



Monday, September 14, 2020

6:00 PM

Supplemental Notice
ZOOM Teleconference

**SUPPLEMENTAL NOTICE OF MEETING
BY TELEPHONE CONFERENCE**

In accordance with an Order of the Office of the Governor issued on March 16, 2020, the Cedar Hill Economic Development Corporation (CHEDC) for the City of Cedar Hill, Texas, will conduct an EDC Board Meeting by telephone conference at 6pm on Monday, September 14, 2020, in order to advance the public health goal of limiting face-to-face meetings (also called “social distancing”) in efforts to slow the spread of the Coronavirus (COVID-19) pandemic. This is an open meeting conducted by telephone conference. There will be no public access to a physical location until further notice.

To submit public comments, visit cedarhilltx.com/publiccomment. All public comments submitted by 4pm on Monday, September 14, 2020, will be provided to the CHEDC Board Members and entered into record for the September 14, 2020, CHEDC Board Meeting.

Options for public access to the meeting:

Via webinar: zoom.us/join
Meeting ID: 971 8500 1361
Passcode: 211436

OR

Via Phone: Dial 1-346-248-7799 or toll-free 1-877-853-5247
Meeting ID: 971 8500 1361
Passcode: 211436

A recording of the telephonic meeting will be made available to the public in accordance with the Open Meetings Act upon written request. This written notice, the meeting agenda and the agenda packet are posted online at www.cedarhilledc.com/Board-of-Directors.



Agenda

Monday, September 14, 2020

6:00 PM

285 Uptown Blvd., Bldg. 100
Cedar Hill, TX 75104
(972) 291-5132

VISION STATEMENT

We envision Cedar Hill as a premier city that retains its distinctive character, where families and businesses flourish in a safe and clean environment.

MISSION STATEMENT

The mission of the Economic Development Corporation is to retain and expand business through a proactive retention and expansion program, attract desirable business and industry by fostering a business-friendly environment, and aggressively market Cedar Hill utilizing a multi-faceted approach.

CALL TO ORDER

Pledge of Allegiance, Invocation
Recognize Board Member Johnny Wallace

PUBLIC COMMENTS

All comments received by 4pm on meeting dates will be distributed to the board and entered into record. To submit public comment visit
www.cedarhilltx.com/publiccomment.

PRESENTATIONS

20-0016 Hillwood; Austin Reynolds, VP, Marketing and Business Development
Attachments: [Hillwood Presentation – Cedar Hill](#)

CONSENT AGENDA

Items listed under the Consent Agenda are considered routine and are generally enacted in one motion. Any Board member may remove items from the Consent Agenda for separate discussion and consideration.

20-0017 Consider approving the August 3, 2020, regular meeting minutes.
Attachments: Minutes

20-0018 Consider approving the July 2020 Financials.
Attachments: Financials

CLOSED SESSION AGENDA

Convene into Closed Session pursuant to Section 551.072 and 551.087 Texas Government Code for Deliberation regarding economic development negotiations and real property.

Sec. 551.072. DELIBERATION REGARDING REAL PROPERTY; CLOSED MEETING. A governmental body may conduct a closed meeting 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.

Project Mowed-Garden, Project Blooming Garden, Project Farm House

Sec. 551.087. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS; CLOSED MEETING. This chapter does not require a governmental body to conduct an open meeting.

(1) to discuss or deliberate 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

(2) to deliberate the offer of financial or other incentives to a business prospect described by Subdivision.

Project SPOT, Project Electrify, Project Front Store, Project Blooming Garden, Project On The Map, and receive updates on future and/or potential projects under consideration and negotiation.

REGULAR MEETING AGENDA

20-0019 Reconvene and consider any action(s) to be taken from Closed Session

20-0020 Cedar Hill Strong Grant/Loan Program Update
Webpage: [Cedar Hill Let's Grow Online](#)

REPORTS

20-0021 Economic Development Staff Reports
Attachments: Cedar Hill Chamber Report

20-0022 Cedar Hill Business Park Association

BOARD COMMENTS

Board comments relating to items of public interest; announcements regarding local or regional events, condolences, upcoming meetings, and requests of the Director for items to be placed on upcoming agendas.

ADJOURN

Next Cedar Hill EDC Board Meeting
Scheduled for Monday, October 5, 2020

Posted in accordance with the Texas Government Code, Chapter 551, on the 11th day of September 2020 at or before 6:00 p.m.

Louis P. Castillo
Cedar Hill Economic Development
Board of Director's Secretary



Consent Agenda Item 20-0017

Consider approving the August 3, 2020, regular meeting minutes.

The Board of Directors of the Cedar Hill Economic Development Corporation held a virtual meeting by Zoom.

1. **Call the meeting to order:** President Michael Lemmon called the meeting to order at 6:02 p.m., the agenda being posted with dial-in numbers for public access.
2. **Roll Call Attendance:** President Michael Lemmon requested that EDC Secretary, Louis Castillo, call the roll for attendance. The following Board Members were present: President Michael Lemmon, Vice President Shawn Quildon, Duane Dankesreiter, Jan Blake, Angela Berry-Roberson, Jeff Powers, Randall Chase, Johnny Wallace, James Mauldin, and Andrew LeGrand.
3. **Staff Present:** EDC Director Kim Buttram, Business Marketing and Research Manager Andy Buffington, Economic Development Specialist Louis Castillo.
4. **Pledge of Allegiance:** The United States and Texas
5. **Invocation:** Michael Lemmon
6. **Introduction of New Board Member:** Angela Berry-Roberson
7. **Citizens Forum:** No Requests submitted for public comments.
8. **Consent Agenda:** Items listed under the Consent Agenda are considered routine and are generally enacted in one motion. Any board member may remove any item from the Consent Agenda for separate discussion and consideration.

A. Consider July 6, 2020, regular meeting minutes.

B. Consider the June 2020, Financial Report.

Duane Dankesreiter requested to pull the June 2020, Financial Report for review. Duane inquired about the Sales Tax projection for the rest of the fiscal year to update Angela Berry-Roberson.

Kim Buttram gave an update to the EDC Board.

President Michael Lemmon entertained a motion regarding the Consent Agenda. Motion: Vice President Shawn Quildon made the motion to approve the Consent Agenda; the motion was seconded by Duane Dankesreiter.

The vote was conducted by roll call vote through EDC Secretary, Louis Castillo, whereas the following members submitted a 'YES' vote: President Michael Lemmon, Vice President Shawn Quildon, Duane Dankesreiter, James Mauldin. Board Member Jan Blake was not present at this time.

9. Executive Session: EDC Board convened into Executive Session at 6:25 p.m.

Roll Call Attendance: President Michael Lemmon requested that the EDC Secretary, Louis Castillo call the roll for attendance. The following Board Members were present: President Michael Lemmon, Vice President Shawn Quildon, Duane Dankesreiter, Johnny Wallace, James Mauldin, Jan Blake, Jeff Powers, Randall Chase, Andrew LeGrand, and Angela Berry-Roberson.

10. Reconvene into Open Session at 7:45 p.m.: No action taken.

11. Cedar Hill Strong Grant/Loan Program Update: Director Kim Buttram gave an overview of the Cedar Hill Strong Program; 76 business have proceeded to the finalist round for the Cedar Hill Grant/Loan Program. Regarding the Dallas County Cares Act Program, applications from Cedar Hill are higher in the second round of applications taken. The businesses can receive funds from only one of these programs, not both.

12. Economic Development Staff Report: Director Kim Buttram introduced Russell Read to give an update on the Convention/Hotel project that is being developed in Hillside Village.

Director Kim Buttram Informed the board regarding a calendar that will have EDC events with links. Next Kim mentioned that we are entering into a market analysis discovery phase with Community Development Strategies, conducting interviews with city leadership and local businesses. Interviews will begin on Monday, August 17, 2020, and staff will contact EDC Board members to secure a preference of meeting virtually or in person with social distancing in practice.

Confirmed, flowers were sent on behalf of the CHEDC to the funeral of Lynn Hill who was the previous City Secretary for the City of Cedar Hill.

Cedar Hill Chamber Monthly Report: Randall Chase gave an update on the following:

- Chamber working on the strategic plan and have the selection down to two candidates.
- The Chamber is facilitating a virtual meeting series called Bold Convos, which will entail conversations with minority owned business owners and the challenges they face and how they overcome them.
- The Chamber will begin facility upgrades with repairs to the roof.
- The topics are hyperlinked to the information regarding each topic.

13. Cedar Hill Business Park Monthly Report. Vice President Shawn Quildon stated the Cedar Hill Business Park Property Owners Association will meet in September.

14. Next Board Meeting: President Michael Lemmon announced that the next EDC Board meeting will be held on Monday, September 14, 2020.

15. Adjourn: President Michael Lemmon entertained a motion for adjournment. James Mauldin made a motion to adjourn, seconded by Duane Dankesreiter. The vote was conducted by roll call through EDC Secretary Louis Castillo. The following members voted 'YES' to adjourn: President Michael Lemmon, Vice President Shawn Quildon, Duane Dankesreiter, and James Mauldin. Board Member Jan Blake was not present at this time.

ECONOMIC DEVELOPMENT CORPORATION

(Fund 0309)

The Cedar Hill Economic Development Corporation (EDC) is tasked with bringing much needed commercial, industrial opportunities to the City of Cedar Hill. On January 15, 1994, the voters of the City approved the imposition of an additional sales and use tax of one-half of one percent (1/2 of 1%) for economic development. Collection was effective on July 1, 1994. A portion of the EDC's sales tax (1/8 of 1%) was reallocated to the City's Crime Control District effective July 1, 2013. The first reduction was in September 2013. The total sales tax administered by the EDC Board is 3/8 of 1%. The board set Economic Development policies and administers certain incentive programs.

Fiscal Year 2019-2020 Budget Report

(Reported Through July 31, 2020)



Board of Directors

Michael Lemmon, President
Shawn Quildon, Vice President
Duane Dankesreiter
James Mauldin
Jan Blake
Johnny Wallace, ex-officio
Jeff Powers, ex-officio
Randall Chase, ex-officio
Andrew LeGrand, ex-officio
Angela Berry-Roberson, ex-officio

ECONOMIC DEVELOPMENT CORPORATION

TO: Kim Buttram, EDC Director
FROM: Finance



The following are highlights of the Economic Development Corporation's budget for the fiscal period ending **July 31, 2020** for fiscal year 2019-2020.

- The budget is reported through July 31, 2020 which is targeted at 83% of the budget year.
- The FY20 revenue budget is \$3,401,924 with YTD revenues at \$2,668,530 or 78.4% of budget (*Cash Basis for Sales Tax*).
- The FY20 total expenditure budget is \$8,530,271 with YTD expense of \$2,646,397 or 31%; below target of 83%.
-

	Budget	FYTD	% Budget
Operations	\$ 1,562,701	\$ 890,179	57.0%
Incentives	5,800,000	584,800	10.1%
Debt	1,167,570	1,166,168	99.9%
Capital (Bldg. Improv.)	-	5,250	0.0%
	<u>\$ 8,530,271</u>	<u>\$ 2,646,397</u>	<u>31.0%</u>

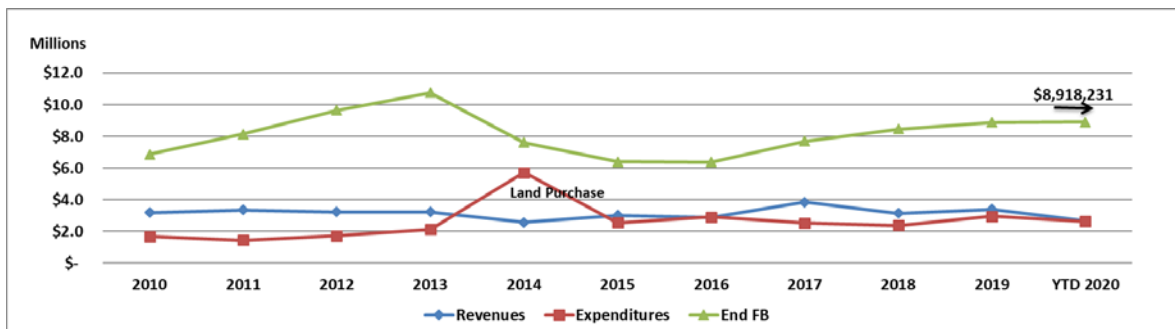
- Sales tax is reported on a cash basis in the Fund Summary.
- Cedar Hill Chamber Loan Distribution payments to date (July 2020) = \$33,333
- Sales tax collected (*cash basis*) = \$2,566,894 (Oct - July) or 80% of Budget.
- EDC Sales tax (*cash basis*) for July 2020 was \$236,160 or .2% less than July 2019 (\$236,636).
- Revenues exceed Expenses by \$22,134 at the end of this reporting period.
- Ending fund balance (*adj. Cash-Basis Sales Tax*) at 7/31/20 was \$8,918,231 (Assets - Liabilities = Fund Balance); ✓
- The EDC's cash balances are incorporated in the City Funds' portfolio which consists of laddered Certificate of Deposit and other Money Market/Demand Accounts; the average FYTD City Funds Portfolio yield was 1.42% at 06/30/20; the current quarter City Portfolio average yield was .94%; the weighted average maturity of investments was 135 days.

- Cash on hand (1.76% APY - Prosperity Bank) 6,925,774 Prosperity Bank
CD Acct No. 0683 - 1.71% APY; matures 1/2022 1,506,340 Prosperity Bank
Other Cash and Cash Equivalents 264 Receivables and Prepaid Items
Cash/Accrual Reporting Conversion 521,161 Sales Tax Reported Cash vs Accrual
Less: Current liabilities (35,309) (P-Card, Invoices & Payroll)
Assets - Liabilities = Fund Balance 8,918,231.00 ✓

- Incentive Agreements Outstanding: \$2.06M, YTD payments \$584,800. (See Report for details)

Debt Outstanding :	2006 CO Series
6,060,000	Principal
952,750	Interest
<u>7,012,750</u>	

Graph: Revenues, Expenditures and Change in Fund Balance:



ECONOMIC DEVELOPMENT CORPORATION

ECONOMIC DEVELOPMENT CORPORATION

Revenue, Expenses and Changes in Fund Balance



	ACTUAL 2017-2018	ACTUAL 2018-2019	BUDGET 2019-2020	YTD ACTUAL 2019-2020	\$ Change to Budget	% to Budget
BEGINNING FUND BALANCE	\$ 7,688,749	\$ 8,454,071	\$ 8,896,097	\$ 8,896,097		
REVENUES		(2)				
Sales tax	\$ 3,000,355	\$ 3,107,809	\$ 3,201,924	\$ 2,566,894	\$ (635,030)	80.2%
Interest income	146,288	188,032	200,000	101,636	(98,364)	50.8%
Miscellaneous	-	(4)	-	-	-	0.0%
Sale of assets	-	108,900	-	-	-	0.0%
Total operating revenues	\$ 3,146,643	\$ 3,404,737	\$ 3,401,924	\$ 2,668,530	\$ (733,394)	78.4%
Operating Expenditures						
Personnel	\$ 371,019	\$ 411,040	\$ 457,136	\$ 231,848	\$ 225,288	50.7%
Supplies	1,356	3,852	18,405	5,886	12,519	32.0%
Maintenance	12,227	12,800	52,245	15,909	36,336	30.5%
Services	483,885	859,413	930,110	577,249	352,861	62.1%
Utilities	7,738	4,010	1,560	2,925	(1,365)	187.5%
Leases/Rentals	29,156	28,907	28,990	24,539	4,451	84.6%
Miscellaneous	51,515	69,640	74,255	31,823	42,432	42.9%
Total operating expenditures	\$ 956,896	\$ 1,389,663	\$ 1,562,701	\$ 890,179	\$ 672,522	57.0%
Other Expenditures						
Incentives	\$ 258,000	\$ 386,000	\$ 5,800,000	\$ 584,800	\$ 5,215,200	10.1%
Capital Outlay	-	20,095	-	5,250	(5,250)	0.0%
Debt	1,166,425	1,166,953	1,167,570	1,166,168	1,403	99.9%
Total other expenditures	\$ 1,424,425	\$ 1,573,048	\$ 6,967,570	\$ 1,756,218	\$ 5,211,353	25.2%
Total Expenditures	\$ 2,381,321	\$ 2,962,711	\$ 8,530,271	\$ 2,646,397	\$ 5,883,874	31.0%
Net Change	\$ 765,322	\$ 442,026	\$ (5,128,347)	\$ 22,134	n/a	n/a
ENDING FUND BALANCE	\$ 8,454,071	\$ 8,896,097	\$ 3,767,750	\$ 8,918,231	n/a	n/a
	2018	2019	Budget	2020 YTD		
15% Financial Policy Designation	\$ 471,996	\$ 510,711	\$ 510,289	\$ 510,289		
Undesignated, Unreserved	\$ 7,982,075	\$ 8,385,387	\$ 3,257,462	\$ 8,407,942		
Total Fund Balance:	\$ 8,454,071	\$ 8,896,097	\$ 3,767,750	\$ 8,918,231	✓	

(1) Ending fund balance at 9/30/2019 is on an accrual basis and conforms with audited fiscal year end statements.

(2) Sales Tax for FY19 converted to accrual basis - final audit complete

ECONOMIC DEVELOPMENT CORPORATION

CITY OF CEDAR HILL
ECONOMIC DEVELOPMENT CORPORATION
INCENTIVE STATUS REPORT (ACTIVE ONLY)
Incentives Paid YTD 2020, as of 05/31/20
updated 5/31/20

	CASH INCENTIVE (Per Contract)	INCENTIVE PAID FY 2020	INCENTIVES PAID PRIOR YEARS	TOTAL AMOUNTS PAID	INCENTIVE BALANCE
JPS Legacy, LLC					
- Reimbursement incentive for completion of infrastructure	1,000,000	44,800		44,800	955,200
- Infrastructure incentive upon issuance of CO and proof of exp.				-	-
- Construction has to be completed 5 years				-	-
- Agreement dated October 3, 2016				-	-
Total Incentives	\$ 1,000,000	\$ 44,800	\$ -	\$ 44,800	\$ 955,200
Lake Moreno Partners, LLC					
- Reimbursement incentive for infrastructure	1,000,000	-		-	1,000,000
- Agreement dated June 13, 2018				-	-
Total Incentives	\$ 1,000,000	\$ -	\$ -	\$ -	\$ 1,000,000
Fuel City Cedar Hill, LLC					
- Reimbursement incentive for infrastructure	400,000	400,000		400,000	-
- Agreement dated Aug 19, 2018				-	-
Total Incentives	\$ 400,000	\$ 400,000	\$ -	\$ 400,000	\$ -
1179 W. Belt Line Ltd. Co. (The Ruiz Group)					
- Reimbursement incentive for office bldg & related infrastructure	140,000	140,000		140,000	-
- Agreement dated 10/08/2018					
Total Incentives	\$ 140,000	\$ 140,000	\$ -	\$ 140,000	\$ -
API Precision Machining, LLC					
- Reimbursement incentive for land - Business Park Lot 14 2.5 acres	107,485	-		-	107,485
- Agreement dated Oct 26, 2018				-	-
Total Incentives	\$ 107,485	\$ -	\$ -	\$ -	\$ 107,485
TOTAL (ACTIVE INCENTIVES)	\$ 2,647,485	\$ 584,800	\$ -	\$ 584,800	\$ 2,062,685

ECONOMIC DEVELOPMENT CORPORATION



Sales Tax Overview - (July 2020) Fiscal Year Cash Basis

Fund	Annual Budget	Monthly Estimate	MTD Budget	Current Month	FYTD Actual (Cash)	Budget Remaining	% of Annual Budget
GF	\$8,538,464	\$711,539	\$7,115,387	\$629,759	\$6,845,051	\$1,693,413	80.2%
EDC	\$3,201,924	\$266,827	\$2,668,270	\$236,160	\$2,566,894	\$635,030	80.2%
CDC	\$4,269,232	\$355,769	\$3,557,693	\$314,880	\$3,422,526	\$846,706	80.2%
CCD	\$1,053,945	\$87,829	\$878,288	\$82,637	\$863,545	\$190,400	81.9%
Total	17,063,565	1,421,964	14,219,638	1,263,436	13,698,016	3,365,549	80.3%

Comparative (Fiscal Year) Current collections Compared to July 2019 Compared to July 2018 Compared to July 2017 Compared to July 2016 Compared to July 2015

GF, EDC & CDC = \$0.01875 Cents

Percentage Change Compared to Prior Periods

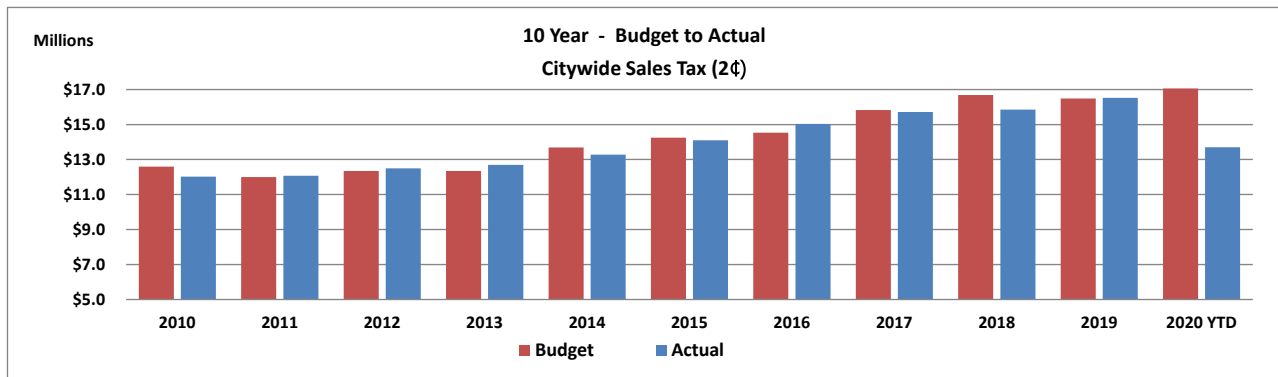
July 20	1,180,799					
July 19	1,183,182	-0.2%				
July 18	1,192,715		-1.0%			
July 17	1,149,793			2.7%		
July 16	1,081,788				9.2%	
July 15	993,613					18.8%
		(\$2,384)	(\$11,916)	\$31,006	\$99,011	\$187,186
		.2% < than same period last year	1% < than same period 2 years ago	2.7% > than same period 3 years ago	9.2% > than same period 4 years ago	18.8% > than same period 5 years ago

EDC Only			\$ change	% change
July 20		236,160		
July 19		236,636	(477)	-0.2%
July 18		238,543	(2,383)	-1.0%
July 17		229,959	6,201	2.7%
July 16		216,358	19,802	9.2%
July 15		198,723	37,437	18.8%

ECONOMIC DEVELOPMENT CORPORATION

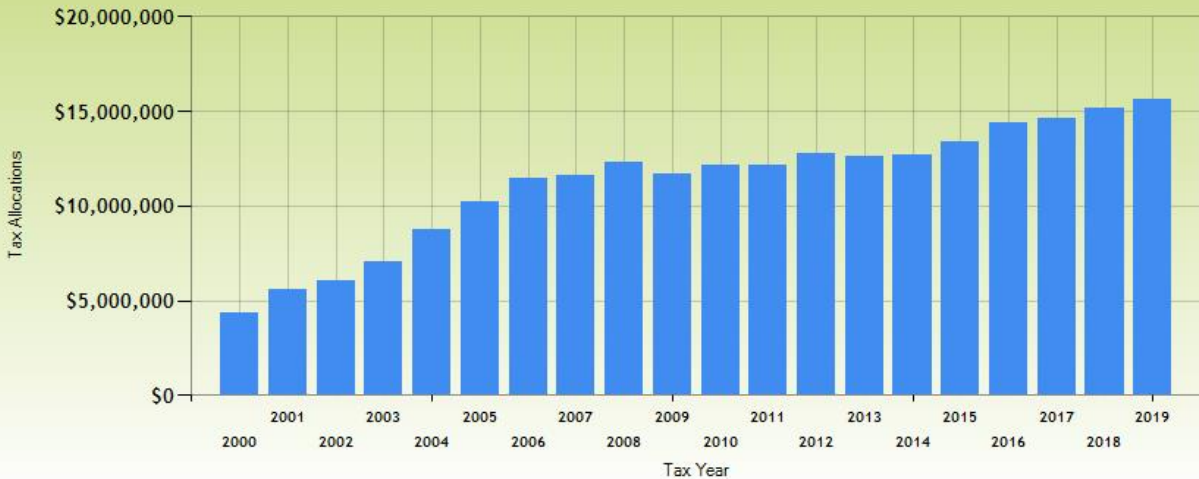
Sales Tax History-Cash Basis

Cedar Hill - Fiscal Year Cash Basis									
Fiscal Year	0.01875	0.01	0.00375	0.005	0.00125	Total 2¢	Collection Ratio and Budget		
Sales Tax Fund		General	EDC	CDC	CCPD	Total	% Chg	Budget	% of Budget
2010	12,018,330	6,009,165	3,004,583	3,004,583	0	12,018,330	1.6%	12,600,000	95.38%
2011	12,068,986	6,034,493	3,017,246	3,017,246	0	12,068,986	0.4%	12,000,000	100.57%
2012	12,498,379	6,249,190	3,124,595	3,124,595	0	12,498,379	3.6%	12,350,000	101.20%
2013	12,841,601	6,452,294	2,969,473	3,226,147	51,932	12,699,846	1.6%	12,351,500	102.82%
2014	12,520,828	6,677,775	2,504,166	3,338,888	752,095	13,272,923	4.5%	13,695,000	96.92%
2015	13,249,010	7,066,139	2,649,802	3,533,069	851,302	14,100,312	6.2%	14,252,320	98.93%
2016	14,111,571	7,526,171	2,822,314	3,763,086	925,915	15,037,486	6.6%	14,533,065	103.47%
2017	14,727,673	7,854,759	2,945,535	3,927,379	983,812	15,711,484	4.5%	15,831,140	99.24%
2018	14,864,832	7,927,911	2,972,966	3,963,955	985,915	15,850,747	0.9%	16,684,990	95.00%
2019	15,503,695	8,268,638	3,100,739	4,134,319	1,015,509	16,519,204	4.2%	16,487,485	100.19%
2020 YTD	12,834,471	6,845,051	2,566,894	3,422,526	863,545	13,698,016	0.0%	17,063,565	80.28%

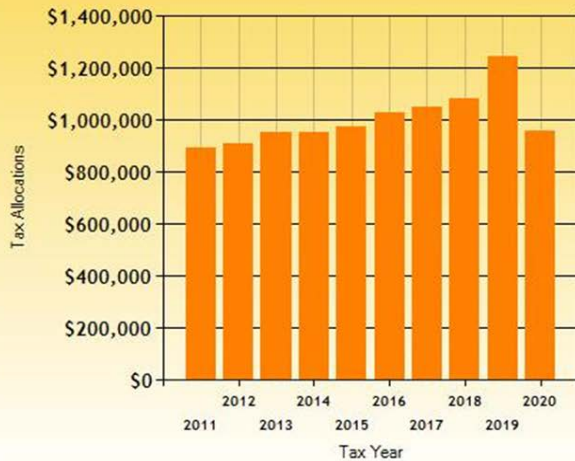


ECONOMIC DEVELOPMENT CORPORATION

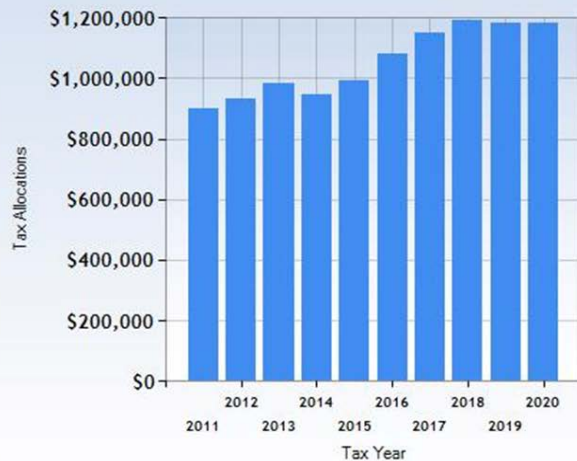
Yearly - Sales Tax Allocations - Past 20 Years



June - Sales Tax Allocations by Year



July - Sales Tax Allocations by Year



There was a .2% decrease or \$2,383 in July (May Sales) year over year as seen in the July bar-chart above; City staff' forecast was at a 35% loss year over year. Staff believes the better than expected performance is due to new business such as Total Wine and return out of lock down to the shopping mall and shopping centers.

ECONOMIC DEVELOPMENT CORPORATION

EDC Supported Debt \$12,890,000 Certificates of Obligation, Series 2006					
Fiscal Year	Rate	Principal	Interest	Total	
2020	4.300%	845,000	321,168	1,166,168	13.9% <i>paid</i>
2021	5.000%	890,000	280,750	1,170,750	14.7%
2022	5.000%	935,000	235,125	1,170,125	15.4%
2023	5.000%	980,000	187,250	1,167,250	16.2% 46.3%
2024	5.000%	1,030,000	137,000	1,167,000	17.0%
2025	5.000%	1,085,000	84,125	1,169,125	17.9%
2026	5.000%	1,140,000	28,500	1,168,500	18.8% 100.0%
Total		6,060,000	952,750	7,012,750	

Debt Outstanding: 2006 CO Series

Principal	6,060,000	Amortizing on avg 16.7% per year
Interest	952,750	
	<u>7,012,750</u>	

ECONOMIC DEVELOPMENT CORPORATION

UNALLOCATED FUND BALANCE (RESERVES)

(Accrual Basis of Accounting)*

Beginning Fund Balance 10/01/2019 (audited)	\$ 8,896,097
Ending Fund Balance 7/31/2020 (<i>accrual</i>)	\$ 8,397,070

Outstanding Commitments:

	Dated:	Balances
15% of Annual Revenues (reserve requirement)	09/24/19	\$ 510,289
JPS Legacy, LLC (Sunsets October 2021)	10/03/16	\$ 955,200
Lake/Moreno Infrastructure Agreement	06/13/18	\$ 1,000,000
Cedar Hill Strong Grant/Loan Program	06/11/20	\$ 550,000
Fuel City/Joe Wilson Infrastructure (\$400K)	08/19/18	\$ -
Ruiz Office Infrastructure-W. Beltline Road (\$140K)	10/08/18	\$ -
API Precision Machining Land Purchase Rebate	10/26/18	\$ 107,485
Total Committed by actions of EDC Board		<u>\$ 3,122,974</u>

Available Reserves for Use:

\$ 5,274,096

Pending / Potential Commitments

Mowed Garden Acquisition	\$ 120,000
Total Pending / Potential	<u>\$ 120,000</u>

Available Reserves deducting for Pending Items

\$ 5,154,096

CHAMBER OF COMMERCE - MONTHLY REPORT

	Months to report for 8/3	Months to report for 8/3	Month to report for 3/14	
Covenant	June	July	August	September
<u>Strategic Plan</u> <u>Initiative to strengthen leadership, growth and sustainability: 3 year plan/5 year outlook</u>	Charter drafted. Candidate consultants ID'd	Consultant selected. Business influencers recruited	Strategic workshops held (CoFC, CoFC board, influencers)	Hight Performance Group picked and Event Sept. 18th
<u>Small Business Services</u> <u>Transform to be location of choice for meetings, training and support, engagement and connection through program outreach</u>	Charter drafted	Started to build a new program to develop SB Services with Membership180	Working with the Membership180 team to finalize plans for upcoming meeting on member retention and support.	Partnered with the CHISD and Circle Ten to create an internship program for students to last through the year.
<u>Entrepreneurial Development</u> <u>Establish as location of choice for entrepreneurial development, co-working, support, and building use</u>	Charter drafted	Signed training with ZOE Comm. on Black Owned Businesses and Tough Questions.	Nothing to report this month.	Planning a series for starting a business in collaboration with City and EDC, to include SBDC and local successful business owners, leaders.
<u>BRE Support</u> <u>Establish as location of choice for meeting space, information, industry collaboration and connection to EDC</u>	Charter drafted	Used the location to host the retirement party for Mayor Pro Tem Cliff Shaw.	Continuing the planning sessions for CEDAR HILL STRONG: BOLD CONVOS: A BUSINESS + COMMUNITY CONVERSATION SERIES	BOLD CONVOS series to occur. Looking at the plans for how to restructure the rooms to better utilize them for future meetings.
<u>Workforce Development</u> <u>Establish as location of choice and conduit for employment opportunities, training and link to employers</u>	Charter drafted	Updated Dallas College training schedule.	Working with DC and TWC on new plan that involves utilizing trainings for our community businesses' workforce.	Building the committee for IGNITE 2021 Conference. Also planning a job skills event along with EDC and City.
<u>Downtown Development</u> <u>Establish as location of choice central to Downtown for events, meetings and collaboration</u>	Charter drafted	Visited with 10 downtown businesses to talk, share, and ask what they need from the chamber.	We won Second place in a national Sponsorship Event put on by ACCE. Hosting our Taste of Cedar Hill as a "Taste-To-Go option"	Talking to company about big socially distancing event to be helped in the downtown.
<u>Marketing</u> <u>Elevated, expanded and measured assets: social media, video and business promotion of local business</u>	Charter drafted	New table cloth with updated logo, submitted for the Aug. issue of NOW Mag. Finishing Directory	The full page in NOW Mag. is now live.	Creating a mutual branded piece to promote our September Event.
<u>Enhance Chamber Benefits</u> <u>Create an inviting and modernized facility for staff and use by entire business community</u>	Charter drafted	Reviewing and developing new membership benefits strategy.	Solidified a partnership with sponsor for our Chamber Night Out program on August	Held multiple meetings with key stakeholders to discuss our offerings and what we can do
<u>Enhance Visitor Information Area</u> <u>Establish as location of choice for visitors to obtain area information. (Kiosk, welcoming program, promotional materials)</u>	Charter drafted	Got an updated roof proposal from Castro Roofing with a discount for	Setting up dates for the roofing company to come and get the job done.	Roof work completed this month. Next working on the interior.
<u>Ambassador Program</u> Integral partner with key business influencers for hosting celebrations, activities, ribbon cuttings, groundbreakings and general connecting of local businesses	Charter drafted	Spoke with Membership180 about building an ambassador program. Will be giving estimate soon.	Continuing the planning of the Ambassador program.	Ambassador/welcome wagon committee kicked off with the first planning meeting.
COMPLETE				
IN PROGRESS				
PLANNING				

CHAMBER OF COMMERCE - MONTHLY Funding	Months to report for 8/3			
Covenant	June	July	August	September
<u>Strategic Plan</u> <u>Initiative to strengthen leadership, growth and sustainability: 3 year plan/5 year outlook</u>			First Payment of the Strategic Plan.	
			\$1,700.00	
<u>Small Business Services</u> <u>Transform to be location of choice for meetings, training and support, engagement and connection through program outreach</u>		Bold Convos marketing, promotion, and execution of the program payment 1	Bold Convos- Payment 2	
		\$1,163.90	\$1,163.90	
<u>Entrepreneurial Development</u> <u>Establish as location of choice for entrepreneurial development, co-working, support, and building use</u>				
<u>BRE Support</u> <u>Establish as location of choice for meeting space, information, industry collaboration and connection to EDC</u>			Cost of roof repair (Castro Roofing)	
			\$4,493.20	
<u>Workforce Development</u> <u>Establish as location of choice and conduit for employment opportunities, training and link to employers</u>				
<u>Downtown Development</u> <u>Establish as location of choice central to Downtown for events, meetings and collaboration</u>				
<u>Marketing</u> <u>Elevated, expanded and measured assets: social media, video and business promotion of local business</u>				
<u>Enhance Chamber Benefits</u> <u>Create and inviting and modernized facility for staff and use by entire business community</u>		Back Pay		
		\$5,903.52		
<u>Enhance Visitor Information Area</u> <u>Establish as location of choice for visitors to obtain area information (Kiosk, welcoming program, promotional materials)</u>				
<u>Ambassador Program</u> Integral partner with key business influencers for hosting celebrations, activities, ribbon cuttings, groundbreakings and general connecting of local businesses				
Total Income For the Month		\$33,333.00	\$8,333.00	\$0.00
Total Expense for the month		\$ 7,067.4	\$ 7,357.1	\$ -
Running total		\$26,265.58	\$27,241.48	\$27,241.48