



***** PUBLIC NOTICE *****

**NOTICE OF THE CITY OF CORINTH ECONOMIC DEVELOPMENT CORPORATION (CEDC)
REGULAR SESSION**

**Monday, November 6, 2017, 6:00 P.M.
City Hall
Conference Room - Room 102
3300 Corinth Parkway
Corinth, Texas 76208**

*** Pursuant to Texas Government Code Section 551.002, a quorum of the City Council of Corinth may attend the following meeting and may participate in discussion on the agenda items listed below, but will not take any action.**

CALL TO ORDER

CITIZENS COMMENTS

In accordance with the Open Meetings Act, the Board is prohibited from acting on or discussing (other than factual responses to specific questions) any items brought before them at this time. Citizen's comments will be limited to 3 minutes. Comments about any of the published agenda items are appreciated by the Board and may be taken into consideration at this time or during that agenda item. *All remarks and questions addressed to the Board shall be addressed to the Board as a whole and not to any individual member thereof.* Section 30.041B Code of Ordinance of the City of Corinth.

CONSENT AGENDA

1. Consider and act on minutes from the October 9, 2017 meeting.
2. Consider and act on the Corinth Economic Development Corporation Financial Report for the period ending August 2017.

BUSINESS AGENDA

3. Consider and act on an application from Loubel Inc. requesting economic development incentives pursuant to the Chapter 380 Economic Development Program Policies and Procedures to relocate and expand their business operations within the City of Corinth, Texas.

4. Receive nominations and elect officers to serve as President, Vice President and Secretary of the Corinth Economic Development Corporation.

REPORTS

5. Board Members
6. Executive Director

EXECUTIVE SESSION

If, during the course of the meeting, any discussion of any item on the agenda should need to be held in executive or closed session for the Board to seek advice from the City Attorney as to the posted subject matter of this Board Meeting, the Board will convene in such executive or closed session, in accordance with the provisions of the Government Code, Title 5, Subchapter D Chapter 551, to consider one or more matters pursuant to the following:

Section 551.071. (1) Private consultation with its attorney to seek advice about pending or contemplated litigation; and/or settlement offer; (2) and/or a matter in which the duty of the attorney to the government body under the Texas Disciplinary Rules of Professional Conduct of the State of Texas clearly conflicts with chapter 551.

Section 551.072. To deliberate the purchase, exchange, lease or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person.

Section 551.074. To deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee; or to hear a complaint or charge against an officer or employee.

Section 551.087. To deliberate or discuss regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or to deliberate the offer of a financial or other incentive to a business prospect.

A. Deliberations regarding economic development incentives to a business prospect.

After discussion of any matters in executive session, any final action or vote taken will be in public by the Board. The Board shall have the right at any time to seek legal advice in Executive Session from its Attorney on any agenda item, whether posted for Executive Session or not.

RECONVENE IN OPEN SESSION TO TAKE ACTION, IF NECESSARY, ON EXECUTIVE SESSION ITEMS.

ADJOURN

Posted this ____ day of _____, 2017 at ____ on the bulletin board at Corinth City Hall.

Jason Alexander, Economic Development Director
City of Corinth, Texas

EDC Regular Session

1.

Meeting Date: 11/06/2017

Title: Meeting Minutes

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review: Approval: Bob Hart, City Manager

AGENDA ITEM

Consider and act on minutes from the October 9, 2017 meeting.

AGENDA ITEM SUMMARY/BACKGROUND

The minutes from the October 9, 2017 meeting.

RECOMMENDATION

N/A.

Fiscal Impact

Source of Funding: N/A.

FINANCIAL SUMMARY:

N/A.

Attachments

October 9, 2017 Meeting Minutes

CORINTH ECONOMIC DEVELOPMENT CORPORATION
October 9, 2017

STATE OF TEXAS
COUNTY OF DENTON
CITY OF CORINTH

On this 9th day of October, 2017, the Corinth Economic Development Corporation (CEDC) of the City of Corinth, Texas, met in Special Session at 6:02 P.M. at Corinth City Hall, located at 3300 Corinth Parkway, Corinth, Texas. The meeting date, time, place and purpose as required by Title 5, Subtitle A, Chapter 551, Subchapter C, Section 551.041, Government Code, with the following members, to wit:

CEDC Board Members:

Lowell Johnson – President
Mike Amason – Vice President, (Arrived at 6:10 p.m.)
Tina Henderson – Secretary, (Arrived at 6:20 p.m.)
Wade May – Director
David Burnett – Director
Jerry Blazewicz – Director
Don Glockel – Director

CEDC Board Members Absent:

Others Present:

Jay Patel – 6Q Hospitality, L.L.C.
Sunny Patel – 6Q Hospitality, L.L.C.
Jason Alexander – Executive Director
Kimberly Pence – City Secretary

CALL TO ORDER:

Lowell Johnson called the meeting to order at 6:02 P.M.

CITIZENS COMMENTS:

None.

CONSENT AGENDA:

1. Consider and act on minutes from the September 18, 2017 meeting.
2. Consider and act on the Corinth Economic Development Corporation Finance Report for the period ending July 2017.

CONSENT AGENDA APPROVED AS PRESENTED

AYES: Johnson, Blazewicz, May, Glockel, Burnett
NOES: None
ABSENT: Amason, Henderson

MOTION CARRIES

BUSINESS AGENDA:

1. Discuss, consider and provide a recommendation to City Council on a Chapter 380 Economic Development Incentive Agreement between the City of Corinth, Texas, the Corinth Economic Development Corporation and 6Q Hospitality, L.L.C. to construct and operate a hotel and conference center in the City of Corinth, Texas.

Jason Alexander presented the proposed Chapter 380 Economic Development Incentive Agreement (Agreement) to the Board. He explained that the Agreement is designed to attract a hotel and conference center operating under a Fairfield Inn and Suites flag to the City of Corinth. He further explained that the proposed Agreement incorporates revisions per the direction of the Board and introduces a few additional revisions.

The first such revision introduced by Alexander was a decrease in minimum assessed value for completed building improvements on the land from \$12 million to \$8.8 million (Paragraph 2.05.). Alexander explained that the requested decrease in value stemmed from earlier conversations with Jay Patel (6Q Hospitality, L.L.C.). He stated that other revisions to Paragraph 2.05. would allow 6Q Hospitality, L.L.C. to protest the minimum assessed value so long as such protest does not result in a value less than the minimum assessed value and allow the minimum assessed value to increase or decrease commensurately based on an increase or decrease (ten percent or more) of the total value of all properties within the City.

Dave Burnett inquired about the increase and decrease in minimum assessed value. Alexander explained that the purpose of the revision was to ensure that 6Q Hospitality, L.L.C. would not be tied to an inflexible minimum assessed value if property values declined substantially, or conversely, the City, if property values increased substantially.

Alexander asked the Board for consensus to decrease the minimum assessed value from \$12 million to \$8.8 million for the completed building improvements. After a brief discussion, the Board directed staff to decrease the minimum assessed value to \$8.8 million, and to set the assessed value of the land at \$1.2 million, resulting in a total minimum assessed value of \$10 million.

Alexander stated that the Agreement requires 6Q Hospitality, L.L.C. to create at least 22 jobs on or before January 31, 2021.

Finally, Alexander recommended that the Board include a revision in the Agreement allowing authorized employees of the City and the CEDC to access the hotel and conference center to ensure that the construction and operation of the facility is in compliance with the Agreement.

The Board agreed.

There was further discussion by the Board on the Agreement.

Johnson called for a motion.

MOTION was made by Don Glockel to approve the Agreement with all of the revisions requested by staff, including adjusting the minimum assessed value to setting the assessed value of the land at \$1.2 million and the completed building improvements at \$8.8 million and to provide an affirmative recommendation to City Council on the Chapter 380 Economic Development Incentive Agreement between the City of Corinth, Texas, the Corinth Economic Development Corporation and 6Q Hospitality, L.L.C., to construct and operate a hotel and conference center in the City of Corinth, Texas.

Seconded by Amason.

AYES: Johnson, Amason, Blazewicz, May, Henderson, Glockel, Burnett
NOES: None
ABSENT: None

MOTION CARRIES

2. Consider and act on a Resolution of the Board of Directors of the Corinth Economic Development Corporation authorizing the President to execute a Chapter 380 Economic Development Incentives Agreement between the City of Corinth, Texas, the Corinth Economic Development Corporation and 6Q Hospitality, L.L.C. on behalf of the Corinth Economic Development Corporation subject to amendment and approval by the City Council.

MOTION was made by Jerry Blazewicz to approve the Resolution of the Board of Directors of the Corinth Economic Development Corporation authorizing the President to execute a Chapter 380 Economic Development Incentives Agreement between the City of Corinth, Texas, the Corinth Economic Development Corporation and 6Q Hospitality, L.L.C. on behalf of the Corinth Economic Development Corporation subject to amendment and approval by the City Council.

Seconded by Wade May.

AYES: Johnson, Amason, Blazewicz, May, Henderson, Glockel, Burnett
NOES: None
ABSENT: None

MOTION CARRIES

REPORTS AND UPDATES:

1. Board Members

Johnson mentioned that Millennium (mixed-use development) has broken ground.

Burnett asked about an update on improvements at the intersection of Farm-to-Market Roads 2181 and 2499.

2. Executive Director

Alexander thanked Amason and May for their service on the Corinth Economic Development Corporation.

Alexander informed the Board that three meetings scheduled so far for next month's Texas ICSC Conference.

Masud Reza is working with a broker and listed his property for sale.

Johnson recessed the meeting at 6:49 p.m. * See Closed Session.

CLOSED SESSION

If, during the course of the meeting, any discussion of any item on the agenda should need to be held in executive or closed session for the Board to seek advice from the City Attorney as to the posted subject matter of this Board Meeting, the Board will convene in such executive or closed session, in accordance with the provisions of the Government Code, Title 5, Subchapter D Chapter 551, to consider one or more matters pursuant to the following:

Section 551.071. (1) Private consultation with its attorney to seek advice about pending or contemplated litigation; and/or settlement offer; (2) and/or a matter in which the duty of the attorney to the government body under the Texas Disciplinary Rules of Professional Conduct of the State of Texas clearly conflicts with chapter 551.

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Section 551.087. To deliberate or discuss regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or to deliberate the offer of a financial or other incentive to a business prospect.

A. Deliberations regarding economic development incentives to a business prospect.

Reconvene in open session to take action, if necessary, on closed session items.

Johnson reconvened the meeting in Open Session at 7:41 p.m.

No action taken from Closed Session.

ADJOURN:

There being no further business, Johnson adjourned the October 9, 2017 Special Session of the Corinth Economic Development Corporation at 7:41 P.M.

Kimberly Pence – City Secretary
Corinth Economic Development Corporation

Lowell Johnson – President
Corinth Economic Development Corporation

EDC Regular Session

2.

Meeting Date: 11/06/2017

Title: August Corinth Economic Development Corporation Financial Report

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review:

AGENDA ITEM

Consider and act on the Corinth Economic Development Corporation Financial Report for the period ending August 2017.

AGENDA ITEM SUMMARY/BACKGROUND

The financial report for the Corinth Economic Development Corporation for the period ending August 2017.

RECOMMENDATION

N/A.

Fiscal Impact

Source of Funding: N/A.

FINANCIAL SUMMARY:

N/A.

Attachments

August 2017 Financials for the Corinth Economic Development Corporation



City of Corinth

Corinth Economic Development Corporation

Schedule of Revenues & Expenditures - Budget vs Actual (Unaudited)
For the Period Ended August 2017

	Current Fiscal Year, 2016-2017					Prior Year
	Budget FY 2016-17	August 2017 Actual	Year-to- Date Actual	Y-T-D Variance	Y-T-D % of Budget	Aug-16 Y-T-D Actual
RESOURCES						
Sales Tax (.50¢)	\$ 673,772	\$ 73,472	\$ 541,696	(132,076)	80.4%	\$ 506,268
Interest Income	400	107	783	383	195.9%	747
Investment Income	8,000	2,829	24,756	16,756	309.5%	15,597
Miscellaneous Income	-	-	-	-	0.0%	-
Projective Incentive Default	-	-	-	-	0.0%	-
Transfers In	-	-	-	-	0.0%	-
TOTAL ACTUAL RESOURCES	682,172	76,409	567,236	(114,936)	83.2%	522,612
Use of Fund Balance	10,232	-	-	(10,232)	0.0%	-
TOTAL RESOURCES	\$ 692,404	\$ 76,409	\$ 567,236	\$ (125,168)	81.9%	\$ 522,612
EXPENDITURES						
Wages & Benefits	\$ 127,927	\$ 9,817	\$ 113,506	\$ (14,421)	88.7%	109,551
Professional Fees	87,662	136	74,118	(13,544)	84.5%	74,067
Maintenance & Operations	177,570	384	4,424	(173,146)	2.5%	164,686
Supplies	900	-	173	(727)	19.3%	4,263
Utilities & Communication	4,114	86	2,836	(1,278)	68.9%	2,519
Vehicles/Equipment & Fuel	-	-	-	-	0.0%	-
Training	25,325	-	10,039	(15,286)	39.6%	5,230
Capital Outlay	125,000	-	-	(125,000)	0.0%	2,500
Debt Service	-	-	-	-	0.0%	-
Charges for Services	93,302	-	93,302	-	100.0%	105,401
Transfer Out	50,604	-	50,604	-	100.0%	50,250
TOTAL EXPENDITURES	692,404	10,423	349,004	(343,400)	50.4%	518,467
EXCESS/(DEFICIT)	\$ -	\$ 65,986	\$ 218,232	\$ 218,232		\$ 4,145

KEY TRENDS

Resources

Sales Tax - As required by the Government Accounting Standards Board, sales tax is reported for the month it is collected by the vendor. August 2017 revenues are remitted to the City in October 2017. Sales Tax received in August represents June collections.

Expenditures

Transfer Out represents \$50,000 to the Park Development Fund and \$604 to the Tech Replacement Fund for the future purchases of computers.

Capital Outlay includes \$125,000 for a Comprehensive Branding Strategy.



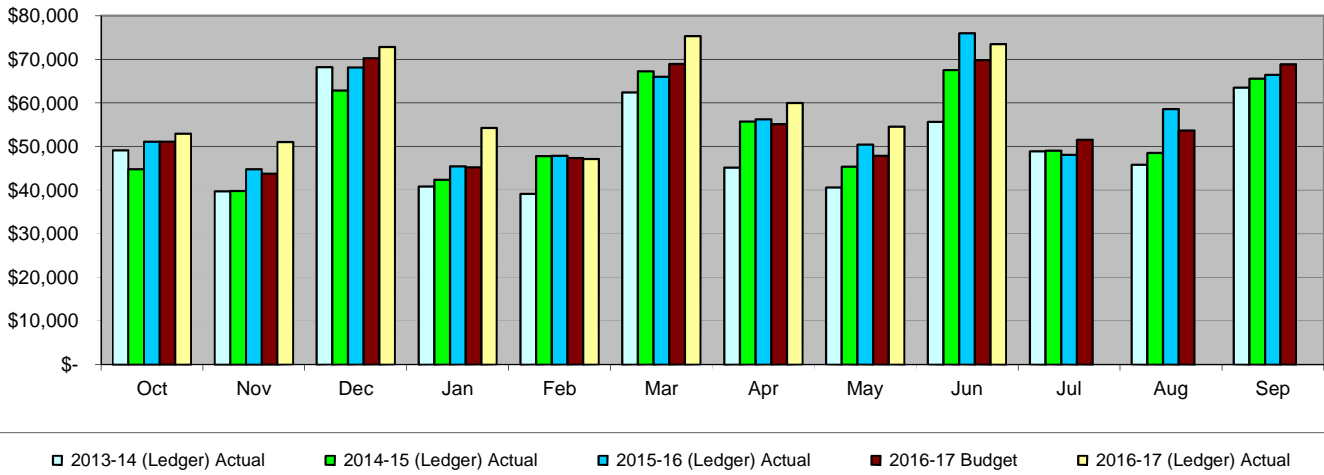
Corinth Economic Development Corporation

Economic Development Sales Tax

PY Comparison and Variance Analysis

	2013-14 (Ledger) Actual	2014-15 (Ledger) Actual	2015-16 (Ledger) Actual	2016-17 Budget	2016-17 Cash Receipts	2016-17 (Ledger) Actual	Variance, Actual to Budget	Variance, Actual to Budget %	Variance, CY to PY	Variance, CY to PY %
Oct	\$ 49,120	\$ 44,779	\$ 51,148	\$ 51,112	\$ 58,630	\$ 52,974	\$ 1,862	3.6%	\$ 1,826	3.6%
Nov	39,763	39,840	44,827	43,774	66,452	51,070	7,297	16.7%	6,243	13.9%
Dec	68,189	62,897	68,160	70,273	52,974	72,833	2,560	3.6%	4,673	6.9%
Jan	40,830	42,350	45,500	45,281	51,070	54,300	9,019	19.9%	8,800	19.3%
Feb	39,130	47,853	47,909	47,381	72,833	47,147	(234)	-0.5%	(763)	-1.6%
Mar	62,405	67,295	66,022	68,950	54,300	75,308	6,358	9.2%	9,286	14.1%
Apr	45,146	55,712	56,230	55,158	47,147	60,003	4,845	8.8%	3,773	6.7%
May	40,602	45,372	50,483	47,908	75,308	54,590	6,682	13.9%	4,107	8.1%
Jun	55,689	67,547	75,989	69,815	60,003	73,472	3,657	5.2%	(2,517)	-3.3%
Jul	48,929	49,072	48,076	51,539	54,590					
Aug	45,851	48,521	58,630	53,680	73,472					
Sep	63,495	65,599	66,452	68,902						
TOTAL	\$ 599,149	\$ 636,837	\$ 679,427	\$ 673,772	\$ 666,779	\$ 541,696	\$ 42,045	8.4%	\$ 35,429	7.0%

Monthly Collections Comparison



KEY TRENDS

Description

The sales tax in Corinth is 8.25% for goods and services sold within the City's boundaries. The tax is collected by businesses making the sale and is remitted to the State Comptroller of Public Accounts on a monthly, and in some cases, quarterly basis. Of the 8.25%, the state retains 6.25% and distributes 1% to the City of Corinth, .25% to the Street Maintenance Sales Tax Fund, .25% to the Crime Control & Prevention District and .50% to the Economic Development Corporation. The State distributes tax proceeds to local entities within forty days following the period for which the tax is collected by businesses.

As required by the Government Accounting Standards Board, sales tax is reported for the month it is collected by the vendor. August 2017 revenues are remitted to the City in October 2017. Sales Tax received in August represents June collections.

Analysis

The EDC Sales Tax revenue reflects a year-to-date increase in collections compared to the budgeted amounts.

Revenues are deposited into the Economic Development Corporation Fund and must be used on behalf of the city in carrying out programs related to a wide variety of projects including public parks and business development (Tex.Rev.Civ.St. art 5190.6-the Development Corporation Act of 1979).



Hotel Occupancy Tax Collection Report

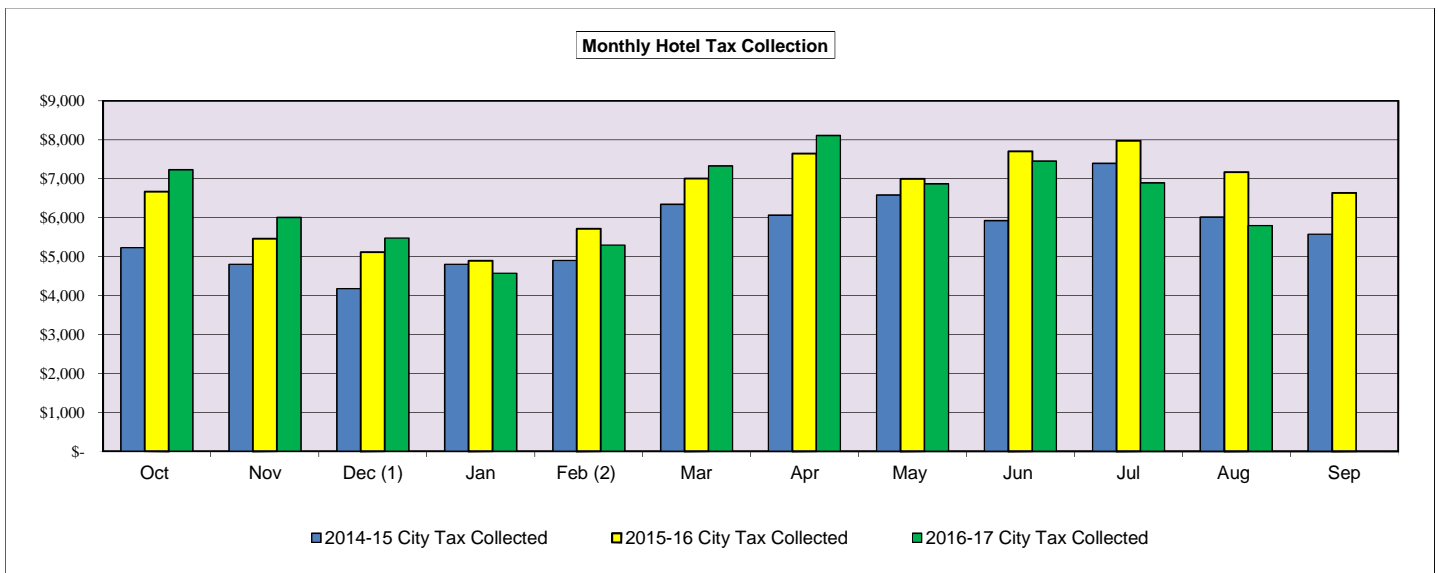
Comfort Inn & Suites

For the Period Ended August 2017

	Occupancy Rate	Total Gross Sales	Less Exemptions & Allowances	Total Taxable Revenues Reported	Taxable Revenues X 7%	Total City Tax Due	City Tax Collected FY 2016-17	Date Received	% Change CY to PY	City Tax Collected FY 2015-16	City Tax Collected FY 2014-15
Oct	75%	\$ 109,713	\$ 6,404	\$ 103,309	\$ 7,232	\$ 7,232	\$ 7,232	11/21/2016	8.5%	\$ 6,667	\$ 5,230
Nov	67%	89,908	4,020	85,889	6,012	6,012	6,012	12/19/2016	10.1%	5,463	4,802
Dec (1)	58%	80,577	2,336	78,241	5,477	5,477	5,477	1/23/2017	7.1%	5,115	4,179
Jan	52%	65,318	-	65,318	4,572	4,572	4,572	2/20/2017	-6.5%	4,891	4,805
Feb (2)	69%	76,132	-	76,132	5,329	5,329	5,291	3/20/2017	-7.4%	5,712	4,904
Mar	79%	104,432	220	104,212	7,295	7,295	7,333	4/17/2017	4.7%	7,003	6,346
Apr	85%	116,367	464	115,903	8,113	8,113	8,113	5/22/2017	6.1%	7,647	6,069
May	71%	98,625	491	98,134	6,869	6,869	6,869	6/19/2017	-1.7%	6,991	6,587
Jun	74%	106,638	76	106,561	7,459	7,459	7,459	7/19/2017	-3.1%	7,699	5,926
Jul	69%	98,755	180	98,575	6,900	6,900	6,900	8/20/2017	-13.5%	7,973	7,394
Aug	63%	86,378	401	82,766	5,794	5,794	5,794	9/18/2017	-19.1%	7,164	6,018
Sep										6,631	5,573
TOTALS		\$ 1,032,844	\$ 14,594	\$ 1,015,039	\$ 71,053	\$ 71,053	\$ 71,052			\$ 78,955	\$ 67,833

(1) - requested occupancy rate information from Management. Received February 16, 2017.

(2) - exemptions claimed do not qualify. Requested \$38.08 owed from the Hotel.



KEY TRENDS

Description

The City's Hotel Occupancy Tax is levied at 7% of room rental rates.

BUDGETED EXPENDITURES

FY 2016-17

The budget includes \$20,000 in funding for Pumpkin Palooza Music Festival, \$20,000 for administrative services to promote tourism, and \$50,000 for monument signage.

CITY OF CORINTH
 REVENUE & EXPENSE REPORT (UNAUDITED)
 AS OF: AUGUST 31ST, 2017

130-Economic Development Corp
 FINANCIAL SUMMARY

% OF YEAR COMPLETED: 91.67

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
REVENUE SUMMARY						
SALES TAXES	673,772	73,471.89	541,696.29	0.00	132,075.71	80.40
INTEREST INCOME	8,400	2,936.79	25,539.89	0.00 (	17,139.89)	304.05
MISCELLANEOUS	0	0.00	0.00	0.00	0.00	0.00
TRANSFERS	0	0.00	0.00	0.00	0.00	0.00
TOTAL REVENUES	682,172	76,408.68	567,236.18	0.00	114,935.82	83.15
EXPENDITURE SUMMARY						
ECONOMIC DEVELOPMENT	692,404	10,423.03	349,003.94	12,189.00	331,211.06	52.17
TOTAL EXPENDITURES	692,404	10,423.03	349,003.94	12,189.00	331,211.06	52.17
REVENUE OVER/ (UNDER) EXPENDITURES	(10,232)	65,985.65	218,232.24 (	12,189.00) (	216,275.24)	2,013.71-

CITY OF CORINTH
 REVENUE & EXPENSE REPORT (UNAUDITED)
 AS OF: AUGUST 31ST, 2017

130-Economic Development Corp

% OF YEAR COMPLETED: 91.67

REVENUES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
SALES TAXES						
130-0000-40200 SALES TAX	673,772	73,471.89	541,696.29	0.00	132,075.71	80.40
TOTAL SALES TAXES	673,772	73,471.89	541,696.29	0.00	132,075.71	80.40
INTEREST INCOME						
130-0000-41400 INVESTMENT INCOME	8,000	2,829.32	24,756.45	0.00 (	16,756.45)	309.46
130-0000-41405 INVESTMENT GAIN/LOSS	0	0.00	0.00	0.00	0.00	0.00
130-0000-41410 INTEREST INCOME	400	107.47	783.44	0.00 (	383.44)	195.86
TOTAL INTEREST INCOME	8,400	2,936.79	25,539.89	0.00 (	17,139.89)	304.05
MISCELLANEOUS						
130-0000-41500 MISCELLANEOUS INCOME	0	0.00	0.00	0.00	0.00	0.00
130-0000-41530 BUSINESS DIRECTORY ADVERT	0	0.00	0.00	0.00	0.00	0.00
130-0000-41536 PROJECT INCENTIVE DEFAULT	0	0.00	0.00	0.00	0.00	0.00
TOTAL MISCELLANEOUS	0	0.00	0.00	0.00	0.00	0.00
TRANSFERS						
130-0000-41820 TRANSFER IN	0	0.00	0.00	0.00	0.00	0.00
TOTAL TRANSFERS	0	0.00	0.00	0.00	0.00	0.00
TOTAL REVENUE	682,172	76,408.68	567,236.18	0.00	114,935.82	83.15

AS OF: AUGUST 31ST, 2017

130-Economic Development Corp

DEPARTMENT - ECONOMIC DEVELOPMENT

% OF YEAR COMPLETED: 91.67

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
WAGES & BENEFITS						
130-1700-50100 SALARIES	94,760	7,289.24	83,826.26	0.00	10,933.74	88.46
130-1700-50115 OVERTIME	0	0.00	0.00	0.00	0.00	0.00
130-1700-50201 EDUCATION PAY	0	0.00	0.00	0.00	0.00	0.00
130-1700-50203 LONGEVITY PAY	96	0.00	96.00	0.00	0.00	100.00
130-1700-50204 CAR ALLOWANCE	4,800	400.00	4,400.00	0.00	400.00	91.67
130-1700-50300 HEALTH INSURANCE	9,351	695.90	8,654.90	0.00	696.10	92.56
130-1700-50301 DENTAL INSURANCE	335	27.90	306.90	0.00	28.10	91.61
130-1700-50302 LIFE & DISABILITY INSURAN	366	29.40	323.40	0.00	42.60	88.36
130-1700-50303 BROKER FEES	208	0.00	146.37	0.00	61.63	70.37
130-1700-50304 PHS FEES	114	0.00	90.00	0.00	24.00	78.95
130-1700-50305 TMRS EMPLOYER	15,563	1,204.23	13,697.81	0.00	1,865.19	88.02
130-1700-50310 401A	390	30.00	360.00	0.00	30.00	92.31
130-1700-50315 FSA PREMIUMS	0	0.00	0.00	0.00	0.00	0.00
130-1700-50316 EAP	17	1.59	17.49	0.00 (	0.49)	102.88
130-1700-50317 COBRA ADMINISTRATION FEE	7	0.00	0.00	0.00	7.00	0.00
130-1700-50320 WORKERS COMP	282	25.97	289.12	0.00 (	7.12)	102.52
130-1700-50401 MEDICARE EMPLOYER	1,458	112.58	1,289.24	0.00	168.76	88.43
130-1700-50405 TEXAS EMPLOYMENT COMM.	180	0.00	9.00	0.00	171.00	5.00
130-1700-50410 FICA	0	0.00	0.00	0.00	0.00	0.00
TOTAL WAGES & BENEFITS	127,927	9,816.81	113,506.49	0.00	14,420.51	88.73
PROF. SERV & CONTRACTUAL						
130-1700-51100 PROFESSIONAL SERVICES	68,876	0.00	68,426.07	0.00	449.93	99.35
130-1700-51101 CONTRACT LABOR	0	0.00	0.00	0.00	0.00	0.00
130-1700-51110 ENGINEERING FEES	0	0.00	0.00	0.00	0.00	0.00
130-1700-51145 AUDIT FEES	0	0.00	0.00	0.00	0.00	0.00
130-1700-51300 LEGAL FEES	17,200	0.00	4,211.00	12,189.00	800.00	95.35
130-1700-51400 P&L INSURANCE	1,586	136.49	1,480.75	0.00	105.25	93.36
TOTAL PROF. SERV & CONTRACTUAL	87,662	136.49	74,117.82	12,189.00	1,355.18	98.45
MAINTENANCE & OPERATIONS						
130-1700-52000 ADVERTISING	7,500	375.00	737.52	0.00	6,762.48	9.83
130-1700-52002 POSTAGE	0	8.70	18.69	0.00 (	18.69)	0.00
130-1700-52003 PRINTING	400	0.00	0.00	0.00	400.00	0.00
130-1700-52004 COPIER CHARGES	250	0.00	0.00	0.00	250.00	0.00
130-1700-52010 LATE PYMT/FINANCE FEES	0	0.00	0.00	0.00	0.00	0.00
130-1700-52030 EQUIPMENT RENTAL	0	0.00	0.00	0.00	0.00	0.00
130-1700-52210 BOARDS & COMMITTE EXPENSE	0	0.00	0.00	0.00	0.00	0.00
130-1700-52215 PROMOTIONAL FEES	16,450	0.00	2,450.00	0.00	14,000.00	14.89
130-1700-52230 PROJECT INCENTIVES	150,000	0.00	0.00	0.00	150,000.00	0.00
130-1700-52500 DUES & SUBSCRIPTIONS	3,970	0.00	1,218.25	0.00	2,751.75	30.69
130-1700-52800 HIRING COST	0	0.00	0.00	0.00	0.00	0.00
TOTAL MAINTENANCE & OPERATIONS	178,570	383.70	4,424.46	0.00	174,145.54	2.48
SUPPLIES						
130-1700-53001 OFFICE SUPPLIES	1,000	0.00	173.46	0.00	826.54	17.35
130-1700-53205 OFFICE EQUIPMENT	0	0.00	0.00	0.00	0.00	0.00
TOTAL SUPPLIES	1,000	0.00	173.46	0.00	826.54	17.35

AS OF: AUGUST 31ST, 2017

130-Economic Development Corp

DEPARTMENT - ECONOMIC DEVELOPMENT

% OF YEAR COMPLETED: 91.67

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
UTILITIES & COMMUNICATION						
130-1700-54100 TELEPHONE	156	0.00	54.17	0.00	101.83	34.72
130-1700-54105 INTERNET	384	11.03	441.10	0.00 (	57.10)	114.87
130-1700-54106 AIRCARD	504	0.00	313.68	0.00	190.32	62.24
130-1700-54107 COMPUTER LICENSING	1,070	0.00	1,202.32	0.00 (	132.32)	112.37
130-1700-54200 CELLPHONE	900	75.00	825.00	0.00	75.00	91.67
TOTAL UTILITIES & COMMUNICATION	3,014	86.03	2,836.27	0.00	177.73	94.10
TRAVEL & TRAINING						
130-1700-56000 TRAINING	11,075	0.00	3,928.00	0.00	7,147.00	35.47
130-1700-56100 TRAVEL/MEALS/LODGING	13,500	0.00	5,433.96	0.00	8,066.04	40.25
130-1700-56200 MILEAGE	750	0.00	677.48	0.00	72.52	90.33
TOTAL TRAVEL & TRAINING	25,325	0.00	10,039.44	0.00	15,285.56	39.64
CAPITAL OUTLAY						
130-1700-57000 CAPITAL OUTLAY	125,000	0.00	0.00	0.00	125,000.00	0.00
TOTAL CAPITAL OUTLAY	125,000	0.00	0.00	0.00	125,000.00	0.00
TRANSFERS & COST ALLOC.						
130-1700-59001 COST ALLOCATION OUT-GENER	93,302	0.00	93,302.00	0.00	0.00	100.00
130-1700-59010 COST ALLOCATION OUT-TECH	0	0.00	0.00	0.00	0.00	0.00
130-1700-59101 TRANSFER OUT	50,000	0.00	50,000.00	0.00	0.00	100.00
130-1700-59105 TRANSFER OUT - GENERAL FU	0	0.00	0.00	0.00	0.00	0.00
130-1700-59111 TRANSFER OUT - TECH REPLA	604	0.00	604.00	0.00	0.00	100.00
TOTAL TRANSFERS & COST ALLOC.	143,906	0.00	143,906.00	0.00	0.00	100.00
TOTAL ECONOMIC DEVELOPMENT						
	692,404	10,423.03	349,003.94	12,189.00	331,211.06	52.17
TOTAL EXPENDITURES						
	692,404	10,423.03	349,003.94	12,189.00	331,211.06	52.17
REVENUE OVER/(UNDER) EXPENDITURES	(10,232)	65,985.65	218,232.24 (	12,189.00) (	216,275.24)	2,013.71-

EDC Regular Session

3.

Meeting Date: 11/06/2017

Title:

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review: Approval: Bob Hart, City Manager

AGENDA ITEM

Consider and act on an application from Loubel Inc. requesting economic development incentives pursuant to the Chapter 380 Economic Development Program Policies and Procedures to relocate and expand their business operations within the City of Corinth, Texas.

AGENDA ITEM SUMMARY/BACKGROUND

Loubel Inc. desires to relocate and expand their business operations within Corinth. Citing strong growth in retail sales --- approximately \$1,200,000.00 at their existing location at North Corinth Street --- and wanting to operate within a larger space, Loubel Inc. is in the process of identifying and acquiring property in the City with frontage along Interstate Highway 35E. Believing that having interstate highway frontage will increase patronage, vastly improve visibility and allow for a greater number of tables, the owners of Loubel Inc. are actively considering several properties within the community for relocation and expansion. To accomplish its goal of relocating and expanding, Loubel Inc. requests economic development incentives from the City and/or the CEDC pursuant to the City's Chapter 380 Economic Development Program Policies and Procedures to assist with acquisition of the real property and the addition of business personal property. Per the application, the owners estimate the value of the real property and the improvements thereon to be at least \$2,082,743.00 and the value of the business personal property to be between \$250,000.00 and \$400,000.00 at the completion of construction.

RECOMMENDATION

Staff recommends that the Board of Directors allow staff to engage Loubel Inc. in negotiations for economic development incentives to expand and relocate their restaurant operations within the City of Corinth, Texas pursuant to the provisions and procedures established in the City's Chapter 380 Economic Development Program Policies and Procedures.

Fiscal Impact

Source of Funding: N/A.

FINANCIAL SUMMARY:

N/A.

Attachments

Chapter 380 Economic Development Incentives Application

Business Pro Forma

Plat



THE CITY OF CORINTH, TEXAS

APPLICATION FOR CHAPTER 380 ECONOMIC DEVELOPMENT INCENTIVES

The City of Corinth is dedicated to achieving and sustaining the highest quality of development in all areas of the City; and to a continuous improvement in the quality of life for its citizens. Towards this end, the City may elect, on a case-by-case basis, to give consideration to providing incentives as authorized by the Chapter 380 Economic Development Program Policies and Procedures, and pursuant to the provisions of Chapter 380 of the *Texas Local Government Code*. It is the policy of the City that said consideration will be provided in accordance with the guidelines and criteria as set forth therein. Nothing in the Chapter 380 Economic Development Program Policies and Procedures shall imply or suggest that the City is under any obligation to provide incentives to any applicant. All applications for incentives shall be considered on a case-by-case basis; and should be filed with the **Executive Director of the Corinth Economic Development Corporation, 3300 Corinth Parkway, Corinth, Texas, 76208.**

A. APPLICANT INFORMATION:

1. COMPANY NAME: LOUBEL INC DBA ANGELINAS MEXICAN REST.
2. COMPANY REPRESENTATIVE: ISABEL VELEZ
3. COMPANY TITLE: OWNER
4. WEBSITE ADDRESS: WWW.ANGELINASTEXAS.COM
5. MAILING ADDRESS: 1400 N CORINTH ST Suite 111
6. CITY, STATE, ZIP: CORINTH, TEXAS 76208
7. TELEPHONE NUMBER: 940-321-1133

8. E-MAIL ADDRESS: RAMOS1021@YAHOO.COM

B. PROPERTY OWNER (IF NOT THE SAME AS ITEM A):

- 1. NAME: PINNELL SQUARE
- 2. MAILING ADDRESS: P.O. BOX 51965
- 3. CITY, STATE, ZIP: DENTON TEXAS 76206
- 4. TELEPHONE NUMBER: 940-497-1004
- 5. E-MAIL ADDRESS: _____

C. WILL THE APPLICANT:

- 1. OWN THE PROPERTY: YES NO
- 2. LEASE THE PROPERTY: YES NO
- 3. IF LEASING, WHAT IS THE LENGTH OF THE LEASE?
RENEWES EVERY 5 YEARS. ^{AND}

D. DESCRIBE THE COMPANY'S PRODUCTS AND/OR SERVICES.

ANGELINA'S MEXICAN RESTAURANT IS A FAMILY OWN BUSINESS FOR OVER 40 YEARS.
OWNERS ARE LOUIS + ISABEL VELEZ
THE COLIINTH LOCATION OPENED JANUARY 2005
AND THE LEWISVILLE LOCATION WAS ESTABLISHED 1991.

E. PROJECT DESCRIPTION:

1. WILL THE PROJECT INVOLVE NEW CONSTRUCTION?

YES NO

2. WILL THE PROJECT INVOLVE THE RENOVATION OF AN EXISTING BUILDING?

YES NO

3. WHAT IS THE ESTIMATED COST OF CONSTRUCTION?

\$180 - \$200 / SF

4. WHAT WILL BE THE SIZE OF THE BUILDING OR BUILDINGS (SQUARE FEET)?

5000 SF

5. WHEN COULD CONSTRUCTION BEGIN?

*as soon as financing + appraisal is completed or properly
Time variance will be determined by SBA approval process.*

6. WHEN WOULD CONSTRUCTION END?

To Be determined by Builders schedule.

7. HOW MANY CONSTRUCTION JOBS WILL BE CREATED?

N/A

8. WHAT IS THE ESTIMATED PAYROLL FOR NEW CONSTRUCTION?

NA

F. PROJECT THE NUMBER OF NEW FULL-TIME JOBS THIS PROJECT WILL CREATE WITHIN TEN (10) YEARS FROM THE ESTIMATED DATE OF OCCUPANCY, OR THE INITIATION OF OPERATIONS. FOR THE PURPOSE OF THIS APPLICATION, "FULL-TIME JOB" SHALL BE DEFINED AS ASCRIBED IN THE CHAPTER 380 ECONOMIC DEVELOPMENT PROGRAM POLICIES AND PROCEDURES.

24 FT new jobs created within 10 years

G. PROJECT THE NUMBER OF FULL-TIME JOBS THIS PROJECT WILL RETAIN, TEN (10) YEARS FROM THE ESTIMATED DATE OF OCCUPANCY, OR THE INITIATION OF OPERATIONS.

18 FT job will be retained

H. PROJECT THE NUMBER OF FULL-TIME JOBS THIS PROJECT WILL CREATE AND RETAIN IN EACH CATEGORY, AND AT THE ESTIMATED DATE OF OCCUPANCY, OR THE INITIATION OF OPERATIONS:

1.	EXECUTIVE.	<u>1</u>	<u>1</u>	
2.	PROFESSIONAL.			
3.	MANAGERIAL.	<u>1</u>	<u>3</u>	
4.	TECHNICAL.			
5.	GENERAL STAFF.	<u>8</u>	<u>15</u>	SERVERS
6.	PRODUCTION STAFF.	<u>8</u>	<u>20</u>	COOKS + BUSBOYS
7.	TOTAL:	<u>18</u>	<u>39</u>	

Now / At Start

I. ATTACH A ROSTER OF ALL CREATED AND RETAINED POSITIONS, ALONG WITH THE AVERAGE ANNUAL SALARIES AND WAGES PER POSITION.

J. THE PROJECTED PAYROLL AT:

1. THE ESTIMATED DATE OF OCCUPANCY, OR INITIATION OF OPERATIONS.

\$26000 / month = \$312,000 / year.

2. THE END OF TEN (10) YEARS.

see attached

K. PROJECT THE NUMBER OF FULL-TIME JOBS, CREATED AND RETAINED, TO BE FILLED BY CURRENT AND FUTURE RESIDENTS OF THE CITY OF CORINTH TEN (10) YEARS FROM THE ESTIMATED DATE OF OCCUPANCY, OR THE INITIATION OF OPERATIONS.

all jobs will be created by residents of Corinth, TX and students of NCTC. See number projected from previous questions concerning FT, PT Staff.

L. INDICATE THE NUMBER OF ACRES OF REAL PROPERTY TO BE DEVELOPED OR IMPROVED.

.98

M. FOR THE REAL PROPERTY TO BE DEVELOPED OR IMPROVED, PLEASE ATTACH THE FOLLOWING:

1. A TIME SCHEDULE TO UNDERTAKE AND COMPLETE THE PROJECT.
2. A PLAT OR SURVEY OF THE PROPERTY, WITH METES AND BOUNDS, AND ALL OF THE ROADWAYS WITHIN 500 FEET OF THE SITE. *See attached*
3. A TAX CERTIFICATE VERIFYING THERE ARE NO PAST DUE TAXES ON THE PROPERTY. *see attached*

N. DESCRIBE HOW THE PROJECT WILL MEET THE PROGRAM REQUIREMENTS AS PROVIDED IN SECTION 3 OF THE "CITY OF CORINTH CHAPTER 380 ECONOMIC DEVELOPMENT PROGRAM POLICIES AND PROCEDURES."

meets program requirement

Section 3,

A. 1 ABC.

2. A (1-4) B, C, D, E

O. HOW WILL THIS PROJECT ATTRACT OTHER NEW BUSINESSES TO CORINTH?

NEW construction + operation of an upscale restaurant off the newly renovated 1-35 construction area will attract new visitors + tourists to Corinth. Local visitation will also increase due to the increased size capacity and more upscale dining atmosphere. New entities always develop around successful hubs for entertainment and dining. Possible retail and service industry businesses will develop due to Angelina's Mexican restaurant new rebranding.

P. WHAT IS THE EXPECTED BENEFIT TO THE LOCAL ECONOMY (I.E., PROJECTED LOCAL ANNUAL PROPERTY AND SALES TAX GENERATED DIRECTLY FROM THE PROJECT)? ATTACH A BUSINESS PRO FORMA OR OTHER DOCUMENTATION TO PROJECT THE EXPECTED BENEFITS BY EACH YEAR, FOR TEN (10) YEARS AFTER PROJECT COMPLETION.

Coming from Brad Burt.
\$2.1 mm in sales - \$173,250 in sales tax revenue
\$2.6 mm in sales - \$214,500 in sales tax revenue

Q. THE EXISTING VALUE OF REAL PROPERTY TO BE DEVELOPED OR IMPROVED (PLEASE ATTACH A COPY OF THE MOST RECENT PROPERTY TAX STATEMENT FROM THE DENTON COUNTY APPRAISAL DISTRICT). *attached*

*\$ 550,000 original amount to be developed
\$ 1.3mm - \$1.8mm total project (includes land)*

R. THE EXISTING VALUE OF BUSINESS PERSONAL PROPERTY (PLEASE ATTACH A COPY OF THE MOST RECENT PROPERTY TAX STATEMENT FROM THE DENTON COUNTY APPRAISAL DISTRICT). *see attached*

S. THE ESTIMATED VALUE OF REAL PROPERTY IMPROVEMENTS.

\$ 900k - \$1mm - \$2,082,773 Total Proj.

T. THE ESTIMATED VALUE OF BUSINESS PERSONAL PROPERTY TO BE ADDED.

\$ 250k - \$300k - \$400k

U. THE TOTAL ESTIMATED VALUE OF REAL PROPERTY IMPROVEMENTS AND/OR BUSINESS PERSONAL PROPERTY TO BE ADDED (TOTAL OF ITEMS S AND T).

\$ 1.3mm - 1.5mm - 1.8mm

V. PROVIDE A BRIEF NARRATIVE OF THE PUBLIC INFRASTRUCTURE AND PUBLIC SERVICES REQUIRED FOR THE PROJECT:

1. ELECTRICITY.

Looking into

2. NATURAL GAS.

Looking into

3. ROADWAYS.

Looking into (3)

4. TELECOMMUNICATIONS.

Looking into

5. WASTEWATER.

Looking into

6. WATER.

Looking into

W. DESCRIBE ANY ENVIRONMENTAL IMPACTS ASSOCIATED WITH THIS PROJECT.

GREASE TRAP NEEDED, VENT A HOOD, RETENTION WALL, ETC

X. IS THE PROPERTY APPROPRIATELY ZONED FOR THIS PROJECT?

YES NO

Y. WILL THE PROJECT REQUIRE ANY VARIANCES FROM THE CITY OF CORINTH'S CODES, ORDINANCES OR REGULATIONS (E.G., BUILDING CODES, ELECTRICAL CODES, PLUMBING CODES, ZONING ORDINANCES, ET CETERA)?

YES NO *ask Fred*


Z. IS THE PROPERTY PLATTED?

YES NO

AA. IF YES, WILL RE-PLATTING BE NECESSARY?

YES NO *Don't think so*

I certify that the information contained in this application (including all attachments) to be true and accurate to the best of my knowledge. I further certify that I have read the "City of Corinth Chapter 380 Economic Development Program Policies and Procedures," and that I agree to comply with the guidelines and criteria stated therein, and that participation in such incentives does not eliminate any obligation on my part to satisfy all codes, ordinances and regulations of the City of Corinth, Texas, or any other governmental entity that has jurisdiction regarding this project. The undersigned is authorized in all respects to submit this application on behalf of the named company:

PRINT NAME: Louis + ISABEL VELEZ
SIGNATURE: 
COMPANY: ANGELINA'S MEXICAN RESTAURANT
TITLE: OWNERS
DATE: 10/30/2017

APPLICANTS MAY ATTACH ADDITIONAL SHEETS AS NECESSARY TO COMPLETE THE APPLICATION. UPON RECEIPT OF THIS APPLICATION, THE CITY OF CORINTH SHALL REQUIRE FINANCIAL AND OTHER INFORMATION AS MAY BE DEEMED APPROPRIATE FOR EVALUATING THE FINANCIAL CAPACITY AND OTHER RELEVANT FACTORS OF THE APPLICANT.

PROPOSED SBA 504 LOAN STRUCTURE FOR:

Borrower: Angelina's Mexican Restaurant

Lender:

Date: October 25, 2017

Uses of Funds:

Land Purchase	\$550,000
Building Improvements	950,000
Construction Contingency	0
Start Up Expenses	54,743
Inventory Purchases	30,000
Working Capital	50,000
Furniture, Fixtures & Equip. Purchase	448,000

Total Project Costs \$2,082,743

Eligible Debt Refinance:

Bank: _____	0 (Est.)
Total Eligible Refinance	0

Soft Costs:

Professional Fees	\$3,000
Interim Financing & Points	\$40,000
Title Policy & Other Soft Costs	<u>\$10,000</u>
Total Soft Costs	<u>\$53,000</u>

Total Project Cost \$2,135,743

Sources of Funds:

Bank Loan Amount	50.00%	\$1,067,872
SBA 504 Loan Amount	40.00%	854,297
Project Financing		<u>\$1,922,169</u>
Equity in Existing Property	0.00%	0
Additional Cash Equity Required	10.00%	213,574
Other Financing		<u>0</u>
Total Project Sources	100.00%	<u>\$2,135,743</u>

Total Debenture Funding

SBA 504 Loan Amount	\$854,297
Reserve Account Fee (0.0%)	0
CDC Processing Fee (1.5%)	12,814
Funding Fee (0.25%)	2,136
Legal Closing Fees	2,500
Underwriting Fee (0.40%)	3,504
Balance to Borrower	749
Debenture Amount	\$876,000

Total Project--Use of Funds-Detail

		<u>Description of Use</u>	<u>Amt</u>
Land:			
	1	Land Purchase	\$ 550,000
	2		-
	3		-
	4		-
	5		-
	6		-
		Subtotal Land	\$ 550,000

		Building & Land Improvements	
	1	Building Construction	\$ 950,000
	2	Square Feet	5,000
	3	Price	190
	4		
	5		
	6		
	7		
	8		
	9		-
	10		-
		Subtotal Building	\$ 950,000

		Start-up Costs:	
	1	Accounting	\$ 250
	2	Advertising	5,000
	3	Bank Charges	-
	4	Donations	50
	5	Dues and Subscriptions	-
	6	Employee Benefits	-
	7	Equipment Rental	500
	8	Freight and Postage	-
	9	Insurance	1,200
	10	Legal and Professional	3,000
	11	License and Permits	2,000
	12	Merchant Credit Card Fees	-
	13	Miscellaneous	2,000
	14	Office Supplies	200
	15	Officer's Salary	
	16	Officer's Salary Expense	
	17	Outside Services	
	18	Prep Cooks (2)	4,200
	19	Dishwashers/Bus Boys (4)	6,880
	20	Cooks (4)	10,320
	21	Servers (9)	3,328
	22	Host/Hostess (0)	-
	23	General Manager (0)	-
	24	Managers (2)	5,000
	25	Payroll Taxes	3,315
	26	Repairs and Maintenance	1,500
	27	Supplies	500
	28	Taxes-Real Estate	1,800
	29	Telephone/Internet	350

annually

New Hires
Payroll and Taxes
\$33,042.67

30	Training and Education	50
31	Travel	150
32	Uniforms	500
33	Utilities	2,000
34	Vehicles	-
35	Waste	400
36	Website	250
37		

Subtotal Startup Costs **\$ 54,743**

Leasehold Improvements

Equipment:

	<u>Description</u>	<u>Amt</u>
1	Fire System	\$ 5,000
2	Hoods/Fans Walk in Refrigeration	50,000
3	Furniture	35,000
4	Beer System	14,000
5	Equipment	200,000
6	Smallwares	30,000
7	Audio/Visual	15,000
8	Signage	14,000
9	Patio Furniture/Fans/Heaters/TVs	30,000
10	Miscellaneous Equipment	5,000
11		
12		
13		
14		
15		
16		-
17		-
18		-
19		-
20		-

Subtotal Equipment **\$ 398,000**

Furniture and Fixtures

	<u>Description</u>	<u>Amt</u>
1	Fixtures/Decorations	\$ 50,000
2		
3		
4		
5		

Subtotal Furniture and Fixtures **\$ 50,000**

Intangibles:

1		
2		
3		
4		-
5		-
6		-

Subtotal Intangibles **\$ -**

Inventory

1	Initial Food Purchase	\$ 15,000
---	-----------------------	-----------

2
3
4
5
6

Initial Liquor Purchase	15,000
-------------------------	--------

Subtotal Inventory

-
\$ 30,000

Working Capital

	\$ 50,000
--	-----------

Grand Total

\$ 2,082,743

Name: Angelina's Mexican Restaurant

Sales Projections

Year 1

	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	Sales Goal
Monthly Sales	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	\$2,041,687.50
Percent of Sales Per Month	9.11%	9.11%	8.93%	8.49%	8.68%	6.39%	6.39%	6.94%	7.38%	8.56%	9.18%	10.84%	100.00%

TOTAL

														TOTAL
Lunch														
Calculated Days	30	30	30	30	30	30	30	30	30	30	30	30	30	
Total Sales	56,250	56,250	36,000	45,000	45,000	36,000	36,000	36,000	56,250	56,250	45,000	67,500	571,500	
Less: Cost of Goods Sold	30%	16,875	16,875	10,800	13,500	13,500	10,800	10,800	16,875	16,875	13,500	20,250	171,450	
GROSS PROFIT		39,375	39,375	25,200	31,500	31,500	25,200	25,200	39,375	39,375	31,500	47,250	400,050	
Price Per Unit	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	\$ 12	
# Units Sold Per Month	4,688	4,688	3,000	3,750	3,750	3,000	3,000	3,000	4,688	4,688	3,750	5,625	47,625	
Late Lunch/Dinner														
Calculated Days	30	30	30	30	30	30	30	30	30	30	30	30	30	
Total Sales	96,000	96,000	90,000	72,000	90,000	72,000	72,000	72,000	96,000	96,000	120,000	120,000	1,068,000	
Less: Cost of Goods Sold	30%	28,800	28,800	27,000	21,600	27,000	21,600	21,600	28,800	28,800	36,000	36,000	320,400	
GROSS PROFIT		67,200	67,200	63,000	50,400	63,000	50,400	50,400	67,200	67,200	84,000	84,000	747,600	
Price Per Unit	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	\$ 16	
# Units Sold Per Month	6,000	6,000	5,625	4,500	5,625	4,500	4,500	4,500	4,500	6,000	7,500	7,500	66,750	
Bar Sales														
Calculated Days	30	30	30	30	30	30	30	30	30	30	30	30	30	
Total Sales	33,750	33,750	56,250	56,250	42,188	22,500	22,500	33,750	22,500	22,500	22,500	33,750	402,188	
Less: Cost of Goods Sold	29%	9,619	9,619	16,031	16,031	12,023	6,413	6,413	9,619	6,413	6,413	9,619	114,623	
GROSS PROFIT		24,131	24,131	40,219	40,219	30,164	16,088	16,088	24,131	16,088	16,088	24,131	287,564	
Price Per Unit	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	
# Units Sold Per Month	2,250	2,250	3,750	3,750	2,813	1,500	1,500	2,250	1,500	1,500	1,500	2,250	26,813	
TOTAL SALES	#####	186,000	186,000	182,250	173,250	177,188	130,500	130,500	141,750	150,750	174,750	187,500	2,041,688	
Less: Cost of Goods Sold	29.70%	55,294	55,294	53,831	51,131	52,523	38,813	38,813	42,019	44,888	52,088	55,913	606,473	
GROSS PROFIT	70.30%	130,706	130,706	128,419	122,119	124,664	91,688	91,688	99,731	105,863	122,663	131,588	1,435,214	

LUNCH													
Average Ticket Price	12	12	12	12	12	12	12	12	12	12	12	12	12
Total Number of Tables	100	100	100	100	100	100	100	100	100	100	100	100	100
Total Number of Seats	400	400	400	400	400	400	400	400	400	400	400	400	400
Number of Turns	2.5	2.5	2	2.5	2	2	2	2	2.5	2.5	2	2	2.5
Possible Table Turns per Shift	250	250	200	250	200	200	200	200	250	250	200	200	250
Possible Seat Utilization	63%	63%	63%	63%	63%	63%	63%	63%	63%	63%	63%	63%	63%
Customer Count	156.25	156.25	100	125	125	100	100	100	156.25	156.25	125	125	187.5
Table Utilization	62.50%	62.50%	50.00%	50.00%	62.50%	50.00%	50.00%	50.00%	62.50%	62.50%	62.50%	62.50%	75.00%
Seat Utilization	2.5	2.5	2.0	2.0	2.5	2.0	2.0	2.0	2.5	2.5	2.5	2.5	3.0
Lunch Income	\$1,875.00	\$1,875.00	\$1,200.00	\$1,500.00	\$1,500.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,875.00	\$1,875.00	\$1,500.00	\$2,250.00	
LATE LUNCH/DINNER													
Average Ticket Price	16	16	16	16	16	16	16	16	16	16	16	16	16
Total Number of Tables	100	100	100	100	100	100	100	100	100	100	100	100	100
Total Number of Seats	400	400	400	400	400	400	400	400	400	400	400	400	400
Number of Turns	4	4	3	3	3	3	3	3	3	4	4	4	4
Possible Table Turns per Shift	400	400	300	300	300	300	300	300	300	400	400	400	400
Possible Seat Utilization	63%	63%	63%	63%	63%	63%	63%	63%	63%	63%	63%	63%	63%
Customer Count	200	200	187.5	150	187.5	150	150	150	200	200	250	250	250
Table Utilization	50.00%	50.00%	62.50%	50.00%	62.50%	50.00%	50.00%	50.00%	50.00%	50.00%	62.50%	62.50%	62.50%
Seat Utilization	2.0	2.0	2.5	2.0	2.5	2.0	2.0	2.0	2.0	2.0	2.5	2.5	2.5
Dinner Income	\$3,200.00	\$3,200.00	\$3,000.00	\$2,400.00	\$3,000.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$3,200.00	\$4,000.00	\$4,000.00	
BAR													
Average Ticket Price	15	15	15	15	15	15	15	15	15	15	15	15	15
Total Number of Tables	100	100	100	100	100	100	100	100	100	100	100	100	100
Total Number of Seats	400	400	400	400	400	400	400	400	400	400	400	400	400
Number of Turns	2	2	2.5	2.5	2.5	2	2	2	2	2	2	2	2
Possible Table Turns per Shift	200	200	250	250	250	200	200	200	200	200	200	200	200
Possible Seat Utilization	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
Customer Count	75	75	125	125	93.75	50	50	75	50	50	50	50	75
Table Utilization	37.50%	37.50%	50.00%	50.00%	37.50%	25.00%	25.00%	37.50%	25.00%	25.00%	25.00%	25.00%	37.50%
Seat Utilization	1.5	1.5	2.0	2.0	1.5	1.0	1.0	1.5	1.0	1.0	1.0	1.0	1.5
Bar Income	\$1,125.00	\$1,125.00	\$1,875.00	\$1,875.00	\$1,406.25	\$750.00	\$750.00	\$1,125.00	\$750.00	\$750.00	\$750.00	\$750.00	\$1,125.00
Total Daily Sales	\$6,200.00	\$6,200.00	\$6,075.00	\$5,775.00	\$5,906.25	\$4,350.00	\$4,350.00	\$4,725.00	\$5,025.00	\$5,825.00	\$6,250.00	\$7,375.00	
Operational Day Sales (30 per month)	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	

EDC Regular Session

4.

Meeting Date: 11/06/2017

Title:

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review: Approval: Bob Hart, City Manager

AGENDA ITEM

Receive nominations and elect officers to serve as President, Vice President and Secretary of the Corinth Economic Development Corporation.

AGENDA ITEM SUMMARY/BACKGROUND

In accordance with Article V of the Bylaws of the Corinth Economic Development Corporation (the Bylaws), the officers shall consist of a President, a Vice-President, a Secretary, a Treasurer, a Parliamentarian and any other officers as the Board of Directors may from time to time elect or appoint. The Bylaws permit one (1) person may hold more than one office, except the President shall not hold the office of Secretary. Although City Council may recommend to the Board of Directors the person to serve as President of the Corinth Economic Development Corporation, all officers shall be elected by and subject to removal from office at the will of and at any time by a vote of a majority of the Board of Directors as set forth in the Bylaws.

RECOMMENDATION

The nomination and election of officers for the Corinth Economic Development Corporation is at the discretion of the Board of Directors.

Fiscal Impact

Source of Funding: N/A.

FINANCIAL SUMMARY:

N/A.
