



Notice of Public Meeting

**PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT  
REGULAR MEETING  
102 E MAIN STREET PILOT POINT, TX  
September 7, 2021 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 Municipal Development District (MDD) i may choose to discuss and consider the item. If the issue is not on the agenda, the MDD 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 MDD 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 Municipal Development District Minutes:**
  - A. **August 3, 2021**
5. **Discuss, consider and possible action on resolution of the PPMDD authorizing a development project; the issuance of a promissory note to finance the costs of the development project.**
6. **Discuss, consider and possible action on a Resolution 2021-009 of the PPMDD authorizing the Board President to execute financial documents and services agreement with a financing firm.**
7. **Discuss, consider, and possible action on approving Pilot Point Main Street Sponsorship Proposal.**
8. **Discuss, consider and possible action to approve Resolution 2021-010 of the Pilot Point Municipal Development District authorizing the PPMDD Director to enter into a contract for professional services.**
9. **Executive Closed Session of the Board of Directors, The Pilot Point MDD 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 551.072 of Texas Government Code to discuss or deliberate the purchase, exchange, lease or value of real property.**
  - B. **Section 551.087 of Texas Government Code to discuss economic development negotiations**
10. **Reconvene into Open Session, The Pilot Point MDD 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.**

**11. Discuss Future Agenda Items and Meetings**

*Board Members shall not comment upon, deliberate, or discuss any item that is not on the agenda.*

**12. 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 **Friday, September 3, 2021 5:00 p.m.** and shall remain posted for at least 72 hours preceding the scheduled time of said meeting.

  
\_\_\_\_\_  
Lennette Cox, 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.



**PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT  
BOARD OF DIRECTORS REGULAR MEETING  
102 E MAIN STREET PILOT POINT, TX  
August 3, 2021 5:30 pm  
Minutes**

**1. Roll Call/Call to Order 5:35 pm**

**Quorum established**

Attendee	Organization	Title	Status
Glen Ray	MDD	President	Present
Andrew Ambrosio	MDD	Vice President	Present
Matt McIlravy	City of Pilot Point Council	Board Member	Absent
Stephanie Sanchez	MDD	Finance Director	Present
Rowland Funk	MDD	Secretary	Present
Justin Byars	MDD	Board Member	Present
Everett Cummings	City of Pilot Point Council	Board Member	Present
Denise Morris	MDD	MDD Director	Present
Wendy Haun	MDD	MDD Coordinator	Present
Lenette Cox	City of Pilot Point	City Secretary	
Britt Lusk	City of Pilot Point	City Manager	

**2. Pledge of Allegiance & Texas Pledge**

**3. Public Forum, Presentations and Recognition: (No speakers and no action required)**

**4. Discuss, consider, and possible action on Resolution 2021-MDD-001 adopting Bylaws for the Pilot point Municipal Development District.**

Motion to adopt the bylaws as submitted

**Result: Approved (unanimous)**

**Mover: Everett Cummings, Board Member**

**Seconder: Andrew Ambrosio, Vice President**

**5. Discuss, consider, and possible action on electing officers for the Pilot Point Municipal Development District Board of Directors.**

Motion to elect Glen Ray, President; Andrew Ambrosio, Vice President; Rowland Funk, Secretary; and appoint Stephanie Sanchez as Finance Director

**Result: Approved (unanimous)**

**Mover: Everett Cummings, Board Member**

**Seconder: Justin Byars**

**6. Discuss, consider, and possible action on Resolution 2021-MDD-002 designating a bank depository for Pilot Point Municipal Development District.**

Motion made to establish bank depository at Pilot Point Bank.

**Result: Approved (unanimous)**

**Mover: Rowland Funk, Secretary**

**Seconder: Stephanie Sanchez, Finance Director**

- 7. Discuss, consider and possible action on Resolution 2021-MDD-003 authorizing bank signers to the Pilot Point Municipal Development District Project Fund Account.**

Motion to approve MDD President and Finance Administrator as signatories in finance matters of the MDD

**Result: Approved (unanimous)**

**Mover: Rowland Funk, Secretary**

**Seconder: Everett Cummings, Board Member**

- 8. Discuss, consider and possible action on Resolution 2021-MDD-004 authorizing MDD President to contract professional legal services for the Pilot Point Municipal Development District. Any action was Tabled.**

- 9. Discuss, consider and possible action on Resolution 2021-MDD-005 authorizing the MDD President to contract professional financial services for the Pilot Point Municipal Development District.**

Motion to approve MDD President to contract with Integrity Books and Payroll, a financial services firm.

**Result: Approved (unanimous)**

**Mover: Everett Cummings, Board Member**

**Seconder: Justin Byars, Board Member**

- 10. Discuss, consider and possible action on Resolution 2021-MDD-006 adopting PPMDD 2021-2022 Work Plan.**

Motion to adopt plan as presented by Executive Director and Coordinator.

**Result: Approved (unanimous)**

**Mover: Justin Byars, Board Member**

**Seconder: Andrew Ambrosio, Vice President**

- 11. Discuss, consider and possible action on Resolution 2021-MDD-007 adopting the PPMDD 2021-2022 Budget.**

Motion to approve budget with revisions provided by the MDD Board of Directors.

**Result: Approved (unanimous)**

**Mover: Rowland Funk, Secretary**

**Seconder, Andrew Ambrosio, Vice President**

- 12. Discuss Future Agenda Items and Meetings**

*Board members shall not comment upon, deliberate, or discuss any item that is not on the agenda.*

- 13. Adjournment at 7:35 p.m.**

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**Rowland Funk, PPMDD Secretary**

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**Glen Ray, PPMDD President**



**PPMDD Agenda  
September 7, 2021**

**Agenda Item: 5**

**Agenda Description:**

**Discuss, consider and possible action on resolution of the PPMDD authorizing a development project; the issuance of a promissory note to finance the costs of the development project.**

**Background Information:**

- The Downtown Project began a year ago with research on associated project costs and funding options.
- Government Capital was chosen by the PPEDC Board to provide funding options for consideration.
- Once the MDD was created the funding process could not continue until the legal formation of the MDD was in place. Those requirements have been met and financing can proceed.
- Government Capital will present two term options for board consideration and associated interest rates and repayment schedule.
- If the Board approves one of the packages, loan funding is expected for October 15, 2021.
- Notes are secured by sales tax
- Project includes: a parking lot next to City Hall, renovations to the Central Christian Church and renovations to the Ice House and possibly sound system to the Gazebo and improving downtown eastside alley.

**Financial Information:**

Year one note payments budgeted at \$100,000

**Attachments:**

**Resolution**

**Government Capital Term Sheet**



# GOVERNMENT CAPITAL CORPORATION

345 MIRON DRIVE SOUTH LAKE, TEXAS 76092 Ph: 817.421.5400  
WWW.GOVCAP.COM

## TERM SHEET Pilot Point Municipal Development District September 7, 2021

FINANCING STRUCTURE: Tax Exempt Promissory Note  
PROJECT: Downtown Projects to include: public parking lot, Ice House, Event/Performing Arts Center, sound system for gazebo at Town Square pavilion, Alley Improvements  
PLACEMENT: Private Placement  
ESTIMATED SOURCES AND USES OF FUNDS:

Source:	Note Proceeds	\$1,247,003.32
<u>Total Sources</u>		<u>\$1,247,003.32</u>
Uses:	Project Cost:	\$1,222,003.32
	*Issuance Costs:	\$ 25,000.00
<u>Total Sources &amp; Uses</u>		<u>\$1,247,003.32</u>

\* The above issuance cost represents the total issuance costs necessary for closing the transaction as contemplated. Issuance Cost Allocation includes Bond Counsel and Private Placement costs.

LENDER: Government Capital Corporation  
BOND COUNSEL: Naman Howell Smith & Lee, PLLC, Austin TX  
FIXED INTEREST RATE: 3.175% Fixed  
QUARTERLY TERMS: 20 Years (80 Quarterly payments)  
QUARTERLY PAYMENTS: \$21,116.63 (\$84,466.52 annually)  
PAYMENTS COMMENCING: 90 days from funding and quarterly thereafter  
SECURITY: Pledge of Sales Tax Revenues (no liens placed on associated facilities)  
EARLY REDEMPTION OPTIONS: Redeemable in whole on any payment date after October 15, 2028  
INSURANCE REQUIREMENTS: None  
ADDITIONAL GUARANTORS: None  
ESTIMATED CLOSING: Oct 15, 2021

The Transaction will allow for additional parity debt at 1.25x coverage. The above proposal is subject to audit analysis and mutually acceptable documentation. The terms outlined herein are subject to change and rates are valid for thirty (30) days from the date of this proposal. If funding does not occur within this time period, rates will be indexed to markets at such time.

The transaction described herein is an arm's length, commercial transaction between you and Government Capital Corporation ("GCC"), in which GCC (i) is acting solely for its own financial and other interests that may differ from yours, (ii) is not acting as your municipal advisor or financial advisor, and has no fiduciary duty to you with respect to this transaction, and (iii) is not recommending that you take an action with respect to this transaction





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## TERM SHEET Pilot Point Municipal Development District September 7, 2021

FINANCING STRUCTURE: Tax Exempt Promissory Note  
PROJECT: Downtown Projects to include: public parking lot, Ice House, Event/Performing Arts Center, sound system for gazebo at Town Square pavilion, Alley Improvements  
PLACEMENT: Private Placement  
ESTIMATED SOURCES AND USES OF FUNDS:

Source:	Note Proceeds	\$1,047,695.10
<u>Total Sources</u>		<u>\$1,047,695.10</u>
Uses:	Project Cost:	\$1,022,695.10
	*Issuance Costs:	\$ 25,000.00
<u>Total Sources &amp; Uses</u>		<u>\$1,047,695.10</u>

\* The above issuance cost represents the total issuance costs necessary for closing the transaction as contemplated. Issuance Cost Allocation includes Bond Counsel and Private Placement costs.

LENDER: Government Capital Corporation  
BOND COUNSEL: Naman Howell Smith & Lee. PLLC. Austin TX  
FIXED INTEREST RATE: 2.671% Fixed  
QUARTERLY TERMS: 15 Years (60 Quarterly payments)  
QUARTERLY PAYMENTS: \$21,250.00 (\$85,000.00 annually)  
PAYMENTS COMMENCING: 90 days from funding and quarterly thereafter  
SECURITY: Pledge of Sales Tax Revenues (no liens placed on associated facilities)  
EARLY REDEMPTION OPTIONS: Redeemable in whole on any payment date after October 15, 2028  
INSURANCE REQUIREMENTS: None  
ADDITIONAL GUARANTORS: None  
ESTIMATED CLOSING: Oct 15, 2021

The Transaction will allow for additional parity debt at 1.25x coverage. The above proposal is subject to audit analysis and mutually acceptable documentation. The terms outlined herein are subject to change and rates are valid for thirty (30) days from the date of this proposal. If funding does not occur within this time period, rates will be indexed to markets at such time.

The transaction described herein is an arm's length, commercial transaction between you and Government Capital Corporation ("GCC"), in which GCC (i) is acting solely for its own financial and other interests that may differ from yours, (ii) is not acting as your municipal advisor or financial advisor, and has no fiduciary duty to you with respect to this transaction, and (iii) is not recommending that you take an action with respect to this transaction.



**CERTIFICATE FOR RESOLUTION**

We, the undersigned officers of the Pilot Point Municipal Development District (the "District"), hereby certify as follows:

1. The Board of Directors (the "District") of the District convened in Regular Meeting on September 7, 2021 at the designated meeting place, and the roll was called of the duly constituted officers and members of said Board of Directors, to wit:

Glen Ray	President
Andrew Ambrosio	Vice-President
Rowland Funk	Secretary
Stephanie Sanchez	Director
Everett Cummings	Director
Matt McIlravy	Director
Justin Byars	Director

and all of said persons were present, except the following absentees: \_\_\_\_\_, thus constituting a quorum. Whereupon, among other business, the following was transacted at said Meeting: a written

**RESOLUTION OF THE BOARD OF DIRECTORS OF THE PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT AUTHORIZING A DEVELOPMENT PROJECT; THE ISSUANCE OF A PROMISSORY NOTE TO FINANCE THE COSTS OF THE DEVELOPMENT PROJECT AND OTHER MATTERS INCIDENT AND RELATED THERETO.**

was duly introduced for the consideration of said Board of Directors and read in full. It was then duly moved and seconded that said Resolution be adopted; and, after due discussion, said motion carrying with it the adoption of said Resolution, prevailed and carried by the following vote:

AYES: All members of the Board of Directors shown present above voted "Aye" except as shown below.

NOES: \_\_\_\_\_

ABSTAIN: \_\_\_\_\_

2. That a true, full and correct copy of the aforesaid Resolution adopted at the Meeting described in the above and foregoing paragraph is attached to and follows this Certificate; that said Resolution has been duly recorded in said Board of Directors' minutes of said Meeting; that the above and foregoing paragraph is a true, full and correct excerpt from said Board of Directors' minutes of said Meeting pertaining to the adoption of said Resolution; that the persons named in the above and foregoing paragraph are the duly chosen, qualified and



acting officers and members of said Board of Directors as indicated therein; that each of the officers and members of said Board of Directors was duly and sufficiently notified officially and personally, in advance, of the time, place and purpose of the aforesaid Meeting, and that said Resolution would be introduced and considered for adoption at said Meeting, and each of said officers and members consented, in advance, to the holding of said Meeting for such purpose, and that said Meeting was open to the public and public notice of the time, place and purpose of said Meeting was given, all as required by Chapter 551, Texas Government Code.

3. That the President of the Board of Directors of the District has approved and hereby approves the aforesaid Resolution; that the President and the Secretary of said District have duly signed said Resolution; and that the President and the District Secretary of said District hereby declare that their signing of this Certificate shall constitute the signing of the attached and following copy of said Resolution for all purposes.

Signed on the date first written above.

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Rowland Funk  
Secretary, Board of Directors

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Glen Ray  
President, Board of Directors

**RESOLUTION OF THE BOARD OF DIRECTORS OF THE PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT AUTHORIZING A DEVELOPMENT PROJECT; THE ISSUANCE OF A PROMISSORY NOTE TO FINANCE THE COSTS OF THE DEVELOPMENT PROJECT AND OTHER MATTERS INCIDENT AND RELATED THERETO.**

**WHEREAS**, the Pilot Point Municipal Development District (the "District") is a municipal development district created pursuant to Chapter 377 of the Texas Local Government Code, as amended (collectively the "Act") by the City of Pilot Point, Texas (the "City"); and

**WHEREAS**, the District is authorized under the Act to undertake a development project, being a "project" as that term is defined by Sections 505.151-505.158, Texas Local Government Code, as amended, to issue bonds or other obligations to finance development projects, and to pledge District revenues, including without limitation the District's sales and use tax, to the payment of principal and interest on such obligations; and

**WHEREAS**, the District's Board of Directors (the "Board") has determined that it is advisable to undertake various Pilot Point downtown development projects, to wit: remodel and add restrooms to Historic Ice House, construct a public parking lot, renovations of a church to use as a civic/event center, purchase and install sound system for gazebo in the park and Town Square and various alley improvements (collectively the "Project") in the City and the Board expressly finds that undertaking the Project will promote and develop new and expanded business enterprises in the City and that the Project is an authorized project in part under Section 505.152 and part under Section 505.158, Texas Local Government Code; and

**WHEREAS**, the District proposes to enter into a Loan Agreement (as amended, restated, supplemented and/or otherwise modified, the "Loan Agreement"), with Government Capital Corporation, as lender ("Lender") to enable the District to (1) finance the costs of the Project, and (2) pay costs of issuing the loan (the "Issuance Costs"), and as security for the payment of the principal of and interest thereon, the District has agreed to pledge its revenues, including the District's sales and use taxes. The loan shall be evidenced by a promissory note issued by the District in the principal amount not to exceed \$1,248,000 payable to the Lender (the "Series 2021 Note"). All capitalized terms used herein, but not otherwise defined herein, shall have the meaning ascribed to such term in the Loan Agreement.

**NOW THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT AS FOLLOWS:**

**Section 1.** The recitals set forth in the Preamble are incorporated into this resolution for all purposes.

**Section 2.** The Project is approved, and the Board formally finds that the Project will promote new and expanded business enterprises in the City. The Board further agrees to enter into the Loan Agreement and Series 2021 Note to finance the costs of the Project and pay the Issuance Costs an amount not to exceed \$1,248,000 at an interest rate not to exceed 3.245%,

maturity term not to exceed 30 years and, in order to secure the principal and interest on the Series 2021 Note, to pledge all available revenues of the District including the proceeds of the District's sales and use tax.

**Section 3.** That any one or more of the Authorized Officers of the District listed in Section 4 below be, and each of them hereby is, authorized to execute, acknowledge and deliver in the name and on behalf of District to the Lender the Loan Agreement, including all attachments and exhibits thereto and the Series 2021 Note. The Loan Agreement and Series 2021 Note shall contain such final terms and be in such form as the signing officer shall determine to be advisable and consistent with the terms set forth in this Resolution. Further, said Authorized Officers are authorized to execute, acknowledge and deliver in the name and on behalf of the District any other agreement, instrument, certificate, representation and document, and to take any other action as may be advisable, convenient or necessary to enter into such Loan Agreement and Series 2021 Note; the execution thereof by any such Authorized Officer shall be conclusive as to such determination.

**Section 4.** That for the purpose of this resolution, the following persons, or the persons holding the following positions, are "Authorized Officers" duly authorized to enter into the transaction contemplated by this resolution in the name and on behalf of District:

<u>Name</u>	<u>Title</u>
Glen Ray	President
Andrew Ambrosio	Vice President
Rowland Funk	Secretary
Denise Morris	Executive Director

**Section 5.** That this Resolution shall take effect immediately.

**PASSED AND ADOPTED** this 7<sup>th</sup> day of September 2021.

**PILOT POINT MUNICIPAL DEVELOPMENT  
DISTRICT**

By: \_\_\_\_\_  
Glen Ray, President

**ATTEST:**

By: \_\_\_\_\_  
Rowland Funk, Secretary



**PPMDD Agenda  
September 7, 2021**

**Agenda Item: 6**

**Discuss, consider and possible action on a resolution of the PPMDD authorizing the PPMDD Board President to execute financial documents and services agreement with a financing firm.**

**Background Information:**

Government Capital Corporation is going to provide all necessary financial services to complete the Downtown Project.

This resolution authorizes Glen Ray, PPMDD President to sign related documents with legal council approval prior to doing so.

**Attachments:**

Resolution

**Financial Information:**

No Cost to authorize

**PILOT POINT ECONOMIC DEVELOPMENT CORPORATION  
RESOLUTION NO. MDD 2021-009**

**A RESOLUTION OF THE BOARD OF DIRECTORS OF THE PILOT POINT MUNICIPAL DEVELOPMENT  
DISTRICT AUTHORIZING THE PPMDD BOARD PRESIDENT TO EXECUTE FINANCIAL DOCUMENTS AND  
SERVICES AGREEMENT WITH A FINANCING FIRM**

**WHEREAS**, the Pilot Point Municipal Development District (“PPMDD”) is a public entity duly established and operating under Texas Local Government Code, Chapters 501 and 505, et seq., as amended, known as the Development Corporation Act of 1979 (the “Act”); and

**WHEREAS**, to fulfill its public purpose in attracting qualifying projects under Texas Local Government Code, Chapters 501 and 505, et seq., as amended, the PPMDD requires certain professional services, including without limitation, the contracting with and hiring of a financial firm to assist the PPMDD in revitalization to attract business, tourism and commercial activity to downtown Pilot Point; and

**WHEREAS**, after careful evaluation and consideration by the Board, it has determined that these services and this support can be provided most beneficially, efficiently and economically under a third-party professional services agreement with Government Capital Corporation, in an amount not to exceed \$ \_\_\_\_\_, to be executed by the President on behalf of the PPMDD.

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT THAT:**

**SECTION 1.** The Board hereby finds that all the recitals above are true and correct and are incorporated herein as if restated in full.

**SECTION 2.** The Board hereby finds that the provision of certain professional financial services is necessary for the PPMDD’s proper attraction and advancement of qualifying projects under Texas Local Government Code, Chapters 501 and 505, et seq., as amended, and hereby authorizes the PPMDD President to enter into an agreement with Government Capital Corporation.

**SECTION 3.** The Board hereby finds that all documents provided by Government Capital Corporation must be approved by the PPMDD legal counsel prior to the PPMDD Board President signing any documents.

**SECTION 4.** This Resolution is effective upon passage. **PASSED AND APPROVED** on the 7TH day of September 2021, by the Board of Directors of the Pilot Point Municipal Development District.

**[SIGNATURE PAGE FOLLOWS]**

**RESOLUTION NO. MDD 2021-009**

**PASSED AND ADOPTED, THIS SEPTEMBER 7TH, 2021.**

**PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT**

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Glen Ray,  
President, Board of Directors

**ATTEST:**

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Rowland Funk  
Secretary, Board of Directors



**PPMDD Agenda  
September 7, 2021**

**Agenda Item:           7**

**Description:**

**Discuss, consider, and possible action on approving Pilot Point Main Street Sponsorship Proposal.**

**Background Information:**

Historically the EDC has sponsored various Main Street events.  
No sponsorships have been to Main Street in 2021

**Financial Information:**

\$2000

Funds available in Community Development & Events

**Attachments:**

Main Street Sponsorship Proposal





## Proposal for In-Kind Sponsorship: Bonnie & Clyde Days 2021

Background: As many of you know, the Pilot Point Main Street has been steadily building up its premier festivals to continually offer entertainment and traffic flow to our Historic Downtown since its inception in 2002. The largest of these festivals is Bonnie & Clyde Days, which attracts in the neighborhood of 7,000 festivalgoers to our downtown area for one day in October.

The downtown area currently suffers from a lack of parking that hinders our festivals, especially when the streets become part of the festival footprint and are not available for parking. In the past, a shuttle has been discussed and found to be too prohibitive in terms of cost and manpower. I am reaching out to the Pilot Point Municipal Development District, as you have a vested interest in our business and tourism aspects of our community, to see if you would be interested in underwriting this shuttle.

This year may be one of the largest years yet for Bonnie & Clyde Days. In addition to the usual local advertising (KHYI The Range radio ad spots, 380 Guide, Pilot Point Guide, Pilot Point Post-Signal) we also have invested this year in statewide advertising through TourTexas.com and AJR Media Group. We also have provided content to several state-wide media organizations, with distributions in the greater Dallas and Houston areas. These additional media opportunities may result in a larger-than-usual crowd, necessitating in resolving the parking issues that currently exist in our downtown area.

Shuttle bid (from Lone Star Limo & SUV): \$2,000

(includes 2 14-passenger ADA-accessible vans with drivers for 10 hours, includes bottled water on board)

You receive:

- ▶ 2 city-provided banners
- ▶ Sponsor logo on festival promotional posters
- ▶ Mentions on social media (including promoted post regarding shuttle)



For more information, contact Main Street Director Wendy Haun  
[whaun@cityofpilotpoint.org](mailto:whaun@cityofpilotpoint.org) | 940-293-7434



**PPMDD Agenda  
September 7, 2021**

**Agenda item: 8**

**Discuss, consider and possible action to approve Resolution 2021-010 of the Pilot Point Municipal Development District authorizing the PPMDD Director to enter into a contract for professional services.**

**Background information:**

EDOIQ offers affordable project management software and CRM capabilities for managing business contacts and ROI capabilities.

EDOIQ will begin training and onboarding in September, but will not begin billing until October 1, 2021 to accommodate the new budget year.

**Financial Information:**

Budgeted item for 2021/22

\$450 monthly /\$5400 annually

Rate based on community size and we are not limited to users.

**Attachments:**

**EDOIQ Contract**



## EDOiQ Proposal

**Organization:** City of Pilot Point

**Presumed Tier:** 1

**Monthly Pricing:** \$650 (see additional discounts)

**Discounts Available:**

Early adopter discount = \$550 per month  
1 yr. prepay discount = \$450 per month

EDOiQ primarily basis it's monthly pricing on annual operating budget as well as other considerations such as data size, feature utilization and staff size.

	Operating Budget	EDOiQ Monthly Pricing
<b>Tier 1</b>	Up to \$500,000	Up to \$650
<b>Tier 2</b>	\$500,000 - \$1,000,000	Up to \$950
<b>Tier 3</b>	\$1,000,000 +	Up to \$1,250

**Special pricing considerations can be made for the following:**

- Quarterly & yearly prepayment discounts
- Participation as early adopters & testing partners
- Case Study participation or other marketing related considerations
- Financial hardship or related considerations

### Value Based Pricing

EDOiQ bases its pricing on many direct and indirect benefits, most notably increasing the efficiency of economic development teams. We've highlighted just a few of the potential cost savings below.

**Reporting & Visibility**

Key project data and indicators are aggregated for visibility, tracking and reporting on economic returns,

**Infrastructure**

No expensive servers or IT staff costs and expenditures. Safe and secure data hosted with Microsoft Azure

**Compliance & Collaboration**

Metrics, performance requirements, and documentation are tracked through the project lifecycle in addition to notifications to ensure visibility and compliance

**CRM Tools**

Ensure a record of communication with new and existing contacts and key project stakeholders.

**Workflow & Approvals**

Collaborate on prospective projects with outside stakeholders, and create an approval workflow for projects

**Forecasting**

Create unlimited forecasts to develop potential incentive projects that ensure a return on investment



### Potential Cost Savings



**Up to \$55,000+**  
In Potential Savings

**PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT**

**RESOLUTION NO. MDD 2021-010**

**A RESOLUTION OF THE BOARD OF DIRECTORS OF THE PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT AUTHORIZING EXECUTIVE DIRECTOR TO EXECUTE A PROFESSIONAL SERVICES AGREEMENT.**

**WHEREAS**, the Pilot Point Municipal Development District ("PPMDD") is a public instrumentality duly established and operating under Texas Local Government Code, Chapters 501 and 505, et seq., as amended, known as the Development Corporation Act of 1979 (the "Act"); and

**WHEREAS**, to fulfill its public purpose of managing projects under Texas Local Government Code, Chapters 501 and 505, et seq., as amended, the PPMDD requires certain professional services, and

**WHEREAS**, after careful evaluation and consideration by the Board, it has determined that these services and this support can be provided most beneficially, efficiently and economically under a third-party agreement with software for service designed for managing and reporting on economic development projects and for providing visibility to key stakeholders in an amount not to exceed \$5,400.00 annually to be executed by the Executive Director on behalf of the PPMDD.

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE PILOT POINT MUNICIPAL DEVELOPMENT DISTRICT THAT:**

**SECTION 1.** The Board hereby finds that all of the recitals above are true and correct and are incorporated herein as if restated in full.

**SECTION 2.** The Board hereby finds that the provision of certain professional services are necessary for the PPMDD's project and client management under Texas Local Government Code, Chapters 501 and 505, et seq., as amended, and hereby authorizes the PPMDD Director to enter into an agreement with EDOIQ.

**SECTION 3.** This Resolution is effective upon passage. PASSED AND APPROVED on the 7th day of September 2021, by the Board of Directors of the Pilot Point Municipal Development District

\_\_\_\_\_  
Glen Ray, PPMDD President

ATTEST;

\_\_\_\_\_  
Rowland Funk, PPMDD Secretary