

**CEDAR HILL ECONOMIC
DEVELOPMENT CORPORATION**

285 Uptown Blvd., Bldg. 100

Cedar Hill, TX 75104

O. 972.291.5132

F. 972.291.5134

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 a EDC Board Meeting by telephone conference at 6pm on Monday, July 6, 2020, in order to advance the public health goal of limiting face-to-face meetings (also called "social distancing") in an effort 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.*

To submit public comments, [visit cedarhilltx.com/publiccomment](https://cedarhilltx.com/publiccomment). All public comments submitted by 4pm on Monday, July 6, 2020 will be provided to the CHEDC board members and entered into record for the July 6, 2020 CHEDC Board Meeting.

Options for public access to the meeting:

Via webinar: zoom.us/join

Meeting ID# 534 441 814

Password: 304108

OR

Via Phone: Dial 1-346-248-7799 or toll-free 1-877-853-5247

Meeting ID #: 534 441 814

Participant ID: 221990

Password: 304108

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

**CEDAR HILL ECONOMIC
DEVELOPMENT CORPORATION**
285 Uptown Blvd., Bldg. 100
Cedar Hill, TX 75104
O. 972.291.5132
F. 972.291.5134

**NOTICE OF MEETING
CEDAR HILL ECONOMIC DEVELOPMENT CORPORATION
JULY 6, 2020
6:00 P.M.**

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.

AGENDA

1. Call meeting to order.
2. Roll Call Attendance.
3. Pledge of Allegiance.
4. Invocation – Jeff Powers
5. Oath of Office for new and returning Board Members, Voting and Ex-Officio
6. **Election and Appointment of Officers for the CHEDC:**
 - a. Election of President and Vice President for coming year.
 - b. Appointment of Secretary and Treasurer
7. **Public Comments.** *To submit public comment visit: cedarhilltx.com/publiccomment. All public comments submitted by 4pm on Monday, July 6, 2020 will be provided to the CHEDC Board members and entered into record for the July 6, 2020 CHEDC Board Meeting.*
8. **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.*
 - a. Consider approving the June 1, 2020, Regular meeting minutes.
 - b. Consider approving the May 2020 Financials.

9. **Discussion and Consideration Items:**
a. Proposed 2020-2021 EDC Budget

10. **Convene in Closed Executive Session.**

Executive Session - Convene Executive Session pursuant to Section 551.072 and

551.087 Texas Gov't 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 Spot, Project Electrify, Project Strong, Project Farmhouse, Project Front Store, and Project Step Down.***

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

Project Mowed-Garden, Project Spot, Project Electrify, Project Strong, Project Farmhouse, Project Front Store, Project Step Down, and Receive updates on future and/or potential projects under consideration and negotiation.

(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 (1). ***Project Mowed-Garden, Project Spot, Project Electrify, Project Strong, Project Farmhouse, Project Front Store, Project Step Down, and Receive updates on future and/or potential projects under consideration and negotiation.***

11. **Reconvene in Open Session and consider any action(s) to be taken because of the closed session.**

12. **Information Items:**

A. Board Member Announcements

B. Cedar Hill Chamber Report

C. Cedar Hill Business Park Property Owners Association (CHBPPOA)

D. EDC Director's Report

E. Marketing and Research Manager's Report

F. Economic Development Specialist's Report

G. Next Board Meeting:

- **Regular EDC Meeting is scheduled for Monday, August 3, 2020.**

13. **Adjourn.**

I certify that the above notice of meeting was posted in accordance with the Texas Open Meetings Act on the 2nd day of July 2020.

Louis P. Castillo
CHEDC Secretary

**MINUTES
BOARD OF DIRECTORS
CEDAR HILL ECONOMIC DEVELOPMENT CORPORATION
REGULAR MEETING, JUNE 1, 2020**

The Board of Directors of the Cedar Hill Economic Development Corporation held a meeting by telephone conference at 6:00 p.m. on Monday, June 1, 2020, in the City of Cedar Hill Government Center.

1. **Call the meeting to order:** President Michael Lemmon called the meeting to order at 6:01 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, James Mauldin, Jan Blake, Jeff Powers, Randall Chase, Johnny Wallace, and Andrew LeGrand.

Staff Present: EDC Director Kim Buttram, Business Marketing and Research Manager Andy Buffington, Economic Development Specialist Louis Castillo.

3. **Pledge of Allegiance:** The United States and Texas
4. **Invocation:** Johnny Wallace
5. **Citizens Forum:** No requests submitted for public comments.
6. **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 May 4, 2020, Regular meeting minutes.

B. Consider the April 2020 Financial Report.

President Michael Lemmon entertained a motion regarding the Consent Agenda.

Motion: James Mauldin made the motion to approve the Consent Agenda and then seconded by Vice President Shawn Quildon. The vote was conducted by roll call vote through EDC Secretary, Louis Castillo; where the following members submitted a 'YES' vote: President Michael Lemmon, Vice President Shawn Quildon, Duane Dankesreiter, Johnny Wallace, and James Mauldin.

7. **Executive Session:** EDC Board convened into Executive Session at 6:15 p.m.
8. **Reconvene into Open Session at 7:30 p.m.:** President Michael Lemmon requested EDC Secretary, Louis Castillo to call roll for attendance. The following Board Members declared present: President Michael Lemmon, Vice President Shawn Quildon, Duane Dankesreiter, Johnny Wallace, James Mauldin, Jan Blake, Andrew LeGrand, Jeff Powers, and Randall Chase.

Consider action to be taken from Executive Session: President Michael Lemmon entertained a motion regarding any item on Executive Session.

Motion 1: Vice President Shawn Quildon made the following motion regarding **Project Tool Box:** The EDC Board to authorize an incentive for an expansion project for reimbursement not to exceed \$40,000 also to include a job incentive of \$1,000 per new local hired individual, not to exceed \$10,000, the motion was seconded by Duane Dankesreiter. The vote was conducted by roll call through EDC Secretary, Louis Castillo, whereas the following members submitted a 'YES' vote: President Michael Lemmon, Vice President Shawn Quildon, Duane Dankesreiter, Johnny Wallace, and James Mauldin.

Motion 2: Vice President Shawn Quildon made the following motion regarding **Project Strong:** EDC Board to approve funding for Project Strong up to \$550,000 to be for disbursement as coordinated by the EDC selection committee under the direction of the EDC Director, the motion was seconded by Duane Dankesreiter. The vote was conducted by roll call through EDC Secretary, Louis Castillo, whereas the following members submitted a 'YES' vote: President Michael Lemmon, Vice President Shawn Quildon, Duane Dankesreiter, Johnny Wallace, and James Mauldin.

9. A. Board Member Announcements:

- Randall Chase made the following announcements regarding Chamber events:
 - The Chamber of Commerce will host a virtual lunch on Tuesday, June 2, 2016, from 12 p.m.-1 p.m. the topic: Things that are going on in the Chamber.
 - Ribbon Cutting will be held on Friday, June 19, 2020, for Snap Clean Carwash.
 - Competitive Edge will be held on Tuesday, June 16, 2020, from 12 p.m. to 1 p.m.

B. Cedar Hill Business Park Property Owners Association (CHBPPOA) Report:

No Update was given at this time.

C. Director's Report:

- Kim Buttram updated the EDC Board on the following:
 - The Chamber agreement has been fully executed.
 - Saviana Wineries CUP was approved by Planning and Zoning and City Council.
 - Expansion is in progress is Woodmont Cabinetry.
 - Closures made by corporate office- Pier 1.
 - We are starting the process of doing a comprehensive Market Study of all of our industry sectors.

D. Marketing and Research Manager's Report:

- Andy Buffington informed the Board of the following:

- Cedar Hill Strong yard signs for local businesses are being distributed.
- D CEO magazine ads for Welcome Back have been placed.
- Cedar Hill ad is on the cover of Red News June 2020 issue.
- ULI magazine ad has been placed.
- IAMC is scheduled tentatively for September 12-16, 2020.
- Central States will be having their 20-year Anniversary on Tuesday, July 7, 2020, from 1:30pm to 3:00pm.
- Tourism Manager, Patty Bushart has retired from the City of Cedar Hill.

E. Economic Development Specialist's Report:

- Louis Castillo informed the EDC Board to save the date for Tuesday, September 15, 2020, for the 49th Northern Texas Commission Luncheon.
- The City Secretary is accepting applications for reappointment for the EDC Board, the deadline to apply is Friday, June 12, 2020, and can be filled out online.
- EDC Secretary Louis Castillo requests President Michael Lemmon to sign the approved minutes for April 6, 2020, Open and Closed Session meeting minutes, and the certified agenda for the Executive Session followed at the May 4, 2020, meeting.

F. Next Board Meeting:

- *President Michael Lemmon announced that the next EDC Board meeting will be held on Monday, July 6, 2020.*

- 10. Adjourn:** President Michael Lemmon entertained a motion for adjournment. Vice President Shawn Quildon made a motion to adjourn, then 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, James Mauldin, Johnny Wallace, Jan Blake, Jeff Powers, Andrew LeGrand, and Randall Chase. The EDC Board meeting adjourned at 7:57 p.m.

President, Michael Lemmon

ATTEST:

Louis P. Castillo
Board Secretary

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 May 31, 2020)



Board of Directors

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

ECONOMIC DEVELOPMENT CORPORATION

TO: Kim Buttram, EDC Director
FROM: Finance



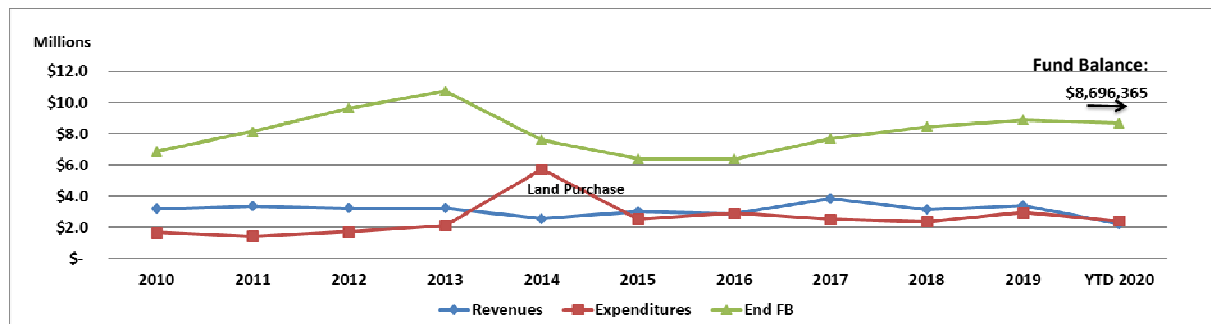
The following are highlights of the Economic Development Corporation's budget for the fiscal period ending **May 31, 2020** for fiscal year 2019-2020.

- The budget is reported through May 31, 2020 which is targeted at 67% of the budget year.
- The FY20 revenue budget is \$3,401,924 with YTD revenues at \$2,235,393 or 65.7% of budget (*Cash Basis for Sales Tax*).
- The FY20 total expenditure budget is \$8,530,271 with YTD expense of \$2,435,125 or 28.5%; below target of 67%.
-

	Budget	FYTD	% Budget
Operations	\$ 1,562,701	\$ 678,907	43.4%
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>\$ 2,435,125</u>	<u>28.5%</u>

- Sales tax is reported on a cash basis in the Fund Summary.
- Sales tax collected (*cash basis*) = \$2,139,236 (Oct - May) or 66.8% of Budget.
- EDC Sales tax (*cash basis*) for May 2020 was \$258,518 or 13.9% less than May 2019 (\$300,165).
- Expenses exceed Revenues by \$199,732 at the end of this reporting period.
- Ending fund balance (*adj. Cash-Basis Sales Tax*) at 5/31/20 was \$8,696,365 (Assets - Liabilities = Fund Balance); ✓
- The EDC's cash balances are invested in the City's overall portfolio which consists of laddered Certificate of Deposit and other Money Market Accounts; the average City Funds Portfolio yield was 1.39% at 03/31/20; the weighted average maturity of investments was 49 days. (June 30th is the next investment update)
- | | | |
|--|------------------|------------------------------------|
| Cash on hand (1.76% APY) | 6,732,322 | Prosperity Bank |
| CD Acct No. 8423 - 2.67% APY; matured 3/2020 | - | East/West Bank |
| CD Acct No. 0683 - 1.71% APY; matures 1/2022 | 1,504,946 | Prosperity Bank |
| CD Account - Pooled | - | Various Banks |
| Other Cash and Cash Equivalents | 350 | Receivables and Prepaid Items |
| Cash/Accrual Reporting Conversion | 521,161 | Sales Tax Reported Cash vs Accrual |
| Less: Current liabilities | (62,414) | (P-Card, Invoices & Payroll) |
| Assets - Liabilities = Fund Balance | <u>8,696,365</u> | ✓ |
- 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

Revenue, Expenses and Changes in Fund Balance



BEGINNING FUND BALANCE

2015-2016 Actual	ACTUAL 2017- 2018	ACTUAL 2018-2019	BUDGET 2019-2020	YTD ACTUAL 2019-2020	\$ Change to Budget	% to Budget
---------------------	----------------------	---------------------	---------------------	-------------------------	------------------------	----------------

\$ 6,394,483 \$ 7,688,749 \$ 8,454,071 \$ 8,896,097 \$ 8,896,097

REVENUES

Sales tax	\$ 2,861,212	\$ 3,000,355	\$ 3,107,809 ⁽²⁾	\$ 3,201,924	\$ 2,139,236	\$ (1,062,688)	66.8%
Interest income	23,943	146,288	188,032	200,000	96,158	(103,842)	48.1%
Miscellaneous	570	-	(4)	-	-	-	0.0%
Sale of assets	-	-	108,900	-	-	-	0.0%

Total operating revenues

\$ 2,887,805 \$ 3,146,643 \$ 3,404,737 \$ 3,401,924 \$ 2,235,393 \$ (1,166,531) 65.7%

Operating Expenditures

Personnel	\$ 412,270	\$ 371,019	\$ 411,040	\$ 457,136	\$ 161,398	\$ 295,738	35.3%
Supplies	2,675	1,356	3,852	18,405	4,989	13,416	27.1%
Maintenance	12,211	12,227	12,800	52,245	15,909	36,336	30.5%
Services	422,262	483,885	859,413	930,110	445,561	484,549	47.9%
Utilities	8,280	7,738	4,010	1,560	2,204	(644)	141.3%
Leases/Rentals	26,490	29,156	28,907	28,990	19,489	9,501	67.2%
Miscellaneous	52,796	51,515	69,640	74,255	29,358	44,897	39.5%

Total operating expenditures

\$ 936,984 \$ 956,896 \$ 1,389,663 \$ 1,562,701 \$ 678,907 \$ 883,794 43.4%

Other Expenditures

Incentives	\$ 660,310	\$ 258,000	\$ 386,000	\$ 5,800,000	\$ 584,800	\$ 5,215,200	10.1%
Capital Outlay	138,464	-	20,095	-	5,250	(5,250)	0.0%
Debt	1,171,540	1,166,425	1,166,953	1,167,570	1,166,168	1,403	99.9%

Total other expenditures

\$ 1,970,314 \$ 1,424,425 \$ 1,573,048 \$ 6,967,570 \$ 1,756,218 \$ 5,211,353 25.2%

Total Expenditures

\$ 2,907,297 \$ 2,381,321 \$ 2,962,711 \$ 8,530,271 \$ 2,435,125 \$ 6,095,146 28.5%

Net Change

\$ (19,493) \$ 765,322 \$ 442,026 \$ (5,128,347) \$ (199,732) n/a n/a

ENDING FUND BALANCE

#	\$ 6,374,990	\$ 8,454,071	\$ 8,896,097	\$ 3,767,750	\$ 8,696,365	n/a	n/a
	2016	2018	2019	Budget	2020 YTD		

15% Financial Policy Designation

\$ 433,171 \$ 471,996 \$ 510,711 \$ 510,289 \$ 510,289

Undesignated, Unreserved

\$ 5,941,820 \$ 7,982,075 \$ 8,385,387 \$ 3,257,462 \$ 8,186,077

Total Fund Balance:

\$ 6,374,990 \$ 8,454,071 \$ 8,896,097 \$ 3,767,750 \$ 8,696,365 ✓

⁽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 - (May 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	\$5,692,309	\$689,381	\$5,704,628	\$2,833,836	66.8%
EDC	\$3,201,924	\$266,827	\$2,134,616	\$258,518	\$2,139,236	\$1,062,688	66.8%
CDC	\$4,269,232	\$355,769	\$2,846,155	\$344,691	\$2,852,314	\$1,416,918	66.8%
CCD	\$1,053,945	\$87,829	\$702,630	\$69,339	\$716,521	\$337,424	68.0%
Total	17,063,565	1,421,964	11,375,710	1,361,929	11,412,699	5,650,866	66.9%

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

GF, EDC & CDC = \$0.01875 Cents

Percentage Change Compared to Prior Periods

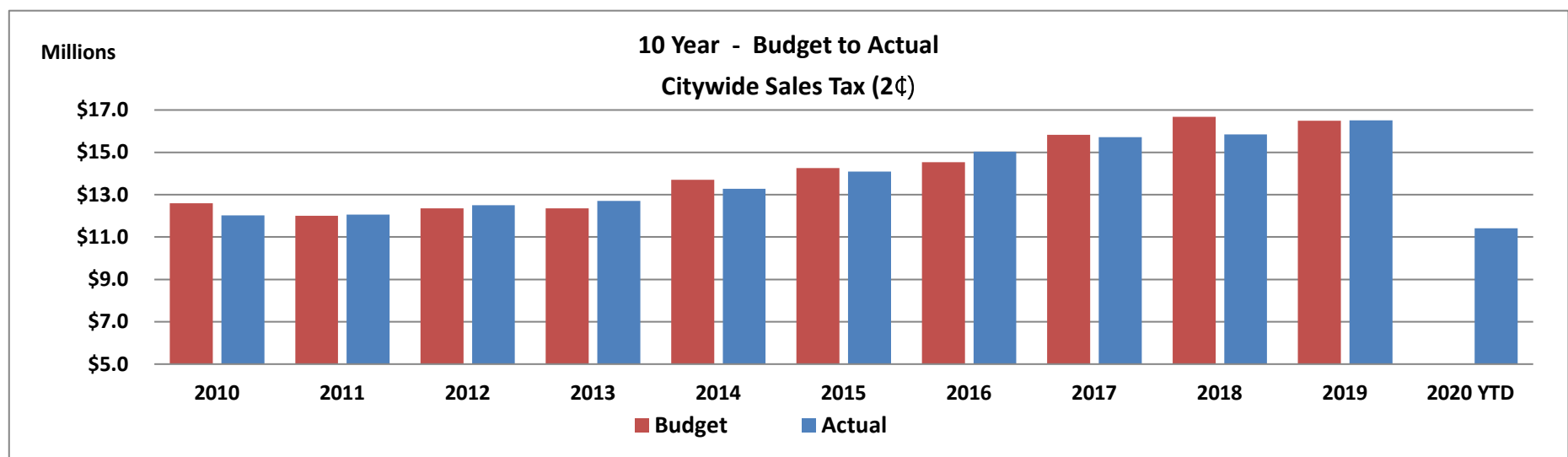
May 20	1,292,590					
May 19	1,500,823	-13.9%				
May 18	1,522,798		-15.1%			
May 17	1,459,255			-11.4%		
May 16	1,446,104				-10.6%	
May 15	1,311,673					-1.5%
		(\$208,233)	(\$230,208)	(\$166,665)	(\$153,514)	(\$19,083)
		13.9% < than same period last year	15.1% < than same period 2 years ago	11.4% < than same period 3 years ago	10.0% < than same period 4 years ago	1.5% < than same period 5 years ago

EDC Only			EDC % of Total	0.2000	\$ change	% change
May 20		258,518				
May 19		300,165			(41,647)	-13.9%
May 18		304,560			(46,042)	-15.1%
May 17		291,851			(33,333)	-11.4%
May 16		289,221			(30,703)	-10.6%
May 15		262,335			(3,817)	-1.5%

ECONOMIC DEVELOPMENT CORPORATION

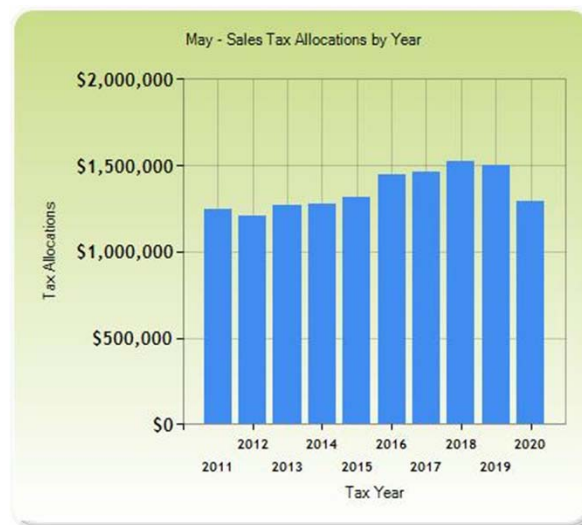
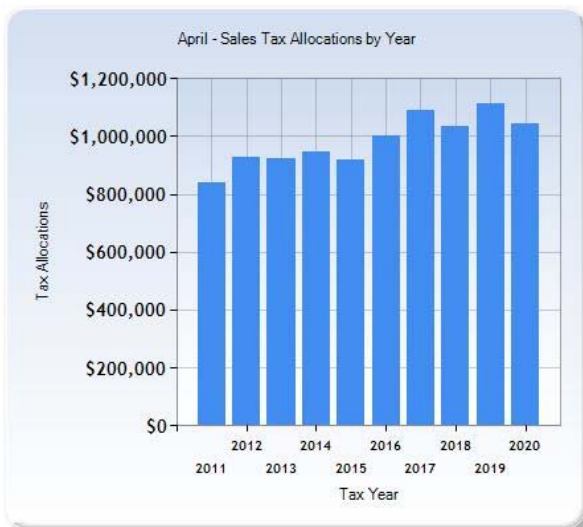
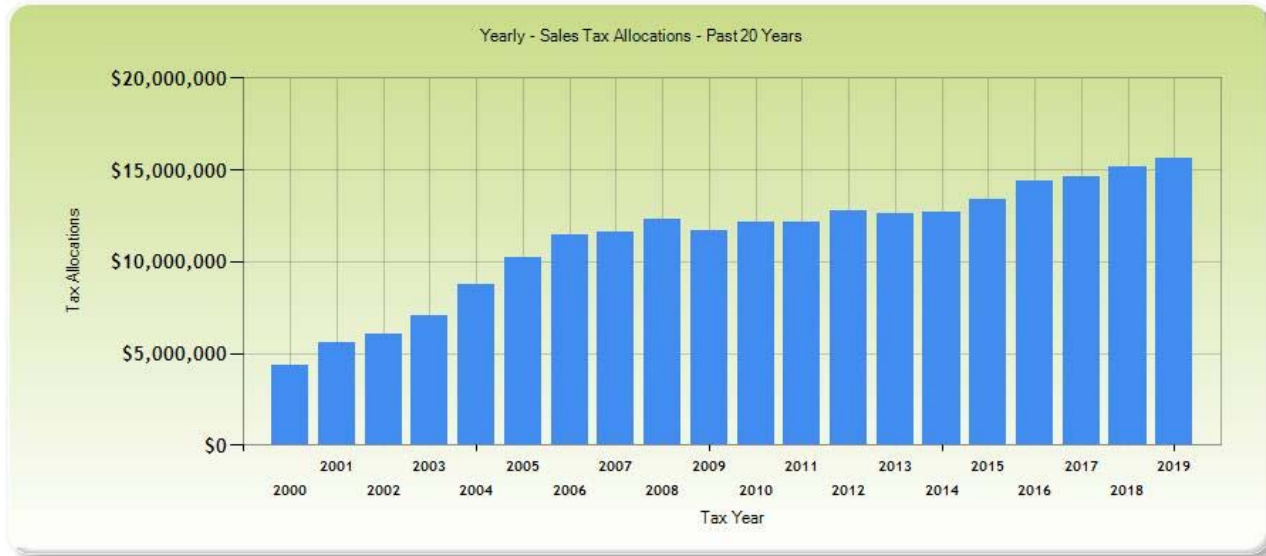
Sales Tax History-Cash Basis

Cedar Hill - Fiscal Year <u>Cash Basis</u>									
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	10,696,178	5,704,628	2,139,236	2,852,314	716,521	11,412,699		17,063,565	66.88%



ECONOMIC DEVELOPMENT CORPORATION

Sales Tax Trends



There was a 13.9% decrease or \$208,233 in May year over year as seen in the May bar-chart above; COVID19 Impact is reflected in May 2020; May sales tax reported in March. Looking to June sales tax which is April sales the City is down year over year by 23% or \$273,342.

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

(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 effect 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.

PROPOSED BUDGET FY 2020-2021



Board of Directors

Michael Lemmon, President
Shawn Quidon, Vice President
Duane Dankesreiter
James Mauldin
Johnny Wallace
Jan Blake, ex-officio
Randall Chase, ex-officio
Andrew LeGrand, ex-officio
Jeff Powers, ex-officio
vacant, ex-officio

ECONOMIC DEVELOPMENT CORPORATION

Highlights: Proposed Budget FY20/21

BUDGET NOTES

- Sales Tax Budgeted at 1.70% over 2020 Budget
 - Salaries and Benefits budgeted consistent city-wide; 3% COL increase
 - Debt Costs budgeted per scheduled amortization
 - Incentives budgeted to cover outstanding incentives plus additional amounts resulting in a place holder for business incentives totaling \$4,900,000
 - Advertising budget consistent with State Law maximum
 - No changes in administrative charges
 - No changes in audit fees
 - No changes in lease cost paid to City
 - Services include other EDC activities as approved by the Board which increased the budget line by 3% such as :
Red Oak Creek Sewer Study, Strategic Plan, Loan to the CH Chamber, Market Analysis and other Special Services
 - Operational Expenditures: 3.11% increase in operational costs
 - Other Expenditures: 12.85% decrease in incentives, capital and debt category
 - Summary: overall a decrease of 9.93% for all expenditures
 - Fund Balance Policy Objective of 15% (of revenues) = \$505,690 has been met
- Projected Fund Balance at FYE 2021 is \$3,579,039

ECONOMIC DEVELOPMENT CORPORATION

Revenue, Expenses and Changes in Fund Balance

Fund 0309



	ACTUAL 2018-2019	BUDGET 2019-2020	ESTIMATED 2019-2020	2020-2021 CONTINUATION	2020-2021 GROWTH	PROPOSED 2020-2021	\$ Var to Budget	% Var to Budget
BEGINNING FUND BALANCE	\$ 8,454,071	\$ 8,896,097	\$ 8,896,097	\$ 7,891,168		\$ 7,891,168		
REVENUES								
Sales tax	\$ 3,107,809	\$ 3,201,924	\$ 2,849,104	\$ 3,256,266	\$ -	\$ 3,256,266	54,342	1.70%
Interest income	188,032	200,000	125,704	115,000	-	115,000	(85,000)	-42.50%
Charges for services	-	-	-	-	-	-	-	0.00%
Miscellaneous	108,896	-	-	-	-	-	-	0.00%
Intergovernmental	-	-	-	-	-	-	-	0.00%
Sale of assets	-	-	-	-	-	-	-	0.00%
TOTAL REVENUES	\$ 3,404,737	\$ 3,401,924	\$ 2,974,808	\$ 3,371,266	\$ -	\$ 3,371,266	\$ (30,658)	-0.90%
OPERATING EXPENDITURES								
Personnel	\$ 411,041	\$ 457,136	\$ 292,223	\$ 474,337	\$ -	\$ 474,337	\$ 17,201	3.76%
Supplies	3,852	18,405	19,800	19,800	-	19,800	\$ 1,395	7.58%
Maintenance	12,800	52,245	40,745	52,245	-	52,245	\$ -	0.00%
Services	859,415	930,110	951,946	958,024	-	958,024	\$ 27,914	3.00%
Utilities	4,009	1,560	3,115	3,382	-	3,382	\$ 1,822	116.79%
Leases/Rentals	28,907	28,990	29,200	29,200	-	29,200	\$ 210	0.72%
Miscellaneous	69,641	74,255	53,555	74,255	\$ -	74,255	\$ -	0.00%
TOTAL OPERATING EXPENDITURES	\$ 1,389,664	\$ 1,562,701	\$ 1,390,584	\$ 1,611,243	\$ -	\$ 1,611,243	\$ 48,542	3.11%
OTHER EXPENDITURES								
Incentives	\$ 386,000	\$ 5,800,000	\$ 1,297,485	\$ 4,900,000	\$ -	\$ 4,900,000	\$ (900,000)	-15.52%
Capital Outlay	20,095	-	125,500	-	-	-	\$ -	0.00%
Debt	1,166,953	1,167,570	1,166,168	1,172,152	-	1,172,152	\$ 4,582	0.39%
TOTAL OTHER EXPENDITURES	\$ 1,573,048	\$ 6,967,570	\$ 2,589,153	\$ 6,072,152	\$ -	\$ 6,072,152	\$ (895,418)	-12.85%
TOTAL EXPENDITURES	\$ 2,962,713	\$ 8,530,271	\$ 3,979,737	\$ 7,683,395	\$ -	\$ 7,683,395	\$ (846,876)	-9.93%
NET CHANGE	\$ 442,024	\$ (5,128,347)	\$ (1,004,929)	\$ (4,312,129)	\$ -	\$ (4,312,129)	n/a	n/a
ENDING FUND BALANCE (1)	\$ 8,896,097	\$ 3,767,750	\$ 7,891,168	\$ 3,579,039	\$ -	\$ 3,579,039	n/a	n/a
	FY19	FY20 Budget	FY20 YE Est	FY21	21 Growth	FY 21 Proposed		
	FY19	FY20 Budget	FY20 YE Est	FY21	21 Growth	FY 21 Proposed		
15% (revenues) Financial Policy Designation	\$ 510,711	\$ 510,289	\$ 446,221	\$ 505,690	\$ -	\$ 505,690		
Undesignated, Unreserved	\$ 8,385,387	\$ 3,257,462	\$ 7,444,947	\$ 3,073,349	\$ -	\$ 3,073,349		
Total Fund Balance:	\$ 8,896,097	\$ 3,767,750	\$ 7,891,168	\$ 3,579,039	\$ -	\$ 3,579,039	✓	

⁽¹⁾ Ending fund balance is on an accrual basis and conforms with audited balances

ECONOMIC DEVELOPMENT CORPORATION

EDC Supported Debt				
\$12,890,000 Certificates of Obligation,				
Series 2006				
Fiscal Year	Rate	Principal	Interest	Total
2021	5.000%	890,000	280,750	1,170,750
2022	5.000%	935,000	235,125	1,170,125
2023	5.000%	980,000	187,250	1,167,250
2024	5.000%	1,030,000	137,000	1,167,000
2025	5.000%	1,085,000	84,125	1,169,125
2026	5.000%	1,140,000	28,500	1,168,500
Totals		6,060,000	952,750	7,012,750

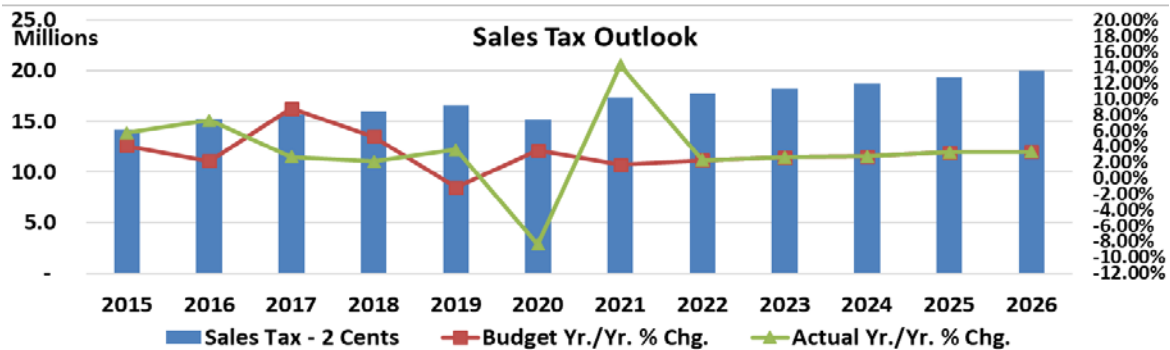
Debt Outstanding: 2006 CO Series

Principal	6,060,000
Interest	952,750
	<u>7,012,750</u>

Amortizing on avg 16.7% per year

ECONOMIC DEVELOPMENT CORPORATION

Economic Development Corporation									
Sales Tax Forecast									
Fiscal Year	Sales Tax City-wide Budget	Total Sales Tax Received	1¢ City	3/8 of 1¢ EDC	1/2¢ CDC	1/8 of 1¢ CCPD	Total Distributed	% CHg Yr/Yr	% of Budget
2010	12,600,000	12,123,569	6,061,784	3,030,892	3,030,892	-	12,123,569	3.0%	96.22%
2011	12,000,000	12,091,229	6,045,614	3,022,807	3,022,807	-	12,091,229	-0.3%	100.76%
2012	12,350,000	12,598,457	6,299,228	3,149,614	3,149,614	-	12,598,457	4.2%	102.01%
2013	12,351,500	12,896,112	6,786,900	2,545,088	3,393,450	170,674	12,896,112	2.4%	104.41%
2014	13,695,000	13,428,345	6,755,253	2,533,220	3,377,627	762,245	13,428,345	4.1%	98.05%
2015	14,252,320	14,201,864	7,110,420	2,666,407	3,555,210	869,827	14,201,864	5.8%	99.65%
2016	14,563,065	15,246,533	7,629,897	2,861,211	3,814,948	940,477	15,246,533	7.4%	104.69%
2017	15,850,240	14,699,497	7,839,731	2,939,899	3,919,866	956,165	15,655,661	2.7%	98.77%
2018	16,684,990	15,001,775	8,000,947	3,000,355	4,000,473	986,361	15,988,136	2.1%	95.82%
2019	16,487,481	15,539,045	8,287,491	3,107,809	4,143,745	1,028,634	16,567,680	3.6%	100.49%
2020	17,063,565	14,245,519	7,597,610	2,849,104	3,798,805	940,523	15,186,042	-8.3%	89.00%
2021	17,353,194	16,281,332	8,683,377	3,256,266	4,341,688	1,071,862	17,353,194	14.3%	100.00%
2022	17,749,650	16,659,030	8,884,816	3,331,806	4,442,408	1,090,620	17,749,650	2.3%	100.00%
2023	18,218,169	17,098,539	9,119,221	3,419,708	4,559,610	1,119,630	18,218,169	2.6%	100.00%
2024	18,717,945	17,567,413	9,369,287	3,513,483	4,684,643	1,150,532	18,717,945	2.7%	100.00%
2025	19,334,106	18,145,836	9,677,779	3,629,167	4,838,890	1,188,269	19,334,106	3.3%	100.00%
2026	19,976,057	18,748,812	9,999,366	3,749,762	4,999,683	1,227,245	19,976,057	3.3%	100.00%



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

ECONOMIC DEVELOPMENT CORPORATION

UNALLOCATED FUND BALANCE (RESERVES)

(Accrual Basis of Accounting)*

Beginning Fund Balance 10/01/2019 (audited)	\$	8,896,097
Estimated Ending Fund Balance 9/30/20 (<i>accrual</i>)	\$	7,891,168

Outstanding Commitments:

15% of Annual Revenues (reserve requirement)
JPS Legacy, LLC (Sunsets October 2021)
Lake/Moreno Infrastructure Agreement
Cedar Hill Strong Grant/Loan Program
Fuel City/Joe Wilson Infrastructure (\$400K)
Ruiz Office Infrastructure-W. Beltline Road (\$140K)
API Precision Machining Land Purchase Rebate
Total Committed by actions of EDC Board

Dated:

10/01/20
10/03/16
06/13/18
06/11/20
08/19/18
10/08/18
10/26/18

Balances

\$	505,690
\$	955,200
\$	1,000,000
\$	550,000
\$	-
\$	-
\$	107,485
\$	<u>3,118,375</u>

Available Reserves for Use:

\$	<u>4,772,793</u>
----	------------------

Pending / Potential Commitments

Mowed Garden Acquisition
Total Pending / Potential

\$	120,000
\$	<u>120,000</u>

Available Reserves deducting for Pending Items

\$	<u>4,652,793</u>
----	------------------