



**NOTICE OF MEETING & AGENDA  
KAUFMAN ECONOMIC DEVELOPMENT  
CORPORATION MEETING  
TUESDAY, AUGUST 8, 2023 AT 6:00 PM  
KAUFMAN CITY HALL  
209 S. WASHINGTON ST.  
KAUFMAN, TEXAS 75142**

**ALL ITEMS ARE SUBJECT  
TO ACTION BY THE BOARD**

**PLEDGE OF ALLEGIANCE**

**CALL MEETING TO ORDER** Chairman calls the Meeting to order, states the date and time, states members present, and declares a quorum present.\*\*

**CITIZENS COMMENTS / REQUEST TO SPEAK ON AGENDA ITEMS (5 MINUTES)** Comments about any of the agenda items may be taken into consideration at this time or during the agenda item. Comments are limited to five (5) minutes per individual unless additional time is otherwise required by law for translation. Speaking time is not transferable. Citizens may address the KEDC on any subject but must first complete a Request to Speak Form so that the Chairman may call your name to speak at the appropriate time on the Agenda. Comments must be directed to the KEDC as a whole. **When addressing the KEDC, please step forward to the speaker's podium, state your name and address, and direct your comments to the Chairman and KEDC.**

**CONSENT AGENDA**

1. Consider and take appropriate action on the monthly Financial Report from the Treasurer of the Corporation.
2. Consider and take appropriate action on the minutes from the July 13, 2023 Kaufman Economic Development Corporation meeting.

**EXECUTIVE DIRECTOR'S REPORT** Receive an update and discussion regarding the following: a.) Meetings/Events of Interest; b.) Prospect Activity; c.) Staff Announcements

3. KEDC Executive Director's Report - Discussion Only (No Action Taken)
  - 3.1) Staff Report on monthly Kaufman EDC marketing and prospect activities;
  - 3.2) Staff Report on monthly business retention and expansion (BRE) activities;
  - 3.3) Staff Report on monthly commercial development activities;
  - 3.4) Staff Report on events attended by KEDC Staff

**DISCUSSION/ACTION ITEMS**

4. Consider and take appropriate action to approve the FY 2024 KEDC Budget and the annual proposed projects, programs and expenditures of the KEDC with action to request approval of budget and KEDC programs from the Kaufman City Council.

**EXECUTIVE SESSION** In accordance with Texas Government Code, Section 551.001, et seq., the KEDC will recess into Executive Session (closed meeting) to discuss the following:

5. A. Sec. 551.087. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS; CLOSED MEETING. (1) To discuss or deliberate regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or (2) to deliberate the offer of a financial or other incentive to a business prospect described by Subdivision (1): Projects Elsie, Cowbell, Blue, Orange, Snooze, Razorback, Park, Big Event, Lego
- B. Sec. 551.072. DELIBERATION REGARDING REAL PROPERTY; CLOSED MEETING. To deliberate the purchase, exchange, lease, or value of real property regarding: KEDC-Owned Properties; SH 34 Connector Road; Projects Pie, Range, Prairie

### **RECONVENE INTO OPEN SESSION**

6. Consider and take appropriate action, if any, on matters discussed in Executive Session.

**ITEMS OF COMMUNITY INTEREST** Pursuant to Texas Government Code Sec. 551.0415, a member of the Board or Kaufman EDC Staff may make an announcement about items of community interest during a meeting of the corporation without having given notice of the subject of the announcement. "Items of community interest" includes: (1) expression of thanks, congratulations or condolence; (2) information regarding holiday schedules; (3) an honorary or salutary recognition of a public official, public employee, or other citizen, except that a discussion regarding a change in the status of a person's public office or public employment is not an honorary or salutary recognition for purposes of this subdivision; (4) a reminder about an upcoming event organized or sponsored by the corporation; (5) information regarding a social, ceremonial, or community event organized or sponsored by an entity other than the corporation that was attended or is scheduled to be attended by a board member or employee of the corporation.

**BOARD INQUIRY** If a member of the Corporation makes a spontaneous inquiry about a subject not on this agenda, then the KEDC or an appropriate staff member may make a statement of factual information or policy in response to such an inquiry. However, in accordance with Open Meetings Act Section 551.042, the KEDC cannot discuss issues raised or make any decisions on that subject at that time. Issues raised may be referred to Staff for research and possible future action.

### **ADJOURNMENT**

I, STEWART MCGREGOR, EXECUTIVE DIRECTOR, DO HEREBY CERTIFY THAT THIS NOTICE OF MEETING WAS POSTED ON THE WINDOW AT KAUFMAN MUNICIPAL COMPLEX, 209 S. WASHINGTON, KAUFMAN, TEXAS, A PLACE CONVENIENT AND READILY ACCESSIBLE TO THE GENERAL PUBLIC AT ALL TIMES AND SAID NOTICE WAS POSTED AT THE KAUFMAN

MUNICIPAL COMPLEX, 209 S. WASHINGTON, KAUFMAN, TEXAS AT 6:00 P.M. ON FRIDAY, AUGUST 4, 2023 AND REMAINED SO POSTED CONTINUOUSLY FOR AT LEAST 72 HOURS PRECEDING THE SCHEDULE TIME OF SAID MEETING.

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STEWART McGREGOR  
EXECUTIVE DIRECTOR

**THE KAUFMAN ECONOMIC DEVELOPMENT CORPORATION RESERVES THE RIGHT TO ADJOURN INTO EXECUTIVE SESSION AT ANY TIME DURING THE COURSE OF THIS MEETING TO DISCUSS ANY OF THE MATTERS LISTED ABOVE, AS AUTHORIZED BY THE TEXAS GOVERNMENT CODE. SECTION 551.071 (CONSULTATION WITH ATTORNEY).**

**THE BUILDING IN WHICH THE ABOVE MEETING WILL BE CONDUCTED IS WHEELCHAIR ACCESSIBLE AND PARKING SPACES FOR THE MOBILITY IMPAIRED ARE AVAILABLE. PERSONS WITH DISABILITIES WHO PLAN TO ATTEND THIS MEETING AND WHO MAY NEED AUXILIARY AIDS OR SERVICES SUCH AS INTERPRETERS FOR PERSONS WHO ARE DEAF OR HEARING IMPAIRED, READERS, OR LARGE PRINT ARE REQUESTED TO CONTACT THE CITY SECRETARY'S OFFICE AT 972-932-2216 AT LEAST TWO (2) WORKING DAYS PRIOR TO THE TIME OF THE MEETING SO THAT APPROPRIATE ARRANGEMENTS CAN BE MADE.**

Revenue & Expense Report

Fund: 32 ECONOMIC DEVELOPMENT CORP.

Department: Non departmental

Program:

Period Ending: 8/2023

Account Prior Year	Description 2 Years Prior	Current Year	Current Month	Encumbrances	Current YTD Actual & Encumbr	Budget Balance	Budget Balance Percent
32-4105-000-0 551,377.00-	General Sales & Use 486,373.99-	565,830.00-			487,573.26-	78,256.74-	13.830
Subtotal: 551,377.00-	486,373.99-	565,830.00-			487,573.26-	78,256.74-	13.830
32-4400-000-0 91,738.63-	Land Proceeds/Mil Pa						
Subtotal: 91,738.63-							
32-4604-000-0 104.44-	Interest Income 439.75-	250.00-			94.33-	155.67-	62.268
32-4606-000-0 32-4608-000-0 10,000.00-	Miscellaneous Revenu Loan Revenue				200.00- 10,000.00-	200.00	
32-4612-000-0 75,000.00-	Intergovernmental Re 56,704.00-						
Subtotal: 85,104.44-	57,143.75-	10,250.00-			10,294.33-	44.33	-.432
Program number: 636,481.44-	635,256.37-	576,080.00-			497,867.59-	78,212.41-	13.577
Department number: 636,481.44-	Non departmental 635,256.37-	576,080.00-			497,867.59-	78,212.41-	13.577
Revenue 636,481.44-	635,256.37-	Subtotal ----- 576,080.00-			497,867.59-	78,212.41-	13.577

City of Kaufman

Fund: 32 ECONOMIC DEVELOPMENT CORP.

Department: Non departmental  
 Revenue & Expense Report  
 Period Ending: 8/2023  
 Program:

Account	Description	Current	Current	Encumbrances	Current	Budget	Budget
Prior Year	2 Years Prior	Year	Month		YTD Actual	Balance	Balance
Actual	Actual	Budget	Actual		& Encumbr		Percent
Total							
32-5101-000-0	Salaries & Wages	137,574.00			94,672.29	42,901.71	31.184
120,388.10							
32-5177-000-0	Retention Pay	5,000.00				5,000.00	100.000
Subtotal:		142,574.00			94,672.29	47,901.71	33.598
120,388.10							
32-5203-000-0	Operating Supplies	4,500.00			120.59	4,379.41	97.320
6,059.85							
32-5213-000-0	Meetings	9,000.00			4,951.29	4,048.71	44.986
7,585.79	390.43						
32-5214-000-0	Promotional Material	5,400.00			3,007.80	2,392.20	44.300
3,456.21	3,465.00						
32-5220-000-0	Minor Tools & Equipm	7,675.00			6,800.00	875.00	11.401
4,978.44	1,000.00						
Subtotal:		26,575.00			14,879.68	11,695.32	44.009
22,080.29	4,855.43						

32-5302-000-0	Postage & Delivery	500.00	203.81	296.19	59.238
34.87	18.13				
32-5303-000-0	Advertising	15,425.00	11,110.00	4,315.00	27.974
10,208.08	5,164.33				
32-5305-000-0	Licenses, Dues & Sub	3,380.00	3,918.25	538.25-	-15.925
2,290.05	1,175.00				
32-5306-000-W	Utilities-Electric/W	550.00	400.76	149.24	27.135
423.17	461.90				
32-5309-000-0	Insurance & Bonds	1,100.00	1,100.00		
1,100.00					
32-5322-000-0	Tuition & Education	6,275.00	2,025.00	4,250.00	67.729
3,433.68	300.00				
32-5330-000-0	Travel	9,600.00	7,993.38	1,606.62	16.736
3,658.87					
32-5352-000-0	Maintenance-Grounds	12,000.00	5,000.00	7,000.00	58.333
8,000.00	8,000.00				
32-5362-000-0	Professional Svcs-Ad	95,101.00	15,165.72	79,935.28	84.053
99,272.24	57,495.00				
32-5362-000-I	Professional Svcs-Ad				
67,665.50					
32-5363-000-0	Professional Svcs-Te	8,000.00	7,920.17	79.83	.998
10,750.00	23,255.45				
Subtotal:		151,931.00	54,837.09	97,093.91	63.907
139,170.96	163,535.31				
32-5500-000-0	Matching Grants	105,000.00	36,489.48	68,510.52	65.248
17,365.39	38,272.99				
32-5501-000-0	Incentives / Intergo	50,000.00		50,000.00	100.000
454,204.00					
32-5506-000-0	Chapter 380 Funding				
80,000.00					
32-5507-000-0	HWY 34 Bypass Fundin	100,000.00	100,000.00		
100,000.00	100,000.00				
Subtotal:		255,000.00	136,489.48	118,510.52	46.475
117,365.39	672,476.99				
Program number:		576,080.00	300,878.54	275,201.46	47.771
399,004.74	840,867.73				
Department number: Non departmental		576,080.00	300,878.54	275,201.46	47.771
399,004.74	840,867.73				
Expenditure	Subtotal -----	576,080.00	300,878.54	275,201.46	47.771
399,004.74	840,867.73				
Fund number: 32 ECONOMIC DEVELOPMENT CORP.			196,989.05-	196,989.05	
237,476.70-	205,611.36				

## **Executive Director's Report**

### **August 8, 2023**

#### Calendar

**7/12:** Call with The Retail Connection development division; Call with Norsq Companies development  
**7/13:** Chamber-EDC Monthly Meeting; IEDC LinkedIn Marketing Webinar  
**7/14:** Meeting with Project Fast  
**7/16:** Meeting with KISD Superintendent Dr. Josh Garcia; Meeting with Brenda Boyer (American National Bank); Meeting with prospective buyer for 105 N. Jackson St.  
**7/18:** Meeting with Provident Realty (developer)  
**7/19:** Call on Project Liberty; Panelist - Texas Downtown Association Legislative Webinar; Meeting with Tony Collins Art  
**7/20:** Kaufman Chamber Board Meeting; KISD Education Foundation Reception  
**7/21:** Monthly Mayor's Roundtable Meeting; Comprehensive Plan Meeting with Halff & Associates  
**7/24:** Open Enrollment Meeting; Meeting with Birch Construction; Monthly Kaufman City Council Meeting  
**7/25:** Meeting with Assistant City Manager Rachel Mendoza  
**7/26:** Meeting & Site Visit to Project Lego Headquarters  
**7/27:** Franchising Seminar with Kaufman Chamber & TVCC Small Business Development Center  
**7/28:** Meeting with Brent Rutherford (Texas Health-Kaufman)  
**7/31:** Call with Kelley Townsend on the TVCC Kaufman Campus  
**8/1:** Project Cowbell Site Visit  
**8/3:** Lone Star Credit Union Ribbon Cutting; Meeting with Web City Properties  
**8/7:** NCTCOG CEDS Monthly Board Meeting; Kaufman City Council Budget Workshop Meeting  
**8/8:** Quarterly Kaufman County Leadership Council Meeting

Prospect Lead Responses: Project Vulcan; Project Utah North

Upcoming Events: Kaufman Chamber Economic Summit (August 10<sup>th</sup> – 9:00-1:00); TEDC Sales Tax Training (September 22 – 8:00-4:00, Hilton-Richardson)

Next Regular KEDC Board Meeting: Tuesday, September 12<sup>th</sup>

Economic Development Prospects: Board to receive update on active prospects in Executive Session



<b>Meeting Date: 8-8-2023</b>	<b>Date: 8-4-2023</b>	<b>Item #: 4</b>	<b>Dept.: KEDC</b>
<small>(Check one)</small>			
<input type="checkbox"/> <b>Consent</b>	<input checked="" type="checkbox"/> <b>Action</b>	<input type="checkbox"/> <b>Discussion</b>	
<b>SUBJECT:</b> Consider and take appropriate action to approve the FY 2024 KEDC Budget and the annual proposed projects, programs and expenditures of the KEDC with action to request approval of budget and KEDC programs from the Kaufman City Council.			
<b>BACKGROUND:</b> This item is for the FY 2024 Kaufman EDC Operations Budget. KEDC staff are awaiting a couple items of clarity that may fluctuate the budget number. This will be shared at the meeting on Tuesday night. Highlights within the budget include the following:			
<ul style="list-style-type: none"> <li>• Total Revenues: \$616,750 (approximate 5% projected increase in sales tax revenues)</li> <li>• Shared marketing employee with the City of Kaufman (\$30,000)</li> <li>• Updated City Administrative Services Contract Expenses (includes shared position)</li> <li>• Updated Chamber Services Contract (\$7,800)</li> <li>• Resimplifi Website Real Estate Search Tool (\$3,000)</li> <li>• TXDOT SH 34 Debt Service (\$100,000)</li> <li>• Matching Grants (\$100,000)</li> <li>• Potential Debt Service (\$50,000)</li> <li>• Fund Balance Incentives (\$150,000 – Galleher Expansion &amp; Hampton Inn)</li> </ul>			
<b>Author:</b> Stewart McGregor, KEDC Executive Director		<b>Reviewed:</b> Stewart McGregor, KEDC Executive Director	
<b>Cost:</b> N/A	<b>Funds Available:</b> N/A	<b>Source:</b> KEDC Revenues	
<b>Recommendation:</b> Discussion and approval			

<b>Safe &amp; Secure</b>	<b>Business Friendly/Economic Development</b>	<b>Partnership &amp; Community Involvement</b>	<b>Healthy &amp; Environmentally Cons. Comm.</b>	<b>Financial &amp; OPS Stewardship</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>



<b>FY 2024 KEDC Draft Budget</b>	
<b>INCOME</b>	
Sales Tax	\$ 606,500.00
Interest	\$ 250.00
Loan Payments	\$ 10,000.00
Land Sales	\$ -
Fund Balance	\$ -
<b>TOTAL INCOME</b>	<b>\$ 616,750.00</b>
<b>EXPENSES</b>	
<b>SALARY &amp; BENEFITS (32-5101-000)</b>	
Salary & Benefits	\$ 143,015.00
<b>Item Total - Salary &amp; Benefits</b>	<b>\$ 143,015.00</b>
<b>RETENTION PAYMENT (32-5177-000)</b>	
EDC Board Discretionary Retention Payment	\$ 5,000.00
<b>Item Total - Retention Payment</b>	<b>\$ 5,000.00</b>
<b>MEETINGS (32-5213-000)</b>	
Meetings	\$ 3,000.00
Industry Trade Shows/Broker Events/BRE	\$ 3,000.00
ICSC Dallas (*Increase)	\$ 1,500.00
<b>Item Total - Meetings</b>	<b>\$ 7,500.00</b>
<b>PROFESSIONAL SERVICES (32-5362-000)</b>	
Chamber BRE Contract	\$ 7,800.00
City Administrative Services Contract (*increase - shared emp.)	\$ 36,001.00
Legal Fees	\$ 12,000.00
Photography	\$ 2,000.00
Professional & Technical Consulting	\$ 15,000.00
Real Estate Title Service & Closing Costs (*ESTIMATE*)	\$ 100,000.00
Graphic Design	\$ 2,000.00
<b>Item Total - Professional Services</b>	<b>\$ 174,801.00</b>
<b>PROFESSIONAL/TECHNICAL &amp; AUDITING (32-5363-000)</b>	
Website	\$ 3,000.00
Audit	\$ 5,000.00
<b>Item Total - Professional/Technical &amp; Auditing</b>	<b>\$ 8,000.00</b>
<b>PROMOTIONAL MATERIALS (32-5214-000)</b>	
Miscellaneous Promotional Items (*Decrease)	\$ 2,000.00
Aerial Map Service Subscription (*New)	\$ 2,500.00
Printed Maps (*biennial expense)	\$ 2,000.00
Business Retention Monthly Recognition	\$ 900.00
<b>Item Total - Promotional Materials</b>	<b>\$ 7,400.00</b>
<b>MISCELLANEOUS/OFFICE SUPPLIES (32-5203-000)</b>	
Office Furniture	\$ -
Wall Map (*biennial expense)	\$ 1,400.00
Misc. Office Supplies (*slight decrease)	\$ 750.00
Logoed Shirts	\$ 500.00
<b>Item Total - Miscellaneous/Office Supplies</b>	<b>\$ 2,650.00</b>
<b>POSTAGE (32-5302-000)</b>	

Postage (*Increase)	\$	500.00
<b>Item Total - Postage</b>	<b>\$</b>	<b>500.00</b>
<b>ADVERTISING (32-5303-000)</b>		
Publication/Digital Advertising (*slight increase)	\$	12,000.00
Chamber Banquet Sponsorship	\$	800.00
Chamber Golf Tournament Sponsorship	\$	300.00
Chamber Auction Sponsor	\$	400.00
Economic Summit	\$	2,000.00
KISD Education Foundation Gala Table Sponsorship (*New*)	\$	1,250.00
Johnny Countryman Memorial Scholarship	\$	1,000.00
Kaufman Herald Ads	\$	500.00
<b>Item Total - Advertising</b>	<b>\$</b>	<b>18,250.00</b>
<b>DUES &amp; SUBSCRIPTIONS (32-5305-000)</b>		
TEDC Membership (*slight increase)	\$	550.00
Chamber Membership	\$	415.00
KCLC Dues (*slight increase)	\$	300.00
ICSC Membership (up to 3 memberships)	\$	375.00
IEDC Membership	\$	455.00
Dallas Morning News (*NEW*)	\$	260.00
Dallas Business Journal (*slight increase)	\$	190.00
Kaufman Herald	\$	35.00
North Texas Commercial Association of Realtors (NTCAR)	\$	375.00
Texas Downtown Association (*increase)	\$	350.00
Downtown Merchants Association	\$	200.00
Kaufman Lion's Club	\$	400.00
<b>Item Total - Dues &amp; Subscriptions</b>	<b>\$</b>	<b>3,905.00</b>
<b>UTILITIES (32-5306-000)</b>		
Business Park Utilities (*increase)	\$	550.00
<b>Item Total - Utilities</b>	<b>\$</b>	<b>550.00</b>
<b>NON-CAPITAL MINOR TOOLS/SOFTWARE (32-5220-000)</b>		
Computer	\$	-
Avenu Subscription	\$	3,000.00
ESRI Business Analyst	\$	1,100.00
CRM System	\$	2,500.00
Resimplifi Website Real Estate Tool	\$	3,000.00
Retail Lease Trac	\$	1,125.00
PDF Suite	\$	200.00
<b>Item Total - Non-Capital Minor Tools/Software</b>	<b>\$</b>	<b>10,925.00</b>
<b>INSURANCE (32-5309-000)</b>		
Insurance	\$	1,100.00
<b>Item Total - Insurance</b>	<b>\$</b>	<b>1,100.00</b>
<b>TUITION &amp; EDUCATION (32-5322-000)</b>		
TEDC Sales Tax Training (*slight decrease)	\$	400.00
ICSC Registration	\$	550.00
TEDC Annual Conference (*slight increase)	\$	600.00
TEDC Winter Conference (*slight increase)	\$	425.00
TEDC Mid-Year Conference (*slight increase)	\$	450.00

TEDC Board Retreat	\$	300.00
IEDC CEcD Continuing Education (*decrease)	\$	600.00
Webinars (*slight decrease)	\$	300.00
Kaufman County Day at the Capitol (3 people)	\$	825.00
<b>Item Total - Tuition &amp; Education</b>	<b>\$</b>	<b>4,450.00</b>
<b>TRAVEL (32-5330-000)</b>		
TEDC Annual Conference (Houston) (*slight decrease)	\$	600.00
TEDC Sales Tax Training	\$	-
ICSC - Dallas	\$	100.00
TEDC Winter Conference (San Antonio)	\$	750.00
TEDC Mid-Year Conference (Conroe)	\$	800.00
TEDC Board Retreat Hotel & Parking (Dallas)	\$	300.00
Kaufman County Day at the Capitol (3 people - *Decrease)	\$	1,900.00
Industry Trade Shows/Broker Events/BRE (*Decrease)	\$	1,500.00
Long Range Mileage/Transportation (*Decrease)	\$	1,500.00
Meals (*Decrease)	\$	500.00
<b>Item Total - Travel</b>	<b>\$</b>	<b>7,950.00</b>
<b>HIGHWAY 34 BYPASS FUNDING (32-5507-000)</b>		
Highway 34 Bypass Annual Commitment	\$	100,000.00
<b>Item Total - Highway 34 Bypass Funding</b>	<b>\$</b>	<b>100,000.00</b>
<b>MAINTENANCE (32-5352-000)</b>		
Business Park Mowing	\$	12,000.00
<b>Item Total - Maintenance</b>	<b>\$</b>	<b>12,000.00</b>
<b>MATCHING GRANTS (32-5500-000)</b>		
Matching Grants (*Decrease - Façade + Destination)	\$	100,000.00
<b>Item Total - Matching Grants</b>	<b>\$</b>	<b>100,000.00</b>
<b>INCENTIVES/INTERGOVERNMENTAL (32-5501-000)</b>		
Galleher Industries Expansion Incentive (*Fund Balance)	\$	50,000.00
Hampton Inn Site Improvement Incentive (*Fund Balance)	\$	100,000.00
<b>Item Total - Incentives/Intergovernmental</b>	<b>\$</b>	<b>150,000.00</b>
<b>PRINCIPAL &amp; INTEREST (AWAITING GL #)</b>		
Speculative Debt Service Payment	\$	50,000.00
<b>Item Total - Principal &amp; Interest</b>	<b>\$</b>	<b>50,000.00</b>
<b>TOTAL EXPENSES</b>		
	<b>\$</b>	<b>807,996.00</b>

<b>FY 2023 KEDC Board Approved Budget</b>	
<b>INCOME</b>	
Sales Tax	\$ 565,830.00
Interest	\$ 250.00
Loan Payments	\$ 10,000.00
Land Sales	\$ -
Fund Balance	\$ -
<b>TOTAL INCOME</b>	<b>\$ 576,080.00</b>
<b>EXPENSES</b>	
<b>SALARY &amp; BENEFITS (32-5101-000)</b>	
Salary & Benefits	\$ 137,574.00
<b>Item Total - Salary &amp; Benefits</b>	<b>\$ 137,574.00</b>
<b>RETENTION PAYMENT (32-5177-000)</b>	
EDC Board Discretionary Retention Payment	\$ 5,000.00
<b>Item Total - Retention Payment</b>	<b>\$ 5,000.00</b>
<b>MEETINGS (32-5213-000)</b>	
Meetings	\$ 3,500.00
Industry Trade Shows/Broker Events/BRE	\$ 3,500.00
ICSC Dallas (*Increase)	\$ 2,000.00
<b>Item Total - Meetings</b>	<b>\$ 9,000.00</b>
<b>PROFESSIONAL SERVICES (32-5362-000)</b>	
Chamber BRE Contract	\$ 8,500.00
City Administrative Services Contract (*NEW*)	\$ 5,601.00
Retail Strategies	\$ -
Neon Cloud Video	\$ -
Legal Fees (*Increase)	\$ 12,000.00
Business Park Flood Plain Assessment (*NEW*)	\$ 50,000.00
Photography	\$ 2,000.00
Professional & Technical Consulting (*Increase)	\$ 15,000.00
Graphic Design	\$ 2,000.00
<b>Item Total - Professional Services</b>	<b>\$ 95,101.00</b>
<b>PROFESSIONAL/TECHNICAL &amp; AUDITING (32-5363-000)</b>	
Website (*Decrease)	\$ 3,000.00
Audit (*slight increase)	\$ 5,000.00
<b>Item Total - Professional/Technical &amp; Auditing</b>	<b>\$ 8,000.00</b>
<b>PROMOTIONAL MATERIALS (32-5214-000)</b>	
Biz Park Marketing Pieces (*Deleted)	\$ -
Miscellaneous Promotional Items *NEW*	\$ 2,000.00
Trade Show Giveaways	\$ 1,500.00
Printed Maps (*Decrease - Printing)	\$ 1,000.00
Business Retention Monthly Recognition	\$ 900.00
<b>Item Total - Promotional Materials</b>	<b>\$ 5,400.00</b>
<b>MISCELLANEOUS/OFFICE SUPPLIES (32-5203-000)</b>	
Office Furniture	\$ -
Wall Map	\$ -
Trade Show Backdrops *NEW*	\$ 2,500.00

Misc. Office Supplies	\$	1,500.00
Logoed Shirts	\$	500.00
<b>Item Total - Miscellaneous/Office Supplies</b>	<b>\$</b>	<b>4,500.00</b>
<b>POSTAGE (32-5302-000)</b>		
Postage (*Increase)	\$	500.00
<b>Item Total - Postage</b>	<b>\$</b>	<b>500.00</b>
<b>ADVERTISING (32-5303-000)</b>		
Publication/Digital Advertising (*Increase)	\$	10,425.00
Chamber Banquet Sponsorship	\$	800.00
Chamber Golf Tournament Sponsorship	\$	300.00
Chamber Auction Sponsor	\$	400.00
Economic Summit	\$	2,000.00
Texas Health Black Tie Ball (no longer around)	\$	-
Johnny Countryman Memorial Scholarship (*New*)	\$	1,000.00
Kaufman Herald Ads	\$	500.00
<b>Item Total - Advertising</b>	<b>\$</b>	<b>15,425.00</b>
<b>DUES &amp; SUBSCRIPTIONS (32-5305-000)</b>		
TEDC Membership	\$	525.00
Chamber Membership	\$	405.00
KCLC Dues	\$	250.00
ICSC Membership	\$	375.00
IEDC Membership	\$	455.00
Dallas Business Journal	\$	160.00
Kaufman Herald	\$	35.00
North Texas Commercial Association of Realtors (NTCAR)	\$	375.00
Texas Downtown Association (*NEW*)	\$	200.00
Downtown Merchants Association (*NEW*)	\$	200.00
Kaufman Lion's Club (*NEW*)	\$	400.00
<b>Item Total - Dues &amp; Subscriptions</b>	<b>\$</b>	<b>3,380.00</b>
<b>UTILITIES (32-5306-000)</b>		
Business Park Utilities (*increase)	\$	550.00
<b>Item Total - Utilities</b>	<b>\$</b>	<b>550.00</b>
<b>NON-CAPITAL MINOR TOOLS/SOFTWARE (32-5220-000)</b>		
Computer	\$	-
Avenu Subscription	\$	2,750.00
ESRI Business Analyst	\$	1,100.00
CRM System	\$	2,500.00
Retail Lease Trac *NEW*	\$	1,125.00
PDF Suite	\$	200.00
<b>Item Total - Non-Capital Minor Tools/Software</b>	<b>\$</b>	<b>7,675.00</b>
<b>INSURANCE (32-5309-000)</b>		
Insurance	\$	1,100.00
<b>Item Total - Insurance</b>	<b>\$</b>	<b>1,100.00</b>
<b>TUITION &amp; EDUCATION (32-5322-000)</b>		
TEDC Sales Tax Training	\$	600.00
ICSC Registration	\$	550.00
TEDC Annual Conference	\$	550.00

TEDC Legislative Conference	\$	400.00
TEDC Mid-Year Conference	\$	400.00
TEDC Board Retreat	\$	300.00
IEDC Conference/Continuing Education	\$	900.00
Webinars	\$	400.00
Economic Development Finance Professional (EDFP) Course	\$	1,575.00
Kaufman County Day at the Capitol <b>(4 people)</b>	\$	600.00
<b>Item Total - Tuition &amp; Education</b>	<b>\$</b>	<b>6,275.00</b>
<b>TRAVEL (32-5330-000)</b>		
TEDC Annual Conference (San Antonio)	\$	900.00
TEDC Sales Tax Training	\$	-
ICSC - Dallas	\$	100.00
TEDC Legislative Conference (Austin)	\$	800.00
TEDC Mid-Year Conference (Allen)	\$	-
TEDC Board Retreat Hotel & Parking (San Antonio)	\$	750.00
Kaufman County Day at the Capitol <b>(4 people)</b>	\$	2,550.00
Industry Trade Shows/Broker Events/BRE <b>(*Increase)</b>	\$	2,000.00
Long Range Mileage/Transportation <b>(*Increase)</b>	\$	1,500.00
Meals <b>(*Increase)</b>	\$	1,000.00
<b>Item Total - Travel</b>	<b>\$</b>	<b>9,600.00</b>
<b>HIGHWAY 34 BYPASS FUNDING (32-5507-000)</b>		
Highway 34 Bypass Annual Commitment	\$	100,000.00
<b>Item Total - Highway 34 Bypass Funding</b>	<b>\$</b>	<b>100,000.00</b>
<b>MAINTENANCE (32-5352-000)</b>		
Business Park Mowing	\$	12,000.00
Prairie Creek Biz Park Fiber Optics Installation <b>*NEW*</b>	\$	50,000.00
<b>Item Total - Maintenance</b>	<b>\$</b>	<b>62,000.00</b>
<b>MATCHING GRANTS (32-5500-000)</b>		
Matching Grants <b>(*Increase - Façade + Destination)</b>	\$	105,000.00
<b>Item Total - Matching Grants</b>	<b>\$</b>	<b>105,000.00</b>
<b>INCENTIVES/INTERGOVERNMENTAL (32-5501-000)</b>		
	\$	-
<b>Item Total - Incentives/Intergovernmental</b>	<b>\$</b>	<b>-</b>
<b>TOTAL EXPENSES</b>		<b>\$ 576,080.00</b>