



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

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

Monday, January 8, 2018, 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 December 11, 2017 meeting.
2. Consider and act on the Corinth Economic Development Corporation Financial Report for the period ending November 2017.

BUSINESS AGENDA

1. Consider and act on an application from Huffines Automotive Group on behalf of Huffines Children's Trust and Huffines Denton Auto, Incorporated, 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.

2. Hold a discussion and provide staff direction on marketing commercial, industrial and mixed-use properties online.
3. Hold a discussion and provide staff direction on a subscription service offered by Retail Lease Trac.
4. Hold a discussion and provide staff direction on proposed revisions to the Local Business Grants Program.

REPORTS AND UPDATES

1. Board Members
2. 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. 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(s).

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 _____, 2018 at _____ on the bulletin board at Corinth City Hall.

Jason Alexander, Economic Development Director
City of Corinth, Texas

EDC Special Session

1.

Meeting Date: 01/08/2018

Title: Meeting Minutes

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review:

AGENDA ITEM

Consider and act on minutes from the December 11, 2017 meeting.

AGENDA ITEM SUMMARY/BACKGROUND

The minutes from the December 11, 2017 meeting.

RECOMMENDATION

N/A.

Attachments

December 11, 2017 Meeting Minutes

CORINTH ECONOMIC DEVELOPMENT CORPORATION
December 11, 2017

STATE OF TEXAS
COUNTY OF DENTON
CITY OF CORINTH

On this 11th day of December, 2017 the Corinth Economic Development Corporation (CEDC) of the City of Corinth, Texas, met in Special Session at 6:00 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:

Tina Henderson – President
Jerry Blazewicz – Vice President
Grady Ray – Secretary
Lowell Johnson – Director
David Burnett – Director
Steve Holzwarth – Director

CEDC Board Members Absent:

Don Glockel – Director

Others Present:

Jason Alexander – Executive Director
Kim Pence – City Secretary

CALL TO ORDER:

President Tina Henderson called the meeting to order at 6:00 P.M.

CONSENT AGENDA:

1. **Consider and act on minutes from the November 6, 2017 meeting.**
2. **Consider and act on the Corinth Economic Development Corporation Financial Report for the period ending September 2017.**

President Henderson pulled Item #2 from the Consent Agenda. The Item will be presented at a future meeting.

MOTION was made by Lowell Johnson to approve the minutes from the November 6, 2017 meeting with the following amendment to change Special Session to Regular Session.

Seconded by David Burnett.

AYES: Johnson, Ray, Blazewicz, Burnett, Henderson, Holzwarth

NOES: None

ABSENT: Glockel

ABSTAIN: None

MOTION CARRIES

BUSINESS AGENDA:

None.

REPORTS AND UPDATES:

1. Board Members

Burnett informed the Board that Panda Express is now open, and that the other businesses (development) located at the northeastern corner of Interstate Highway 35E and Farm-to-Market Road 2181 are a welcome addition to the community.

2. Executive Director

Jason Alexander informed the Board of the upcoming International Council of Shopping Centers (ICSC) Conference in Las Vegas, Nevada. The conference will be held from May 20, 2018 through May 23, 2018. Alexander asked the Board to let him know if they would like to attend.

President Henderson recessed the meeting at 6:06 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 governmental 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.

A. Executive Director of the Corinth Economic Development Corporation.

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.

B. Deliberations regarding economic development incentives to a business prospect(s).

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

President Henderson reconvened the meeting in Open Session at 8:00 p.m.

No action taken from Closed Session.

Alexander informed the Board of plans to purchase office furniture for the Economic Development Department. He is in the process of receiving quotes, and estimates so far, are in the amount of \$5,000.00 for a conference room table with eight chairs and a flat screen. Alexander also stated that he should be able to purchase the office furniture without having to request an amendment to the budget.

Burnett updated the Board on improvements to Farm-to-Market Road 2499. The Board held a general discussion on the thoroughfare improvements.

ADJOURN:

There being no further business, President Henderson adjourned the December 11, 2017 Special Session of the Corinth Economic Development Corporation at 8:06 P.M.

Kimberly Pence – City Secretary
Corinth Economic Development Corporation

Tina Henderson – President
Corinth Economic Development Corporation

EDC Special Session

2.

Meeting Date: 01/08/2018

Title: November 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 November 2017.

AGENDA ITEM SUMMARY/BACKGROUND

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

RECOMMENDATION

N/A.

Attachments

November Corinth Economic Development Corporation Financials



City of Corinth

Corinth Economic Development Corporation

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

	Current Fiscal Year, 2017-2018					Prior Year
	Budget FY 2017-18	November 2017 Actual	Year-to- Date Actual	Y-T-D Variance	Y-T-D % of Budget	Nov-16 Y-T-D Actual
RESOURCES						
Sales Tax (.50¢)	\$ 713,398	\$ -	\$ -	(713,398)	0.0%	\$ -
Interest Income	800	31	99	(701)	12.3%	92
Investment Income	18,000	3,378	6,303	(11,697)	35.0%	3,450
Miscellaneous Income	-	-	-	-	0.0%	-
Projective Incentive Default	-	-	-	-	0.0%	-
Transfers In	-	-	-	-	0.0%	-
TOTAL ACTUAL RESOURCES	732,198	3,409	6,402	(725,796)	0.9%	3,542
Use of Fund Balance	22,630	9,548	323,513		0.0%	158,611
TOTAL RESOURCES	\$ 754,828	\$ 12,957	\$ 329,915	\$ (725,796)	43.7%	\$ 162,153
EXPENDITURES						
Wages & Benefits	\$ 132,469	\$ 10,112	\$ 15,918	\$ (116,551)	12.0%	15,695
Professional Fees	88,062	2,252	2,405	(85,657)	2.7%	252
Maintenance & Operations	191,063	200	2,200	(188,863)	1.2%	696
Supplies	1,000	-	-	(1,000)	0.0%	-
Utilities & Communication	2,961	403	478	(2,483)	16.1%	225
Vehicles/Equipment & Fuel	-	-	-	-	0.0%	-
Training	30,348	(11)	(11)	(30,359)	0.0%	1,379
Capital Outlay	-	-	-	-	0.0%	-
Debt Service	-	-	-	-	0.0%	-
Transfers	308,925	-	308,925	-	100.0%	143,906
TOTAL EXPENDITURES	754,828	12,957	329,915	(424,913)	43.7%	# 162,153
EXCESS/(DEFICIT)	\$ -	\$ -	\$ -	\$ (300,883)		\$ -

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. November 2017 revenues are remitted to the City in January 2018. Sales Tax received in November represents September collections.

Expenditures

Transfer Out includes \$175,000 for the Lake Sharon Extension lighting, \$50,000 to the Park Development Fund and \$883 to the Tech Replacement Fund for the future purchases of computers and the \$83,042 cost allocation to the General Fund.



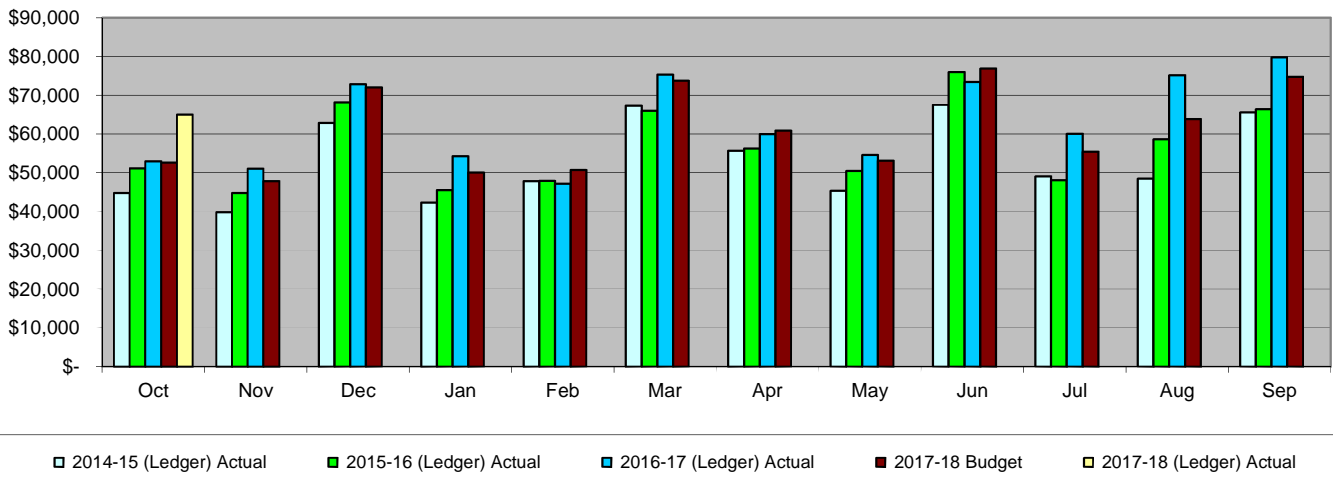
Corinth Economic Development Corporation

Economic Development Sales Tax

PY Comparison and Variance Analysis

	2014-15 (Ledger) Actual	2015-16 (Ledger) Actual	2016-17 (Ledger) Actual	2017-18 Budget	2017-18 Cash Receipts	2017-18 (Ledger) Actual	Variance, Actual to Budget	Variance, Actual to Budget %	Variance, CY to PY	Variance, CY to PY %
Oct	\$ 44,779	\$ 51,148	\$ 52,974	\$ 52,621	\$ 75,148	\$ 65,029	\$ 12,408	23.6%	\$ 12,055	22.8%
Nov	39,840	44,827	51,070	47,843	79,781	-				
Dec	62,897	68,160	72,833	72,080	65,029	-				
Jan	42,350	45,500	54,300	50,088	-	-				
Feb	47,853	47,909	47,147	50,756	-	-				
Mar	67,295	66,022	75,308	73,796	-	-				
Apr	55,712	56,230	60,003	60,904	-	-				
May	45,372	50,483	54,590	53,130	-	-				
Jun	67,547	75,989	73,472	76,881	-	-				
Jul	49,072	48,076	60,100	55,461	-	-				
Aug	48,521	58,630	75,148	63,894	-	-				
Sep	65,599	66,452	79,781	74,744	-	-				
TOTAL	\$ 636,837	\$ 679,427	\$ 756,725	\$ 732,198	\$ 219,958	\$ 65,029	\$ 12,408	23.6%	\$ 12,055	22.8%

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. November 2017 revenues are remitted to the City in January 2018. Sales Tax received in November represents September 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).



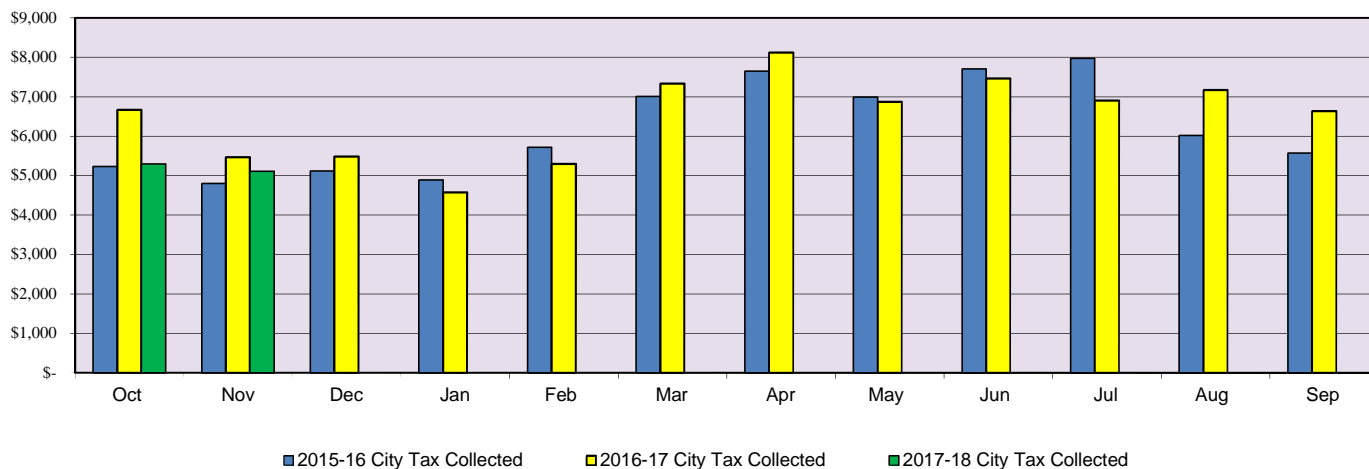
Hotel Occupancy Tax Collection Report

Comfort Inn & Suites

For the Period Ended November 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 2017-18	Date Received	% Change CY to PY	City Tax Collected FY 2016-17	City Tax Collected FY 2015-16
Oct	53%	\$ 75,917	\$ 280	\$ 75,637	\$ 5,295	\$ 5,295	\$ 5,295	11/21/2016	-20.6%	\$ 6,667	\$ 5,230
Nov	66%	73,289	292	72,997	5,110	5,110	5,110	12/20/2017	-6.5%	5,463	4,802
Dec										5,477	5,115
Jan										4,572	4,891
Feb										5,291	5,712
Mar										7,333	7,003
Apr										8,113	7,647
May										6,869	6,991
Jun										7,459	7,699
Jul										6,900	7,973
Aug										7,164	6,018
Sep										6,631	5,573
TOTALS		\$ 149,207	\$ 572	\$ 148,634	\$ 10,404	\$ 10,404	\$ 10,404			\$ 77,940	\$ 74,653

Monthly Hotel Tax Collection



KEY TRENDS

Description

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

CITY OF CORINTH
 REVENUE & EXPENSE REPORT (UNAUDITED)
 AS OF: NOVEMBER 30TH, 2017

130-Economic Development Corp
 FINANCIAL SUMMARY

% OF YEAR COMPLETED: 16.67

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
REVENUE SUMMARY						
SALES TAXES	713,398	0.00	0.00	0.00	713,398.00	0.00
INTEREST INCOME	18,800	3,409.25	6,402.00	0.00	12,398.00	34.05
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	732,198	3,409.25	6,402.00	0.00	725,796.00	0.87
EXPENDITURE SUMMARY						
ECONOMIC DEVELOPMENT	754,828	12,956.78	329,915.14	17,200.00	407,712.86	45.99
TOTAL EXPENDITURES	754,828	12,956.78	329,915.14	17,200.00	407,712.86	45.99
REVENUE OVER/ (UNDER) EXPENDITURES	(22,630)	(9,547.53)	(323,513.14)	(17,200.00)	318,083.14	1,505.58

CITY OF CORINTH
 REVENUE & EXPENSE REPORT (UNAUDITED)
 AS OF: NOVEMBER 30TH, 2017

130-Economic Development Corp

% OF YEAR COMPLETED: 16.67

REVENUES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
SALES TAXES						
130-0000-40200 SALES TAX	713,398	0.00	0.00	0.00	713,398.00	0.00
TOTAL SALES TAXES	713,398	0.00	0.00	0.00	713,398.00	0.00
INTEREST INCOME						
130-0000-41400 INVESTMENT INCOME	18,000	3,378.11	6,303.42	0.00	11,696.58	35.02
130-0000-41405 INVESTMENT GAIN/LOSS	0	0.00	0.00	0.00	0.00	0.00
130-0000-41410 INTEREST INCOME	800	31.14	98.58	0.00	701.42	12.32
TOTAL INTEREST INCOME	18,800	3,409.25	6,402.00	0.00	12,398.00	34.05
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	732,198	3,409.25	6,402.00	0.00	725,796.00	0.87

AS OF: NOVEMBER 30TH, 2017

130-Economic Development Corp

DEPARTMENT - ECONOMIC DEVELOPMENT

% OF YEAR COMPLETED: 16.67

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
WAGES & BENEFITS						
130-1700-50100 SALARIES	97,786	7,289.24	10,933.86	0.00	86,852.14	11.18
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	168	168.00	168.00	0.00	0.00	100.00
130-1700-50204 CAR ALLOWANCE	4,800	400.00	800.00	0.00	4,000.00	16.67
130-1700-50300 HEALTH INSURANCE	10,091	744.24	1,738.48	0.00	8,352.52	17.23
130-1700-50301 DENTAL INSURANCE	351	27.90	55.80	0.00	295.20	15.90
130-1700-50302 LIFE & DISABILITY INSURAN	404	29.40	58.80	0.00	345.20	14.55
130-1700-50303 BROKER FEES	208	32.92	32.92	0.00	175.08	15.83
130-1700-50304 PHS FEES	114	18.00	18.00	0.00	96.00	15.79
130-1700-50305 TMRS EMPLOYER	16,142	1,230.29	1,826.59	0.00	14,315.41	11.32
130-1700-50310 401A	390	30.00	60.00	0.00	330.00	15.38
130-1700-50315 FSA PREMIUMS	0	0.00	0.00	0.00	0.00	0.00
130-1700-50316 EAP	19	1.59	3.18	0.00	15.82	16.74
130-1700-50317 COBRA ADMINISTRATION FEE	7	0.00	0.00	0.00	7.00	0.00
130-1700-50320 WORKERS COMP	346	25.75	52.04	0.00	293.96	15.04
130-1700-50401 MEDICARE EMPLOYER	1,463	115.02	170.77	0.00	1,292.23	11.67
130-1700-50405 TEXAS EMPLOYMENT COMM.	180	0.00	0.00	0.00	180.00	0.00
130-1700-50410 FICA	0	0.00	0.00	0.00	0.00	0.00
TOTAL WAGES & BENEFITS	132,469	10,112.35	15,918.44	0.00	116,550.56	12.02
PROF. SERV & CONTRACTUAL						
130-1700-51100 PROFESSIONAL SERVICES	69,200	2,100.00	2,100.00	0.00	67,100.00	3.03
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	0.00	17,200.00	0.00	100.00
130-1700-51400 P&L INSURANCE	1,662	152.27	304.54	0.00	1,357.46	18.32
TOTAL PROF. SERV & CONTRACTUAL	88,062	2,252.27	2,404.54	17,200.00	68,457.46	22.26
MAINTENANCE & OPERATIONS						
130-1700-52000 ADVERTISING	7,500	0.00	0.00	0.00	7,500.00	0.00
130-1700-52002 POSTAGE	0	0.00	0.00	0.00	0.00	0.00
130-1700-52003 PRINTING	400	0.00	0.00	0.00	400.00	0.00
130-1700-52004 COPIER CHARGES	200	0.00	0.00	0.00	200.00	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	18,673	0.00	2,000.00	0.00	16,673.00	10.71
130-1700-52230 PROJECT INCENTIVES	160,000	0.00	0.00	0.00	160,000.00	0.00
130-1700-52500 DUES & SUBSCRIPTIONS	4,290	200.00	200.00	0.00	4,090.00	4.66
130-1700-52800 HIRING COST	0	0.00	0.00	0.00	0.00	0.00
TOTAL MAINTENANCE & OPERATIONS	191,063	200.00	2,200.00	0.00	188,863.00	1.15
SUPPLIES						
130-1700-53001 OFFICE SUPPLIES	1,000	0.00	0.00	0.00	1,000.00	0.00
130-1700-53205 OFFICE EQUIPMENT	0	0.00	0.00	0.00	0.00	0.00
TOTAL SUPPLIES	1,000	0.00	0.00	0.00	1,000.00	0.00

CITY OF CORINTH
 REVENUE & EXPENSE REPORT (UNAUDITED)
 AS OF: NOVEMBER 30TH, 2017

130-Economic Development Corp
 DEPARTMENT - ECONOMIC DEVELOPMENT

% OF YEAR COMPLETED: 16.67

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	TOTAL ENCUMBERED	BUDGET BALANCE	% YTD BUDGET
UTILITIES & COMMUNICATION						
130-1700-54100 TELEPHONE	156	6.10	6.10	0.00	149.90	3.91
130-1700-54105 INTERNET	331	9.89	9.89	0.00	321.11	2.99
130-1700-54106 AIRCARD	504	16.99	16.99	0.00	487.01	3.37
130-1700-54107 COMPUTER LICENSING	1,070	294.83	294.83	0.00	775.17	27.55
130-1700-54200 CELLPHONE	900	75.00	150.00	0.00	750.00	16.67
TOTAL UTILITIES & COMMUNICATION	2,961	402.81	477.81	0.00	2,483.19	16.14
TRAVEL & TRAINING						
130-1700-56000 TRAINING	16,075 (	10.65) (	10.65)	0.00	16,085.65	0.07-
130-1700-56100 TRAVEL/MEALS/LODGING	13,500	0.00	0.00	0.00	13,500.00	0.00
130-1700-56200 MILEAGE	773	0.00	0.00	0.00	773.00	0.00
TOTAL TRAVEL & TRAINING	30,348 (	10.65) (	10.65)	0.00	30,358.65	0.04-
CAPITAL OUTLAY						
130-1700-57000 CAPITAL OUTLAY	0	0.00	0.00	0.00	0.00	0.00
TOTAL CAPITAL OUTLAY	0	0.00	0.00	0.00	0.00	0.00
TRANSFERS & COST ALLOC.						
130-1700-59001 COST ALLOCATION OUT-GENER	83,042	0.00	83,042.00	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	225,000	0.00	225,000.00	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	883	0.00	883.00	0.00	0.00	100.00
TOTAL TRANSFERS & COST ALLOC.	308,925	0.00	308,925.00	0.00	0.00	100.00
TOTAL ECONOMIC DEVELOPMENT						
	754,828	12,956.78	329,915.14	17,200.00	407,712.86	45.99
TOTAL EXPENDITURES						
	754,828	12,956.78	329,915.14	17,200.00	407,712.86	45.99
REVENUE OVER/(UNDER) EXPENDITURES	(22,630) (	9,547.53) (	323,513.14) (	17,200.00)	318,083.14	1,505.58

EDC Special Session

1.

Meeting Date: 01/08/2018

Title:

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review:

AGENDA ITEM

Consider and act on an application from Huffines Automotive Group on behalf of Huffines Children's Trust and Huffines Denton Auto, Incorporated, 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

As one of the most tenured corporate citizens in Corinth, Huffines Automotive Group (doing business as Huffines Kia and Subaru) is seeking to relocate and expand their business operations from 5150 South Interstate 35E to the southeastern corner of the Lake Sharon Drive and Interstate Highway 35E. Although Huffines Automotive Group has commenced construction, the applicant has requested economic development incentives from the City and the Corinth Economic Development Corporation (CEDC) pursuant to the City's Chapter 380 Economic Development Program Policies and Procedures to assist with infrastructure and construction, including drainage, landscaping, building materials and signage. The project will expand the City's tax base --- while generating traffic vital for restaurant and retail development.

The applicant estimates that the total value of the real property improvements and business personal property will be at least \$10,250,000.00 for Phase I, of which \$2,000,000.00 is comprised of business personal property alone; and the second phase, will be at least \$3,600,000.00. The second phase of the project is targeted for completion sometime between 2026 and 2028.

RECOMMENDATION

Staff recommends that the Board of Directors allow staff to engage Huffines Automotive Group on behalf of Huffines Children's Trust and Huffines Denton Auto, Incorporated, in negotiations for economic development incentives to expand and relocate their auto dealership and related 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.

Attachments

- Chapter 380 Economic Development Policies and Procedures
 - Chapter 380 Economic Development Incentives Application
 - Employee Roster (Created and Retained Employment Positions)
-

RESOLUTION NO. 16-12-01-27

A RESOLUTION OF THE CITY OF CORINTH, TEXAS TO ESTABLISH AND PROVIDE FOR A CHAPTER 380 ECONOMIC DEVELOPMENT PROGRAM TO MAKE LOANS AND GRANTS OF PUBLIC MONEY TO PROMOTE STATE AND LOCAL ECONOMIC DEVELOPMENT, AND TO STIMULATE BUSINESS AND COMMERCIAL ACTIVITY IN THE MUNICIPALITY; TO PROVIDE GENERAL GUIDELINES AND CRITERIA FOR DETERMINING THE AMOUNT OF A LOAN OR GRANT; TO PROVIDE FOR AN APPLICATION PROCEDURE AND A PROCESS FOR ESTABLISHING CONTROLS; AND TO PROVIDE FOR AN EFFECTIVE DATE.

WHEREAS, the attraction of long term investment and the establishment of permanent new jobs in the City of Corinth will enhance the economic base of area taxing entities; and

WHEREAS, the City of Corinth must compete with other communities across the nation currently offering tax inducements to attract new development; and

WHEREAS, granting economic development incentives is one of the principal means by which the public sector and the private sector can forge a partnership to promote real economic growth within a community; and

WHEREAS, any economic development incentives offered must be strictly limited in application to those new and existing businesses that bring new wealth to the community in order to avoid reducing the needed tax revenues of area taxing authorities; and

WHEREAS, Chapter 380 of the *Texas Local Government Code* permits municipalities to establish and provide for economic development programs, including programs for making loans and grants of public money and providing personnel and services of the municipality, as an incentive for the development or the redevelopment of property within the municipality; and

WHEREAS, the City Council of the City of Corinth, Texas desires to establish such a program to develop and expand the local economy by promoting and encouraging projects that will enhance the City's economic base, that will stimulate business and commercial activity and that will diversify and expand job opportunities;

NOW THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF CORINTH, TEXAS:

I.

THAT the facts and recitations contained in the preamble of this Resolution are hereby found and declared to be true and correct, and are incorporated herein in their entirety.

II.

THAT the Chapter 380 Economic Development Program Policies and Procedures attached hereto as Exhibit "A" and incorporated herein, is hereby adopted as the guidelines and criteria for the City of Corinth to make loans and grants of public money to promote economic development and stimulate business and commercial activity in the City pursuant to Chapter 380 of the *Texas Local Government Code*.


III.

THAT the City of Corinth may elect to make use of the Chapter 380 Economic Development Program Policies and Procedures, as set forth in Exhibit "A", to consider and negotiate incentives to enable and to encourage and sustain economic growth while also implementing sufficient control over public funds, and that said policies and procedures may be leveraged with other incentives provided by the City.

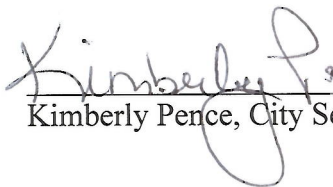
IV.

THAT this Resolution shall be effective immediately upon its approval.

PASSED, APPROVED AND EFFECTIVE this 1st day of December, 2016.


Bill Heidemann, Mayor

ATTEST:


Kimberly Pence, City Secretary



APPROVED AS TO FORM:


City Attorney

EXHIBIT "A"
CITY OF CORINTH, TEXAS
CHAPTER 380 ECONOMIC DEVELOPMENT PROGRAM POLICIES AND
PROCEDURES

SECTION 1.

GENERAL STATEMENT OF PURPOSE AND POLICY

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. The City of Corinth has previously developed economic development programs and incentives designed to encourage high quality businesses and other commercial concerns to locate, expand and remain in the City of Corinth. Now the City of Corinth seeks to augment its economic development efforts to attract and retain high quality development and jobs by establishing these Chapter 380 Economic Development Program Policies and Procedures ("Policies and Procedures") as a guide when considering applications for economic development incentives.

These Policies and Procedures are established in an effort to develop and expand the local economy by promoting and encouraging development and redevelopment projects that enhance Corinth's economic base; diversifying and expanding employment opportunities across generational boundaries; and promoting projects that create additional revenue for Corinth, without substantially increasing demand on City services or infrastructure. Ultimately, the preeminent purpose of the programs established under these Policies and Procedures is to protect and augment the City's ability to continuously deliver first class municipal services for the safety, enjoyment and comfort of Corinth residents.

In furtherance of these goals, the City may elect, on a case-by-case basis, to give consideration to providing incentives to applicants in accordance with these Policies and Procedures as authorized by Chapter 380 of the *Texas Local Government Code*, as amended from time to time.

Nothing in these Policies and Procedures shall be intended to imply or suggest that the City is under any obligation to provide incentives to any applicant. All applicants shall be considered on a case-by-case basis. Approval or denial of any incentives shall be at the sole discretion of City Council. Those applicants granted incentives as a Chapter 380 Economic Development Program,

under these Policies and Procedures, shall be required to enter into an agreement with the City containing all of the terms required in Section 7, and as required by applicable state laws, in order to protect the public's interest of receiving a public benefit in exchange for public funds, assets and services invested to stimulate economic development in Corinth.

SECTION 2.

DEFINITIONS

Wherever used in these Policies and Procedures, the following terms shall have these meanings ascribed to them:

- A. AGREEMENT: shall mean a contractual agreement between a property and/or business owner and the City for the purpose of providing one or more economic development programs.
- B. BUSINESS PERSONAL PROPERTY: shall mean tangible personal property other than inventory and supplies:
 - 1. that is subject to ad valorem taxation by the City;
 - 2. that is located on the property subject to an incentive agreement;
 - 3. that is owned or leased by the party to the incentive agreement; and
 - 4. that was not located in the City prior to the effective date of the incentive agreement.
- C. CITY: shall mean the City of Corinth, Texas.
- D. CITY ATTORNEY: shall mean the City Attorney of the City of Corinth, Texas.
- E. CITY COUNCIL: shall mean the City Council of the City of Corinth, Texas.
- F. FULL-TIME JOB: shall mean:
 - 1. employment of at least thirty-five (35) hours per week with full benefits, including at a minimum, health and disability insurance and retirement plan options;
 - 2. employment with an average (mean) hourly wage equal to, or above that calculated by the United States Bureau of Labor for the Dallas-Fort Worth-Arlington Metropolitan Statistical Area; and
 - 3. does not include seasonal employment.
- G. MIXED-USE: shall mean a project in which no more than fifty (50) percent of the total gross floor area will be used as residential space and no less than fifty (50) percent of the

total gross floor area used for hotel, office, restaurant and/or retail uses as defined in the Corinth Unified Development Code as amended from time to time.

- H. TARGET INDUSTRY: shall mean a business, structure or other project deemed vital to the City's current, anticipated or ongoing growth and development needs and goals. The City has discretion to determine its "needs" from time to time as the City's circumstances warrant, or as the City determines appropriate to meet or further its development or other economic goals.

SECTION 3.

PROGRAM REQUIREMENTS

- A. To be eligible for consideration to receive incentives as a Chapter 380 Economic Development Program, a project must first meet one or more of the minimum requirements set forth in Paragraph A.1. and one or more of the minimum requirements set forth in Paragraph A.2.:
1. The project:
 - (a) will result in a minimum increased taxable value for the City of Two Hundred and Fifty Thousand Dollars (\$250,000.00) in real property and/or business personal property (excluding inventory and supplies) per City fiscal year within the City limits;
 - (b) is a mixed use project intended to develop or revitalize key areas of the City zoned for mixed-use development that incorporates a variety of different retail, restaurant, residential, office and/or hotel users within a coherent, high quality and sustainable setting; or
 - (c) is specifically determined by resolution of the City Council to bring public benefit to the City consistent with Section 1; AND
 2. In addition, the project:
 - (a) will make a unique or unequalled contribution to the development or redevelopment efforts within the City limits due to its:
 - (1) benefit to the environment;
 - (2) financial magnitude;
 - (3) significance to the community; or

- (4) superior functional or visual characteristics (e.g., architecture, landscape, land use, parking, signage, streetscapes, et cetera);
 - (b) will enhance the City's fiscal ability to provide high quality municipal services for the safety, comfort and enjoyment of Corinth residents;
 - (c) will enhance the City's public infrastructure by including the improvement and/or construction of infrastructure that may or may not be contiguous to the project, and may or may not be related to the project (e.g., drainage, lamp posts, parking, roads, sidewalks, water/sewer);
 - (d) will result in an additional increase of full-time jobs within the City; or
 - (e) is a target industry.
- B. All projects shall be considered on a **case-by-case basis**. However, eligible projects meeting more than one requirement from Paragraphs A.1. and A.2. above will be preferred over projects that meet only the minimum of one requirement from Paragraphs A.1. and A.2. above.
- C. Preference is given to projects that bring new wealth to the community by creating and attracting new business and development or by retaining and expanding existing businesses. Projects shall not be eligible for incentives if a certificate of occupancy has been issued for the project, or in the case of businesses that will not acquire a certificate of occupancy, if construction has already commenced prior to making an application in accordance with these Policies and Procedures. Notwithstanding the foregoing, the City shall have the sole and absolute discretion to authorize incentives for the retention and expansion of an existing business or project as determined appropriate by the City to meet the goals of these Policies and Procedures.
- D. Incentives will be provided only to the extent that the revenue realized by the City, and attributable to the project, equals or exceeds the minimum amount established by the agreement. Furthermore, the public benefit or the amount of revenue realized by the City and attributable directly to the project must be commensurate with the value of any incentives granted under this program. The City retains the sole discretion to determine whether the standards set forth in these Policies and Procedures and/or executed agreements have been or will be met.

SECTION 4.

ADDITIONAL CONSIDERATIONS

Additional factors to be considered by the Corinth Economic Development Corporation in deciding whether to recommend a project to City Council for incentives include:

- A. the number and types of jobs to be created or retained;
- B. the market conditions and growth potential for the business activity;
- C. the financial capacity of the applicant to undertake and complete the proposed project;
- D. other incentive programs for which the applicant is qualified or has applied; and
- E. any other factors the Corinth Economic Development Corporation finds beneficial and/or relevant to accomplishing the City's economic development goals and objectives.

SECTION 5.

INCENTIVES

As incentives to business and commercial enterprises, the City may provide economic development loans or grants to the enterprise in a lump sum payment or through installment payments as deemed appropriate by City Council and as expressly set forth in the terms of an agreement approved by City Council.

SECTION 6.

APPLICATION PROCESS

- A. All applications for consideration as a Chapter 380 Economic Development Program shall be made on forms supplied by the Corinth Economic Development Corporation. Applications for incentives, and subsequent discussions under these Policies and Procedures, shall only occur after the project has been approved by the City (e.g., City Council, Planning and Zoning Commission and Planning and Development Department as applicable). Other than incentives for target industries, which City Council may review at any time in its discretion, applications submitted prior to City approval of any project will not be processed. Applicants may be required to furnish additional information to show compliance with the minimum requirements contained in Section 3 at any point in the application process. Eligible applications will be presented to the Board of Directors of the Corinth Economic Development Corporation first during their regular or special session.

If the Board of Directors determines the applicant has met the minimum Program Requirements in Section 3, then the Executive Director will be permitted to collaborate with the applicant to propose an agreement in accordance with the terms in Section 7. The applicant and the Executive Director shall have at least thirty (30) working days to propose an agreement; and only after the Executive Director and the applicant have drafted a proposed agreement, will it be presented to the Board of Directors of the Corinth Economic Development Corporation for a recommendation to the City Council.

- B. At its sole discretion, City Council may consider the proposed agreement, and may take action on the proposal as it deems appropriate. Under no circumstances shall anything in these Policies and Procedures, and/or anything in the application form and process create any property, contract or other legal right for any person, entity or corporation to have the City Council consider or grant incentives.
- C. Nothing within these Policies and Procedures shall be construed to prevent the City Council from modifying the terms and conditions of any incentives agreement recommended by the Corinth Economic Development Corporation to the City Council.
- D. Information provided by applicants on the Application Form may be subject to release to the public pursuant to the Texas Public Information Act as codified in Chapter 552 of the *Texas Government Code*. However, certain information provided to the City in connection with an application under these Policies and Procedures may be confidential and not subject to public disclosure until the incentives agreement is executed. The City will respond to requests for disclosure as required by law, and will assert exceptions to disclosure as it deems relevant. The City will make reasonable attempts to notify applicants of the request so it may assert its own objections to the Attorney General.

SECTION 7.

AGREEMENT TERMS

An agreement established under a Chapter 380 Economic Development Program shall at minimum include:

- A. a complete description of the location of the proposed program or projects included in the program;

- B. a timetable and list of the kind of improvements or development that the program will include, and conditions to assure that the program meets or exceeds the City's requirements relating to property values and revenues, which in no case shall be less than the minimum program requirements set forth in these Policies and Procedures, including without limitation those set forth in Section 3, above;
- C. a timetable and list of the kind and amount of property values, revenues, incomes or other public benefits that the proposed program will provide;
- D. a provision establishing the duration of the agreement;
- E. a provision identifying the method for calculating and the source of funding for any grant, loan, refund, in-kind or other incentive either up front or over the time provided in the agreement;
- F. a provision identifying whether any grant, loan or other incentive provided in the agreement will be utilized for construction costs or for other specified business expenses;
- G. a provision providing benchmarks or other tangible means for measuring whether the applicant and other responsible parties have met their obligations under the agreement;
- H. a provision providing for access to and authorizing inspection of the property and applicant's pertinent business records by municipal employees in order to determine compliance with the agreement;
- I. a provision for the cancellation of the agreement and/or nonpayment of incentives if the program is determined to not be in compliance with the agreement;
- J. a provision for recapturing City funds granted or loaned, or for recapturing the value of other public assets granted or loaned, if the applicant does not meet his/her/its/their duties and obligations under the terms of the agreement;
- K. a provision that allows assignment of the agreement with prior written approval of the City Council and at the sole discretion of the City Council provided that:
 - 1. all the duties, liabilities, obligations and rights under the agreement are assigned from the assignor to the assignee; and
 - 2. the assignment document is in a form and contains content acceptable to the City Attorney;
- L. provisions relating to administration, delinquent taxes, indemnification and reporting requirements are included;

- M. a provision that the agreement may be amended by the parties to the agreement by using the same procedure for approval as is required for entering into the agreement;
- N. a provision providing for auditing of the program, including authorizing City access to both non-privileged and/or confidential documents for the purpose of conducting the audit; and
- O. other provisions as the City Council shall deem appropriate.

SECTION 8.

SEVERABILITY

It shall be the policy and intention of the City to consider and negotiate agreements which are legally subject to being adopted under the laws of the State of Texas. Should any section, subsection, paragraph, sentence, phrase or word in these Policies and Procedures be held to be invalid, illegal or unconstitutional by a court of competent jurisdiction, the balance of these Policies and Procedures shall stand, and shall remain enforceable.

City of Corinth, TX

Application for Chapter 380 Economic Development Incentives

I. Basic Application Data and Information

A. Applicant Information

1. Company Name: Huffines Auto Dealerships in name of Huffines Denton Autos, Inc. for Denton County; S Ray Huffines, President & CEO
2. Company Representative: Donald E. Paschal, Jr
3. Company Title: Development Project Municipal Advisor / Facilitator
4. Website Address: Representative: don@paschalconsulting.com
Company CFO: eric.hartter@huffines.net
5. Mailing Address: Representative: 904 Parkwood Ct, McKinney, TX 75070
Huffines CFO: 4500 Plano Parkway, Plano, TX 75093
6. City, State: see above
7. Telephone: Representative: 972-529-1325
Huffines CFO: 972-867-6000
8. E-Mail Address: Representative: don@paschalconsulting.com
CFO: eric.hartter@huffines.net

B. Property Owner:

1. Name: Huffines Children's Trust, James Huffines, Trustee
2. Mailing Address: 4500 Plano Parkway
3. City, State: Plano, TX 75093
4. Telephone: contact: Eric Hartter @ 972-867-6000
5. E-Mail Address: eric.hartter@huffines.net

C. Will Applicant:

1. Own the Property: No
2. Lease the property: Yes
3. Length of Lease: indefinite; owner is family land management and ownership entity for family businesses which technically are family member owned entities

D. Describe the Company's Products / Services:

Huffines Auto Dealerships is an automobile dealer operating multiple Texas dealerships in Plano, Lewisville, McKinney, and Corinth. Dealerships office new and pre-owned vehicle sales and comprehensive vehicle service for dealership sold and similar market

vehicles. Specific dealership franchises to be initially operated in Corinth are KIA and Subaru which are two of the highly prized dealerships in the market today.

E. Project Description:

1 & 2. The project will involve only new construction. The existing older dealership facilities will be marketed for sale for redevelopment per agreement with the City of Corinth and as has been discussed and coordinated with the Corinth Economic Development Corporation as a possible EDC development opportunity if said property sale can be timed to meet both owner and EDC objectives.

3. Estimated Cost of construction:

- a. Construction, land, and furnishings / equipment cost for the initial opening of the facilities is expected to be in the range of \$15,000,000 to \$15,500,000.
- b. Subsequent expansion for a pre-owned building and other sales space, collision center, equipment, and additional vehicle inventory parking is expected to cost in range (assuming current cost before inflation) \$2,500,000 to \$2,750,000

4. Size of buildings:

- a. Initial phase: 50,491 SF
- b. Subsequent expansion: 38,916 SF

5. Construction initiation:

Mid-November, 2017

6. Construction completion:

Between November, 2018 and January, 2019 (12 to 14 months)

7. Number of Construction Jobs Created:

90 equivalent full time for 1 year; may have more number of employees total, but for less than a year employment

8. Estimated payroll for New Construction: \$5,000,000

F. Number Full time jobs created:

1. A total of 65 full time jobs will be saved by the retention of the Huffines dealerships in Corinth; these jobs represent the existing sales and service positions at the existing dealership facilities.
2. An estimated 10 new full time jobs (bringing total to 75) are expected to be created with the opening of the new dealership facilities, projected Certificate of Occupancy anticipated by January, 2018 based on the current construction schedule / progress.

3. Subsequent phases of expansion, all within 10 years of the phase I Certificate of Occupancy, are expected to create an additional 25 or more full time jobs as both sales and service grows with the new facility; thus at full buildout of the site, it is expected that there will be 100 or more full time jobs at the new facility based on the two proposed new vehicle dealerships, related pre-owned sales, and service facilities planned.

G. Projected number of full-time jobs the project will retain 10 years from occupancy:

Based on current expectations and technology, it is expected that that after the 10 year anniversary of the opening, 100 or more full-time positions will continue to be employed at the site.

H. Projected number of full-time jobs at initial occupancy and retained by category:

1. Executive: 1
2. Professional: 28
3. Managerial: 10
4. Technical: 16
5. General staff: 20
6. Total: 75

I. Attached Roster of all created and retained positions with average annual salary / wages per position:

See attached position roster

J. Projected Payroll at:

1. Estimated date of occupancy: \$3,750,000
2. At end of ten (10)years: \$5,250,000 (based minimal inflation rate)

K. Projected number of full-time jobs created & retained, to be filled by current & future residents of Corinth ten years from occupancy:

Total 95 to 100 positions retained long term; estimated to have 15 – 20 Corinth residents, number likely to be attained or exceeded as Corinth adds new housing options and as new hires occur.

L. Number or acres to be developed or improved:

13.773 acres

M. Real Property Development Information:

1. Time schedule
 - a. Site development plans approved – November, 2017
 - b. Site construction including clearing, grading, and utilities:

- late November through February, 2018
- c. Building Permit: December, 2017
 - d. Paving and building construction: mid to late January through November, 2018
 - e. Landscaping & equipment installation: October through December, 2017
 - f. Punch list and final completion: December, 2017 thru January, 2018
2. Plat of property with metes and bounds:
See attached
 3. Tax Certificate: a tax certificate previously submitted to the Department is on record in Planning; no taxes have become delinquent since it was submitted. A current tax certificate has been ordered and will be submitted to the EDC office when received.

N. How project meets Program Requirements of EDC:

1. The Project:
 - a. Greatly exceeds the threshold requirement for new property taxable increase in valuation....many times over.
 - b. Is coordinated with City plans and utility & access considerations to stimulate growth in project vicinity.
 - c. Was designated as a public benefit by the City Council in the zoning ordinance.
2. In Addition:
 - a. Development design is acknowledged to bring unique benefits to Corinth:
 1. Through the bio-swale detention and runoff filtering system
 2. From significant financial benefits to tax base, vehicle inventory tax, and quality jobs.
 3. Provides significance to the community by the campus style dealership configuration which is set well back from the highway and by the unique drainage / bio-swale design along almost all of the I-35 frontage thus creating almost 1000 feet of creative and unique landscape corridor for the community setting a positive precedent for future development.
 4. Provides an overall high quality blended architectural design for the entire site along with quality landscaping which will create an attractive view from the highway looking down into the property.

O. How will project attract other new business to Corinth:

Project will greatly enhance the image of the land area south of Lake Sharon Drive by providing the first new development in 20+ years to the first half a mile on the west side of I-35E south of Lake Sharon. The wastewater and storm drain components of the project are designed to also serve the properties north and west of Huffines ownership for development including wastewater extensions and drainage pass-through. Additionally, the commercial nature of the project and attractive design will minimize

the lesser view of the mobile home / travel trailer development to the south and will help to stimulate improvement to the undeveloped portion of the property to the south which can provide incentive to enhance the mobile home / travel development and simultaneously will stimulate interest in and development of the property north and west of the Development site. The Huffines Dealerships will attract out of town buyers to Corinth thus stimulating other businesses, particularly food and other service businesses.

P. Expected Benefit to Local Economy

1. Taxable value benefits:
 - a. Phase I taxable values are expected to increase \$8,000,000 to \$9,000,000 over the existing dealerships.
 - b. Phase II (7 -10 years from phase I) are expected to add an additional \$3,500,000 to \$4,000,000 as build-out of the site occurs.
2. Sales and Inventory Tax benefits:
 - a. Sales tax – While sales tax is a lesser component of the Huffines Auto Dealership economic impact, it is noted that parts sales will strengthen considerable as vehicle sales and service grow; the sales tax will grow steadily with vehicle sales and service and with parts inflation. Additionally, when the collision center is added between year 5 and 8, sales tax will double just due to the value of parts and other components of damaged vehicle restoration. Thus, current sales tax, which is under \$20,000 per year will increase to about \$45,000 year on current dollar valuation and even more under an inflationary scenario.
 - b. Inventory tax – this is a much more significant economic benefit to the entire community including City, School District, and County. The 2017 inventory tax is expected to be in the \$120,000 range and grow to the projected average unit sales over about 7 to 8 years at which time the total inventory tax is expected to be in the range of \$207,000 of which the City share will be about \$50,000+ based on proportionate shares with other taxing entities.

Q. Existing Value of existing Huffines Dealership property:

See attached Denton County Appraisal District tax statement for comparison with value of real property noted above in P 1 a & b. Total land and improvements value of existing site is \$2,293,272.

R. Existing value of Business Personal Property:

See attached business personal property tax statement. Value of existing personal property at existing site is \$1,372,204

S. The estimated value of real property improvements:

Phase I (initial estimated value of improvements is approximately \$8,750,000. The build-out value will add an additional \$3,250,000+ to the appraised value.

T. Estimated value of business personal property to be added:

An estimated \$1,500,000 in business personal property is expected to be added to overall property values in phase I; ultimate build-out will add an additional \$350,000 in value of business personal property. A significant portion of the business personal property value is parts inventory.

U. Total Estimated Value of Real property improvements and business personal property to be added to tax roll is;

1. Phase I – total of \$10,250,000
2. Build-out (subsequent phase over next 8 to 10 years) - \$3,600,000

V. Public Infrastructure Requirements:

Several components of the public infrastructure requirements have changed from the initial expectations based on information provided by the City. Each is summarized below:

1. Electricity – Developer has provided Oncor Electric an easement to relocate an overhead power line across our property to an underground line. The portion that crosses the Caldwell property to our west will remain an overhead with a very short section (about 50') angling across Huffines property to a connection in Tower Ridge ROW. Huffines is also providing Oncor an easement from the pole near Tower Ridge and installing an underground conduit for Oncor to run the project power underground to a transformer pad generally in the center of our building area. This will represent an upgrade to underground power for the Huffines property.
2. Natural Gas – Natural gas is available in the vicinity of the property.
3. Roadways – Tower Ridge Drive currently exists in its final configuration as a collector roadway. The City previously constructed a portion of Lake Sharon as the beginning of a major thoroughfare; the existing pavement will become the ultimate two eastbound lanes of Lake Sharon.
4. Telecommunications – adequate telecommunications facilities are in place to provide the required services.
5. Wastewater - the City advised that adequate sanitary sewer mains were in place in the I-35 E ROW to serve the property; however, as Huffines engineering analysis to connect wastewater services to the main got underway for overall site

engineering, the Huffines design team discovered and advised the City that the existing wastewater main had been compromised by L-3 Communications and corrections / repair would be required.

Subsequently, the city determined that the wastewater main was compromised beyond reasonable repair and ultimately reached a settlement with the communications company for sufficient funds to replace the wastewater main. At that point the City included work and funding for the relocation of the wastewater main development agreement with Huffines for reimbursement thus allowing the Huffines site and utility sub-contractor to install the new wastewater main. The reimbursement included some funding to allow coordination of engineering and associated project work with city consulting engineer doing the basic design of the main following preliminary alignment by the Huffines project engineer.

This component of the work through Huffines will be reimbursed to the developer from funds the City recovered from the L-3 Communications settlement. For clarification and full disclosure purposes, the wastewater main reimbursement agreement through the development agreement is reference herein, but the EDC is not being asked for any other funding for this project component. It is important, however, to know that the wastewater main will open additional area for development.

6. Water (a new infrastructure request / requirement)

The Huffines project team was advised by the City that existing water mains in Tower Ridge (8") on the project west side, in Lake Sharon ROW (12") to the north and in the I-35 E ROW (12") all adequate for service to the site and no new water mains were required, except loop fire mains through the Huffines site including placement of fire hydrants as required by the Fire Marshall and City Engineer. Thus, site construction plans were completed and ultimately approved by the City culminating in a development agreement with Huffines.

As work proceeded to grade the Huffines property and shape the TXDOT ROW, the grading subcontractor hit the City water main in the TXDOT ROW. It was discovered that the water main is 15 feet from where it was supposed to be located and thus at the wrong grade. The entire Huffines project site is jeopardized by the water main being in the wrong location and at what is an unacceptable depth. Grading the ROW to allow the project to be seen from the service road (critical for an automobile dealer or other commercial user), will expose virtually the entire water main necessitating it be relocated. Additionally, this older main is an asbestos concrete (AC) pipe which is exceptionally brittle and is probably nearing the end of its useful life.

The City is thus being requested to fund the relocation of the water main. In fact, the relocation would have been necessary later when TXDOT rebuilds the

subject section of I-35 E. Having recognized this looming relocation reality, Huffines offered to plat an easement along the property line adjacent to TXDOT ROW, which the City accepted and said easement was included on the plat for the site which is now ready to record when the off-site utilities are completed and accepted per the development agreement.

Huffines is now making the reimbursement request subject to final bids and unit prices; we have attached an initial graphic (referenced as water main relocation, preliminary) showing the proposed alignment and estimated quantity of work to be performed. The current estimate for the water main relocation is \$ for the main relocation and \$4500 for engineering and survey work for the relocation.

Two possibilities are offered to fund the water main relocation:

- a. Use impact fee funds paid by Huffines (\$88,160 has already been paid for full impact fees composed of water and irrigation impact fees to the City) This sum is sufficient to cover the cost of the relocation and a 12" main is a size that qualifies for impact fee consideration; or in the alternative
- b. EDC could fund the water main relocation out of its sales tax proceeds; or
- c. A combination of a & b could be considered by the City and the EDC.

7. Storm drain – (infrastructure requirement previously discussed with City but not incorporated as part of the development agreement since funding had not yet been identified)

The City indicated that the above discussed two lanes of Lake Sharon were complete to the TXDOT ROW and that drainage was in place. However, once Huffines site engineering was initiated, we (Huffines project team), discovered that the original City engineering for Lake Sharon failed to properly identify the drainage area thus resulting in grossly inadequate drainage for the properties and the Lake Sharon thoroughfare. Drainage area and associated run-off are essential to planning drainage and Thoroughfare development.

Consequently, the City asked the developer (Huffines) to design and contract the required drainage improvements and request reimbursement through the Economic Development Corporation programs. This amount will be detailed in a subsequent section hereinafter where funding is requested.

W. Environmental Impacts associate with Project

There are no specific environmental impacts associated with the project unique to this project. Any development project has emissions from equipment that while reality are present anytime construction equipment is operated. It is noted however, that such emission are only temporary during the construction period. Vehicles subsequently visiting the site are similar to the vehicular traffic of any commercial site.

X. Is property appropriately zoned for project?

Yes, by a PD ordinance approved by City Council

Y. Will Project require any variances?

No.

Z. Is Property Platted?

Final plat has been approved and will be recorded upon acceptance of off-site utilities now under construction by developer.

AA. If yes, will re-platting be necessary?

No.

See next page

II. Requested Additional City Infrastructure Considerations & Economic Development Incentives

A. Wastewater Provisions (information only; not for separate reimbursement or incentive request)

1. Wastewater main construction and funding were referenced in section V.5 above and provided for in detail in the Development Agreement between City and Huffines. m
2. Reimbursement for wastewater estimate - As provided for and agreed in Development Agreement; anticipated amount of reimbursement for wastewater main replacement from Development Agreement and City required and / or approved adjustments to cost as summarized to date is as follows:
 - a) Development Agreement base amount: \$ 94,129.95
 - b) City required / approved adjustments: \$ 14,578.50
 - c) Engineering / survey approved funding: \$ 5,979.00
 - d) 2 year maintenance bond (max Amt): \$ 3,200.00Total Projected Amount \$117,887.45
3. Timing of payment: upon complete of SS as detailed in Development Agreement. **It is noted that the wastewater component is already committed by the Development Agreement and funded by L-3 Communications settlement and therefore provided here for information purposes and not for separate reimbursement or incentive request.**

B. Storm Drainage Requirement

1. Background and summary of Storm Drainage Project Component

As referenced above in V.7, Developer has agreed to design and manage the construction along with Site Development of the offsite required components of the City Storm Drainage associated with Lake Sharon Drive and properties south of the thoroughfare which were omitted from the original consulting engineer when the existing portion of Lake Sharon was constructed; there is virtually no other way for development to proceed without creating adverse consequences for the City and adjacent properties.

2. Project Description

The drainage project consists of design and construction of a 4' by 4' box culvert beginning at approximately the intersection of Tower Ridge Drive and Lake Sharon Drive connecting to an existing drainage collection box (extending under Lake Sharon to the natural drainage way north of Lake Sharon), with said 4 x 4 box culvert then proceeding eastward in an easement adjacent to the south side of Lake Sharon to a point of connection to a 42" RCP storm drainage pipe gradually turning southward in an easement paralleling TXDOT ROW but within said easement and

then following said easement to a point of connection to the Huffines development property line and a junction box with Huffines internal storm drain system. Construction and funding of the internal Huffines site drainage (and collection of offsite drainage from properties south and west of Huffines) is part of the Huffines development responsibility.

3. Funding Request

Funding to reimburse Huffines for the above described Storm Drain system providing drainage for an extended area generally south of Lake Sharon and between I-35E and Tower Ridge Drive is requested from Economic Development Corporation funds or other City resources as determined by City and EDC. Projected cost, materials and installation, for drainage improvements is summarized as follows:

a) Base contract:	\$ 188,714.10
b) City required / approved changes:	\$ 34,523.60
c) Engineering and related (survey, staking, etc.):	\$ 9,000.00
d) 2 yr maint bond (if required) not to exceed:	\$ 5,500.00
Total Drainage Reimbursement	\$ 237,737.70

4. Potential Source of Funds

- a. Roadway impact fees – this drainage infrastructure (portion along Lake Sharon and tying into I-35E ROW) is an integral portion of the Lake Sharon thoroughfare project and thus should be eligible for impact funds. The Huffines project roadway impact fee is calculated at approximately \$62,000 which will fund almost half of the Lake Sharon box culvert;
- b. EDC funding is suggested for a portion of the storm drainage infrastructure cost
- c. Other City funding sources might also be available for project funding; the City and EDC is requested to develop a collaborative funding resolution.

C. Water Main Relocation / Replacement Infrastructure Requirement

1. Project Background

As noted in V.6 above, the Huffines project team was advised by the City that the existing water in the I-35 E ROW (12” main) was adequate for service to the site and no new water mains were required, except loop fire mains through the Huffines site with fire hydrants (required by the Fire Marshall and City Engineer) and connecting to the 8” main along Tower Ridge. Thus, site construction plans were completed and ultimately approved by the City culminating in a development agreement with Huffines.

2. Project Description

As work proceeded to grade the property and shape the TXDOT ROW for drainage and site view, the grading subcontractor hit the City water main in the TXDOT ROW. It was discovered that the water main is 15 feet or more from where it

was supposed to be located and thus at a materially inadequate depth / grade thus jeopardizing the Huffines project viability.

The drastically wrong location and consequential depth (due to required cover) will prevent the project from being seen from the service road (critical for an automobile dealer or other commercial user. Grading as required, would expose virtually the entire water main necessitating it be relocated. It is also noted that the existing AC main is at an age where replacement consideration is due.

The City is therefore being requested to relocate the water main immediately instead of doing the relocation in advance of TXDOT rebuilding the subject section of I-35 E. Recognizing the looming relocation reality, Huffines offered to plat an easement along the property line adjacent to TXDOT ROW, which the City readily agreed; said easement is already on the plat for the site which is now ready to record when the off-site utilities are completed and accepted per the development agreement.

3. Project Request

Huffines is making the reimbursement request subject to final bids and unit prices; attached in an initial graphic (referenced as preliminary water main relocation illustration) showing the proposed alignment and estimated quantity of work to be performed.

4. Reimbursement Request

The project cost estimate and reimbursement request are as follows, subject to City approval of the construction plans and construction contract unit pricing. The final payment will be based on measure quantities and contract unit prices. The following is the initial cost estimate:

a) Est 1100' of 12" water line, installed @ \$45 / ft:	\$ 49,500.00
b) Engineering and related (survey, staking, etc.):	\$ 3,750.00
c) 2 yr maint bond (if required) not to exceed:	<u>\$ 1,350.00</u>
Total Water Main Reimbursement.....	\$ 54,600.00

5. Potential Funding Source

It is suggested that a potential source of funds be from City Water Impact Fees since the project is a size that should qualify for impact fee calculation and use and is required to maintain water service and fire flow along I-35E. Huffines has already paid \$88,160.00 in City Water and Irrigation Impact Fees, which is more than sufficient to cover the cost of the proposed 12" main replacement / relocation. Additionally, there may be other city sources, EDC funds, or a combination of sources as determined by City and EDC.

6. Timing for Reimbursement Requested

Since the developer has paid City Water Impact Fees which are more than sufficient to cover the full cost of the relocation / replacement, and there was no reason to even anticipate a water main relocation, it is requested that reimbursement be upon acceptance by the City for substantial completion of the

improvement, particularly considering that the existing main was not located as advised from City records, the Developer was dependent on City assurances that the main was sufficient, and the entire Huffines site design was dependent on grading the site and adjacent TXDOT ROW to facilitate site visibility.

It is also noted that the water main would have to be relocated with the continued reconstruction of I-35E to the same location as is now proposed at City and or TXDOT cost and city may be able to secure approval of relocation credits from TXDOT since the relocation as proposed is likely to be less than it would cost in the future due to the efficiencies of design and construction with the existing Huffines team which can do the relocation along with other grading and avoid impact on Site access and landscaping that the added cost of such conflicts.

D. Landscaping and Bio-Swale requested as follows:

1. Incentive Rationale

The propose project landscape plans goes well beyond City standards and are proposed as a significant demonstration project to bring unique design and desirable environmental benefits to the project and to the Corinth community. A full description of the bio-swale concept can be provided as requested.

2. Incentive Request

The follow component and funding incentives are requested from the EDC; an estimate is provided below with final bid cost to be used for reimbursement:

- a. Bio-Swale materials, media, overflow, excavation, grading, and installation of system: \$ 69,950.00
 - b. Incentive for materials & labor in I-35E landscape setback: \$ 17,500.00
 - c. Incentive for quality landscape design for balance of landscape materials and installation: \$ 7,500.00
- Total Landscape and Bio-Swale Incentive.....\$104,950.00

3. Timing of Incentive Request

It is requested that the approved landscape and Bio-Swale incentive be paid to Huffines after issuance of the project CO, as the EDC has funds available, but no later than eighteen months after CO issuance.

E. Architectural Incentive

1. Incentive Rationale

The proposed project Architectural design is well beyond the typical auto dealership by incorporating stone accents, articulations, and material consistency throughout the project whereas typical service buildings are of lesser design integrity. Overall campus cohesiveness adds significantly to the quality aesthetic value of the project, but not without added cost.

2. Incentive Request

Based on architectural design, a moderate incentive is requested from the EDC. It is requested that a lump sum payment be allocated to offset a portion of the following component cost:

- a. For stone accents and material consistency throughout
The Project, the total requested, lump sum incentive is: \$ 90,000.00
- b. For Monument stone accents and materials matching
buildings, the total requested for monument incentive,
based on 3 @ \$5,000 each is: \$ 15,000.00
Total Architectural Incentive \$105,000.00

3. Timing of Incentive Request

It is requested that the approved design and material incentive be paid to Huffines after issuance of the project CO, as the EDC has funds available, but no later than two years after CO issuance

F. Sales Tax Rebate during Construction

Huffines has initiated a request to the Texas Comptroller Office for potential sales tax reimbursement from development and building materials and equipment. It is requested that the EDC consider this request and recommend approval to the City Council for 50% of the total local government sales tax on the project (half of the full 2% or a total of 1% credit / reimbursement).

Summary of Additional City Infrastructure Requirements Requested, subject to final measured quantities from contract unit prices:

For item II B - Storm Water Drainage:	\$ 237,737.70
For item II C – Water Main Replacement / Relocation:	<u>\$ 54,600.00</u>
Infrastructural Requirement Funding Requested from Impact Fees, City Funds, and / or EDC:	\$ 292,337.70

Summary of Economic Development Incentives Requested, limited to following specific requested incentives:

For Item II D - Landscaping & Bio-Swale:	\$ 104,950.00
For Item II E – Architectural Incentives:	<u>\$ 105,000.00</u>
Economic Development Incentives Requested:	\$ 209,950.00

Certification:

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: S Ray Huffines

Preliminary Application signed by Project Facilitator: Don Paschal



Signature: _____

Company: Huffines Automotive Group on behalf of Huffines Children's Trust and Huffines Denton Auto, Inc.

Title: President and CEO

Date: December 22, 2017

Applicants may attached 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.

Huffines KIA & Subaru Dealerships in Corinth

Created and Retained Positions with Average Annual Salary

<u>Positions</u>	<u>Current Average</u>		<u>Pay Range</u>
General Sales Management	\$130,000	(8)	\$80,000 - \$170,000
Finance Management	\$135,000	(3)	\$180,000 - \$108,000
Service Management	\$100,000	(2)	\$120,000 - \$80,000
Parts Management	\$100,000	(1)	\$100,000 - \$100,000
New/Used Car Sales	\$55,000	(21)	\$35,000 - \$100,000
Service Sales / Advisors	\$72,000	(4)	\$68,000 - \$75,000
Parts Sales / Advisors	\$53,000	(4)	\$40,000 - \$60,000
Service Technicians	\$50,000	(10)	\$40,000 - \$110,000
General / Hourly	\$35,000	(13)	\$23,000 - \$55,000

EDC Special Session

2.

Meeting Date: 01/08/2018

Title:

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review:

AGENDA ITEM

Hold a discussion and provide staff direction on marketing commercial, industrial and mixed-use properties online.

AGENDA ITEM SUMMARY/BACKGROUND

On May 1, 2017, the Corinth Economic Development Corporation (CEDC) entered into a professional services agreement with Xceligent in the amount of \$4,200.00. Formerly operating from Blue Springs, Missouri, and once one of the largest commercial real estate data service providers in the country, Xceligent provided an invaluable online tool for the City and the CEDC --- showcasing the commercial, industrial and mixed-use properties available for sale or lease in Corinth and the surrounding communities. However, on December 14, 2017, after a costly and lengthy legal battle with its primary competitor, CoStar Group, Xceligent filed for Chapter 7 Liquidation. As a result, this online tool is no longer available.

It is critical that the City and the CEDC have an online tool that increases the exposure of properties available for sale or lease in Corinth, as well as development opportunities. Staff has received interest from a couple of firms, including Xceligent's former competitor, CoStar. Staff desires to discuss and receive direction from the Board of Directors to maximize Corinth's exposure to developers, retailers and others.

RECOMMENDATION

N/A.

EDC Special Session

3.

Meeting Date: 01/08/2018

Title:

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review:

AGENDA ITEM

Hold a discussion and provide staff direction on a subscription service offered by Retail Lease Trac.

AGENDA ITEM SUMMARY/BACKGROUND

Operating from Dahlonega, Georgia, and in business for over 25 years, Retail Lease Trac is a company that connects commercial real estate brokers, developers, economic development corporations and others with retailers seeking to expand their footprints in markets all over the country and Canada. Tina Walden, a representative with Retail Lease Trac, discussed the company's services with the Corinth Economic Development Corporation (CEDC) at the International Council of Shopping Centers (ICSC) Conference held last year in Dallas, Texas.

Among all of the services provided by Retail Lease Trac, the one that may be most advantageous to the CEDC is access to their direct retailer and tenant broker contact information. Access to this information would not only reduce the amount of time to find the contact information for the retailer and their broker, if applicable, but it would also expose the CEDC to other brands seeking to expand.

Retail Lease Trac does not enter into contracts with their clients; rather, the company offers clients subscriptions for one (1) year. Clients may renew or cancel their subscription with Retail Lease Trac at any time. Currently, the company is offering a promotion for their services at a discounted price of \$850.00 for one (1) year. The regular price for Retail Lease Trac's services is \$1,125.00. As the Company does not enter into contracts with their clients, but rather subscriptions, the CEDC will not have to request approval from City Council to secure their services, should the Board of Directors determine that it would be advantageous to secure the services of Retail Lease Trac.

A few of the economic development corporations in Texas that are clients of Retail Lease Trac include:

- Balch Springs
- Bastrop
- Buda
- Dumas
- Harlingen

RECOMMENDATION

N/A.

EDC Special Session

4.

Meeting Date: 01/08/2018

Title:

Submitted By: Jason Alexander, Director

Finance Review: N/A

Legal Review: N/A

City Manager Review:

AGENDA ITEM

Hold a discussion and provide staff direction on proposed revisions to the Local Business Grants Program.

AGENDA ITEM SUMMARY/BACKGROUND

Sponsored by the Corinth Economic Development Corporation (CEDC) with the intention of offering economic benefits to existing businesses seeking to improve the visual quality of Corinth's commercial corridors and nodes, the Local Business Grants Program consists of two grants: the Beautification Grant and the Signage Grant.

For qualifying projects, the Beautification Grant will reimburse up to fifty (50) percent of the total cost of the projects as provided in below. The reimbursement amount is capped at \$10,000.00. Examples of qualifying projects under the Beautification Grant include:

- Painting and other similar facade improvements;
- Landscaping and tree planting;
- Screening unsightly elements from public view;
- Improving parking areas; and
- Removing debris and unsightly trash.

For qualifying projects, the Signage Grant will reimburse up to \$6,000.00 for existing businesses opting to replace pole-mounted signs with monument signs in accordance with the regulations and standards of the City's Unified Development Code. The Signage Grant does not have a fund matching requirement.

Considering that Corinth's business community continues to grow, and in some areas show signs of redevelopment, the Board of Directors may need to give consideration to increasing the funding limits for the two grants due to rising construction costs. For Fiscal Year 2017-2018, the adopted budget for the CEDC includes \$60,000.00 that may be expended for qualifying projects under the Local Business Grants Program. Moreover, the Board of Directors may want to give some consideration to revising the qualifications for the Signage Grant. During the past year, staff received multiple inquiries from business owners desiring to improve their wall signs or other signs allowed under the Unified Development Code. However, the current qualifications for the Signage Grant restricts funding to the replacement of pole-mounted signs with monument signs, thereby reducing the number of businesses that would be able to take advantage of the grant.

As such, the Board of Directors may want to give consideration to the following:

- Raising the maximum amount offered to qualifying projects under the Beautification Grant from \$10,000.00 to \$15,000.00.
- Raising the maximum amount offered to qualifying projects under the Signage Grant from \$6,000.00 to \$10,000.00.
- Amending the qualifications under the Signage Grant from funding assistance to replace pole-mounted signs with language supporting enhancements to bring all signs into conformance

with the City's regulations and standards as codified in the Unified Development Code.

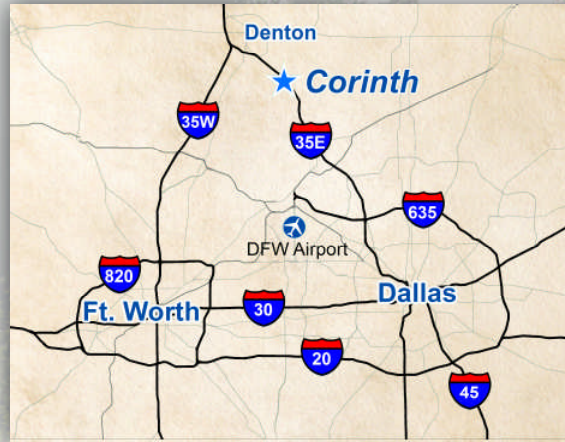
These revisions to the Local Business Grants will not only increase the number of businesses that would qualify for funding assistance from the CEDC, but it would also demonstrate the City's and the CEDC's desire to promote and sustain thriving commercial corridors and nodes that are aesthetically pleasing and visually harmonious.

RECOMMENDATION

The Board of Directors may revise the qualifications and financial limitations of the Local Business Grants at its discretion.

Attachments

Local Business Grants Program Brochure



Mission Statement

The mission of the City of Corinth's Economic Development Corporation is to continually expand our property and sales tax base, encourage creation of jobs, promote tourism, improve the quality of life, and facilitate a self-sustaining local economy for the City by attracting, assisting, and retaining a diversified mix of businesses, public/private partnerships, and infrastructure improvements as well as investing in our own community needs to foster growth and encourage tourism trade.

Disclaimer: Applications will be considered by the CEDC Board of Directors on a first come, first served basis. Grant amounts are considered on a case-by-case basis and the CEDC Board of Directors reserve the right to fund or not fund any project. The program may be terminated at any time at the discretion of the CEDC Board of Directors.

Applications may be submitted by mail, email or delivered in person:

Corinth Economic
Development Corporation
3300 Corinth Parkway
Corinth, TX 76208

Phone: 940-498-3284 • Fax: 940-498-3286
www.cityofcorinth.com

Corinth Economic Development Corporation

LOCAL BUSINESS GRANTS PROGRAM



City of Corinth

Economic Development Corporation



The Corinth Economic Development Corporation (CEDC) offers Local Business Grants to qualified Corinth businesses.

Qualifying applicants may receive Grants via reimbursement to fund projects that enhance property and provide visual improvements to the

exterior of their facilities.

These projects may include landscaping, parking improvements, painting, signage, façade improvements and screening.

Areas of Interest

The CEDC seeks to improve the aesthetic appearance of our business community. Examples of projects that the CEDC will consider funding include, but are not limited to:

- ◆ Landscaping and Tree Planting
- ◆ Paint, brick and similar building improvements
- ◆ Removal of unsightly trash and debris
- ◆ Screening of certain land uses
- ◆ Improved parking and signage

The CEDC meets regularly to consider Grant Applications for qualified projects.

A limited amount of reimbursement will be determined by the CEDC. The CEDC Board of Directors will evaluate the program annually.

Application Procedure

Each applicant is required to complete the Application for Aesthetic Improvement Grant form provided by the CEDC which will include the following information:

- ◆ Location of project
- ◆ A detailed description of the project
- ◆ The costs of the project
- ◆ Start date of project
- ◆ Completion date of project
- ◆ Designated representative contact information
- ◆ The amount of reimbursement requested
- ◆ **PLEASE NOTE:** All projects must first be approved by the City of Corinth Planning Department (940-498-3295).

Funds Reimbursement

At completion, the CEDC will inspect the project. Applicants will be required to provide copies of all project plans, estimates, invoices, receipts, photographs and other evidence of the project costs incurred by the applicant prior to the reimbursement of funds. **

Grant Limitations

Grants will be limited to one project per location once every five (5) years.

Applicants may apply for both a Beautification Grant and Signage Grant for the same project, but CEDC reimbursements will not exceed Twelve Thousand Dollars (\$12,000).

Locations with one owner, but multiple tenants will be considered as one location under this program.

This program does not limit the CEDC Board of Directors from undertaking other projects or expending funds for other projects to attract, retain or expand business in Corinth.

BEAUTIFICATION GRANT

The CEDC will reimburse half of the beautification project, up to a maximum of Ten Thousand Dollars (\$10,000).

Examples:

If the total cost for completion of a qualified project is \$7,200, the CEDC will reimburse \$3,600 or half of the cost of the project.

If the total cost for completion of a project is \$24,000 the CEDC contribution will be limited to \$10,000, the maximum amount the CEDC may expend on a project under the program.

SIGNAGE GRANT

The CEDC will reimburse up to \$6,000 for the replacement of an existing pole sign with an approved monument sign only. There is no fund matching requirement under this portion of the program.

Examples:

If the total cost for completion of a qualified project is \$4,200, the CEDC will reimburse the entire \$4,200 cost of the project.

However, if the total cost for completion of a qualified project is \$9,000, the CEDC contribution will be limited to \$6,000, the maximum amount the CEDC may expend on a sign project under the program.



** Any approved grants will be reimbursed once the project is completed.