



**NOTICE OF MEETING & AGENDA
KAUFMAN ECONOMIC DEVELOPMENT
CORPORATION MEETING
TUESDAY, APRIL 9, 2024 AT 6:00 PM
KAUFMAN CITY HALL
COUNCIL CHAMBERS
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 March 12, 2024 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 on a Resolution by the KEDC Board of Directors in support of the May 2024 Kaufman ISD Bond Proposal.

5. Consider and take appropriate action on a budget amendment to the FY 2024 Kaufman EDC Budget.
6. Consider and take appropriate action on an extension to the site enhancement matching grant for The Gent Law Firm, PLLC, located at 113 W. Mulberry St., Kaufman, TX 75142.

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:

7. 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 Pie, Blue, Orange, Snooze, Jetson, Lego, Olaf, Ker, AC/DC

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, Prairie

RECONVENE INTO OPEN SESSION

8. 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, APRIL 5, 2024, AND REMAINED SO POSTED CONTINUOUSLY FOR AT LEAST 72 HOURS PRECEDING THE SCHEDULE TIME OF SAID MEETING.

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: 4/2024

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								
32-4105-000-0	General Sales & Use	606,500.00-			309,520.69-	296,979.31-	48.966	
587,162.04-	559,897.00-							
Subtotal:		606,500.00-			309,520.69-	296,979.31-	48.966	
587,162.04-	559,897.00-							
32-4604-000-0	Interest Income	250.00-			18,180.54-	17,930.54	-7,172.216	
128.12-	104.44-							
32-4606-000-0	Miscellaneous Revenue				185.72-	185.72		
200.00-								
32-4608-000-0	Loan Revenue	10,000.00-				10,000.00-	100.000	
10,000.00-								
32-4612-000-0	Intergovernmental Re				80.09-	80.09		
32-4631-000-0	Other Fin Sources-No				2,791,250.00-	2,791,250.00		
Subtotal:		10,250.00-			2,809,696.35-	2,799,446.35	#####	
10,328.12-	104.44-							
Program number:		616,750.00-			3,119,217.04-	2,502,467.04	-405.751	
597,490.16-	560,001.44-							
Department number: Non departmental		616,750.00-			3,119,217.04-	2,502,467.04	-405.751	
597,490.16-	560,001.44-							
Revenue		Subtotal -----			616,750.00-	3,119,217.04-	2,502,467.04	-405.751
597,490.16-	560,001.44-							

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	143,015.00			58,036.75	84,978.25	59.419
152,322.50	120,388.10						
32-5177-000-0	Retention Pay	5,000.00				5,000.00	100.000
Subtotal:		148,015.00			58,036.75	89,978.25	60.790
152,322.50	120,388.10						
32-5203-000-0	Operating Supplies	3,400.00			293.22	3,106.78	91.376
39.41-	6,059.85						
32-5213-000-0	Meetings	7,500.00			4,682.43	2,817.57	37.568
5,446.37	7,585.79						
32-5214-000-0	Promotional Material	7,400.00			2,924.40	4,475.60	60.481
3,078.00	3,456.21						
32-5220-000-0	Minor Tools & Equipm	10,925.00			3,000.00	7,925.00	72.540
6,800.00	4,978.44						
Subtotal:		29,225.00			10,900.05	18,324.95	62.703
15,284.96	22,080.29						
32-5302-000-0	Postage & Delivery	500.00			150.00	350.00	70.000

203.81	34.87				
32-5303-000-0	Advertising	18,250.00	11,105.00	7,145.00	39.151
10,960.00	10,208.08				
32-5305-000-0	Licenses, Dues & Sub	3,905.00	1,840.56	2,064.44	52.867
3,918.25	2,290.05				
32-5306-000-W	Utilities-Electric/W	550.00	259.98	290.02	52.731
542.22	423.17				
32-5309-000-0	Insurance & Bonds	1,100.00		1,100.00	100.000
1,100.00	1,100.00				
32-5322-000-0	Tuition & Education	4,450.00	2,510.00	1,940.00	43.596
2,174.00	3,433.68				
32-5330-000-0	Travel	7,950.00	1,991.31	5,958.69	74.952
8,281.58	3,658.87				
32-5352-000-0	Maintenance-Grounds	12,000.00	1,000.00	11,000.00	91.667
8,200.00	8,000.00				
32-5362-000-0	Professional Svcs-Ad	97,751.00	65,612.93	32,138.07	32.877
69,859.88	79,272.24				
32-5363-000-0	Professional Svcs-Te	8,000.00	5,300.00	2,700.00	33.750
7,920.17	10,750.00				
Subtotal:		154,456.00	89,769.78	64,686.22	41.880
113,159.91	119,170.96				
32-5487-000-0	Land Purchase		2,745,759.10	2,745,759.10-	
Subtotal:			2,745,759.10	2,745,759.10-	
32-5500-000-0	Matching Grants	100,000.00	41,500.00	58,500.00	58.500
44,272.10	27,633.78				
32-5501-000-0	Incentives / Intergo	150,000.00		150,000.00	100.000
32-5507-000-0	HWY 34 Bypass Fundin	100,000.00		100,000.00	100.000
100,000.00	100,000.00				
32-5591-000-0	Budgetary Reserve	50,000.00		50,000.00	100.000
Subtotal:		400,000.00	41,500.00	358,500.00	89.625
144,272.10	127,633.78				
32-5607-000-0	Note - Principal		38,929.59	38,929.59-	
32-5608-000-0	Note - Interest		11,070.41	11,070.41-	
32-5651-000-0	Note - Issuance Cost		41,250.00	41,250.00-	
Subtotal:			91,250.00	91,250.00-	
Program number:		731,696.00	3,037,215.68	2,305,519.68-	-315.093
425,039.47	389,273.13				

Account Prior Year	Description 2 Years Prior	Current Year	Current Month	Encumbrances	Current YTD Actual & Encumbr	Budget Balance	Budget Balance Percent
Actual	Actual	Budget	Actual				
Total							
425,039.47	Department number: Non departmental 389,273.13	731,696.00			3,037,215.68	2,305,519.68-	-315.093
425,039.47	Expenditure Subtotal ----- 389,273.13	731,696.00			3,037,215.68	2,305,519.68-	-315.093
172,450.69-	Fund number: 32 ECONOMIC DEVELOPMENT CORP. 170,728.31-	114,946.00			82,001.36-	196,947.36	171.339
*****	End of Report *****						



**MINUTES OF THE
KAUFMAN ECONOMIC DEVELOPMENT
CORPORATION MEETING
TUESDAY, MARCH 12, 2024
CITY HALL COUNCIL CHAMBERS
209 S. WASHINGTON STREET
KAUFMAN, TEXAS 75142**

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.**

President Gillenwater called the KEDC meeting to order at 6:00 PM. Directors present were Jane Lucas, Ben Brashear, Charles Gillenwater, and Tommy Henricks. Director Barry Ratcliffe was absent. President Gillenwater declared a quorum present. Also, present were Assistant City Manager Rachel Balthrop Mendoza, City Secretary Jessie Hanks, and Economic Development Director Stewart McGregor.

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.**

No comments were given.

CONSENT AGENDA

1. Consider and take appropriate action on the monthly Financial Report from the Treasurer of the Corporation.

Director Henricks made a motion to approve the monthly Financial Report for February as presented. The motion was seconded by Director Lucas and passed 4/0.

2. Consider and take appropriate action on the minutes from the January 9, 2024 and February 13, 2024 Kaufman Economic Development Corporation meetings.

Director Lucas made a motion to approve the minutes from the January 9, 2024, and February 13, 2024, Kaufman Economic Development Corporation meetings as presented. The motion was seconded by Director Brashear and passed 4/0.

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

Mr. McGregor presented the KEDC Executive Director's Rreport about his activities for the previous month.

DISCUSSION/ACTION ITEMS

- 4. Consider and take appropriate action on a Downtown Destination Matching Grant for B&B Steakhouse & Meat Market, to be located at 110/112 N. Washington St., Kaufman, TX.

Mr. McGregor presented the application from B&B Steakhouse & Meat Market for a Downtown Destination Matching Grant for a property located at 110/112 N. Washington St. There were discussions about the history of the family's business, the hours of operation, and the benefits of the addition to the square.

Director Henricks made a motion to approve a Downtown Destination Matching Grant for B&B Steakhouse & Meat Market, to be located at 110/112 N. Washington St. for an amount not to exceed \$25,000 with the contingency of the creation of the LLC prior to contract execution. The motion was seconded by Director Lucas and passed 4/0.

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:

President Gillenwater recessed into executive session at 6:18 PM.

- 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, AC/DC, Trough, Pie, Cowbell, Blue, Orange, Snooze, Jetson, Lego, Prime
- B. Section 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

President Gillenwater reconvened into open session at 6:39 PM.

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.

No comments were given.

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.

No comments were given.

ADJOURNMENT

There being no further business, President Gillenwater adjourned the meeting at 6:40 PM.

APPROVED:

ATTEST:

Charles Gillenwater, President

Ben Brashear, Secretary/Treasurer

Executive Director's Report

April 9, 2024

Calendar

- **3/13:** Meeting w/ Jeff Lane (Trinity Valley Electric Co-op)
- **3/14:** Area Community Training Needs Luncheon w/ TVCC
- **3/15:** Meeting w/ Terrell & Crandall EDCs w/ Janie Havel (Gov. Abbott's North Texas Regional Director)
- **3/18:** Meeting w/ Parker Jay (SHOP Companies); Monthly City Council Meeting
- **3/19:** Quarterly Kaufman County Leadership Council Meeting; Schneider Electric Wastewater Treatment Plant Feasibility Meeting
- **3/20:** Workforce Solutions Human Resources Roundtable Meeting
- **3/21:** North Texas CCIM Real Estate Lunch Meeting Panel Discussion
- **3/22:** Meeting w/ Dr. Josh Garcia (Kaufman ISD); Governor's Small Business Summit Kickoff Call
- **3/24-25:** Kaufman County Day at the Capitol (Austin); Community Update Presentation to Governor's Office of Economic Development
- **3/26:** Texas Association of Business Breakfast Meeting w/ Federal Reserve Bank; TEDC Legislative Meeting w/ CEO Carlton Schwab & Co-Chair Stacy Schmitt
- **3/27:** Dallas Regional Chamber Breakfast Meeting w/ Adriana Cruz (Executive Director – Governor's Economic Development Office)
- **3/28:** Meeting & Tour w/ Jim Gandy & Robert Winningham (Developer Consultants)
- **3/29:** Good Friday Holiday
- **4/1:** Project Olaf Site Visit
- **4/3:** Follow Up Call w/ Project Olaf
- **4/5:** KEDC-Chamber Monthly Meeting; Meeting w/ Will Anderson (Dallas Business Journal Editor in Chief)
- **4/8:** Kaufman SolFest (Eclipse Day)
- **4/9:** KISD Community Leadership Bond Meeting

Prospect Lead Responses: Projects

Upcoming Events: Dallas Business Journal Best Real Estate Deals Awards Ceremony (April 18th); TEDC Sales Tax Training Seminar (Abilene; May 3rd); Kaufman Chamber Golf Tournament (May 6th)

Next Regular KEDC Board Meeting: Tuesday, May 14th

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



Meeting Date: 4-9-2024	Date: 4-12-2024	Item #: 4	Dept.: KEDC
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<small>(Check one)</small>		
<input type="checkbox"/> Consent	<input checked="" type="checkbox"/> Action	<input type="checkbox"/> Discussion

SUBJECT:
 Consider and take appropriate action on a Resolution by the KEDC Board of Directors in support of the May 2024 Kaufman ISD Bond Proposal.

BACKGROUND:
 Kaufman ISD is proposing a \$170 million bond package before voters in May. This package will address core growth management needs to ensure there is enough classroom space equipped to handle the many new residents moving to the Kaufman area.

The quality of a local school district is a major driver in the overall economic success of a community. Because of this, staff recommends approval of this resolution and encourages all eligible voters in Kaufman to vote “yes” on the KISD bond proposal on Saturday, May 4th.

Author: Stewart McGregor, KEDC Executive Director	Reviewed: Stewart McGregor, KEDC Executive Director
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Cost: N/A	Funds Available: N/A	Source: N/A
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Recommendation:
 Approval

Safe & Secure <input type="checkbox"/>	Business Friendly/Economic Development <input type="checkbox"/>	Partnership & Community Involvement <input checked="" type="checkbox"/>	Healthy & Environmentally Cons. Comm. <input type="checkbox"/>	Financial & OPS Stewardship <input type="checkbox"/>
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RESOLUTION NO. R-01-24

A RESOLUTION OF THE KAUFMAN ECONOMIC DEVELOPMENT CORPORATION (“KEDC”) BOARD OF DIRECTORS OF THE CITY OF KAUFMAN, TEXAS, SUPPORTING THE KAUFMAN INDEPENDENT SCHOOL DISTRICT’S MAY 2024 BOND ELECTION; AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, the Board of Trustees (“Board”) of the Kaufman Independent School District (“District”) called a bond election for May 4, 2024, for the purpose of authorizing the District to issue and sell bonds for the purpose of designing, constructing, renovating, improving, upgrading, updating, acquiring, and equipping school facilities in the District; and

WHEREAS, the District received an academic rating of “A” from the Texas Education Agency, which signifies the outstanding contribution the District has made to the community; and

WHEREAS, the City of Kaufman and the Kaufman Independent School District are facing unprecedented growth in student population due to new residential developments and will need additional resources to support the needs of incoming students and staff; and

WHEREAS, the success of the District influences workforce development and the overall economic growth and vitality of the City of Kaufman; and

WHEREAS, the passage of the 2024 bond will allow the District to repair, renovate and construct facilities, provide adequate technology and security, and improve the educational experience of our District; and

WHEREAS, the KEDC Board of Directors of the City of Kaufman, by the passage of this Resolution, hereby acknowledges its support of the 2024 Bond Election for the Kaufman Independent School District.

NOW, THEREFORE, BE IT RESOLVED BY THE KEDC BOARD OF DIRECTORS OF THE CITY OF KAUFMAN, TEXAS:

SECTION 1. The above and foregoing premises are true and correct and are incorporated herein and made a part hereof for all purposes.

SECTION 2. The Kaufman Economic Development Corporation Board of Directors hereby confirms that it supports the 2024 May Bond Election for the Kaufman Independent School District and that this formal action has been taken to put on record the opinion expressed by the KEDC Board of Directors on April 9, 2024.

SECTION 3. This Resolution shall become effective immediately upon its passage and approval.

PASSED AND APPROVED this day the 9th of April 2024.

**CHARLES GILLENWATER
KEDC BOARD PRESIDENT**

ATTEST:

**JESSIE HANKS
CITY SECRETARY**

APPROVED AS TO LEGAL FORM:

**PATRICIA ADAMS
KEDC ATTORNEY**



Meeting Date: 4-9-2024	Date: 4-5-2024	Item #: 5	Dept.: KEDC
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(Check one)		
<input type="checkbox"/> Consent	<input checked="" type="checkbox"/> Action	<input type="checkbox"/> Discussion

SUBJECT:
 Consider and take appropriate action on a budget amendment to the FY 2024 Kaufman EDC Budget.

BACKGROUND:
 The City Council will consider a mid-year budget amendment at their May Regular City Council meeting. There are a few items pertaining to the KEDC Budget that are recommended for internal adjustment:

Interest Revenue: Increase \$5,000

Professional Services (5362): Decrease \$18,000

Maintenance (5352): Decrease \$2,000

Matching Grants (5500): Increase \$25,000

The KEDC currently has committed \$142,788 in matching grants. A portion of these funds have already been paid in compliance with the approved contracts. There has been major interest in this program this year, with many projects investing significant amounts into site improvements. The above adjustments would provide the Matching Grants line item with \$165,000 (\$22,212 in uncommitted funds for potential future projects before FY end).

Author: Stewart McGregor, KEDC Executive Director	Reviewed: Stewart McGregor, KEDC Executive Director
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Cost: N/A	Funds Available: N/A	Source: N/A
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Recommendation:
 Approval

Safe & Secure <input type="checkbox"/>	Business Friendly/Economic Development <input type="checkbox"/>	Partnership & Community Involvement <input type="checkbox"/>	Healthy & Environmentally Cons. Comm. <input type="checkbox"/>	Financial & OPS Stewardship <input checked="" type="checkbox"/>
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FY 2024 KEDC Budget	
INCOME	
Sales Tax	\$ 606,500.00
Interest	\$ 32,750.00
Loan Payments	\$ 10,000.00
Land Sales	\$ -
Fund Balance	\$ -
TOTAL INCOME	\$ 649,250.00
EXPENSES	
SALARY & BENEFITS (32-5101-000)	
Salary & Benefits	\$ 143,015.00
Item Total - Salary & Benefits	\$ 143,015.00
RETENTION PAYMENT (32-5177-000)	
EDC Board Discretionary Retention Payment	\$ 5,000.00
Item Total - Retention Payment	\$ 5,000.00
MEETINGS (32-5213-000)	
Meetings	\$ 3,000.00
Industry Trade Shows/Broker Events/BRE	\$ 3,000.00
ICSC Dallas (*Increase)	\$ 1,500.00
Item Total - Meetings	\$ 7,500.00
PROFESSIONAL SERVICES (32-5362-000)	
Chamber BRE Contract	\$ 7,800.00
City Administrative Services Contract (*increase - shared emp.)	\$ 41,951.00
Legal Fees	\$ 12,000.00
Photography	\$ 2,000.00
Professional & Technical Consulting	\$ 42,554.00
Real Estate Title Service & Closing Costs (*ESTIMATE*)	\$ 17,000.00
Graphic Design	\$ 2,000.00
Item Total - Professional Services	\$ 125,305.00
PROFESSIONAL/TECHNICAL & AUDITING (32-5363-000)	
Website	\$ 3,000.00
Audit	\$ 5,000.00
Item Total - Professional/Technical & Auditing	\$ 8,000.00
PROMOTIONAL MATERIALS (32-5214-000)	
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
Item Total - Promotional Materials	\$ 7,400.00
MISCELLANEOUS/OFFICE SUPPLIES (32-5203-000)	
Office Furniture	\$ -
Wall Map (*biennial expense)	\$ 1,400.00
Misc. Office Supplies	\$ 1,500.00
Logoed Shirts	\$ 500.00
Item Total - Miscellaneous/Office Supplies	\$ 3,400.00
POSTAGE (32-5302-000)	

Postage (*Increase)	\$	500.00
Item Total - Postage	\$	500.00
ADVERTISING (32-5303-000)		
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
Item Total - Advertising	\$	18,250.00
DUES & SUBSCRIPTIONS (32-5305-000)		
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
Item Total - Dues & Subscriptions	\$	3,905.00
UTILITIES (32-5306-000)		
Business Park Utilities (*increase)	\$	550.00
Item Total - Utilities	\$	550.00
NON-CAPITAL MINOR TOOLS/SOFTWARE (32-5220-000)		
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
Item Total - Non-Capital Minor Tools/Software	\$	10,925.00
INSURANCE (32-5309-000)		
Insurance	\$	1,100.00
Item Total - Insurance	\$	1,100.00
TUITION & EDUCATION (32-5322-000)		
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
Item Total - Tuition & Education	\$	4,450.00
TRAVEL (32-5330-000)		
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
Item Total - Travel	\$	7,950.00
HIGHWAY 34 BYPASS FUNDING (32-5507-000)		
Highway 34 Bypass Annual Commitment	\$	100,000.00
Item Total - Highway 34 Bypass Funding	\$	100,000.00
MAINTENANCE (32-5352-000)		
Business Park Mowing	\$	12,000.00
Item Total - Maintenance	\$	12,000.00
MATCHING GRANTS (32-5500-000)		
Matching Grants (*Decrease - Façade + Destination)	\$	140,000.00
Item Total - Matching Grants	\$	140,000.00
INCENTIVES/INTERGOVERNMENTAL (32-5501-000)		
Galleher Industries Expansion Incentive (*Fund Balance)	\$	50,000.00
Hampton Inn Site Improvement Incentive (*Fund Balance)	\$	100,000.00
Item Total - Incentives/Intergovernmental	\$	150,000.00
PRINCIPAL & INTEREST (AWAITING GL #)		
Debt Service Payment	\$	50,000.00
Item Total - Principal & Interest	\$	50,000.00
TOTAL EXPENSES		
	\$	799,250.00

Service	Hours	Amount
Community Profile	10	\$ 403.60
Business of the Month	24	\$ 968.64
Quarterly Workforce Roundtable	20	\$ 807.20
Quarterly Industry Roundtable	28	\$ 1,130.08
Annual Manufacturing Day	30	\$ 1,210.80
BRE Meetings	24	\$ 968.64
Miscellaneous Support Services	36	\$ 1,452.96
Monthly Chamber/EDC Meetings	24	\$ 968.64
Postage & Supplies	0	\$ 150.00
	196	
Hourly Rate of Pay	\$ 40.36	
Biz Park Mowing Credit	\$ 260.00	
Total Contracted Amount	\$ 7,800.00	

2015 \$ 100,000.00
2016 \$ 100,000.00
2017 \$ 100,000.00
2018 \$ 100,000.00
2019 \$ 100,000.00
2020 \$ 100,000.00
2021 \$ 100,000.00
2022 \$ 100,000.00
2023 \$ 100,000.00
2024 \$ 100,000.00
2025
2026
2027
2028
2029
2030

City Administrative Services

Shared Marketing Coordinator	\$ 34,200.00
Marketing Coordinator Startup Costs	\$ 1,750.00
Finance	\$ 3,000.00
City Secretary	\$ 3,000.00
Avenu Software	\$ 2,800.00
Insurance	\$ 1,100.00
Postage	\$ 100.00
Office Rent	\$ 1.00
TXDOT SH 34 Debt Service	\$ 100,000.00
TOTAL	\$ 145,951.00



Meeting Date: 4-9-2024	Date: 4-5-2024	Item #: 6	Dept.: KEDC
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<small>(Check one)</small>		
<input type="checkbox"/> Consent	<input checked="" type="checkbox"/> Action	<input type="checkbox"/> Discussion

SUBJECT:
 Consider and take appropriate action on an extension to the site enhancement matching grant for The Gent Law Firm, PLLC, located at 113 W. Mulberry St., Kaufman, TX 75142.

BACKGROUND:
 Mr. Wade Gent was approved at the November KEDC Board Meeting for renovation of the exterior façade of his building on the Square. The entire façade of the building will be removed brick-by-brick with a new historic-looking façade to be constructed. Due to the magnitude of this project and additional needs of his contractor to prepare for the renovation, it is recommended a 2 month extension be provided in order for them to complete the project. The contract was executed on December 20, 2023. This would move his completion date from June 20, 2024 to August 20, 2024.

Author: Stewart McGregor, KEDC Executive Director	Reviewed: Stewart McGregor, KEDC Executive Director
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Cost: N/A	Funds Available: N/A	Source: N/A
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Recommendation:
 Approval

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