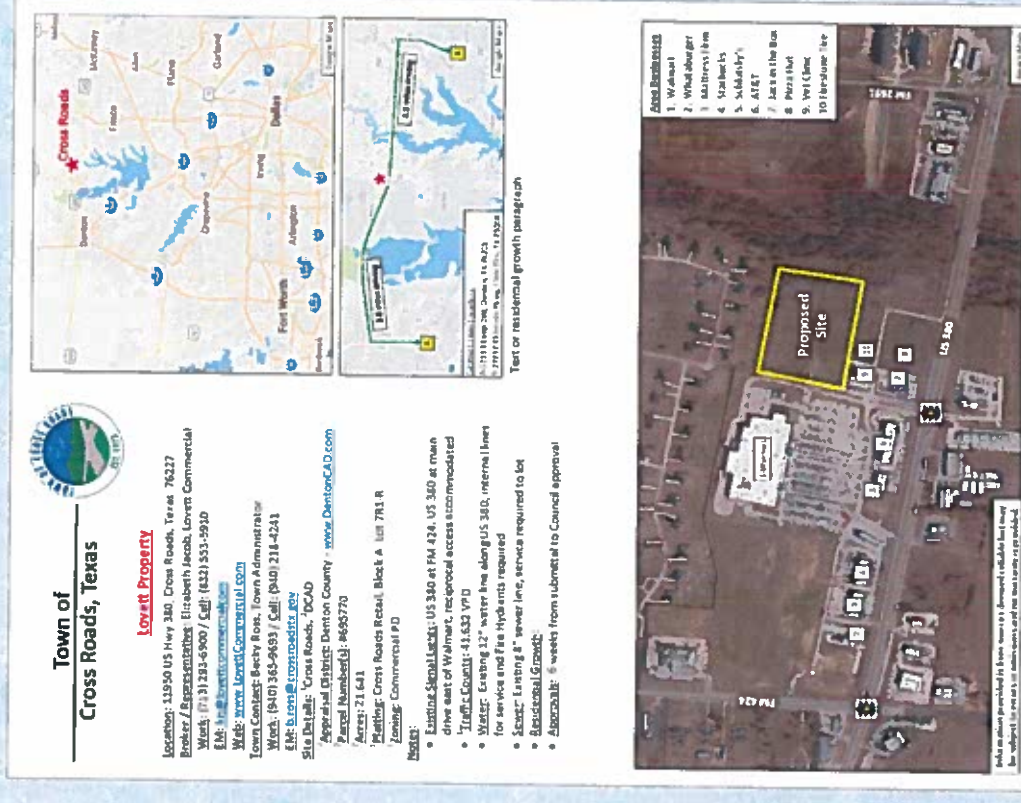
Sites-Buildings Summary

- Location map
- List all properties for sale
- Contacts info
- Zoning / Land Use Plan
- Links to S-B Flyers
- RFP Response



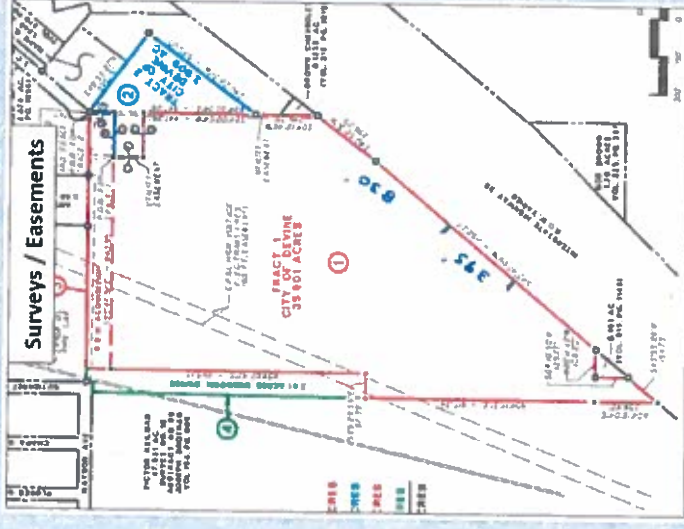
Site-Building Flyers

- Location maps
- Site details
 - Zoning
 - Land Use
 - Utilities
 - Traffic Counts
- One-Page Format
- Marketing Flyer
- RFP Response



Business Park Marketing

- Extensive graphics and site data
- Survey, plats, lots, water, sewer, streets, drainage, zoning, LUP, driveways, uses, etc.



Site Photos

- Orientation map
- On-site photos
- Adjacent uses
- Adjacent photos



1 - Into Site from NW Property Corner

This is looking East from the NW corner and shows the existing drive and the road to the former ACP / SWEPCO laydown yard on the right. The tree line in the distance is the proposed property line where the existing drainage creek is located. The distance to tree line in the first photo is about 450'. The golf course/subdivision tree-line is not able to be seen.



2 - Into Site from Quail Tools

Looking east, shows most southern loop of former ACP / SWEPCO laydown yard.



3 - Into Site from SW corner of Site

Looking east. Creek and thicket are visible but not golf course or subdivision.



4 - Into Site from South Property

Looking north. Quail Tool facility is visible on the left. The creek and thicket are visible on the right.



5 - Into Site from East Creek Area

Looking west into site. Quail Tools visible on right and Martin Marietta barely visible on left.

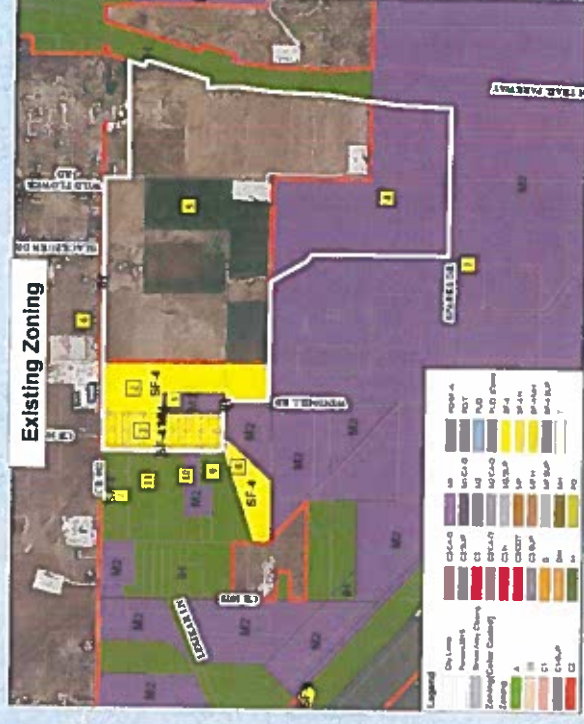
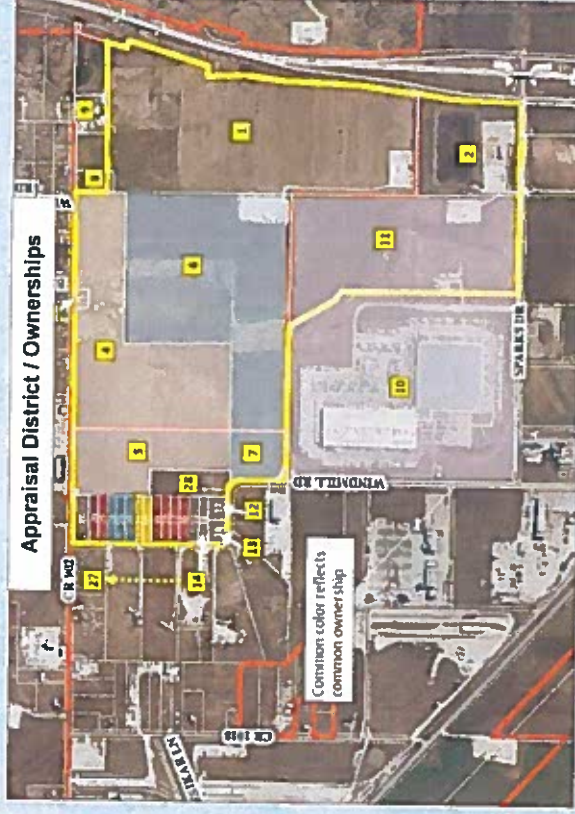


6 - Into Site from N. Property Line

Looking south into site.

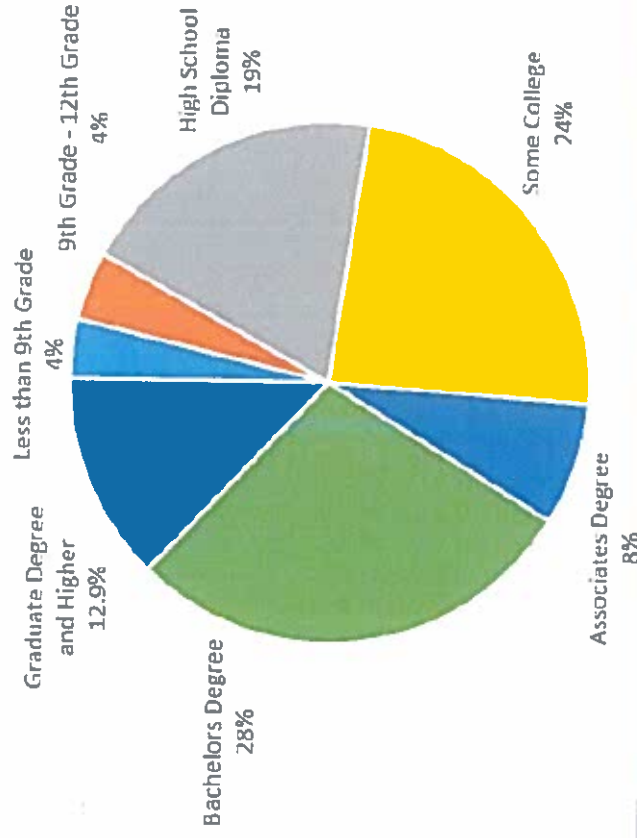
Site Documentation

- Detailed property due diligence
- Extensive graphics and site data
- Property purchase or marketing



Excel Data Summary

Denton County
2016 Educational Attainment



Public Primary Schools		
I.S.D.	Students Pre-K - 12	Website
Archer City	483	www.ArcherCityISD.net
Bowie	1,691	www.bowieisd.net/
Bridgeport	2,088	www.bridgeportisd.net
Bryson	263	www.brysonisd.net/
Graham	2,486	www.grahamisd.com

Hotel	Rooms	Website
Days Inn	48	www.wyndhamhotels.com/days-inn
Holiday Inn Express	68	www.ihg.com
La Quinta	64	www.lq.com
Shady Oaks Cabins	28	www.shadyoakscabins.com
Super 8	56	www.wyndhamhotels.com/super-8

Water Distribution	
Provider	City of Jacksboro
Rating	Superior
Water Source	Lost Creek Reservoir
Chemical Breakdown	Chloromine Disinfection
Water Wholesaler	NA
Max Daily System Capacity	1 MGD
Max Daily Use to Date	650,000 GPD
Avg Daily Demand	450,000 GPD

Area Cities	Area Counties	Age-Cities	Age-Counties	Census Changes	Educ. Attainment	HH Income
Workforce-By Age	Workforce-Unemployment	Daycare	Taxes	Cost of Living	Housing-Counties	Housing-Metros
Housing-Cities	Housing-Sales	Residential Developments	Educ-Primary	Educ-Secondary	Libraries	Fire Services
Police Services	Crime Stats	Utilities-W-S	Utilities-E-P-G	Airports	Drive-Fly Times	Rail
Ports	Major Employers	Hotels	Healthcare	Parks-Open Space	Attractions	Visitors
						Contacts

Local & Regional Profile

AIRPORTS

Bridgeport is located approximately 37 miles along S.H. 114 west of the internationally renowned AllianceTexas development by Hillwood which includes the Fort Worth Alliance Airport, intermodal facility, and Fixed Base Operations Airport.

Not to be outdone, Bridgeport is approximately 47 miles along S.H. 114 from DFW International Airport, one of the largest commercial and passenger airports in the world.

Dallas / Fort Worth International Airport

DFW Airport is located within a four-hour flight time of 95% of the U.S. population and currently ranks fourth among the world's busiest airports in terms of operations, and eighth in terms of passengers. Its central location is the focal point of one of the nation's largest intermodal hubs, connecting air, rail and interstate highway systems. The Airport continues to receive top honors from Airports Council International. DFW was voted "Best Airport in the Americas" for customer service in the Airports Council International survey in 2007, for the second year in a row. DFW also ranked 2nd in the world for "Best Airport over 40 million passengers" and 6th for "Best Airport Worldwide".

- www.dfwairport.com
- 155 gates / 191 total destinations
- 20 airlines
- Number of operations: #4 in the world
- Number of passengers: #8 in the world
- Total annual passengers: 57,006,918
- Total annual international passengers: 5,509,372
- Approx. daily passengers: 158,375
- 3 control towers / 7 runways



Fort Worth Alliance Airport

Alliance Aviation Services operates a full-service, award-winning fixed-base operation (FBO). Known for its commitment to excellent customer service, the Alliance Aviation Services team is prepared to handle any request quickly and efficiently.

- www.AllianceAirport.com
- Fixed Base Operation (FBO) 24 / 7 / 365
- FAA Air Traffic Control Tower 24 / 7 / 365
- Airport operations 24 / 7 / 365
- Category IV Airport (FAA Part 139)
- Runway 16L / 34R 9,600 x 150 feet
- Runway 16R / 34L 8,200 x 150 feet
- ILS CAT III approach
- SMGCS Taxi Plan / ARFF Index E



Bridgeport Municipal Airport

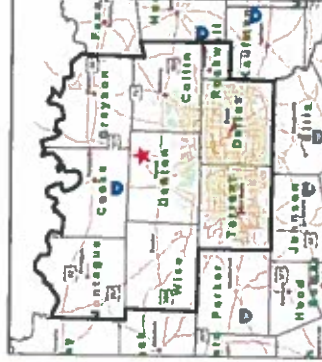
City of Bridgeport Municipal Airport provides services for the general aviation public. The runway is currently being extended to over 5,000 feet to accommodate corporate jets for existing and future businesses.

- www.cityofbridgeport.net/113/Airport
- Self-serve AV 100LL Aviation Fuel
- A courtesy car is available for use inside the terminal building
- Access to an AWDOS System and other Internet sites to plan your aviation travel



HOUSING - RESIDENTIAL (Regional)

Pilot Point is fortunate to be located in a beautiful part of Texas where it is desirable to live. Housing of all price-points can be found within a short commute.



County	Housing Units	Average Price	Price per Sq. Ft.	County Seat	Avg. DOM
Cooke	16,661	\$279,000	\$125	Garrettsville	74
Collin	329,429	\$240,000	\$134	McKinney	44
Dallas	964,713	\$230,000	\$133	Dallas	51
Denton	271,765	\$294,500	\$84	Denton	43
Granton	54,244	\$133,000	\$49	Sherman	61
Montague	10,140	\$90,000	\$116	Montague	46
Rockwall	30,034	\$154,500	\$114	Rockwall	54
Tarrant	732,985	\$202,000	\$56	Ft. Worth	43
Wise	23,917	\$112,000	\$108	Decatur	64
Averages		\$174,500	\$107		51
TOTALS	2,426,891				

Source: 2011 ACS 5-year estimate
www.fhfinder.com
Average DOM is for County Seat



RFP Response Template

- Be prepared for opportunities
- Have real estate ready
- Answer questions directly
- Incentive estimates



BRIDGEPORT ECONOMIC DEVELOPMENT



January 22, 2016

Response to Request for Information (RFI)

Project: *Wild Flower*

To:

Dana Olson, EcoDev, LLC
9637 Anderson Lakes Parkway, Suite 322
Eden Prairie, MN 55344
W: (612) 695-3342
Dana@EcoDevLLC.com

Copy to:

Lindsay Thomas
Office of the Governor of Texas
Economic Development & Tourism
W: (512) 936-0211
Lindsay.Thomas@gov.texas.gov

Prepared By

Kevin Holtzog, Executive Director
Bridgeport, TX - Economic Development Corp.
608 13th Street, Bridgeport, TX 76426
W: (940) 683-3490 / C: (940) 393-1084
kholtzog@bridgeportcdc.com
www.BridgeportEDC.com

Lisa Patterson, Business Development Coord.
Bridgeport, TX - Economic Development Corp.
608 13th Street, Bridgeport, TX 76426
W: (940) 683-3490 / C: (970) 401-2041
lpatterson@bridgeportEDC.com
www.BridgeportEDC.com

Traffic Count Report

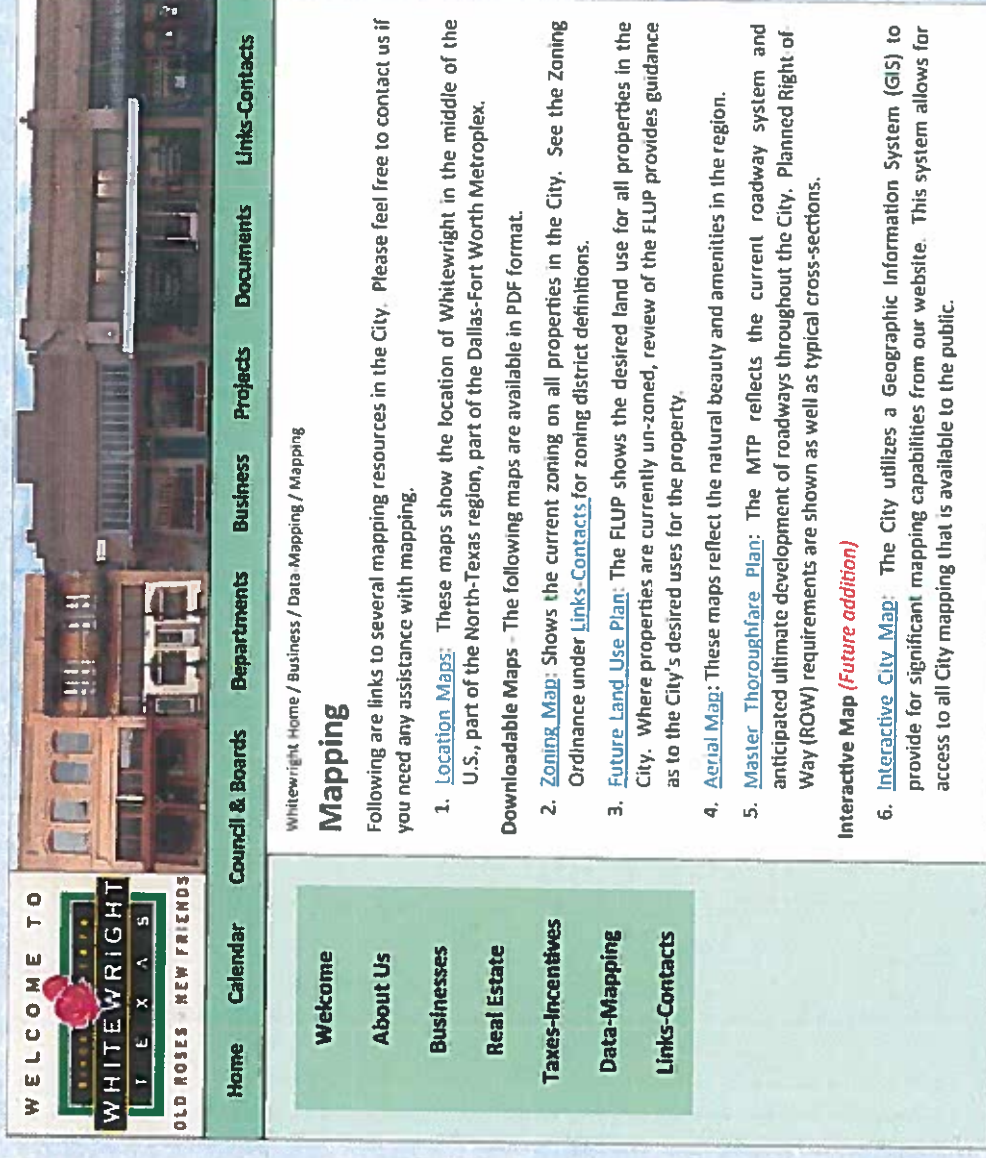
- Count locations
- 24 hr / two-way
- AM / PM Peak Hr
- Map / Data chart



Lake Worth, Texas: Counts taken 2019-02-14										
#	Roadway	Location	AM Peak	PM Peak	24-Hour		Prior Counts			
					Directional	Total	2017	2015	2011	2006
1	SH 199 Lake Worth Blvd.	West of Loop 820	6:00-7:00 2,054	4:15-5:15 1,330	EB	22,582	49,517	52,080	44,093	58,718
			10:45-11:45 2,494	4:15-5:15 2,746						

EDO Website Enhancements

- Outline desired content
- Develop content
- Create mock pages



Business Retention & Expansion

Business Retention & Expansion



Objectives

- Understand what a BRE program is
- Learn why it is important
- Learn multiple tools for implementation
- Understand business visitation programs
- Gain some immediate take-aways
- Confidently implement a BRE Program in your community!



Introduction 2

Presentation Overview

- Discuss a variety of programs for all types of businesses
 - Retail, office, industry, corporate
- Examples from real easy to complex
- Generally sequenced with business cycle
- Discuss questions as we go



Introduction 3

Why is BRE Important?

- Keep them from relocating to other areas
- Help them survive economic difficulties
- Assists them with expansions that add new jobs
- Increase competitiveness in the wider marketplace
- Most importantly, it shows care and appreciation



Introduction 4

Business Retention & Expansion Plan

- SWOT of existing businesses / climate
- Feedback from COC and businesses
- Goals / Objectives
- Programs



Data Collection

Business Information Collection Form

The information shown in the cells shaded in blue and shown with an asterisk (*) may be used on the City's business directory on their website or other business promotion resources

1.0	BUSINESS			
A	*Name:	*Website:		
B	*Address:			
C	*Wk Phone:	Cell:	Fax:	
2.0	CONTACT INFORMATION (Cell to be used in case of emergency)			
A	Contact #1:	Title:		
B	Wk Phone:	Cell:	Fax:	
C	Email:			
D	Contact #2:	Title:		
E	Wk Phone:	Cell:	Fax:	
F	Email:			
3.0	BUSINESS INFORMATION			
A	Year Business Established:	Years in City:	Number of Employees:	
B	*Business Description:			
C	Primary Products:			
D	Primary Services:			

Business Lists

Alphabetical: [A](#) [B](#) [C](#) [D](#) [E](#) [F](#) [G](#) [H](#) [I](#) [J](#) [K](#) [L](#) [M](#) [N](#) [O](#) [P](#) [Q](#) [R](#) [S](#) [T](#) [U](#) [V](#) [W](#) [X](#) [Y](#) [Z](#) [All](#)

By Keyword

Search

By Type

By Cuisine

By Services

A All Animal Control of Fort Worth

2140 E. Southlake Blvd., Suite L #503
Southlake, TX 76092

(817) 282-8727

www.aallanimalcontrol.com

Type: Construction, House-Yard, Professional Service

[Map It](#)

A Timeless Take Photography

102 Belmont Place Circle
Southlake, TX 76092

(214) 793-0600

www.atimelesstakephoto.com

Type: Professional Service

[Map It](#)

Adams Engineering

910 S. Kimball Ave.
Southlake, TX 76092

(817) 328-3200

www.adams-engineering.com

Type: Professional Service

[Map It](#)

Adam's Plumbing

P.O. Box 93292
Southlake, TX 76092

(817) 565-0464

www.plumberadam.com

Type: Professional Service

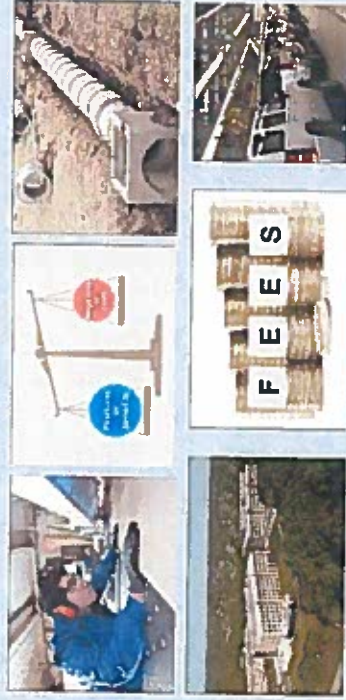
[Map It](#)

Visitation Programs

Bad Practices	“Best Practices”
• Including Code Enforcement officer in a visitation	• Include Mayor / Council / City Manager
• Soliciting donations	• Stick to business issues
• Walking into business cold	• Prep everybody on what and what not to say
• Asking basic questions	• Research before a visit
• Don’t return calls about issues identified	• Return calls and try to resolve issues
• Disclose issues discussed by business	• Maintain confidentiality

Local Incentives Overview

Local Incentives Overview



(817) 992-6156
www.BestPracticesLLC.com

Types of Local Incentives

- Ad Valorem Taxes
- Sales Taxes
- Financial
- Employment
- Land / Building
- Procedural
- Infrastructure
- Property Enhancements
- "Creative"



Local Incentives

Tax Abatement

- Authorized by Chapter 312 of the Texas Tax Code
- Must create Reinvestment Zone
- Requires written Agreement
- Real and Business Personal Property
- Max term of 10 years
- School districts cannot participate
- County can participate

Fee Waivers-Reductions-Credits

- Engineering Review
 - Typically for construction plan review and inspections of public infrastructure
 - E.g. 5% of public construction costs



Employment Related Incentives

- Relocation Assistance: A grant amount per employee that relocates to the City
- Cash for Jobs: A grant amount for each job created (better terminology is employment grant)
- Employee Recruitment Assistance: A grant amount to provide assistance in the recruiting of employees



Incentives

Incentives Policy

- Determine desired incentives
- Targeted areas or businesses
- Resolution
- Policy
- Application

1.0 GENERAL INFORMATION	
1.a Project Name:	
1.b Intended Use (e.g. Call center, corporate / regional office, professional office, retail, distribution):	
1.c If project is a relocation or consolidation of existing facilities, please identify the location of the existing facilities:	
1.d Company Overview:	
1.e Project Team Experience:	
1.f General comments from Applicant (if desired):	
1.g Yes	No
Type of Project	
Retention of existing business	
Expansion or modernization of existing facility	
New business / to own new facility	
New business / to own existing facility	
New business / leasing existing facility	
New business / leasing new facility	
Development	
Other:	
2.0 PROPERTY INFORMATION	
2.a Property Address:	
2.b Lot / Block / Subdivision Name:	
2.c Acres:	
2.d Currently owned by:	
3.0 ELIGIBILITY OF PROPERTY (Section 1.1)	
3.a Yes	No
Item	
Within the Town?	
Commercially zoned?	
City taxes in good standing?	
No City liens existing?	
Proof of ownership provided?	
Outstanding code violations?	
3.f	
4.0 ELIGIBILITY OF BUSINESS (Section 1.2)	
4.a Yes	No
Item	
Business taxes in good standing?	
If not owner, authorization provided?	
Operated in Town for 5 years?	
Not:	
4.e	



Northlake, Texas
Incentives Application

Nathan Hadden
Development Director
(843) 648-3740
n.hadden@northlake-tx.com

Agreement in Principle

- Agree to primary deal points
- Document details for formal agreements
- Prevents problems down the road

CONFIDENTIAL *Non-Binding Agreement in Principle*

1. INTENT & MUTUAL UNDERSTANDINGS

- A. Parties: The City of Keller, Texas ("City") and The Taurus Group ("Taurus") are herein referred to as Parties to this Agreement in Principle ("AIP").
- B. Intent: It is the intent of both Parties to enter into a Chapter 380 Economic Development Agreement providing for City economic development incentives upon satisfactory completion of certain performance requirements by Taurus.
- C. Agreement in Principle: Both Parties agree that this AIP reasonably describes the provisions to be incorporated into final agreements. The purpose of this AIP is to document and agree to the primary performance requirements of both Parties.
- D. Final Agreements: Both Parties understand that additional Agreements are to be consummated between the City and Taurus pursuant to this AIP and agree to work in good faith towards final Agreements substantially in conformance with the provisions of this AIP.

2. DEFINITIONS

Agreement: Shall mean a Chapter 380 Economic Development Grant Agreement, aka Performance Agreement

Agreement in Principle (AIP): Shall mean this document, providing a summary of primary performance requirements for both Parties.

Appraisal District: Shall mean the Tarrant Appraisal District.

Building Permit: A permit issued by the City authorizing one to construct, enlarge, alter, repair, move, improve, remove, convert or demolish any building or structure or portion thereof regulated by the City's building, plumbing, electrical, fire, energy, mechanical, and related codes. It does not include earth disturbance permits, tree removal permits or other non-building permits.

City: Shall mean the City of Keller.

Council: Shall mean the City Council of the City.

Certificate of Occupancy: Shall mean a temporary or permanent Certificate issued by the City and granting Taurus or its tenant(s) the right to occupy the Improvements.

Commencement of Construction: Approval of the appropriate building permits and the commencement of actual on-site physical excavation or site grading required for installation of improvements, excluding permits for clearing and grubbing.

Commercial Building Permit Fees: Fees paid to the City for review of building construction plans and building inspections.

Construction Costs: The cost of permits, fees, construction materials, and installation labor. All other associated costs are deemed excluded, including, but not exclusively, the following costs: land, design, construction document preparation, bidding, and construction financing.

Facility: Shall mean the site, building(s) and improvements.

Incentives Analysis

- Revenue / Cost Estimates
- Timing of revenues

A	B	C	AI	AJ	AK	AL	AM
INPUT	INPUT	INPUT	(=Q)	(=W)	(=AC)	(=AH)	(AI:AL)
		Identification					Total
Phase	Blk-Lot	Description	Real Property Land	Real Property Building	Real Property Personal	Sales	
2	B1-L1	Bldg 1 - Pad Restaurant	\$ 31,418	\$ 3,123	\$ 937	\$ 50,000	\$ 85,478
2	B1-L1	Bldg 2 - Pad	\$ -	\$ 2,532	\$ 760	\$ 40,000	\$ 43,291
2	B1-L1	Bldg 3 - Retail	\$ -	\$ 1,858	\$ 2,097	\$ 35,500	\$ 39,455
2	B1-L1	Bldg 4 - Retail Sub-Anchor	\$ -	\$ 2,125	\$ 3,284	\$ 45,775	\$ 51,184
2	B1-L1	Bldg 5 - Retail Sub-Anchor	\$ -	\$ 8,124	\$ 13,293	\$ 280,000	\$ 301,417
2	B1-L1	Bldg 6 - Retail Anchor	\$ -	\$ 18,652	\$ 16,142	\$ 336,002	\$ 370,796
2	B1-L1	Bldg 7 - Retail	\$ -	\$ 3,286	\$ 3,180	\$ 62,800	\$ 69,266
2	B1-L1	Bldg 8 - Pad	\$ -	\$ 1,730	\$ 519	\$ 30,000	\$ 32,249
2	B2-L1	Bldg 9 - Retail	\$ 7,639	\$ 6,960	\$ 8,419	\$ 159,600	\$ 182,618
2	B2-L1	Bldg 10 - Pad	\$ -	\$ 3,049	\$ 915	\$ 59,999	\$ 63,963
2	B2-L2	Bldg 11 - Costco	\$ 30,061	\$ 32,477	\$ 43,719	\$ 1,450,009	\$ 1,556,267
Totals			\$ 69,119	\$ 83,915	\$ 93,264	\$ 2,549,686	\$ 2,795,984

Incentives Analysis



2015-07-29A

Incentives Analysis

Rel	Item	Amount Totals	Requested		Staff Recom.		CC Option A		CC Option B	
			%	Amount	%	Amount	%	Amount	%	Amount
A. AD VALOREM TAXES - CITY										
	Land	\$ 59,700	100%	\$ 59,700	100%	\$ 59,700	0%	\$ -	0%	\$ -
	Improvements	\$ 1,700	100%	\$ 1,700	100%	\$ 1,700		\$ -		\$ -
	Business Personal Property	\$ 52,000	100%	\$ 52,000	100%	\$ 52,000		\$ -		\$ -
B. SALES TAXES										
	General Fund	\$ -	#####	\$ -	#####	\$ -	#####	\$ -	#####	\$ -
	EDC	\$ -		\$ -		\$ -		\$ -		\$ -
C. HOTEL OCCUPANCY TAXES										
	Rooms	\$ 180,000	100%	\$ 180,000	100%	\$ 180,000	0%	\$ -	0%	\$ -
	Banquets / etc.	\$ 180,000	100%	\$ 180,000	100%	\$ 180,000		\$ -		\$ -
F. PERMITS & FEES										
	Building Permit	\$ 214,000	100%	\$ 214,000	100%	\$ 214,000	0%	\$ -	0%	\$ -
	Water Impact Fee	\$ 50,000	100%	\$ 50,000	100%	\$ 50,000		\$ -		\$ -
	Sewer Impact Fee	\$ 23,000	100%	\$ 23,000	100%	\$ 23,000		\$ -		\$ -
	Roadway Impact Fee	\$ 19,000	100%	\$ 19,000	100%	\$ 19,000		\$ -		\$ -
	Zoning/Platting/Processing	\$ 89,500	100%	\$ 89,500	100%	\$ 89,500		\$ -		\$ -
	Commercial Plan Review	\$ 500	100%	\$ 500	100%	\$ 500		\$ -		\$ -
	P.W. Plan Review & Inspection-TBD	\$ 32,000	100%	\$ 32,000	100%	\$ 32,000		\$ -		\$ -
G. GRANTS										
	Grant: Paid at building permit	\$ 1,450,000	100%	\$ 1,450,000	62%	\$ 900,000	0%	\$ -	0%	\$ -
	Grant: Paid at C.O.	\$ 950,000	100%	\$ 950,000		\$ 500,000		\$ -		\$ -
	Grant: Paid at C.O.	\$ 500,000	100%	\$ 500,000		\$ 400,000		\$ -		\$ -
GRAND TOTALS										
	Less Amounts Credited:	\$ 1,904,700		\$ 1,904,700		\$ 1,354,700		\$ -		\$ -
	NET GRAND TOTAL:	\$ 214,000		\$ 214,000		\$ 214,000		\$ -		\$ -
	RUNNING GRAND TOTAL:	\$ 1,689,700		\$ 1,689,700		\$ 1,139,700		\$ -		\$ -



380 Agreements

- Adoption Resolution
- Performance based 380 agreement
- Industry, retail, hotel, mixed-use

Ref.	Investments	Year 1	Year 2
1	Real Property	\$	- \$
2	Land		
3	Buildings		
4	Fixed M&E		
5	Site Improvements		
6			
7	Business Personal Property		
8	Mobile M&E		
9	Admin. Equipment		

RESOLUTION NO. _____

A RESOLUTION OF THE CITY OF KELLER, TEXAS, APPROVING A CHAPTER 380 ECONOMIC DEVELOPMENT AGREEMENT, PURSUANT TO CHAPTER 380 OF THE TEXAS LOCAL GOVERNMENT CODE, AND PURSUANT TO THE CITY'S ECONOMIC DEVELOPMENT POLICY, WITH THE TAURUS GROUP LP, TO PROMOTE ECONOMIC DEVELOPMENT AND STIMULATE BUSINESS AND COMMERCIAL ACTIVITY IN THE CITY; ESTABLISHING PERFORMANCE REQUIREMENTS; AND AUTHORIZING THE CITY MANAGER TO EXECUTE SAID AGREEMENT ON BEHALF OF THE CITY.

WHEREAS, Chapter 380 of the Texas Local Government Code authorizes municipalities to establish and provide for the administration of programs that promote economic development and stimulate business and commercial activity in the City of Keller, Texas ("City"); and

WHEREAS, the City Council of the City on April 2, 2013 passed Resolution 3349 establishing the City's *Comprehensive Policy of Guidelines and Criteria for Economic Development Incentives* ("Policy"); and

WHEREAS, the City adopted Ordinance No. 850 on March 4, 1997, and amended same by Ordinance No. 1692 approved on May 6, 2014, providing for the levy, assessment and collection and disposition of a hotel occupancy tax, pursuant to Chapter 351 of the Texas Tax Code; and

WHEREAS, the City desires to attract high-quality long-term investment and the creation of new jobs and to stimulate business and commercial activity in the City; and

WHEREAS, the City desires to protect and enhance the City's fiscal ability to provide high-quality municipal services for the residents and businesses in the City; and

WHEREAS, the City has concluded and hereby finds that the Chapter 380 Economic Development Program Agreement ("Agreement") attached hereto as Exhibit A, promotes economic development in the City and, as such, meets the requisites under Chapter 380 of the Texas Local Government Code and the Policy, and further finds it is in the best interest of the City; and

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF KELLER, TEXAS, THAT:

SECTION 1.

The facts and recitations contained in the preamble of this Resolution are hereby found and declared to be true and correct and are incorporated herein in their entirety.

Incentives Tracker

- Keep track of incentive agreements
- Major criteria, dates, etc.
- Who was involved in them

Incentives Tracking Matrix									
Project NAME HERE		Address		City Team:		Business / Developer Team			
Business Info				A. Greg Last, ED Director		A.			
Developer Info				B.		B.			
Notes: • 2015-08-09									
Resolution / Ordinance		Approving / Adopting		CC Approvals		Other Approvals		City Team	
Resolution XX-XXX		Chapter 380 Agreement		2015-06-03		4B 2015-08-09		A, C	
Page	Section	Performance Requirements:				Notes / Critical Dates:			
23	5.A.1.1	•				•			
		•				•			
		•				•			
		•				•			
		•				•			
Page	Section	Incentives:				Notes / Critical Dates:			
		•				•			
		•				•			
		•				•			
		•				•			
		•				•			

Property Enhancement Policy

- Matching grant to enhance properties
- Facades / windows
- Landscape / lighting
- Drives / parking
- Signs



Hotel Occupancy Tax Policy

- Statutory limitations
- Desired uses of funds
- Administrative proc.
- Application

Lake Worth, Texas
Hotel Occupancy Tax Policy



WHEREAS, upon full review and consideration of this Hotel Occupancy Tax Policy (Policy), the City Council of Lake Worth, Texas (Council) is of the opinion that this Policy will assist in implementing programs whereby Tourism and the Convention and Hotel Industry and will be stimulated in the City.

BE IT KNOWN, that the Council on March 13, 2018 approved Resolution 2018-08 adopting the following guidelines and criteria as the City of Lake Worth's Hotel Occupancy Tax Policy.

Section 1. Introduction & Goals

It is the intent of this Policy to provide guidelines and criteria, requirements, and procedures to evaluate and approve any HOT Funds deemed necessary by the City to promote Tourism and the Convention and Hotel Industry in the City. Nothing herein shall imply or suggest that the City is under any obligation to provide any HOT Funds to any Applicant. The Council retains the right to evaluate applications and grant HOT Funds, if any, as deemed appropriate on a case-by-case basis without the necessity of amending any contrary provisions of this Policy. Following are the goals of this Policy:

- 1.1. When in the best interests of the City, provide HOT Funds to applicants to promote Tourism and the Convention and Hotel Industry in the City;
- 1.2. Support Programs and Events that bring Visitors to the City;
- 1.3. Fund facilities that encourage and support attracting Visitors to the City; and
- 1.4. Ensure that all policies, procedures and any resulting Performance Agreements related to the use of HOT Funds shall comply with all applicable state statutes.

Section 2. Definitions

The following definitions shall apply to the terms used in this Policy. *Definitions taken or adapted from Chapter 351 of the Texas Tax Code (Code).

Applicant: Shall mean the person(s) signing the Application.

Application: Shall mean the Application for HOT Funds as maintained by Staff.

Authorized Representative: Shall mean the Person having the capacity and authority to sign legal agreements on behalf of the applicable Party.

City: The City of Lake Worth, Texas.

Code: Shall mean Chapter 351 of the Texas Tax Code.

Convention Center: Shall mean facilities that are primarily used to host conventions and meetings, including civic centers, civic center buildings, auditoriums, exhibition halls, and coliseums that are owned by the City or other governmental entity or that are managed in whole or in part by the City.*

Council: The City Council of the City.

Documentation: Shall mean detailed invoicing from contractors and evidence of payments made, along with proof of completed construction.

Eligible Expense: Shall mean an expense meeting the requirements noted in Section 3 of the Policy.

Event: Shall mean an event held within the City limits having broad appeal and interest by attendees both from the City and Visitors.

Best Practices Assessment

Formal written report:

- Operations
- Marketing
- Website
- Incentives



Jacksboro, Texas
Economic Development Corporation

Updated: 2020-01-23

Name: Greg Last
Joe Telle, Chief Executive Officer
Agency: EDP and Partners, LLC
Work: 817-792-8156
Email: greg@edpartners.com
Web: www.edpartners.com
Address: 4009 Shad Creek Lane
Colleyville, TX 76034

City: Colleyville
State: TX
Zip: 76034

Phone: 817-792-8156
Fax: 817-792-8156

Website: www.edpartners.com

Facebook: [Link]
Twitter: [Link]

Services:
☐ Broker
☐ Site Consultant
☐ Developer
☐ Project Manager
☐ Real Estate
☐ Other: []

Publications:
☐ City Council
☐ Board
☐ VISA Local
☐ Other: []

Events:
☐ Trade Show
☐ Holiday Card
☐ Other: []

Other:
☐ Other: []

Economic Development - Incentives

The City of Colleyville provides comprehensive incentives to retain and attract desired businesses on a case-by-case basis. The policies related to incentives are administered through the Department of Economic Development. Following are brief overviews of the current policies and links to download the policies and their related applications.

We highly recommend that you contact the Director of Economic Development to discuss your proposed project to evaluate the best approach to resolving your needs.

Incentives Policy

The Incentives Policy describes the terms and conditions under which the City of Colleyville will consider incentives. It also describes the administrative processes and approvals necessary for granting incentives. Following are example incentives that may be considered.

- Ad Valorem taxes
- Sales tax grants
- Fee reductions
- Employment assistance
- State Incentives assistance

Application: Download the application for incentives.

City Departments
Select a Department

Econ. Devel. Home
[Existing Businesses](#)
[Property Searches](#)
[Incentives](#)
[Resources](#)
[Mapping](#)
[Codes & Regulations](#)
[Communications](#)
[Helpful Links](#)

Econ. Dev. Action Plan

- SWOT Analyses for City and Department
- Evaluate allocations of time / duties
- Goals & Objectives
- Prioritize / Schedule



RICHLAND HILLS

ECONOMIC DEVELOPMENT

Economic Development Work Plan
DRAFT: April 9, 2015



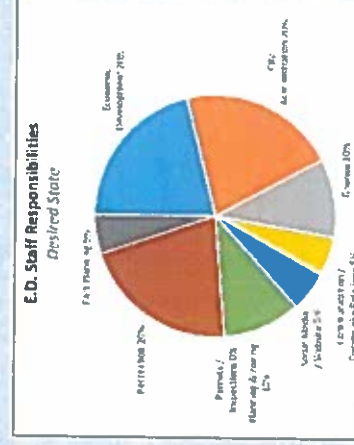
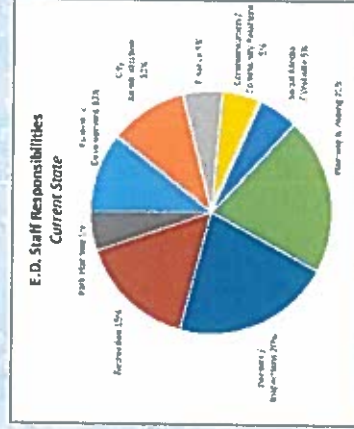
City Council and
Richland Hills Development Corporation

Bill Agan, Mayor
Roland Goveas
Allison Barrette

Prepared by:
FRP Best Practices, LLC
Greg Last, CEO
FRPbestpractices.com

Participating Staff:
Eric Strong, City Manager
Jason Moore, Asst. City Manager
RichlandHills.com

Participating Staff:
Robert DeSoto
Beverly Williams
Edward Lopez



Performance Dashboard

#	%	Business Data	Projects	Business Council
1,420	100%	Current Businesses in database	Sept	1 # of Meetings [6]
895	63%	Updated < 3 years old [65%]	Apr	13 # of Attendees
274	19%	Updated 3-6 years old		72% % Member Attendance
188	13%	Updated 6-10 years old	5%	14% % Ex-Officio Attendance
63	4%	Updated > 10 years old	10%	DFW Marketing Team
140	10%	Restaurants [145]	100%	1 # of Meetings / Activities
289	20%	Retail businesses [300]	Done	1 # Attended
29	# FY New Businesses [100]		Participate in Leadership Forum	100% % Attendance [75%]
4	# New Biz Lists sent [12]			Executive Forum
655	# People sent the New Biz List monthly			3 # of Meetings
		Business Support	# Contacts	3 # Attended
6	# of Local Business Reports [16]		4 223 Community Presentations	100% % Attendance
3	# of One Minute Business Surveys sent [10]		1 23 SPIN Presentation [1]	Updated Maintain These Resources
13%	Response Rate for OMB Surveys		0 0 Business Roundtables [2]	9/12 Guide to Marketing
2	# of respondents to New Business Survey		1 27 Developer's Forum w/CC [1]	12/12 Meeting Accommodations
35,000	# Shopping & Dining Guides produced		1 150 NTCAR Trade Show [1]	1/10 Aerial/Zoning Map
24,016	# Shopping & Dining Guides distributed			4/11 Trade Show Aerial
90%	Estimated Retail Occupancy Rate [90%]			10/12 Fast Facts
90%	Estimated Office Occupancy Rate [90%]		7 423 Totals	4/10 Historical Incentives Sum
Avg	Businesses.com Website		Leads / Activities	4/10 Potential Incentives Sum
533	# Pageviews/month [400]		20 # of Broker-Net Requests	11/12 Land Sites Summary
294	# Unique Pageviews/month		100% % sent out in 24 hrs [100%]	10/12 EDT Dept Overview PPT
10	# Site Aerials developed/updated			10/12 City Overview PPT
100%	% within 48 hours			100% Sites.com [100%]
		Business Events	# Prospect Summary	Hold Traffic Count Report
10	# COC events participated in [15]		6 Potentially interested / broker rumor	Hold Commercial Prop Summary
8	# CMO/CC business visitations [24]		2 Serious, but not engaged with ED	Hold Residential Relo Report
0	# of Business Roundtables held [2]		34 Actively engaged, discussing options	Hold Residential Relo PPT
0	# of Businesses Attended		5 On hold / pending / dead	11/11 Census Report
			7 Located here	Hold Fee Estimator

Dashboard – Feeder Sheets

[illegible]

Dashboard - Prospect Tracking

Prospect Summary						ED Prospects-1: 2013-12-12	
1 = Potentially interested / broker rumor		3 = Actively engaged, discussing options		5 = Located Here			
2 = Serious, but not engaged with ED		4 = On hold / pending / dead		6 = Located elsewhere			
CONFIDENTIAL							
1	2	3	4	5	6	Prospect	Notes
			1			1,000 sf Sports Nutrition store	BN sent 2012-05-29, LM requesting update
			1			1,200 sf Medical Lease-Phyllis Garcia	BN sent 2012-05-12, said it was dead but may come back
		1				1,200-1,500 sf office / utility grp - J Gray	BN Sent 2013-01-27
		1				1.5-2 acres for MOB - J Gray	BN Sent 2013-01-25
		1				15,000-20,000 sf office - CL	2013-01-28, call center, sent out BN
		1				2,500 sf Women's clothing-Lisa Dean	BN sent 2012-05-15, said she would call back
		1				5-6,000 sf office purchase - J Gray	BN Sent 2013-01-26
			1			7,000 sf Medical Office - DL	BN sent 2012-09-13, LM requesting update
			1			Bank Site - Sharon Williams	BN sent 2012-10-26, LM requesting update
1						Blue 32 Sports Grill	
		1				Braums	
		1				Brittan Tract	
		1				Brunswick Group	Newquest performing due diligence
		1				Chair King	
1						Champs	
	1					Chuys	Working with Greenway on Carroll Corner
		1				Conference Center	Carillon, Turn 4, Servicestar
				1		Del Frisco	TSQ working with, plan to build on Carroll corner
		1				Dan's Sporting Goods	Evaluating options with developers
				1		Forest Park Medical Center	
1						Fox and Hound	

Jacksboro, Texas
Economic Development Corporation

- Prospects, queries, follow-ups, marketing

Shared File Directory Organization

Identify - Outline - Structure - New

#Old Structure
 Advertising
 Agreements
 Allies
 Board Mtg
 City Mtg
 Current Proj
 Developer Forum
 Developments
 DFWMT
 Financial
 Marketing
 Memo Form
 Newsletter
 Old Projects
 Payroll
 Sarah
 Staff
 TEDC
 Trade Shows

Reorganized Directory Outline
 Admin
 Financial
 Payroll
 Staff
 Agencies
 Sarah
 Allies
 DFWMT
 TEDC
 TxDOT
 Developments
 Agreements
 Current Projects
 Old Projects
 Forms
 Memo Form
 Marketing-Promotion
 Advertising
 Marketing
 Newsletter
 Trade Shows
 Meetings
 Board Meetings
 City Mtgs
 Developers Forum

#New Structure
 Admin
 Financial
 Payroll
 Staff
 Sarah
 Agencies
 Allies
 DFWMT
 TEDC
 Developments
 Agreements
 Current Proj
 Old Projects
 Forms
 Memo Form
 Marketing-Promotion
 Advertising
 Marketing
 Newsletter
 Trade Shows
 Meetings
 Board Mtg
 City Mtg
 Developer Forum

#New Structure
 Admin
 Agencies
 Developments
 Forms
 Marketing-Promotion
 Meetings

Efficient File-Naming Standards

-  Incentive Agreement 2013-03-14 Draft-02
-  Incentive Agreement 2013-03-18 Draft w Bobs notes
-  Incentive Agreement 2013-03-20 Sent to legal
-  Incentive Agreement 2013-03-20 Sent to legal-CLEAN
-  Incentive Agreement 2013-03-20 Sent to legal-REDLINE
-  Incentive Agreement 2013-04-06 Legal markups
-  Incentive Agreement 2013-04-08 CC Exec Session
-  Incentive Agreement 2013-04-08 Draft
-  Incentive Agreement 2013-04-08 Final for signatures
-  Incentive Agreement 2013-04-08 SIGNED

Engaging the Board

- Providing direction for policies
- Participating in business retention programs
- Basic research on existing businesses
- Developing contacts
- Business survey questions / results
- Develop website info
- Develop RFP response info
- Identifying available real estate

EDO Board Action Plan

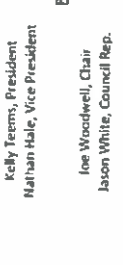
- Election / Formulation
- Past projects
- SWOT analyses
- Goals & Objectives
- Prioritization

Mission: The mission of the Bartonville Community Development Corporation is to retain and attract businesses that meet the vision and standards desired by the Community.					
1.D Goal: Generate increases in Ad Valorem and Sales Tax revenues - (REV)					
Objectives:					
A	Provide support for existing developments	Timing	Resp	%	Notes
B	Continue redevelopment of the "Corner" tract	1	Board		•
		1	Board		•
2.D Goal: Increase the education and training of Staff and Board members - (EDU)					
Objectives:					
A	Provide info on the importance of supporting existing businesses attracting new businesses	Timing	Resp	%	Notes
		1	Staff		• For CC and community groups
B	Provide training to the Board regarding the development process, existing Zoning, Future Land Use Plan and EII of the Town.	1	Staff		• Understand nomenclature, impacts on various properties, zoning, platting, approval process
C	Continue Board training regarding the Bylaws	1	Staff		• Staff / Board Attorney

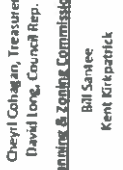


Gunter Economic Development Corporation
2019 Action Plan
 Approved June 6, 2019











Prepared By
 Economic Development Corporation
 Cheryl Cohagan, Treasurer
 David Long, Council Rep.

Planning & Zoning Commission
 Bill Santee
 Kent Kirkpatrick
City Council
 Jason White
 Spencer Marks

Contributor Staff
 Lee Lawrence, City Manager
 Jessica Perkins, Asst. City Manager
www.GunterTX.org

Assigned By
 EDP Best Practices, LLC
 Greg Last, CEO
www.EDPbestPractices.com

Board Training

- **Introduction to Economic Development**
- **Development Processes & Incentives**
- **Business Retention & Expansion Overview**
- **Local Incentives Overview**
- **Incentive Policies, Analysis, Agreements**
- **Everything an Economic Developer Should Know About Planning & Development**

Board Retreat Participation

- SWOT analyses
- Goals & Objectives
- Prioritization



Community & Economic Development Corporation

FY 2015-16 Priorities
September 12, 2015



Rank	Score	Highest	Neutral	Lowest	Objectives	Goal
1	5.00	7			Identify opportunities for new businesses and market appropriately	(M&P)
1	5.00	7			Attract new businesses that generate sales taxes	(M&P)
3	4.43	4	2	1	Develop and implement a BRE Program	(BRE)
3	4.43	5	1	1	Develop Redevelopment Plan / Policy	(POL)
3	4.43	3	4		Enhance visibility of commercial uses along corridors	(INF)
6	4.00	3	2	1	Develop "short-list" of E.D. metrics	(ADM)
6	4.00	1	5	1	Develop and implement a Marketing Plan	(M&P)
6	4.00	3	2	1	Develop plans to enhance sustainable diversity in businesses	(PART)
9	3.86	4	1	1	Support progress on Master Plan development	(POL)
10	3.43	1	2	3	Review and develop the appropriate identity	(M&P)
11	3.29		3	3	Continue efforts to enhance relationships with City Council / Staff / Board members	(PART)
11	3.29	1	2	2	Complete the 2015 Retreat and implement objectives	(ADM)
13	3.14		3	2	Develop community "buy-in" regarding CEDC efforts	(M&P)



2015 Retreat Summary
October 1, 2015

of the
Decatur, Texas
Economic Development Corporation



Decatur Economic Development Corporation

Jason Wren, President
Jay Davidson, V.P. / Councilmember
Matt Joiner
Marin Woodruff, Mayor
Randy Bowker, Councilmember

Contributing Staff:

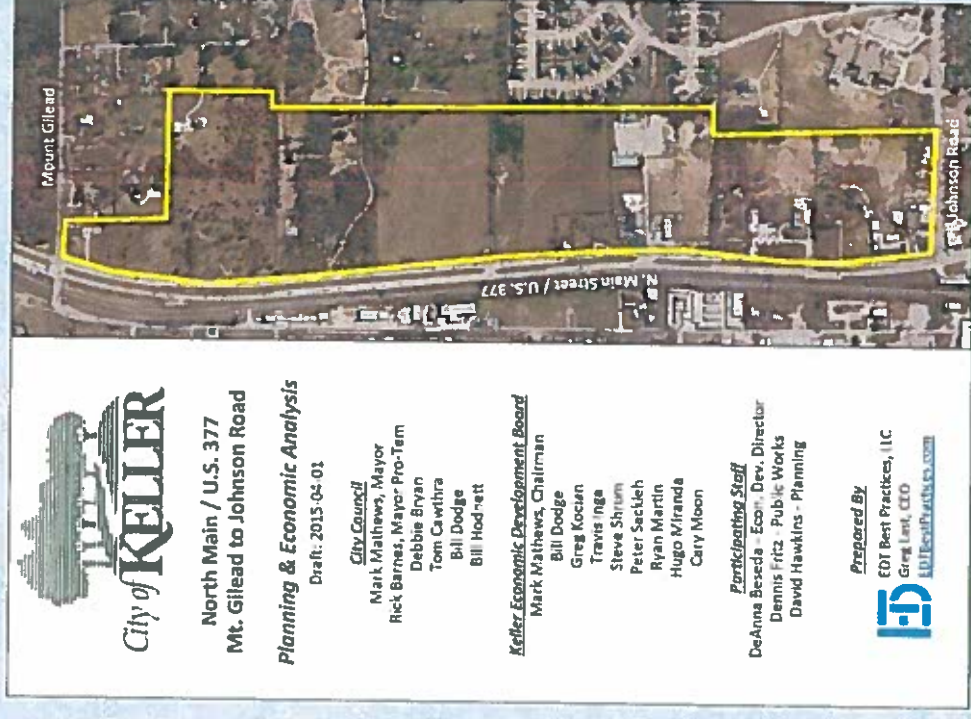
Brett Shannon, City Manager
Mary Poche, Exec. Director
Ida Mae Burnett

Facilitated by:

EDT Best Practices, LLC
Greg Lust, CEO
www.EDTBestPractices.com

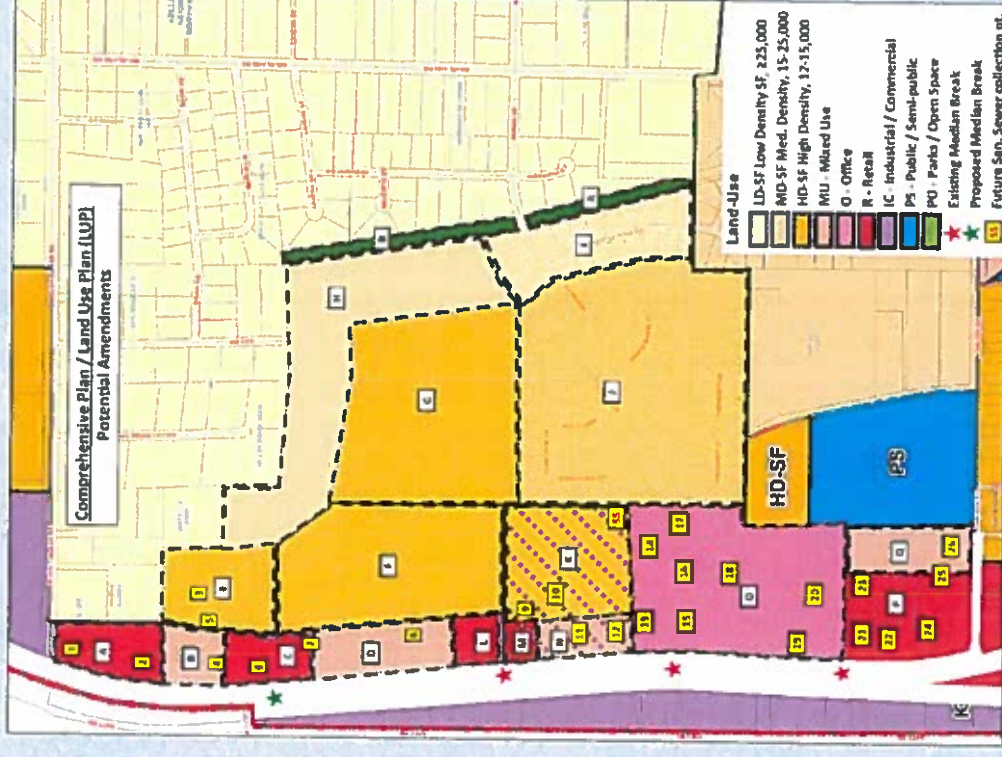
Keller – N. Main 100 Acre Analysis

- Existing uses / owners
- Zoning / Future LUP
- Appraised values
- Water / sewer utilities
- Topography
- Redevelopment
- Recommendations



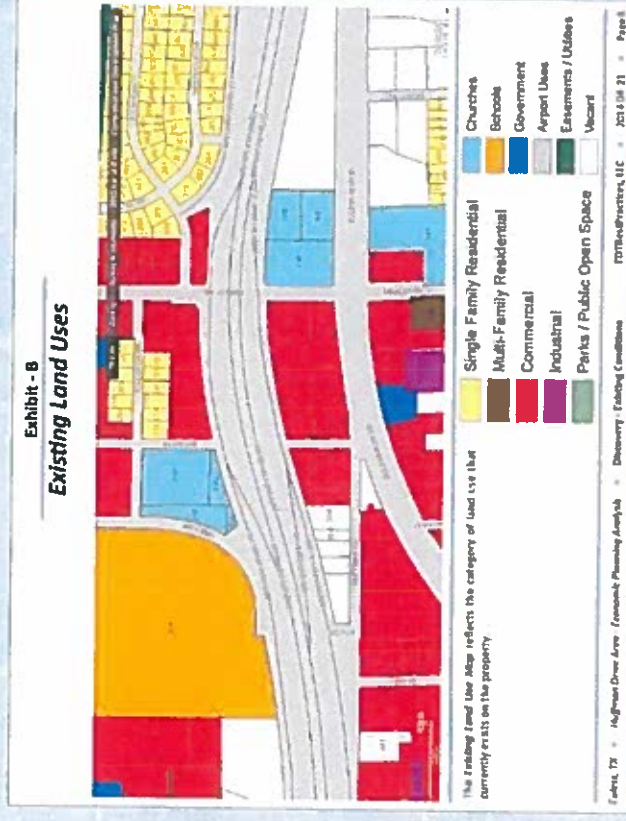
Keller – N. Main 200 Acre Analysis

- Recommended FLUP amendments
- Median breaks
- Roadway alignments
- Utility extensions
- Municipal incentives



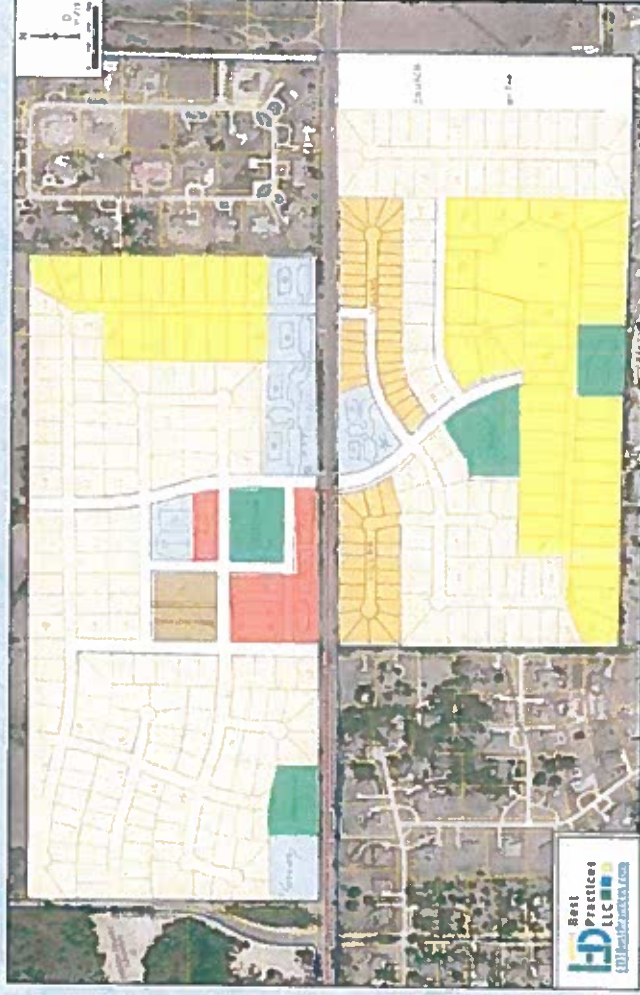
Euless – Highway Expansion

- Hwy expansion taking out several buildings
- Evaluate ROW, utilities, ownerships
- Propose Concept Plan for redevelopment



Copper Canyon – 200 Acres

- Town Center
- Evaluate land uses
- New Concept Plan



Town of
COPPER CANYON

Town Center
Planning & Economic Analysis
January 8, 2015



Town Council

Sue Tejml, Mayor
Jeff Mangum, Mayor Pro-Tem
Steven Hill, Deputy Mayor-Pro-Tem

Charlie Nicholas
Valerie Cannaday
Darrin Peterson

Participating Staff:

Donna Welsh, Town Administrator
Shelia Morales, Town Secretary

Prepared by:

EDT Best Practices, LLC
Greg Last, CEO
EDTBestPractices.com

Wayfinding

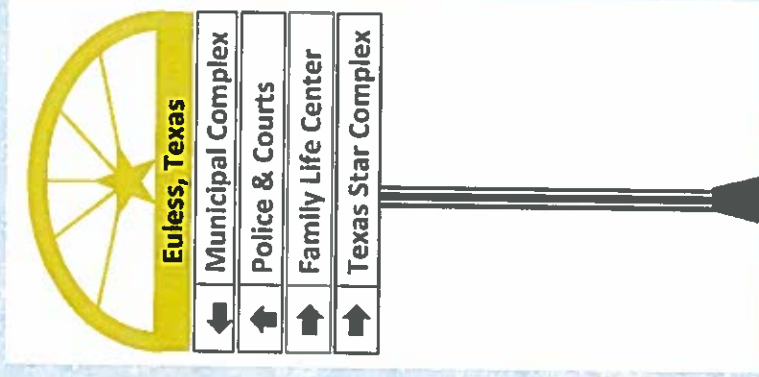
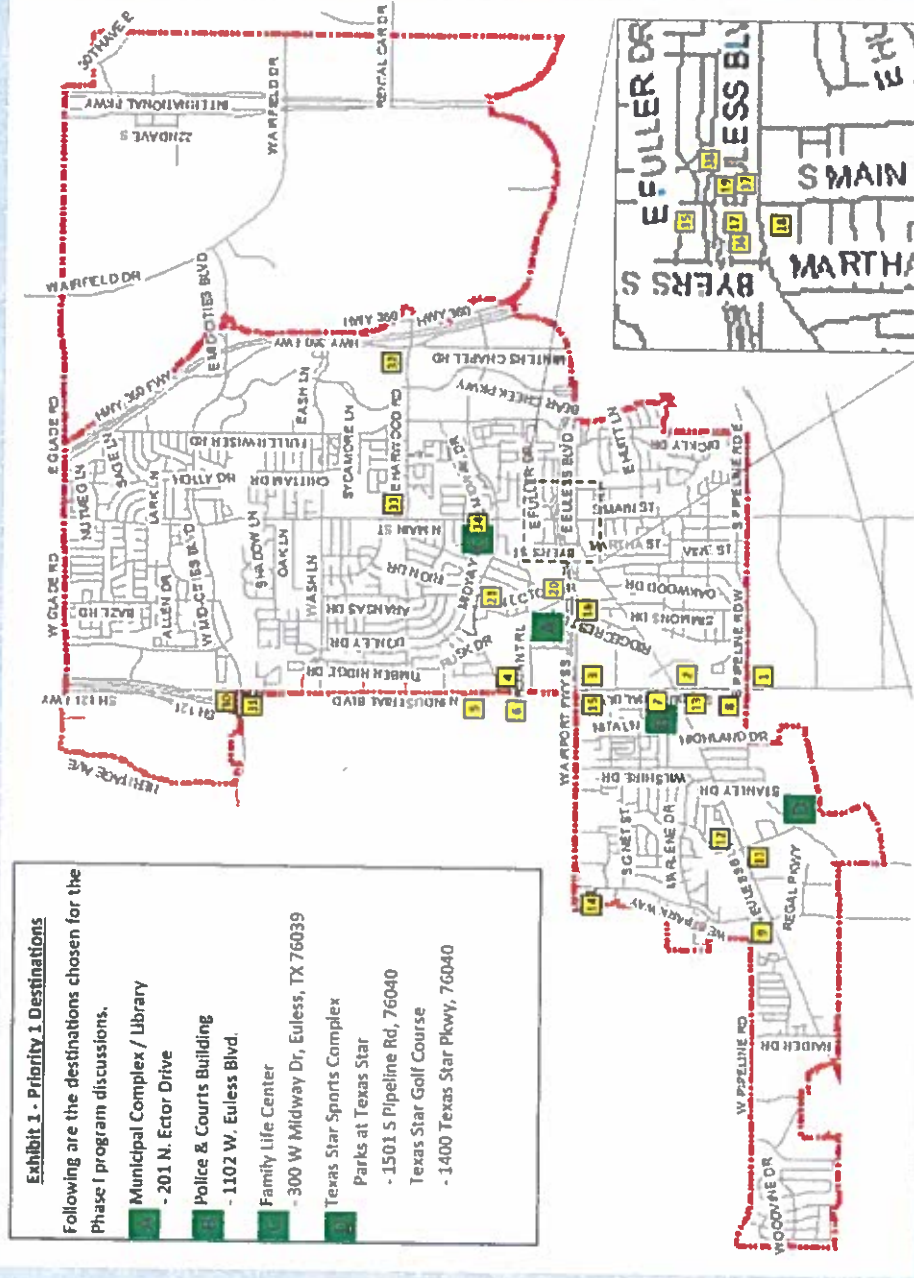


Exhibit 1 - Priority 1 Destinations

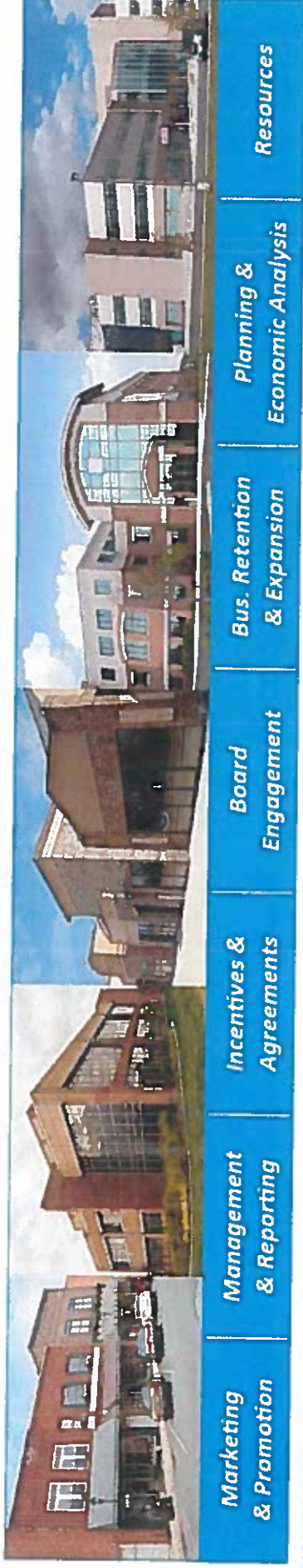
Following are the destinations chosen for the Phase 1 program discussions.

-  Municipal Complex / Library
 - 201 N. Ector Drive
-  Police & Courts Building
 - 1102 W. Eules Blvd.
-  Family Life Center
 - 300 W Midway Dr, Eules, TX 76039
-  Texas Star Sports Complex
 - Parks at Texas Star
 - 1501 S Pipeline Rd, 76040
 - Texas Star Golf Course
 - 1400 Texas Star Pkwy, 76040



Board / Staff Training

- Introduction to Economic Development
- Board Roles & Responsibilities
- The Development & Incentives Process
- BRE Programs Overview
- Local Incentives Overview
- Incentive Policies-Analysis-Agreements
- Everything an Economic Developer should know about Planning and Development



www.EDPBestPractices.com

- E.D. Statutes / Codes
- Example documents
- Case Studies
- Service Profiles available





TO: TIRZ Board
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: Façade Grants

Consider, discuss and act upon request for Façade Grant,

- 1.) Grupido
- 2.) Meguire

Action: Approve or Deny

FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION (4A)

FARMERSVILLE FACADE GRANT APPLICATION

Date of Application: FEB 21, 2020

Applicant

Name: CHRIS / HEATHER GRUPIDO - HCG RESTAURANT GROUP LLC

Business Name: CHARLIES / MR JIMS

Business Street Address: 201 S. HAMILTON

City: FARMERSVILLE State: TX Zip Code: 75442

Telephone: — Cell Phone: 469 525 1051

Email Address: CLGRUPIDO@GMAIL.COM

Business Owner (if different than above):

Name: CHRIS / HEATHER GRUPIDO - HCG RESTAURANT GROUP

Business Name: CHARLIES / MR JIMS

~~Business~~ ^{Home} Street Address: 9471 CR 2470

City: POYSE CITY State: TX Zip Code: 75789

Business Telephone: — Cell Phone: 469 525 1051

Email Address: CLGRUPIDO@GMAIL.COM

Property Owner (if different than above):

Name: CHRIS / HEATHER GRUPIDO

Business Name: HCG REALTY AND DEVELOPMENT

Street Address: 9471 CR 2470

City: POYSE CITY State: TX Zip Code: 75789

Business Telephone: — Cell Phone: 469 525 1051

Email Address: HCGREALTYANDDEVELOPMENT@GMAIL.COM

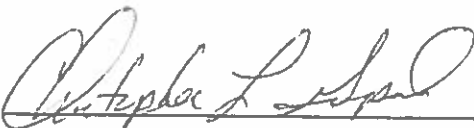
Describe the type of improvement COMPLETE FAÇADE REPAIR, WINDOWS,
ROOF, ETC. SIGNAGE FOR BOTH BUSINESSES, PARKING
LOT AND BUILD OUT FOR CHARLIE'S AND MR JIM'S
OCCUPANCY

Attach set of site plans drawn to scale and before photos. Note final plans drawn to scale will be required prior to final approval.

Attach one (1) estimate of the total cost of improvements. To the best of our knowledge the above information is accurate as provided:

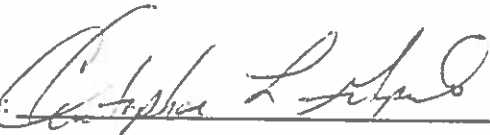
Applicant:

Name (please print): CHRIS GRUPIDO

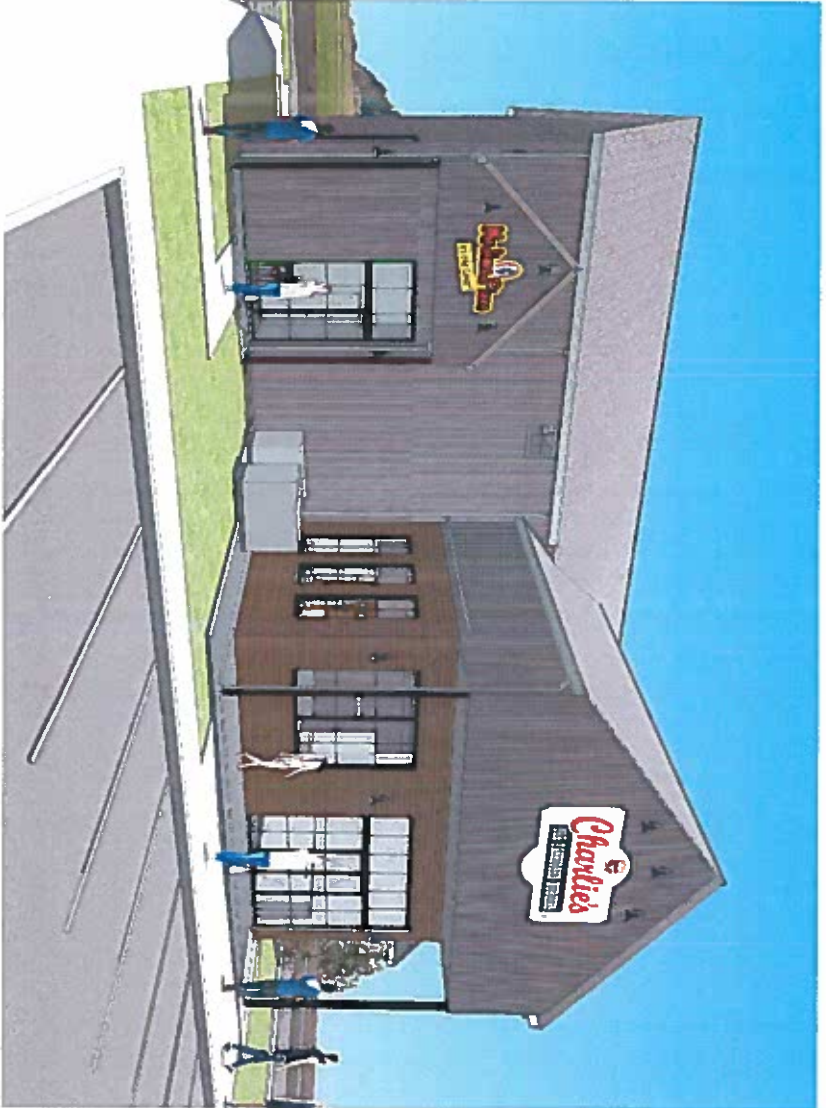
Signature:  Date: 2/21/20, 20__

Building Owner Approval of Application:

Name (please print): CHRIS GRUPIDO

Signature:  Date: 2/21/20, 20__

Please see the Façade Grant Policy and Guidelines for other required documents to be included with your application. By signature above the applicant acknowledges receipt of and agrees to abide by and be subject to the terms and conditions of the Façade Grant Policy and Guidelines.



Kevin D. Meguire
President Meguire Properties LLP
301 McKinney St
Farmersville TX, 75442

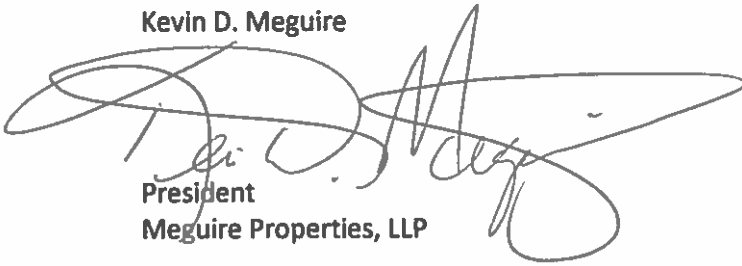
Dear Board Members of the Farmersville EDC, please accept our application for the available 2020 façade grant relative to 301 McKinney St which dates back pre fire of 1935 someplace in the mid 1880's. We are planning on doing many renovations but the primary renovation will be replacing the exterior siding with new hardy board siding along with trim on the windows etc., painting it to period colors also included will be gutters and leveling of the home prior to work beginning. We also plan on replacing the south east sign, replace parking area, remove all exterior AC units and put central air on the second floor. If funds permit we also intend to look at putting the dormers back into the 3rd floor.

We will have our bids in very soon.

Respectfully,

Kevin D. Meguire

President
Meguire Properties, LLP

A large, stylized handwritten signature in black ink, appearing to read 'Kevin D. Meguire', is written over the printed name and title.

FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION (4A)

FARMERSVILLE FACADE GRANT APPLICATION

Date of Application: 7-9-2020, 20 20

Applicant

Name: Mequire Properties LLP. Kevin D. Mequire

Business Name: Mequire Professional Building-

Business Street Address: 301-McKinney St.

City: Farmersville State: Tx Zip Code: 75442

Telephone: _____ Cell Phone: 972-984-0848

Email Address: KMequire@mequirecpa.com

Business Owner (if different than above):

Name: _____

Business Name: _____

Business Street Address: _____

City: _____ State: _____ Zip Code: _____

Business Telephone: _____ Cell Phone: _____

Email Address: _____

Property Owner (if different than above):

Name: _____

Business Name: _____

Street Address: _____

City: _____ State: _____ Zip Code: _____

Business Telephone: _____ Cell Phone: _____

Email Address: _____

Describe the type of improvement *New Exterior siding and paint.
*New Parking lot. *Possible re-addition of 3rd Floor and
*New East Facing Sign. Dormers.

Requesting max \$25K-scope of work will be well above \$50K
have 3 contractors working on finalized bids.

Attach set of site plans drawn to scale and before photos. Note final plans drawn to scale will be required prior to final approval.

Attach one (1) estimate of the total cost of improvements. To the best of our knowledge the above information is accurate as provided:

Applicant:

Name (please print):

Kevin D. McGuire

Signature:



Date:

7-9-2020

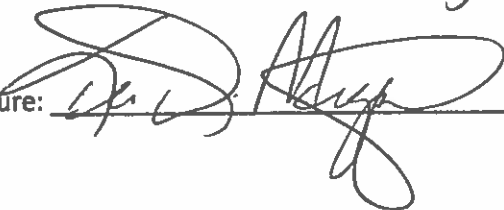
, 20

Building Owner Approval of Application:

Name (please print):

Kevin D. McGuire

Signature:



Date:

7-9-2020

, 20

Please see the Façade Grant Policy and Guidelines for other required documents to be included with your application. By signature above the applicant acknowledges receipt of and agrees to abide by and be subject to the terms and conditions of the Façade Grant Policy and Guidelines.



TO: EDC 4A Board
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: Atmos

Consider, discuss and act upon request for gas service for Home Grown Plants

Action: Approve or Deny



TO: EDC 4A Board
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: Collin/Farmersville Parkway

Consider, discuss and act upon funding related to Collin/Farmersville Parkway

ACTION: Approve or Deny

Daphne Hamlin

From: Ben White
Sent: Monday, July 13, 2020 4:12 PM
To: Daphne Hamlin
Subject: 4A Agenda

Daphne, please add the following background information to the 4A agenda concerning the Farmersville Parkway project. Thanks!!

Farmersville Parkway Project

1. RPM Construction received the bid. \$3.519M.
2. Overall project cost: \$4.153M (includes everything). \$488K above available funds for base bid.
 - a. \$1.75M TIRZ
 - b. \$1.88M Collin County
 - c. \$3.665M Total
3. Add/alternates items:
 - a. Alternate, Decorative stop signs: \$25.2K
 - b. Alternate, Sod in medians: \$19.3K
 - c. Alternate, Sod on ROW not including median: \$70.5K
 - d. Add, Split PVC Casing over Existing Water Lines: \$33.5K
 - e. Add, City Light Fixtures in Median: \$50.6K
 - f. All add/alternates: \$199K
4. Options
 - a. Cut scope, no available funds necessary.
 - b. Remove section north of intersection: \$260K, 400 feet. Split reminder between 4A and TIRZ.
 - c. Remove section north of intersection: deduct \$260K, 400 feet. Add new section east of project on Farmersville Parkway: Add \$260K, 400 feet. No change in cost. Split reminder between 4A and TIRZ.
 - d. Shorten east/west pavement, west of Welch: \$228K, 350 feet. Split reminder between 4A and TIRZ.
 - e. Arrange for cost sharing between 4A and TIRZ, 50/50, \$244K for each 4A and TIRZ. **TIRZ Board recommendation.**
 - f. Arrange for additional TIRZ bond and fund up to add/alternates.
 - g. Any variation between options.

Sincerely,

Benjamin (Ben) L. White, P.E., CPM
City Manager/Public Works Director
City of Farmersville

205 South Main Street, Farmersville, Texas 75442
Work: 972-782-6151, Mobile: 972-822-7044, Facsimile: 972-782-6604
Email: b.white@farmersvilletx.com, Website: www.farmersvilletx.com



TO: EDC 4A Board
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: Internet providers

Receive update on internet providers

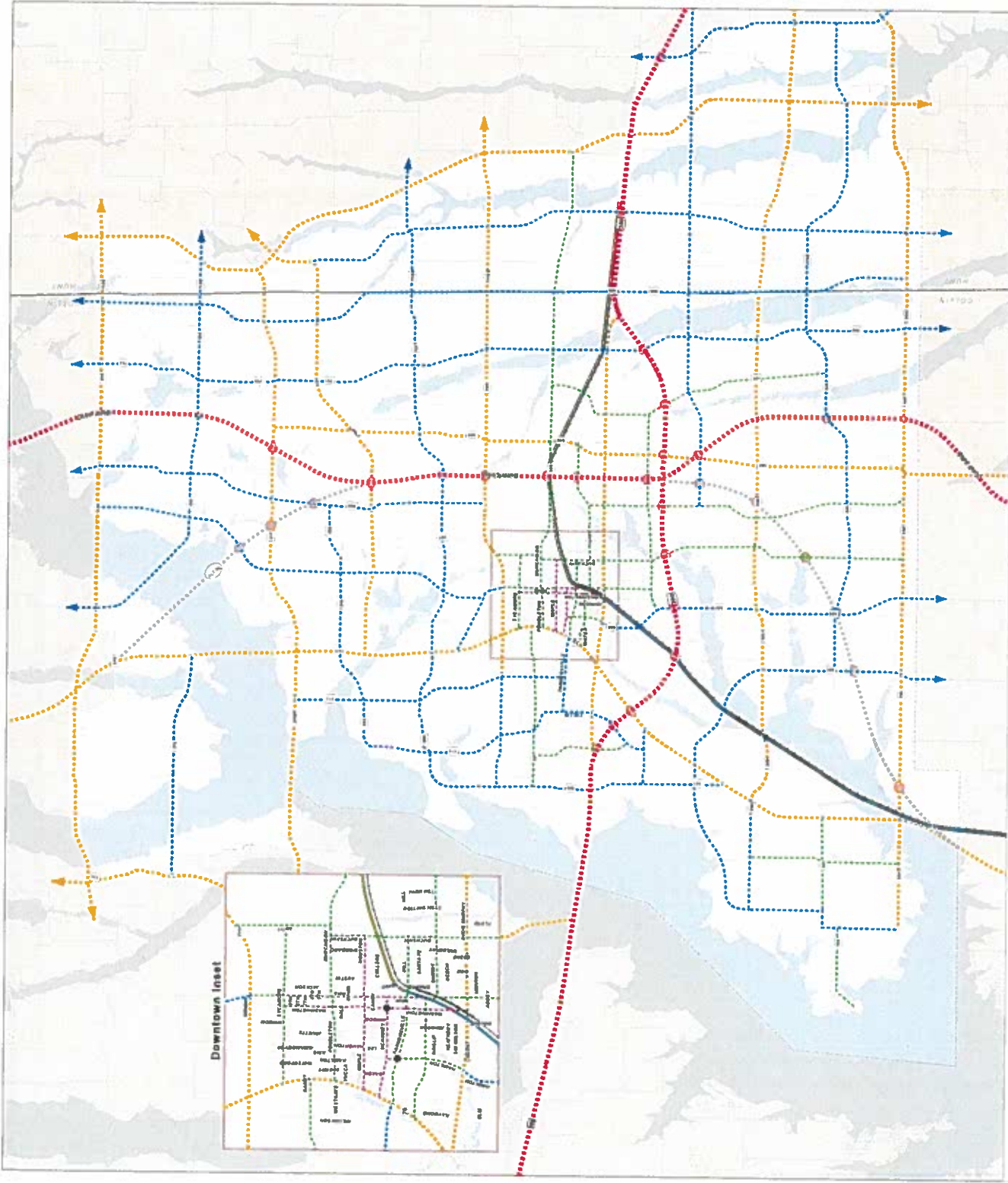
ACTION: No Action informational item only



TO: EDC 4A Board
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: Land Use/Thoroughfare Plan

Review Land Use/Thoroughfare Plan

ACTION: No action required





Farmersville
DISCOVER A TEXAS TREASURE

2020 Major Thoroughfare Plan

Thoroughfare Classifications

- Limited Access Highway
- Hwy 78 Alternative Alignment
- Principal Arterial (4-6 lanes)
- Major Arterial (4 lanes)
- Collector (2-3 lanes)
- Downtown Street Context

Other Designations

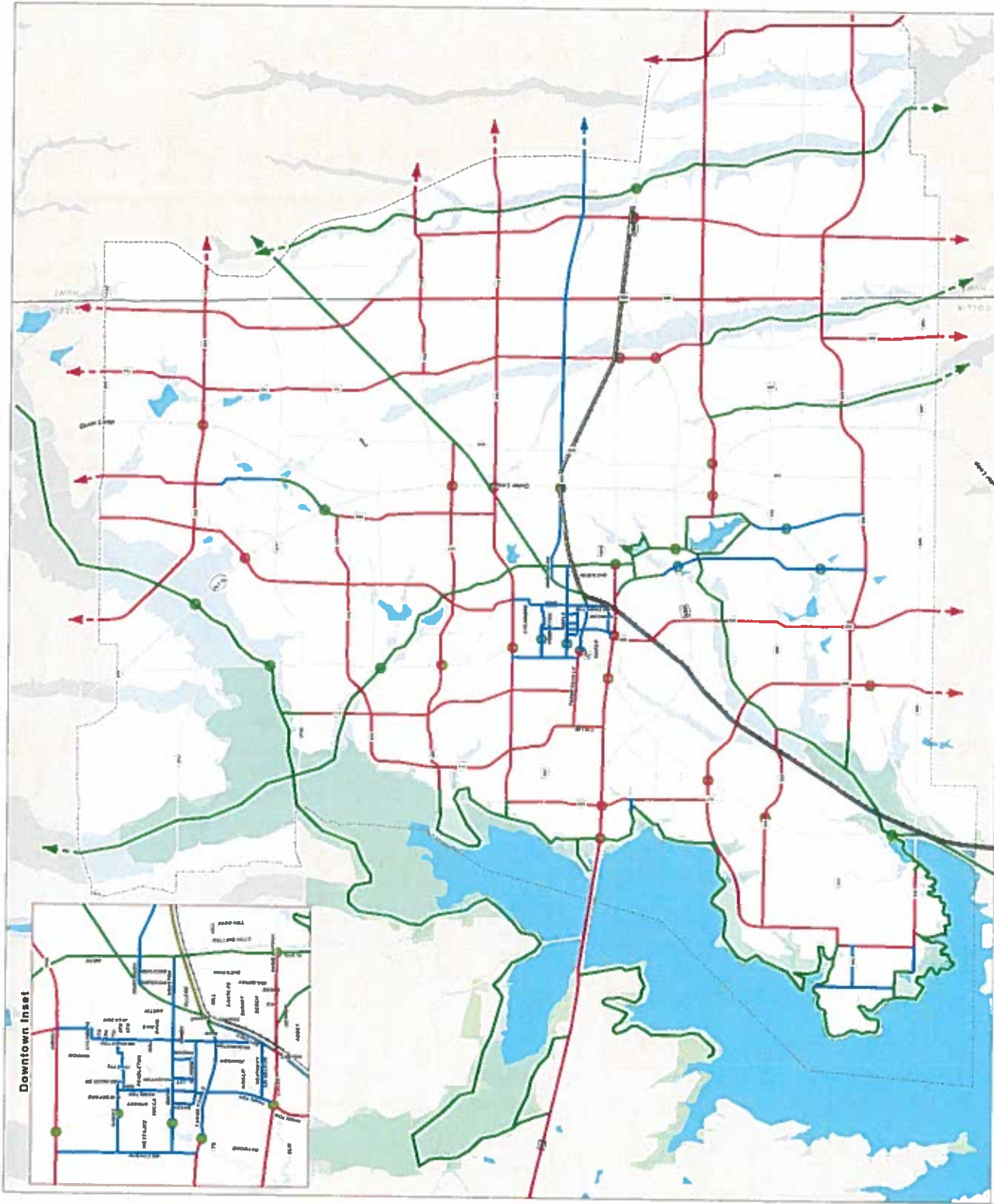
- Downtown Street Intersection
- Future Commuter Rail Extension
- Future Spur
- Town Center
- Grade Separation

Other Designations

- Eventual City Limit
- Railroads
- Floodplain

Sources: Collin County, NCTCOG, FEMA
Date Prepared: June 2020

Kimley-Horn



Downtown Inset

- Bicycle-Pedestrian Facilities**
- Trail
 - Shared-Use Path
 - Bikeway
 - Major Bike-Ped Crossing
- Thoroughfare Classifications**
- Highway/Hwy 78 Alternative Alignment
 - Principal/Major Arterial
 - Collector/Downtown Street Context
- Other Facilities**
- Future Commuter Rail Extension
 - Future Spur
 - Town Center
 - Eventual City Limit
 - Lakes
 - Parks
 - Floodplain
 - Railroads



Sources: Collin County, NCTCOG, FEMA
Date Prepared: June 2020

Kimley-Horn



Farmersville
DISCOVER A TEXAS TREASURE
2020 Bicycle and Trails Plan



TO: Economic Development Corporation
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: Items for payment

Consider, discuss and act upon items for payment

- Kimley Horn - \$5,130.00
- City of Farmersville – Collin College – Electric Dist. \$63,559.92

CITY OF FARMERSVILLE
 ATTN: BEN WHITE
 100 S. MAIN
 FARMERSVILLE, TX 75442

Invoice No: 061290105-0520
 Invoice Date: Jun 25, 2020
 Invoice Amount: \$5,130.00

Project No: 061290105
 Project Name: THOROUGHFARE PLAN UPDATE AND
 FUTURE LAND USE SCENARIO

Project Manager: Whitacre, Jeff

Client Reference:

Please send payments to:

DEWEY-HORN AND ASSOCIATES, INC.
 BOX 951640
 FARMERSVILLE, TX 75395-1640

Federal Tax Id: 56-0885615

For Services Rendered through May 31, 2020

LUMP SUM

Invoice # 061290105.1

Description	Contract Value	% Complete	Amount Earned to Date	Previous Amount Billed	Current Amount Due
1 THOROUGHFARE PLAN REVIEW AND UPDATE					
THOROUGHFARE PLAN REVIEW	6,500.00	100.00%	6,500.00	5,200.00	1,300.00
RECOMMENDED THOROUGHFARE PLAN MAP UPDATE	3,200.00	80.00%	2,560.00	1,600.00	960.00
RECOMMENDED TRAILS AND BIKEWAY CORRIDORS	2,300.00	80.00%	1,840.00	0.00	1,840.00
Total	12,000.00	90.83%	10,900.00	6,800.00	4,100.00
LUMP SUM					4,100.00

Description	Contract Value	% Complete	Amount Earned to Date	Previous Amount Billed	Current Amount Due
2 DEVELOP FUTURE LAND USE SCENARIO					
DEVELOP FUTURE LAND USE CHARACTER AREA TYPES	6,600.00	0.00%	0.00	0.00	0.00
DEVELOP FUTURE LAND USE PLAN MAP SCENARIO	7,000.00	0.00%	0.00	0.00	0.00
Total	13,600.00	0.00%	0.00	0.00	0.00
LUMP SUM					0.00

Description	Contract Value	% Complete	Amount Earned to Date	Previous Amount Billed	Current Amount Due
3 DATA COLLECTION / PROJECT COORDINATION / MEETINGS					
PROJECT MANAGEMENT	1,600.00	30.00%	480.00	160.00	320.00
DATA COLLECTION / RELIABILITY / BASE MAPPING	500.00	50.00%	250.00	0.00	250.00
PROJECT COORDINATION MEETINGS	2,300.00	40.00%	920.00	460.00	460.00
Total	4,400.00	37.50%	1,650.00	620.00	1,030.00
LUMP SUM					1,030.00

Total Invoice: \$5,130.00

Description of Services Performed:

If you have questions or concerns regarding this invoice, please call Simona Barbut 972-776-1718.

Date	Tran	Reference	Description	Amount	Vendor	Invoice	PO	Encumbrance
10/14/2019	A17049		PVCC 4IN SCH 40	0.00	6164		20-01037	8,015.00
10/14/2019	A17049		COFI 7360 WHT 4IN	0.00	6164		20-01037	7,704.00
10/14/2019	A17049		ASTR 603Y CT 400	0.00	6164		20-01037	864.00
10/14/2019	A17049		COPS LE225CC06T	0.00	6164		20-01037	372.00
10/14/2019	A17049		COPS LPC225 INS	0.00	6164		20-01037	468.00
10/14/2019	A17049		COND 1/0-19 MB ALSS	0.00	6164		20-01037	27,000.00
10/14/2019	A17049		PODP 29-6115-000-8	0.00	6164		20-01037	1,425.60
10/14/2019	A17049		HPS C9CS012 BRACKET	0.00	6164		20-01037	185.60
10/14/2019	A17049		ALFO CS820 CABLE	0.00	6164		20-01037	108.00
10/14/2019	A17049		ALFO R3CA EQUIPMENT	0.00	6164		20-01037	292.00
10/14/2019	A17049		PVC CEMENT 1QT	0.00	6164		20-01037	147.00
10/14/2019	A17049		PVC E943 OR EQUAL	0.00	6164		20-01037	58.00
10/14/2019	A17049		NEPT WP2500P1500 MUL	0.00	6164		20-01037	360.00
10/14/2019	A17049		HPS 228SB CABLE ACCE	0.00	6164		20-01037	654.00
10/28/2019	A17162		500KVA PAD DV 480/27	0.00	170		20-01039	15,024.00
10/30/2019	A17197	CHK: 030746	PVCC 4IN SCH 40	8,015.00	6164	S011586310-001	20-01037	8,015.00CR
10/30/2019	A17197	CHK: 030746	COPS LE225CC06T	372.00	6164	S011586310-001	20-01037	372.00CR
10/30/2019	A17197	CHK: 030746	COND 1/0-19 MB ALSS	28,360.80	6164	S011586310-001	20-01037	27,000.00CR
10/30/2019	A17197	CHK: 030746	HPS C9CS012 BRACKET	185.60	6164	S011586310-001	20-01037	185.60CR
10/30/2019	A17197	CHK: 030746	ALFO CS820 CABLE	108.00	6164	S011586310-001	20-01037	108.00CR
10/30/2019	A17197	CHK: 030746	PVC CEMENT 1QT	147.00	6164	S011586310-001	20-01037	147.00CR
10/30/2019	A17197	CHK: 030746	PVC E943 OR EQUAL	58.00	6164	S011586310-001	20-01037	58.00CR
10/30/2019	A17197	CHK: 030746	NEPT WP2500P1500 MUL	360.00	6164	S011586310-001	20-01037	360.00CR
10/30/2019	A17198	CHK: 030746	COPS LPC225 INS	468.00	6164	S011586310.001	20-01037	468.00CR
10/30/2019	A17199	CHK: 030746	HPS 228SB CABLE ACCE	654.00	6164	S011586310.002	20-01037	654.00CR
10/31/2019	B22173	Bnk Dft 102019	HOME DEPOT	258.97				0.00
10/31/2019	B22173	Bnk Dft 102019	HOME DEPOT	86.91				0.00
11/13/2019	A17277	CHK: 030829	500KVA PAD DV 480/27	15,024.00	170	1694753-00	20-01039	15,024.00CR
11/13/2019	A17282	CHK: 030828	COFI 7360 WHT 4IN	4,188.00	6164	S011586310.004	20-01037	7,704.00CR
11/25/2019	A17453	CHK: 030950	ASTR 603Y CT 400	864.00	6164	s011586310.013	20-01037	864.00CR
11/30/2019	B22536	Bnk Dft 011201	AMAZON	265.43				0.00
11/30/2019	B22536	Bnk Dft 011201	AMAZON	116.44				0.00
12/03/2019	A17502	CHK: 030981	PODP 29-6115-000-8	1,425.60	6164	s011586310.003	20-01037	1,425.60CR
12/05/2019	A17546		MID 3 PM 30172 RED S	0.00	6164		20-01042	535.00
12/05/2019	A17546		ALMA 1006 RED WARNIN	0.00	6164		20-01042	21.00
12/18/2019	A17661	CHK: 031079	ALFO R3CA EQUIPMENT	292.00	6164	s011586310.018	20-01037	292.00CR
12/31/2019	B22810	Bnk Dft 122019	FVILLE GRAIN	35.94				0.00
03/04/2020	A18282	CHK: 031511	ALMA 1006 RED WARNIN	21.00	6164	S011673878.002	20-01042	21.00CR
03/10/2020	A18353	CHK: 031524	ELLIOTT ELECTRIC SUPPL	1,179.21	214	43-11750-01		0.00
03/30/2020	B23531	Bnk Dft 032020	MARTHA REYES	255.00				0.00
04/20/2020	A18589	CHK: 031726	MID 3 PM 30172 RED S	535.00	6164	S011673878.007	20-01042	535.00CR
04/30/2020	A18691	CHK: 031755	ELLIOTT ELECTRIC SUPPL	283.82	214	43-16051-01		0.00
			42 records	63,559.72				



TO: EDC 4A Board
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: Financial Statements

Consider, discuss and act upon financial statements for June 2020

ACTION: Approve or Deny financial statements

FARMERSVILLE ECONOMIC DEVELOPMENT CORP 4A
JUNE 2020
FINANCIAL BUDGET REPORT

Daphne Hamlin
d.hamlin@farmersvilletx.com

Farmersville Economic Development Corp 4A
June 2020

Statement Balance 6-01-2020	\$235,479.92
Deposits:	
Sales Tax:	\$19,643.08
Cking Int .05%	\$20.09
CD Interest	
Loan repayment	\$2,622.04
Cleared Checks 1320	\$(7,420.00)
Statement balance 6-30-2020	<u>\$250,345.13</u>

Outstanding Transactions

Sales Tax
Transfer to Texpool
CD Interest
Outstanding checks

<u>Balance 7-10-2020</u>	<u>\$250,345.13</u>
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Farmersville Economic Development Corporation
Cumulative Income Statement
For the 12 Months Ended, September 30, 2020

	FY 2019	October	November	December	January	February	March	April	May	June	July	August	September	YTD
Beginning Bank Balance		\$96,754.53	\$116,025.46	\$75,921.57	\$102,557.96	\$131,246.48	\$162,665.94	\$188,373.19	\$208,555.80	\$235,479.92				
Deposits														
Sales Tax Collections	\$206,000.00	\$23,855.68	\$22,820.97	\$24,899.52	\$25,530.62	\$28,792.02	\$23,078.01	\$17,179.82	\$24,292.62	\$19,643.08				
Interest Income	\$100.00	\$4.17	\$4.65	\$3.65	\$5.04	\$5.40	\$7.20	\$7.80	\$9.46	\$20.09				
Now Account Interest										\$12.68				
Loan Repayment										\$2,622.04				
Transfer to Texpool					\$2,622.04	\$2,622.04	\$2,622.04	\$2,622.04	\$2,622.04	\$2,622.04				
Transfer From Texpool														
Texpool Interest	\$24,000.00	\$1,724.60	\$1,466.99	\$1,468.36	\$1,443.07	\$1,350.35	\$911.64	\$400.59	\$244.26	\$190.58				
CD Interest Earned	\$13,250.00			\$1,558.22	\$530.82			\$372.95						
Total Revenue	\$243,350.00	\$120,614.38	\$138,851.08	\$102,382.96	\$131,246.48	\$162,665.94	\$188,373.19	\$208,555.80	\$235,479.92	\$257,765.13				
Expenses:														
Administration	\$1,000.00													
Meeting Expenses	\$1,000.00													
Dues/Scholarship/Travel	\$5,200.00	\$2,088.92												
Office Supplies	\$200.00													
Legal Service	\$2,500.00													
Marketing/Promotion Expenses														
Marketing/Promotion	\$11,160.00													
Expenses/Advertising	\$7,500.00													
Collin College Sponsorship	\$500.00													
Small Business	\$2,500.00													
Entrepreneurship Conf	\$1,000.00													
Tax-21	\$500.00													
Farmersville Chamber	\$500.00													
Farmersville Rotary	\$500.00													
Total Expenses	\$33,060.00	\$4,588.92	\$62,929.51	\$102,382.96	\$131,246.48	\$162,665.94	\$188,373.19	\$208,555.80	\$235,479.92	\$257,765.13				
Net Income														
Direct/Indirect Business Incentives														
Collin College Elect Dist (150k)	\$135,000.00													
Planner Lot Use Map (\$36k)	\$30,000.00													
Electrical Substation Loan	\$210,000.00		\$62,929.51											
Facade Grant Program	\$50,000.00													
Total Development Cost	\$425,000.00													
Total Expenses	\$458,060.00	\$4,588.92	\$62,929.51	\$102,382.96	\$131,246.48	\$162,665.94	\$188,373.19	\$208,555.80	\$235,479.92	\$257,765.13				
Revenue v. Expenditures														
From Reserves														
Total Expenses	\$458,060.00	\$4,588.92	\$62,929.51	\$102,382.96	\$131,246.48	\$162,665.94	\$188,373.19	\$208,555.80	\$235,479.92	\$257,765.13				
Ending Bank Balance		\$116,025.46	\$75,921.57	\$102,382.96	\$131,246.48	\$162,665.94	\$188,373.19	\$208,555.80	\$235,479.92	\$257,765.13				
Now Account														
CD Investment	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00	\$500,000.00				
Texpool Balance	\$1,064,022.22	\$1,065,489.21	\$1,066,957.57	\$1,068,400.64	\$1,069,750.99	\$1,070,662.63	\$1,071,063.22	\$1,071,463.81	\$1,071,864.40	\$1,072,264.99				
Total Available Funds	\$1,680,047.68	\$1,641,410.78	\$1,669,340.53	\$1,669,340.53	\$1,699,647.12	\$1,732,416.93	\$1,759,035.82	\$1,779,619.02	\$1,806,787.40	\$1,829,309.50				



TO: EDC 4A Board
FROM: Daphne Hamlin, Finance Director
DATE: July 16th, 2020
SUBJECT: Meeting minutes

Consider, discuss and act upon meeting minutes for June 18th, 2020

ACTION: Approve or Deny June 18th, 2020 meeting minutes



**CITY OF FARMERSVILLE
FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION MINUTES
June 18THTH, 2020 6:30 P.M.
COUNCIL CHAMBERS, CITY HALL
205 S. Main Street**

CALL TO ORDER

The Farmersville EDC met in regular session on June 18th, 2020 at 6:30 p.m. in the City Hall Council Chambers with the following board members present: Jason Lane, Diane Piwko, Robbie Tedford and Randy Smith. Absent Bob Collins. Special guest recognized Councilman Dwain Mathers, Ben White City Manager, and Daphne Hamlin City Accountant

RECOGNITION OF CITIZENS AND VISITORS

No visitors

PUBLIC COMMENT

No Comment

CONSIDER, DISCUSS AND ACT UPON REQUEST FROM CHAMBER OF COMMERCE REGARDING FUNDING FOR ECONOMIC GROWTH AND

CONSIDER, DISCUSS AND ACT UPON CHAMBER OF COMMERCE ANNUAL BANQUET

Mr. Meguire chamber president addressed the EDC 4A Board regarding support for professional speakers during monthly luncheons to help support local businesses. Mr. Meguire stated he will be an ongoing liaison and plans attend meetings to get familiar with the board and their members.

Mr. Meguire is asking for \$250 a month to help sponsor speakers during monthly luncheons. Mr. Meguire stated he felt if we had more talented speakers it could help local businesses. Mr. Meguire is for \$3K to help support this idea.

Mr. Meguire stated typically EDC 4A Board sponsors a table at the Chamber Banquet. Due to COVID-19 banquet was moved to September.

Mr. Meguire asked if the EDC 4A Board had any questions.

Mr. Lane asked to keep as a line item in the budget for the banquet and stated that EDC 4A Board has supported this event in the past and will continue.

Regarding the funding for meetings Mr. Lane opened item up for discussion to the EDC 4A Board. Mrs. Piwko asked how much has CDC 4B Board contributed. Mrs. Eastman stated they have received \$15k. Mrs. Piwko stated even when the events are cancelled you still received the funds. Mrs. Piwko asked if this is in our realm to cover these meetings. Lunch and learns need to be an Economic Development event. Mr. Smith stated he has attended the lunch and learns and they have been business related. Recently it's been towards marketing and social meetings. Talking about general business.

Mr. Meguire stated he understands the concerns the EDC 4A board has. We just need the ability to get the type of speakers to be in that light and in that realm. Mrs. Piwko stated just as long as we stay in that realm. Mr. Tedford asked is this something you are needing in the next budget year. Mr. Meguire stated it is needed for upcoming budget year. Mr. Tedford felt it is in our scope and sounds interesting. Something we need to double check and make sure it is in our scope to fund. Mr. Lane stated without a vote the consensus is to move forward. Just need to verify that it is within our scope.

Mr. Meguire stated some businesses are hurting, having tough times and appreciate the consideration and support of the EDC 4A board.

CONSIDER, DISCUSS AND ACT UPON REQUEST FOR FAÇADE GRANT

Mr. Grupido addressed the EDC 4A Board on his request for a Façade Grant. Façade Grant is for a renovation of the cotton gin. Plans are to redo the whole building. Mr. Grupido stated he feels it will bring traffic to the down-town area. We can add a bar since our business will be moving and we are not near the school. Mr. Grupido stated they will keep true to the character of the cotton gin building.

Mrs. Piwko asked about the artist rendering, it does not have the silos. Mr. Grupido stated structurally they are pretty unsound. Plans and my desire is to pick them up and move them back somewhere as a décor piece. I do plan to keep them. Mrs. Piwko stated this part of the property is in the historical district. Mrs. Piwko asked if there have been any soil samples. Mr. Grupido said yes already completed. Only thing I'm waiting on is funding from the bank. I was told the bank will probably be looking next month at new applications and I will have financing in place. One thing that will be a challenge is scheduling

Mrs. Piwko stated your building in Royse City is a very nice facility. Mr. Grupido said they will have a larger bar here in Farmersville. Only reason we ended up with a bar in Royse City, it was a City requirement. Mr. Grupido stated first and foremost we are a family restaurant. When you walk in the front you will not even realize that there is a bar.

Mr. Lane asked if the EDC 4A board had any questions. Mr. Tedford stated that the financing will be required up front and no funding or reimbursement upfront. Mr. Tedford stated when we award the project and it is not started would be the biggest problem we can run into. Will this be something to award this year or next year? Mr. Grupido stated hopefully to start as fast as humanly possible.

Mr. Grupido stated he thinks he will start within 4 to 6 weeks. Mr. Lane stated once financing goes thru we can approve the façade grant at next meeting. Mrs. Piwko stated we are talking about 2 separate business or just owner. Mr. Tedford stated no just the owner per project.

Mr. Tedford asked to place the façade grant on next agenda.

Mr. Smith stated façade grant looks very good. Are you going to be doing this in phases? Don't see any HVAC or plumbing. Are you going to work the whole thing at once? Mr. Smith stated you talked about the lender not able to kick it off, have you looked into USDA. Mr. Grupido stated that is who is going through.

Mr. Smith asked Mr. White if the cotton gin is in the TIRZ district. Mrs. Piwko stated it is outside. Mr. White stated not sure but will review.

CONSIDER, DISCUSS AND ACT UPON FUNDING RELATED TO COLLIN/FARMERSVILLE PARKWAY AND COLLIN COUNTY STREET GRANT

Mr. White brought this item up do to gap between what we budget and what the project bid for. RPM is the awarded contract at a total cost of \$ 5.15 million. Mr. White stated available funds are \$3.65 million. We can cut scope if needed. But would like to retain project as is. Project will go from highway 380 and county road 611 go north to the big bend in the road and past Camden by the curve to the west. Concrete goes to the second entrance of Camden Park. Mr. White stated we can cut cost by \$250k by not extending past Camden Park. Other way is to reduce eastward part of the project.

Mr. White stated he would like to save the project. I'm not asking for you to make a decision today but think about it and come back with a proposal with several funding options. Another complicating thing would be get another bond or extend the bond. Mr. White stated he would like to work with someone off this board to help placing deals together for both TRIZ and EDC 4A Board.

Project is scheduled to be completed by end of year 2020. We do not want to delay construction because the college is being constructed fast and looks as though they may done early 2021.

Mr. White stated we know we have a set budget but trying not to cut scope.

Mr. Lane stated he would be interested on what the board take is on this. We have a development agreement with the college. Mr. Lane stated some point TIRZ take the. Mrs. Piwko stated since we have the funds we could loan funds to the City. Mr. Tedford stated this would not be a loan. Mr. White said if we get a bond the repayment would come out of 4A EDC Board and/or TIRZ Board.

Mr. White stated we did not receive the county grant because we did not rate high due to inability to solve congestions problems. Mr. Lane stated we can look at what Mr. White has to offer and see if we can support and look at hard numbers. EDC 4A board will see what you have and what we can do.

Mrs. Piwko motioned to appoint Mr. Smith or Mr. Tedford due to financial background. Mr. Tedford volunteered. Mr. Smith stated at one point there was consideration of talking with Camden. Mr. Smith stated maybe a good time to approach that. Mr. White stated we are doing this for all the citizens of Farmersville. Mr. Smith stated I can see this directly related to TIRZ. We are sales tax would this be related, Mr. Lane stated he agrees that TIRZ should take the biggest part but let's get some numbers together and be willing to hear out what Mr. White has as a proposal.

RECEIVE UPDATE ON COMMERCIAL METALS COMPANY SITE VISIT

Mr. White stated CMC is a large fabrication facility of rebar. Placed on 18 wheelers and shipped to job site. Owner Alan Jones and currently they are in a rented facility. What that means to me is they will need a new facility. Currently they are the number one sales tax producer in the City.

Mrs. Piwko asked how many employees. Mr. White stated not sure but what he saw was approximately 30.

Mr. White stated they are currently looking at expanding. Mr. White stated that the City is here to help.

Mr. White stated they are COVID 19 aware they do not want to lose their production staff.

CONSIDER, DISCUSS AND ACT UPON EDP BEST PRACTICES RECOMMENDATION

Mr. White presented an EDP Best Practice website. Gave an overview of the website. Mr. Greg Last does consulting in the area. Presented what type of product he produces. (See attachment)

Mr. White suggested to bring Mr. Last to the next meeting just hear what he has done for other cities and believe this would be a great tool for us. He has the ability to produce items such as planning documents etc.

Mrs. Piwko asked if you are proposing to place him on a retainer. Mr. White stated not proposing anything at this time.

CONSIDER, DISCUSS AND ACT UPON LOCAL AREA EDC COALITION

Mr. White contacted more cities have everyone on board not a problem to kicking this off with what we got. Greeneville suggest first meeting with NCTCOG. Each city will sponsor a lunch and talked about development in area.

Mrs. Piwko asked can we have these meetings streamed. Mr. White stated stay with what the other cities are doing. Currently it is an EDC directors meeting.

CONSIDER, DISCUSS AND ACT UPON WEBSITE/MISSION STATEMENT/SMALL BUSINESS DEVELOPMENT

Mr. Smith stated on City website in our mission statement is states that we are participating in advancing retail sales. Seems our emphases should be industrial. Mr. Smith stated should we leave retail in our mission statement and pursue that as well. If we are not interested do we need to amend our mission statement? Mr. Lane proposed if you have the time look and see what we can do to improve the language in our mission statement. Mrs. Piwko stated we should high lite the hi industrial area.

RECEIVE UPDATE ON GRANT LOAN PROGRAM FOR BUSINESSES

Mr. Smith spoke with EDC in the City of Anna. They have received funding through agriculture. Seems if it is available this should be something we need to look at. City of Anna had limited success, but accomplished initial goals. City of Anna still has the program but currently not active. Mr. Lane stated the City of McKinney has used USDA, I can contact them for info about the grant and available funding. Mr. Lane asked if the board agreed for him to contact USDA and to see what is available Mr. Lane stated if there are funds available we need to look into it.

CONSIDER, DISCUSS AND ACT UPON ITEMS FOR PAYMENT

Motion by Mr. Tedford to pay bills as submitted (Kimley Horn \$7,420.00 thoroughfare plan), second by Mrs. Piwko. Motion passed all in favor

CONSIDER, DISCUSS AND ACT UPON FINANCIAL STATEMENTS FOR JANUNARY, FEBRUARY, MARCH AND APRIL 2020 AND BUDGET AMENDMENTS

- Motion made by Mrs. Piwko to approve January, February, March and April, 2020 financials as submitted, second by Mr. Smith. Motion passed all in favor.
- Motion to move matured certificate of deposit to Texpool by Mr. Tedford, second by Mrs. Piwko. Motion passed all in favor

CONSIDER, DISCUSS AND ACT UPON MEETING MINUTES FOR JANUARY 16TH, 2020

- Motion made by Mr. Piwko to approve January 16th, 2020 minutes with changes, second by Mr. Smith Motion passed all in favor.

CITY MANAGER REPORT

- Collin College construction continues.
- Reliable delivers 300 yards per day.

- Martin Marietta platted and building entrance of Highway 380 they are not in the City
- Mrs. Piwko stated a local business owner was concerned and asked if they are still in good standing.
- Nelson Brothers no new activity.
- Food truck sales/ City Ordinance not allowed in City / can allow under special use permit.
- TEX 2 did not attend
- CARES act fund received 168k. Below rules surrounding funding
 1. Unbudgeted items.
 2. Covid 19 related
- Lake Haven Mud, platting has started over 3,000 homes. They are trying to get their funding in line.

BUDGET WORKSHOP

Mr. Tedford suggested separate meeting for budget workshop.
Schedule next regular meeting,

REQUESTS TO BE PLACED ON FUTURE AGENDAS

- Update on internet providers
- Website language
- Land use thoroughfare
- USDA
- Façade grant
- Sales tax report in City Manager Report
- Highway 380/78 update in City Manager Report

ADJOURNMENT

Mr. Lane adjourned the meeting at 8:19p.m.

ATTEST:

APPROVE:

Diane C. Piwko, Secretary

Jason Lane, Chairman

Date: January 21, 2020

To: Ben White, City Manager
City of Farmersville
205 S. Main
Farmersville Texas 75442



Cc: Paula Jackson

Re: ***Economic Development services provided by EDP Best Practices, LLC***

Ben / Paula,

Thanks for the time to visit briefly earlier, and for the opportunity to introduce myself and EDP Best Practices, LLC. Prior to establishing EDP Best Practices, LLC in 2013, I spent over 22 years as Planning / Economic Development Director with a fast-growing city in the DFW region. My in-the-trenches experience in both economic development and planning is the basis for my practical approach to providing services for my clients.

The following links can provide you with an overview of my experience and services offered.

Links to Information:

- [Services Summary](#): One-page summary of services (also attached to this letter)
- [Representative Clients](#): Examples of clients from all size jurisdictions
- [Greg Last Bio](#): Detailed background on Chief Executive Officer

Major Areas of Service:

- [Marketing & Promotion](#): Preparing resources to assist with your M&P programs
- [Management & Reporting](#): Providing tools that assist in management efficiencies
- [Incentives & Agreements](#): Negotiating, analyzing and writing incentive policies and agreements
- [Board Engagement](#): Establishing a common vision / direction, training, etc.
- [Business Retention & Expansion](#): Assisting with retention and growth of existing businesses
- [Planning & Economic Analysis](#): Analyzing unique areas for increased economic opportunities

As described in the links above, I am an experienced practitioner with industry-recognized credentials and an analytical mindset. My practice has provided professional ***economic development and planning services*** to municipalities and economic development organizations throughout the greater DFW region as well as locations all over Texas.

I look forward to our meeting on the 29th. Hopefully you will find my operational approach to economic development could assist with ***policies, programs and plans*** to help your economic development organization meet its goals.



Respectfully,

A handwritten signature in black ink that reads 'Greg Last'.

Greg Last, CEO
EDP Best Practices, LLC
Colleyville, Texas
www.EDPBestPractices.com

Enc: Summary of Services



**Assisting Municipalities and
 Economic Development Organizations (EDO)
 with policies, programs and plans**

Marketing & Promotion

Sites-Buildings Summary: A document showing available land sites and / or buildings on a map with brief facts and contacts

Site-Building Flyers: A single-page marketing flyer highlighting aspects of an available property or building and contact info

Site Documentation: A detailed summary / due diligence report on significant available sites, business parks, etc.

RFP Response Template: Allows for a quick, comprehensive and professional response to Prospect RFP's / RFI's

Excel Data Summary: An Excel file using multiple worksheets to summarize marketing and due-diligence data in legible tables and providing charts / graphs where beneficial

Traffic Count Report: A report that identifies traffic counts on major roads as a resource for retail attraction

EDO Website Enhancements: Develop efficient website content organization, mock-up pages, assist with content development

Management & Reporting

Best Practices Assessment: Comprehensive evaluation of the EDO including recommendations for enhancing operations

Performance Dashboard: A Dashboard that provides for efficient management and / or reporting to the Board

Contacts Database: Create a customized Access database for efficient contact management

Common File Directory: Organize the file directory structure of the EDO and establish efficient file-naming nomenclature

Board Engagement

Action Plan: An Action Plan establishing prioritized goals and objectives, can serve as an Annual Report to Council

Bylaws Amendment / Restatement: An amendment or complete restatement of the EDO bylaws.

Incentives

Incentives Policy: A comprehensive Incentives Policy, resolution and application tailored to Agency needs

Negotiations-Analysis-Proposals-Agreements: Assist negotiations, analysis, Agreement in Principle, and final agreements

Property Enhancement Incentives Policy: A Policy to enhance commercial properties (e.g. façades, signs, landscaping)

Hotel Occupancy Tax Policy: A Policy providing requirements and procedures to evaluate any use of HOT as appropriate

Training - Incentives, Agreements, Policies: See Training

Business Retention & Expansion

BRE Plan: A comprehensive BRE Plan identifying potential programs, setting objectives and implementation schedule

BRE Program Development: Develop a Business Retention & Expansion Program emphasizing practical efforts and programs

Training - BRE Programs Overview: See Training

Planning & Economic Analysis

Planning & Economic Analysis: Unique planning studies that analyze specific areas for opportunities to enhance the economic base (e.g. Redevelopment Plan, Opportunities Plan, Visual Improvement Plan, Property Enhancements)

Wayfinding Plan: Develop a signage Wayfinding Plan guiding visitors to desirable destinations

Training

Training - Intro to Economic Development: How to implement an efficient and productive Economic Development program

Training - BRE Programs Overview: An overview on the many ways to support your existing local businesses

Training - Local Incentives Overview: An overview of potential local incentives (e.g. infrastructure, financial, employment)

Training - Incentive Policies-Analysis-Agreements: An overview of issues related to granting incentives

Training - Everything an Economic Developer should know about Planning and Development: A comprehensive overview

One-page Service Profiles are available for each service noted above. Great for discussions with Board / Managers.

Farmersville Economic Development Corporation

City Manager Activity and Report

18 June 2020

EDP Best Practices Recommendation

1. Met with Greg Last 29 Jan 2020
 - a. Owner of consulting firm EDP Best Practices LLC since 2013.
 - b. Past EDC (12 years)/Planning (10 years) Director for the City of Southlake
 - c. Website: www.edpbestpractices.com.
2. Mr. Last's sweet spot is working with and supporting EDC Directors to produce just-in-time products that are examples of best in class.
3. Highly recommend inviting Mr. Last to our next meeting to describe his services and how he might be able to help us with EDC planning as a consultant.

Consider Funding Related to Collin/Farmersville Parkway

1. Received bid for Collin/Farmersville Parkway. RPM Construction is the contractor. Total project cost with engineering is \$4.153M.
2. Available funds are \$3.665M. \$1.880M Collin County. \$1.785M TIRZ.
3. Need \$0.488M additional funding or cut scope.
4. Asking 4A and TIRZ to consider funding the difference. One option may be to get an additional bond funded through 4A/TIRZ.
5. Project projected to be complete by December this year.

Update on Commercial Metals Company

1. CMC is a large scale rebar fabrication facility. Forty foot or rolled stock is turned into large orders for streets and foundations.
2. Met with plant manager Allen Jones.
3. They are in a rented facility.
4. They are looking to expand operations inside their building by further expanding manufacturing into their second bay. This will create the need to improve their driveway facilities around the plant.
5. Left them with the idea Farmersville is here to help.

Collin County Street Grant

1. We did not receive the grant.
2. We did not grade that well with regard to "solving congestion problems within Collin County".

Regional EDC Coalition.

4. Preliminary thoughts
 - a. Focus on regional collaboration.
 - b. Area generally bounded by McKinney, Greenville, Rockwall, Wylie.
 - c. Includes the following corridors/features in the bounded region: I-30, Central Expressway, SH 121, US 380, SH 78, SH 205, SH 69, DART, KCS railway, McKinney National Airport, Majors Field, Dallas/Garland & Northeastern Railroad, Blacklands Railroad.
5. Currently contacting EDCs to see who is on board.
 - a. Wylie, Jason Greiner, on board.
 - b. Princeton, Derek Borg, on board.
 - c. Greenville, Greg Sims, on board.
 - d. Rockwall, contacted Rick Crowley, on board.
 - e. McKinney, Darrell Auterson, being contacted by Jason Greiner.
6. Greenville suggested the first meeting should be with TxDOT/NCTCOG to understand their regional transportation plan.

City Manager Report

1. Collin College/Staffing/Courses/Economic Impact
 - a. College basic information first phase
 - i. Building Size: 52,000 square feet air conditioned
 - ii. Basic Focus: Associates Degree in Science and Arts
 - iii. Number of Courses offered: 30+
 - iv. Types of Courses: Core, Supply Chain, Logistics, Marketing, Applied Science, Computer Systems, Management
 - v. Number of Staff: 35-40 full-time, 25 part-time
 - b. Construction continues. We believe construction is likely to be complete by first quarter 2021.
 - c. Electric installation is complete.
 - d. Farmersville Parkway and Collin Parkway roadway project is complete with bid. Project awarded to RPM Construction. Scheduled for completion by the end of 2020.
 - e. The large customer electrical rate agreement is complete.
2. Concrete Facilities
 - a. Reliable Concrete. Below is list of remaining items that need to be finished regarding the development agreement:
 - i. Establish \$150K escrow account and \$95K lien. A specific priority lien was not established however the development agreement is structured to give us lien capability should the terms of the development agreement not be met (complete)
 - ii. Extension of water line with meter (complete)

- iii. Petition for annexation (complete)
 - iv. Issue CO for batch plant (complete)
 - v. Plant exceeds 25% capacity (6,000 yards per month, 197 yards per day) per month. Currently at 300-500 yards per day (complete)
 - vi. Execute paperwork so materials sold are FOB Farmersville (complete)
 - vii. Pay applicable tap fees and impact fees (complete)
 - viii. Reimburse \$37.5K to Reliable from escrow (complete)
 - ix. Install lighting with no light pollution (complete)
 - x. Complete planting of trees and grass on perimeter. Install irrigation system. Complete ground cover (17 Jul 2020)
 - xi. Complete minimum eight foot screening wall (30 Jun 2020)
 - xii. Complete platting of property. Establish use as industrial high impact (11 Aug 2020)
 - xiii. Issue CO for operations building and maintenance building (14 Aug 2020)
 - xiv. Construct impervious internal driveways (31 Aug 2020)
 - xv. Improvements to CR 699 (31 Aug 2020)
 - xvi. Meet all requirements of performance criteria and development agreement (31 Aug 2020)
- b. Nelson Brothers
 - i. No new activity
- c. Martin Marietta
 - i. Platting complete
 - ii. Building entrances off US 380
- 3. Food Truck Sales Tax/License
 - a. Food Trucks are not allowed sells within the City Limits.
 - b. Food trucks are allowed to operate under a special events permits.
- 4. TX-21 Texarkana Meeting
 - a. Did not attend due to sickness.
- 5. Update on CARES ACT funding
 - a. City of Farmersville to receive approximately \$168K
 - i. Must be unbudgeted.
 - ii. Must be related to COVID-19 related cost.
 - iii. Must be spent prior to 31 Dec 2020.
 - b. There may be creative ways to spend this money on economic development. I am trying to get more information on the subject.
- 6. Update on Farmersville Parkway
 - a. Covered above.
- 7. Lakehaven MUD
 - a. Platting has started.
 - b. Negotiations concerning WWTP have begun.