



**NOTICE OF
PILOT POINT ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS
REGULAR MEETING
102 E MAIN STREET PILOT POINT, TX
August 6, 2019
5:30 pm**

AGENDA

- 1. Roll Call/Call to Order**
- 2. Pledge of Allegiance & Texas Pledge**
- 3. Public Forum, Presentations and Recognition: (No Action)**
Public Forum: (Citizens are allowed 3 minutes to speak. If the issue is on the agenda, the Economic Development Corporation (EDC) may choose to discuss and consider the item. If the issue is not on the agenda, the EDC is not permitted by state law to respond to or discuss the item other than to make statements of specific information in response to a citizen's inquiry or to recite existing policy in response to the inquiry. The EDC may request the issue to be placed on a future agenda for action in accordance with state law.)
- 4. Discuss, consider, and possible action on approval of Economic Development Corporation Minutes:**
 - A. July 15, 2019**
- 5. Executive Closed Session of the Board of Directors, The Pilot Point EDC will now hold a Closed Executive Session meeting pursuant to the provisions of Chapter 551 of the Texas Local Government Code in accordance with the authority contained in the Chapter.**
 - A. Section 551.087 of the Texas Government Code to discuss or deliberate regarding commercial or financial information that the PPEDC received from a business prospect and to deliberate the offer or other incentives to a business prospect.**
- 6. Reconvene into Open Session, The Pilot Point EDC will now reconvene into Regular Session pursuant to the provisions of Chapter 551 of the Texas Government Code to take any action necessary as a result of the Closed Session.**
- 7. Discuss, consider, and possible action on the 2019-2020 Pilot Point Economic Development Budget.**
- 8. Discuss, consider, and possible action on scheduling EDC Board training the EDC Attorney Bob Hager.**
- 9. Discussion and review of Administrative Reports**
 - A. July Executive Director's Report**
 - B. Sales Tax Report**
 - C. Finance Report**

10. Discuss Future Agenda Items and Meetings

Directors shall not comment upon, deliberate, or discuss any item that is not on the agenda. Directors shall not make routine inquiries about operations or project status on an item that is not posted. Any Director may, however, state an issue and a request that this issue be placed on a future agenda.

11. Adjournment

CERTIFICATION

I, the undersigned authority, do hereby certify this notice was posted on the official bulletin board for the City of Pilot Point, Texas 102 E Main Street, Pilot Texas on August 2, 2019 5:00 p.m. and shall remain posted for at least 72 hours preceding the scheduled time of said meeting.



Joann Wright, Assistant City Secretary

Pilot Point Economic Development Corporation reserves the right to meet in Executive Session closed to the Public at any time in the course of this meeting to discuss matters listed on the agenda as authorized by the Texas Open Meetings Act, Texas Government Code, Chapter 551, including Section 551.071 (private consultation with the attorney for the EDC); Section 551.072 (discussing purchase, exchange, lease or value of real property); Section 551.074 (discussing personnel or to hear complaints against personnel); and Section 551.087 (discussing economic development negotiations). Any decision held on such matters will be taken or conducted in Open Session following the conclusion of the Executive Session.

Pursuant to Section 551.127, Texas Government Code, one or more Economic Development Corporation Directors may attend this meeting remotely using videoconferencing technology. A quorum will be physically present at the posted meeting location of City Hall.

NOTICE OF ASSISTANCE AT PUBLIC MEETINGS

In compliance with the Americans with Disabilities Act, the City of Pilot Point will provide reasonable accommodations for disabled persons attending this meeting. Requests should be received 24 hours prior to the scheduled meeting by contacting the City Secretary's office at 940-686-2165.



**NOTICE OF
PILOT POINT ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS
REGULAR MEETING
102 E MAIN STREET PILOT POINT, TX
JULY 15, 2019 at 5:30 pm**

MINUTES

A. Roll Call/Call to Order

Attendee	Organization	Title	Status
Glen Ray	EDC	President	Present
Chance Kirby	EDC	Vice President	Present
Jim Porter	EDC/City of Pilot Point	Board Member	Present
Stephanie Sanchez	EDC	Board Member	Present
Andrea Simons	EDC	Board Member	Present
Everett Cummings	EDC	Board Member	Present
Gayle Everitt	EDC	Board Member	Present
Denise Morris	EDC	EDC Director	Present

President Glen Ray called meeting to order at 5:31 P.M.

B. Pledge of Allegiance & Texas Pledge

C. Public Forum, Presentations and Recognition: (No Action)

Public Forum: (Citizens are allowed 3 minutes to speak. If the issue is on the agenda, the Economic Development Corporation (EDC) may choose to discuss and consider the item. If the issue is not on the agenda, the EDC is not permitted by state law to respond to or discuss the item other than to make statements of specific information in response to a citizen's inquiry or to recite existing policy in response to the inquiry. The EDC may request the issue to be placed on a future agenda for action in accordance with state law.)

NO public comment

D. Discuss, consider, and possible action on approval of Economic Development Corporation Minutes:

- i. May 7, 2019 & June 4, 2019
RESULT: APPROVED [UNANIMOUS]
MOVER: Andrea Simons, Board Member
SECONDER: Chance Kirby, Board Member
AYES: EVERITT, CUMMINGS, PORTER, RAY, SANCHEZ

E. Discuss, consider, and possible action electing officers to the Pilot Point EDC Board of Directors.

APPROVED: [UNANIMOUS]

Mr. Porter made a motion for the following slate off officers to represent the EDC Board 2019-2020.

Glen Ray, President; Chance Kirby; Vice President, Stephanie Sanchez; Treasurer; Gayle Everitt, Secretary

MOVER: James Porter, Board Member

SECONDER: Chance Kirby, Board Member

AYES: EVERITT, CUMMINGS, RAY, SANCHEZ, SIMONS

- F. Discuss and receive update on the TML Small Town Conference Report from Director Porter.**
Mr. Porter reported that he attended the TML Small Town Conference. Alan Guard, City Manager also attended. He felt it was more directed toward the City rather than economic development. Key takeaways: Expand tax base to increase economic development, tax abatement is an important tool, other tools are TIFs, TIRZ, Chapter 380 agreements. Plan, identify and strategize for prosperity. Authenticity is key – tell our story, focus on what we DO have, embrace the past, embrace the tasty food for our area, embrace animalistic, embrace artistic culture, and outdoors.
- G. Discuss, consider, and possible action on the 2019-2020 Pilot Point Economic Development Plan.**
RESULT: APPROVED [UNANIMOUS]
MOVER: James Porter, Board Member
SECONDER: Andrea Simons, Board Member
AYES: EVERITT, CUMMINGS, KIRBY, RAY, SANCHEZ
- H. Administrative Reports**
- i. June Executive Director’s Report**
 - ii. Sales Tax Report**
 - iii. Finance Report**
- I. Discuss Future Agenda Items and Meetings**
Board asked Director Morris to include refresher information on Chapter 380 agreements and provide key upcoming dates
- J. Adjournment**
Andreas Simons moved to adjourn the meeting at 6:52
SECONDER: Stephanie Sanchez, Board Member
AYES: EVERITT, CUMMINGS, RAY, KIRBY, PORTER
RESULT: [UNANIMOUS]

EDC PRESIDENT, GLEN RAY

ATTEST:

EDC SECRETARY, GAYLE EVERITT



EDC Agenda
August 6, 2019

Agenda Item: 7

Agenda Description:

Discuss, consider, and possible action on the 2019-2020 Budget for the Pilot Point Economic Development Corporation.

Background Information:

Attached is the proposed 2019-2020 EDC Budget with recommendations from the Executive Director. The budget includes information on the current year's budget along with past budgets.

Financial Information:

There is no cost to discuss the 2019-2020 EDC Budget.

Attachments:

2019-2020 EDC Budget

BUDGET 2020 PROJECTED 2019 ACTUAL 2018 ACTUAL 2017 ACTUAL 2016

REVENUE

INTEREST	\$ 7,000	\$ 11,000	\$ 7,005	\$ 3,793	\$ 2,630
SALES TAX	\$ 272,000	\$ 264,000	\$ 263,905	\$ 246,452	\$ 243,530
SALES OF ASSETS	\$ -	\$ -	\$ 5,512	\$ -	\$ -
GRANT INCOME	\$ -	\$ -	\$ 9,945	\$ 5,000	\$ -
LOAN INCOME	\$ -	\$ -	\$ -	\$ -	\$ -
FUND BALANCE	\$ 464,000	\$ 461,377	\$ 420,603	\$ 359,401	\$ 296,248
TOTAL	\$ 743,000	\$ 736,377	\$ 706,969	\$ 614,646	\$ 542,408

EXPENDITURES

PERSONNEL

SALARY	\$ 65,170	\$ 63,370	\$ 70,747	\$ 60,384	\$ 50,661
LONGEVITY PAY	\$ 175	\$ 175	\$ 172	\$ 140	\$ 100
SOCIAL SECURITY	\$ 4,000	\$ 3,890	\$ 4,368	\$ 3,709	\$ 3,157
MEDICARE	\$ 1,200	\$ 1,000	\$ 1,022	\$ 867	\$ 702
HEALTH INSURANCE	\$ 2,000	\$ 850	\$ 3,840	\$ 5,213	\$ 5,018
WORKER'S COMP.	\$ 300	\$ 286	\$ -	\$ 319	\$ 99
UNEMPLOYMENT	\$ 300	\$ 255	\$ 242	\$ 487	\$ 372
RETIREMENT	\$ 8,000	\$ 7,200	\$ 6,607	\$ 5,538	\$ 5,143
MILEAGE REIMBURSEMENT	\$ 1,500	\$ 1,000	\$ 715	\$ 902	\$ 338
PERSONNEL SUBTOTAL	\$ 82,645	\$ 78,026	\$ 87,713	\$ 77,559	\$ 65,590

OPERATING COSTS

OFFICE & MINOR SUPPLIES	\$ 4,000	\$ 4,000	\$ 4,934	\$ 1,454	\$ 1,092
COMMUNICATIONS	\$ 2,000	\$ 2,000	\$ 1,298	\$ 2,109	\$ 899
UNPLANNED PROJECT COSTS	\$ 10,000	\$ 6,000	\$ 6,109	\$ -	\$ -
TRAVEL AND TRAINING	\$ 5,000	\$ 5,000	\$ 3,905	\$ 2,496	\$ 2,745
MEMBERSHIP	\$ 2,300	\$ 2,000	\$ 1,833	\$ 2,061	\$ 1,330
AUDIT	\$ 300	\$ 300	\$ -	\$ -	\$ 300
LEGAL FEES	\$ 4,000	\$ 4,000	\$ 4,608	\$ 3,888	\$ 11,363
SYSTEM MAINTENANCE	\$ 1,000	\$ 1,000	\$ 1,146	\$ 806	\$ 690

CONTRACT SERVICES	\$	12,000	\$	10,500	\$	10,218	\$	9,995	\$	1,845
BOARD TRAVEL AND TRAINING	\$	2,500	\$	2,500	\$	1,413	\$	865	\$	1,693
FOOD	\$	600	\$	500	\$	28	\$	-	\$	-
OPERATING SUBTOTAL	\$	43,700	\$	37,800	\$	35,492	\$	23,674	\$	21,957

DEVELOPMENT PROJECTS

MATCHING FUNDS GRANT	\$	-	\$	-	\$	25,000	\$	12,500	\$	21,000
INCENTIVE PAYMENTS	\$	1,000	\$	1,000	\$	1,059	\$	590	\$	15,330
CHAMBER OF COMMERCE	\$	3,500	\$	3,500	\$	-	\$	3,500	\$	3,500
EXHIBITIONS AND EVENTS	\$	8,000	\$	7,000	\$	2,688	\$	1,348	\$	4,185
MARKETING AND PROMOTIONS	\$	27,200	\$	26,400	\$	11,453	\$	6,960	\$	13,305
COMMUNITY DEVELOPMENT	\$	35,000	\$	23,500	\$	49,085	\$	32	\$	13,130
BUSINESS DEVELOPMENT (FUNDS GRANT)	\$	65,000	\$	52,000	\$	21,860	\$	1,731	\$	-
TOWN SQUARE PROJECT	\$	-	\$	-	\$	(24,506)	\$	17,602	\$	-
DEVELOPMENT SUBTOTAL	\$	139,700	\$	113,400	\$	86,638	\$	44,263	\$	70,450

TRANSFERS TO CITY

ADMINISTRATION FEE	\$	-	\$	-	\$	-	\$	-	\$	7,500
PARK IMPROVEMENT	\$	10,000	\$	5,000	\$	5,000	\$	5,000	\$	5,000
TOWN SQUARE IMPROVEMENTS	\$	-	\$	-	\$	-	\$	15,500	\$	9,500
OLD CITY PARK IMPROVEMENTS	\$	-	\$	-	\$	-	\$	15,500	\$	9,500
BOND PAYMENT	\$	-	\$	-	\$	-	\$	-	\$	56,100
CITY TRANSFER SUBTOTAL	\$	10,000	\$	5,000	\$	5,000	\$	36,000	\$	87,600

EXPENDITURE TOTAL

	\$	276,045	\$	234,226	\$	214,844	\$	181,496	\$	245,597
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REVENUE OVER EXPENDITURES

	\$	466,955	\$	502,151	\$	492,126	\$	433,150	\$	296,811
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EDC Agenda
August 6, 2019

Agenda Item: 8

Agenda Description:

Discuss, consider, and possible action on EDC Attorney Bob Hager providing EDC Board Member Training related to Incentive Policies -Analysis-Agreements.

Background Information:

Bob Hager is the Pilot Point EDC Attorney. I am recommending that Mr. Hager conduct board training this year. This will allow board members to meet Mr. Hager, learn his prospective and approach to EDC Incentive Agreements and ask questions. I recommend

Financial Information:

Training Cost: \$700

Budget Category: Operations Cost/Board Training. The accounting code is 66695. Funds are available to pay for the training.

Attachments:

None



To: EDC Board Members
From: Denise Morris, Executive Director of Economic Development
Date: July 31, 2019
Re: Update

1. Development & Business Meetings

- I met with Konrad Shields, he informed me that his building located at 100 Main Street is no longer under contract and is for sale. He is only interested in selling the building, not leasing. The restaurant that was considering this location is currently exploring alternative locations in Pilot Point.
- The Farmers Insurance building owned by Edgar Evans is under contract. Stratus Armament will move a portion of company operations to this location and a potential retail embroidery shop as well. They are interested in the Property Enhancement Improvement grant program.
- The Horse Insurance Specialist Building on Hwy 377 is under contract. Farmers Insurance will relocate to this location upon closing. They will have approximately 2900 square feet of that building available for other tenants.
- Informational meeting conducted regarding 30 acre tract on Hwy 377 North adjacent to and north of the new Chandler Cabinets, represented by Whitney Delcourt. Property is just outside the City Limits in Grayson County. Ms. Delcourt is preparing marketing information and will share with the EDC office once complete.
- Stephen Halsey owner of 110 Main Street continues working with investors on a bar and grill concept.
- Final closing on the building behind the Opera House projected for early August.
- Western Son Distillery launches all new tour experience and facilities August 3, 2019.
- A restaurant located at 212 Washington St., featuring burgers and wings, intends to open in August.

2. **Marketing:** I am working on Fall ads for Shop Local, promoting the Property Enhancement Incentive Plan and Visit Pilot Point. I am also updating promotional items for use at upcoming exhibits and events.

3. Workforce Solutions

I had two meetings this month with Workforce Solutions to discuss internship programs and business programs available. They offer a 10-week, paid internship program for governments and businesses. I discussed with them our interest in having an intern to work on different projects and presented the information at City staff meeting. Strong interest from other departments. I will follow up with next steps in August. The business development liaison also volunteered to speak at Point Bank Business Breakfast update the businesses community on current programs and also offered to meet with any Pilot Point business to address specific workforce needs.

4. **Awareness Campaign:** The EDC is hosting North Texas commercial and residential realtors for a tour of the Pilot Point planned developments and commercial and industrial corridors. Board participation in greeting, assisting with tours, set up and clean up would be very helpful. Please let me know as soon as possible if you are able to assist.

- **Date: September 26**
- Time 10:30-1:30 pm
- Theme: Check us Out
- Audience: Commercial/Residential Realtors
- Attendance Goal: 25

NTCAR Expo is scheduled for **September 5, 2019 at Gilley's in Dallas from 3-7 pm**. The EDC has reserved a booth. We ideally need 4 to attend this event. Please let me know if you plan to attend. Please see attached information.

Texas Lakes Trail: I volunteered for Pilot Point to host a future board meeting of the Texas Lakes Trail. We were chosen to host the February 24, 2020 meeting. More information to come.

5. Public Arts Master Plan: The committee has met twice. We have our next meeting August 13 to finalize the public stakeholder meeting scheduled for September 17. Please mark your calendars and plan on attending the stakeholder meeting. We will be doing callouts, social media, Post Signal ad, and an email campaign to engage as many citizens as possible. Please invite your neighbors and friends!

6. Community Activities

- P&Z – August 5
- EDC Meeting – August 6
- Historic Review Board – August 15
- Chamber Networking Lunch-August 15 (Speaker: Representative Jared Patterson)
- City Council Meeting – August 19 & 26
- Pilot Point ISD first day of school – August 19
- Labor Day Holiday – September 2
- Texas National Night Out -October 1
- Pilot Point Homecoming Parade – October 11
- Bonnie & Clyde-October 12
- Trunk or Treat -October 31
- TEDC Sales Tax Workshop – November 7 (Mesquite)

I will be out of the office August 15 & 16 to attend by son's graduation from Advanced Infantry Training at Ft. Benning, GA.



← BACK TO ALL EVENTS

2019 Commercial Real Estate Expo

Thursday, September 5,
2019
3:00 PM – 7:00 PM

Gilley's Dallas
1135 South Lamar Street,
Dallas, TX, 75215, United
States ([map](#))

[ONLINE REGISTRATION](#)



WHAT ?

The Expo is the premier opportunity for commercial real estate professionals to gather new market information, meet the most active developers, discover the latest products, and network with some of the industry's top brokers.

The Expo is going western this year! Join us at GILLEY'S DALLAS on September 5th!



WHO?

The NTCAR Expo attracts over **2,500 commercial professionals from Texas**. Developers, Office/Retail/Industrial Brokerage Firms, Research Companies, Pension Fund Advisors, Financial Services, Technology Companies, Real Estate News Media, Economic, Development Agencies and all organizations seeking to reach the commercial real estate community.

THURSDAY, SEPTEMBER 5TH

3 pm - 7 pm

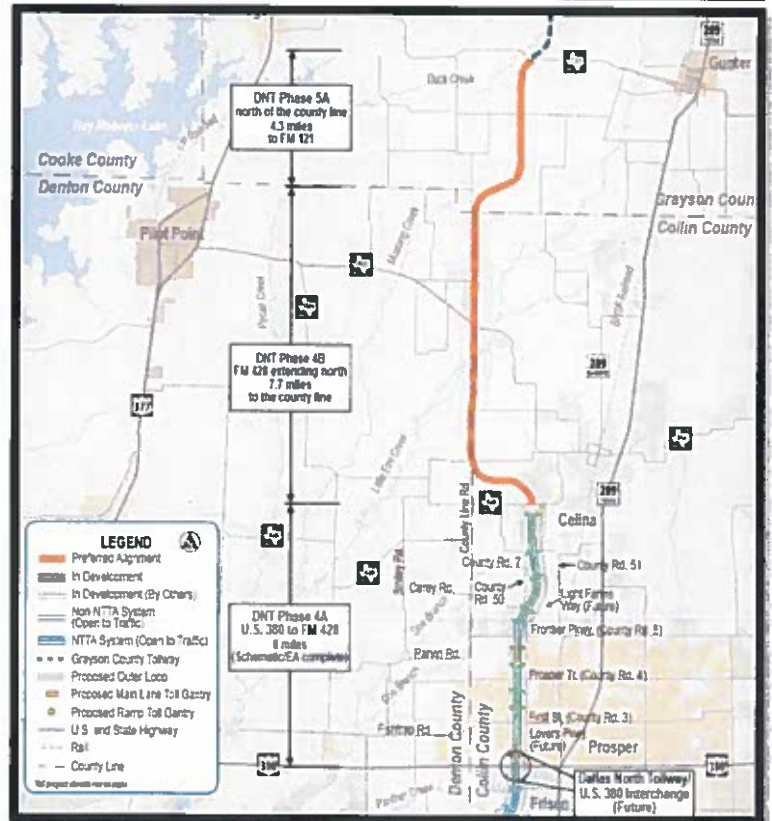
Gilley's Dallas

DALLAS NORTH TOLLWAY, EXTENSION 4B

CSJ:	0918-00-265	Schematic Approval:	June 2011
Limits:	From FM 428 north 7.7 miles to county line	Environmental Clearance:	June 2011
Construction Cost:	*	ROW Acquisition Complete:	December 2019
Description:	Extend tollway north by construction a 6-lane tollway with 3 northbound lanes and 3 southbound lanes; construct six lanes of non-tolled frontage roads, including three lanes in each direction	Utility Relocations Complete:	*
		100% Plans:	December 2019
Firm:	NTTA	Let Date:	First quarter 2020
Key Contact:	Elizabeth Mow	Construction Completion:	First quarter 2022

Current Activity:

- **ROW:** NTTA staff is meeting with property owners regarding right-of-way donations. There are 10 parcels for acquisition. No properties have been acquired yet due to incomplete metes and bounds descriptions.
- **Schematic:** Schematic is approved.
- **PS&E:** The county has approved the 60% preliminary design.
- **Burns & McDonnell** continues work on the combined 95% plan set. Anticipate submittal of plans in August 2019.
- **Other:** NTTA legal staff has prepared an amendment to the project agreement addressing the revised project cost and provide permission to proceed with the project as required in the original ICA. Denton County Commissioners Court approved ICA Amendment #2 with NTTA on December 4, 2018. NTTA board approved ICA Amendment #2 on February 20, 2019.
- **Utilities:** NTTA has begun identifying potential utility conflicts.

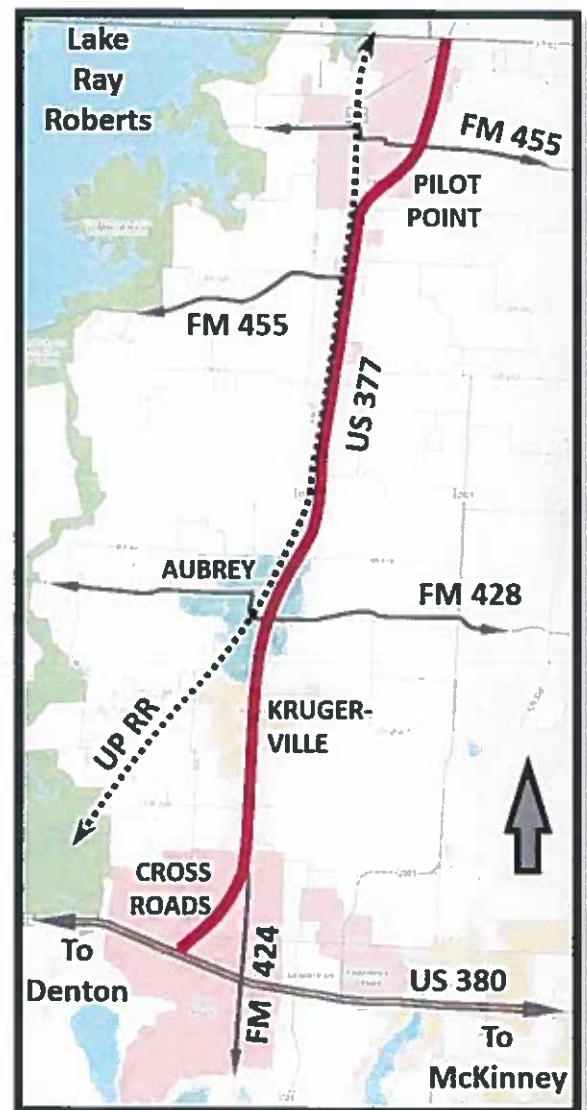


US 377 North

CSJ:	0081-06-040	Schematic Approval:	February 2020
Limits:	From US 380 to north of Business US 377	Environmental Clearance:	January 2021
Estimated Const. Cost:	\$142,315,815	ROW Acquisition Complete:	*
Project Description:	Reconstruct and widen two-lane undivided rural roadway to six-lane divided urban arterial with raised median	Utility Relocations Complete:	*
Firm & Key Contact:	TNP, Daniel McCullough and Chris Hartke	100% Plans:	*
TxDOT PM:	Brandon Cuellar	Ready to Let Date:	August 2028

Current Activity:

- **Environmental:** Anticipate project needing a Categorical Exclusion. Environmental constraints mapping is in progress. Cultural resource investigation is in progress. Anticipate Public Hearing in September 2020.
- **Public Involvement:** TxDOT preference is to complete conceptual schematic review before scheduling update meetings with the cities. TNP is conducting phone MAPOs as needed.
- **Schematic:** TNP continues developing 30% level schematic. Work is focused on main lane profiles, preliminary cross culvert drainage/layouts, side street profiles, and ROW/easement delineation. TNP submitted 30% schematic to TxDOT for review on June 28, 2019.
- **Survey:** Survey is substantially complete.



FM 1385

CSJ:	1315-01-030	Schematic Approval:	*
Limits:	From US 380 to FM 455	Environmental Clearance:	*
Description:	Widening from 2-lane rural to 6-lane urban	ROW Acquisition Complete:	*
Est. Construction Cost:	\$132,000,000	Utility Relocations Complete:	*
Firm & Key Contact:	LTRA, Abe Abugattas	100% Plans:	*
TxDOT PM:	Brandon Cuellar	Ready to Let Date:	*

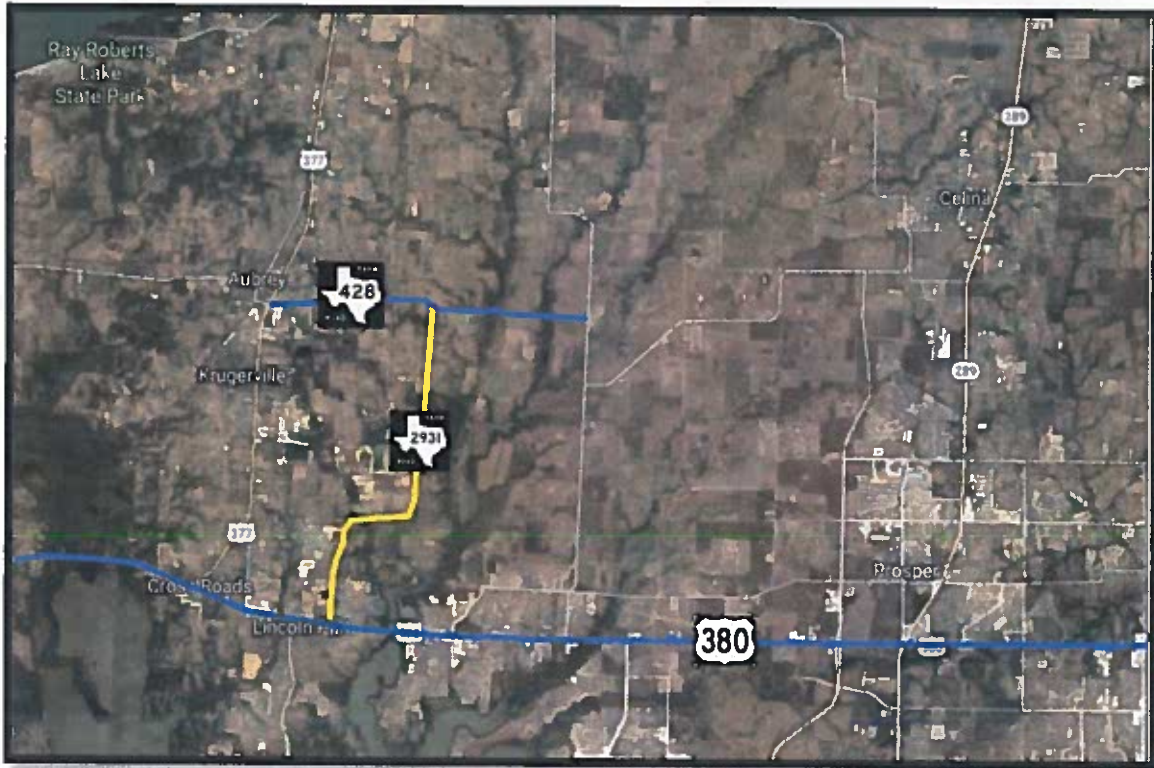


Current Activity:

- **Schematic:** Work authorization for schematic and environmental documentation is in process. Anticipate execution of work authorization before end of July 2019.
- TxDOT is working to input project into the MTP.

FM 2931 Advanced Planning

CSJ:	2979-01-011	Schematic Approval:	*
Limits:	From US 380 to FM 428	Environmental Clearance:	*
Description:	Widening from 2-lane rural to 6-lane urban (interim 4 lanes)	ROW Acquisition Complete:	*
Est. Construction Cost:	\$70,000,000	Utility Relocations Complete:	*
Firm & Key Contact:	Jacobs, Will Barresi	100% Plans:	*
TxDOT PM:	Brandon Cuellar	Ready to Let Date:	*



Current Activity:

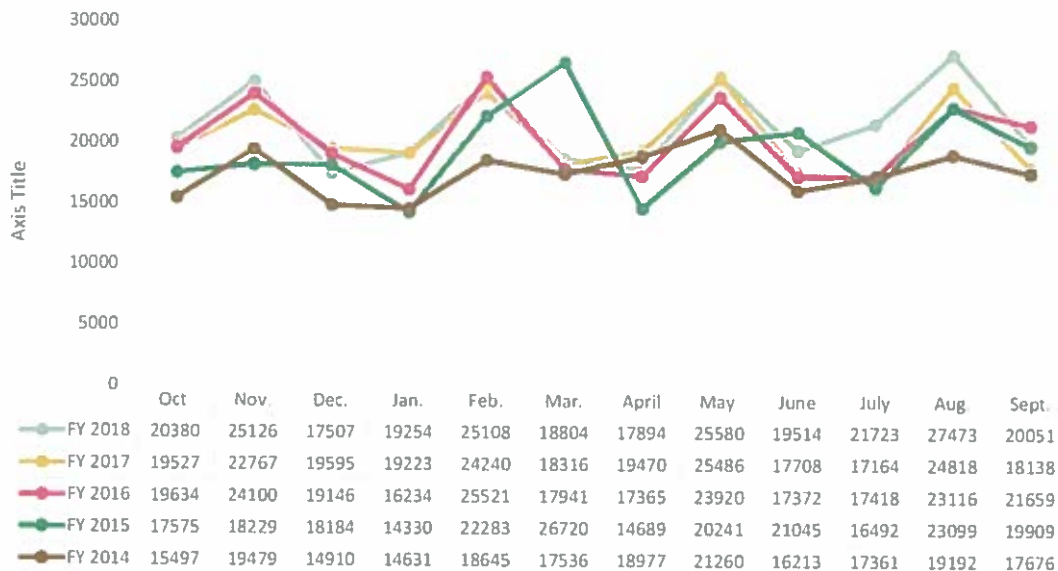
- **Schematic:** Work authorization for schematic and environmental documentation has been executed. Pending survey and SUE files, expected October and November respectively.
- TxDOT is working to input project into the MTP.

PUBLIC SALES TAX COMPARISON FY 19 vs FY18

Month	EDC 2018	EDC 2019	(FY18 vs. FY19)	
OCTOBER	\$ 20,380	\$ 23,101	\$ 2,721	13%
NOVEMBER	\$ 25,126	\$ 26,196	\$ 1,070	4%
DECEMBER	\$ 17,507	\$ 21,803	\$ 4,296	20%
JANUARY	\$ 19,254	\$ 19,263	\$ 9	0%
FEBRUARY	\$ 25,108	\$ 24,825	\$ (283)	-1%
MARCH	\$ 18,804	\$ 19,467	\$ 663	3%
APRIL	\$ 17,894	\$ 18,495	\$ 601	3%
MAY	\$ 25,580	\$ 26,255	\$ 675	3%
JUNE	\$ 19,514	\$ 21,115	\$ 1,601	8%
JULY	\$ 21,723	\$ 21,177	\$ (546)	-3%
AUGUST	\$ 27,473		\$ (27,473)	#DIV/0!
SEPTEMBER	\$ 20,051		\$ (20,051)	#DIV/0!
YTD TOTALS	\$ 258,414	\$ 221,697	\$ (36,717)	#DIV/0!

Month	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
Oct.	23101	20380	19527	19634	17575	15497	13530
Nov.	26196	25126	22767	24100	18229	19479	15913
Dec.	21803	17507	19595	19146	18184	14910	14384
Jan.	19263	19254	19223	16234	14330	14631	13829
Feb.	24825	25108	24240	25521	22283	18645	16910
Mar.	19467	18804	18316	17941	26720	17536	12374
April	18495	17894	19470	17365	14689	18977	14100
May	26255	25580	25486	23920	20241	21260	17804
June	21115	19514	17708	17372	21045	16213	14666
July	21177	21723	17164	17418	16492	17361	16273
Aug.		27473	24818	23116	23099	19192	17108
Sept.		20051	18138	21659	19909	17676	15646
Total		258414	246452	243427	232795	211377	182538
		21535					

Monthly Sales Tax



8/1/2019

BUDGET 2019 ACTUAL 2019 % OF BUDGET

REVENUE

41000 INTEREST	\$	5,500	\$	9,337	170%
41100 SALES TAX	\$	253,000	\$	219,427	87%
42000 LEASE INCOME- TOWN SQUARE PROJECT*	\$	-	\$	-	-
43600 GRANT INCOME	\$	-	\$	-	-
LOAN INCOME	\$	-	\$	-	-
TOTAL	\$	258,500	\$	228,764	

EXPENDITURES

PERSONNEL

60001 SALARY	\$	63,370	\$	51,579	81%
60200 LONGEVITY PAY	\$	175	\$	-	0%
61000 SOCIAL SECURITY	\$	3,890	\$	3,193	82%
61050 MEDICARE	\$	1,000	\$	747	75%
61100 HEALTH INSURANCE	\$	5,200	\$	711	14%
61200 WORKER'S COMP.	\$	286	\$	24	8%
61300 UNEMPLOYMENT	\$	255	\$	32	13%
61400 RETIREMENT	\$	5,730	\$	6,001	105%
66450 MILEAGE REIMBURSEMENT	\$	1,000	\$	804	80%
PERSONNEL SUBTOTAL	\$	80,906	\$	63,092	78%

OPERATING COSTS

62700/62800 OFFICE & MINOR SUPPLIES	\$	4,000	\$	1,524	38%
64600 COMMUNICATIONS	\$	2,000	\$	1,084	54%
64800 UNPLANNED PROJECT COSTS	\$	10,000	\$	5,874	59%
66400 TRAVEL AND TRAINING	\$	5,000	\$	2,374	47%
64900 MEMBERSHIP	\$	2,000	\$	1,795	90%
64000 AUDIT	\$	300	\$	-	0%
64300 LEGAL FEES	\$	4,500	\$	601	13%
66300 SYSTEM MAINTENANCE	\$	1,000	\$	940	94%
64700 CONTRACT SERVICES	\$	10,500	\$	8,601	82%
66695 BOARD TRAVEL AND TRAINING	\$	2,500	\$	1,443	58%
66697 FOOD	\$	500	\$	187	37%
OPERATING SUBTOTAL	\$	42,300	\$	24,423	58%

DEVELOPMENT PROJECTS

66401 <u>MATCHING FUNDS GRANT</u>	\$	-	\$	-	0%
67401 <u>INCENTIVE PAYMENTS</u>	\$	1,000	\$	-	0%
66713 <u>CHAMBER OF COMMERCE</u>	\$	3,500	\$	3,500	100%
67130 <u>EXHIBITIONS AND EVENTS</u>	\$	7,000	\$	518	7%
66715 <u>MARKETING AND PROMOTIONS</u>	\$	35,100	\$	16,979	48%
67140 <u>COMMUNITY DEVELOPMENT</u>	\$	38,500	\$	15,466	40%
67150 <u>BUSINESS DEVELOPMENT (FUNDS GRANT)</u>	\$	52,000	\$	15,000	29%
67400 <u>TOWN SQUARE PROJECT</u>	\$	-	\$	-	-
DEVELOPMENT SUBTOTAL	\$	137,100	\$	51,463	38%

TRANSFERS TO CITY

66701 ADMINISTRATION FEE	\$	-	\$	-	-
66711 PARK IMPROVEMENT	\$	5,000	\$	5,000	100%
85500 TOWN SQUARE IMPROVEMENTS	\$	-	\$	-	-
80020 OLD CITY PARK IMPROVEMENTS	\$	-	\$	-	-
66700 BOND PAYMENT	\$	-	\$	-	-
CITY TRANSFER SUBTOTAL	\$	5,000	\$	5,000	100%

EXPENDITURE TOTAL	\$	265,306	\$	143,978	54%
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REVENUE OVER EXPENDITURES	\$	446,194	\$	84,785	
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10% MARKETING CARRYOVER	\$	12,087			
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BANK ACCOUNT BALANCE					
Economic Dev. Corp-Point Bank	\$	491,596			
Town Square Project Account	\$	8,017			
Total	\$	499,613			

*The Interest revenue received summarizes all investment activity for the Pilot Point EDC and is in compliance with EDC Investment Policy and PFIA.