



**CERTIFIED AGENDA**  
**THURSDAY, MARCH 23, 2017, 4:00 P.M.**  
**311 W. WOODARD STREET, DENISON, TEXAS**

**PUBLIC NOTICE**

*The Denison Development Alliance will meet in a regular session beginning on Thursday, March 23, 2017, at 4:00 P.M. in the Conference Room at the Denison Development Alliance, 311 West Woodard Street, Denison, Texas. An agenda listing items to be considered at that time is as follows:*

**CALL TO ORDER**  
**ORDER OF BUSINESS**

- I. REVIEW AND CONSIDER APPROVAL OF THE REGULAR CALLED MEETING MINUTES HELD FEBRUARY 16, 2017.**
- II. REVIEW AND CONSIDER APPROVAL OF THE FEBRUARY FINANCIAL REPORTS.**
- III. REVIEW MONTHLY INVESTMENT REPORT.**
- IV. MONTHLY STAFF REPORTS.**

THE DENISON DEVELOPMENT ALLIANCE OF DENISON, TEXAS, 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 TEXAS GOVERNMENT CODE SECTIONS 551.071 (CONSULTATION WITH ATTORNEY), 551.072 (DELIBERATIONS ABOUT REAL PROPERTY), 551.073 (DELIBERATIONS ABOUT GIFTS AND DONATIONS), 551.074 DELIBERATIONS ABOUT PERSONNEL MATTERS), 551.075 (DELIBERATIONS ABOUT SECURITY DEVICES), 551.087 (DELIBERATIONS ABOUT ECONOMIC DEVELOPMENT).

**EXECUTIVE SESSION (CLOSED SESSION), SECTION 551.087 OF THE TEXAS GOVERNMENT CODE.**

**I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS:**

Consider incentives, if any, for Projects: STEEL, GLASS, IMAGE, JV and HOUSING.

Following the closed Executive Session, the Board will reconvene in open public session and take such action as may be desirable or necessary as a result of the closed deliberation, namely:

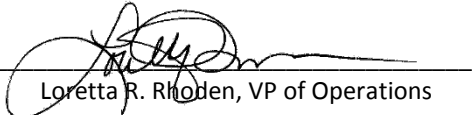
**I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS:**

Consider incentives, if any, for Projects: STEEL, GLASS, IMAGE, JV and HOUSING.

**ADJOURN**

**CERTIFICATION**

I, Loretta R. Rhoden, Vice President of Operations of the Denison Development Alliance, do hereby certify the above foregoing notice of public meeting was posted at the entrance of the Denison Development Alliance Building, 311 W. Woodard, Denison, Texas, and online at [www.denison.tx.org](http://www.denison.tx.org), places readily available to the general public at all times, this the 20<sup>th</sup> day of March, 2017, at 3:00 pm.

  
Loretta R. Rhoden, VP of Operations

**IN COMPLIANCE WITH THE AMERICANS WITH DISABILITIES ACT, THE DENISON DEVELOPMENT ALLIANCE WILL PROVIDE FOR REASONABLE ACCOMMODATIONS FOR PERSONS ATTENDING THE BOARD MEETING. TO BETTER SERVE YOU, REQUESTS SHOULD BE RECEIVED 48 HOURS PRIOR TO THE MEETING. PLEASE CONTACT THE VP OF OPERATION'S OFFICE AT 903.464.0883.**



**MINUTES OF MEETING  
THURSDAY, FEBRUARY 16, 2017, 4:00 P.M.  
DENISON DEVELOPMENT ALLIANCE  
311 W. WOODARD STREET, DENISON, TEXAS**

**MEMBERS PRESENT:** Robert Brady, Matthew Looney, Richard Munson, David Spindle, Robert Sylvester

**STAFF PRESENT:** Tony Kaai, CEcD – President, Loretta Rhoden – VP of Operations, William Myers – VP of Business Development

**VISITORS:** Mayor Jared Johnson, Alan Reich (McClanahan & Holmes), Michelle Kyzar (McClanahan & Holmes)

**MEETING WAS CALLED TO ORDER BY DAVID SPINDLE, CHAIRMAN AT 4:00 P.M.**

- I. REVIEW AND CONSIDER APPROVAL THE 2015/2016 DRAFT AUDIT PRESENTED BY ALAN REICH OF MCCLANAHAN AND HOLMES:** Presented by Andy Reich of McClanahan and Holmes. Reviewed by members. Richard Munson motioned to approve the audit as presented. Seconded by Robert Sylvester. Motion was unanimously approved.
- II. REVIEW AND CONSIDER APPROVAL OF THE REGULAR CALLED MEETING MINUTES HELD JANUARY 19, 2017:** Reviewed by members. Robert Brady motioned to approve the minutes as submitted. Matthew Looney seconded. Motion was unanimously approved.
- III. REVIEW AND CONSIDER APPROVALS OF THE JANUARY FINANCIAL REPORTS:** Matthew Looney moved to approve the January financial reports as submitted by Veronica Davis, CPA. Robert Brady seconded, and the motion was unanimously approved.
- IV. REVIEW MONTHLY INVESTMENT REPORT:** Loretta Rhoden reported to members the only changes to this month's investment report was the accrued interest and obligated incentive payments made during the month. Reviewed by Board members. No action needed.

---

**V. MONTHLY STAFF REPORT:** Presented by DDA staff members. No action needed.

**ANNOUNCEMENT BY PRESIDING OFFICER:** "As authorized by Article 551.087 of the Texas Government Code, the Denison Development Alliance adjourned into closed Executive Session on the 16<sup>th</sup> day of February, 2017, at 4:31 P.M. to consider the following:

**I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS**

Consider incentives, if any, for Projects: STEEL, GLASS, IMAGE, JV and HOUSING.

Following the closed Executive Session the Board reconvened in open and public session at 5:22 P.M.

**I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS**

Consider incentives, if any, for Projects: STEEL, GLASS, IMAGE, JV and HOUSING.

No action taken.

**THERE BEING NO FURTHER BUSINESS THE MEETING WAS ADJOURNED AT 5:22 P.M.**

---

David Spindle, Chairman

---

Date Approved

**Denison Development Alliance**

**Financial Statements**

**February 28, 2017**

See Independent Accountant's Compilation Report  
Veronica Brown Davis, CPA

**Veronica Brown Davis, CPA**

123 W. Main PO Box 1218 Denison, TX 75021-1218  
Phone 903-463-3765 Fax 903-463-7262

**INDEPENDENT ACCOUNTANT'S COMPILATION REPORT**

To the Board of Directors  
Denison Development Alliance  
Denison, Texas

Management is responsible for the accompanying financial statements of the Denison Development Alliance (a nonprofit organization and component unit of the City of Denison, Texas), which comprise the statement of financial position as of February 28, 2017, and the related statements of activities, budgeted and actual, for the one month and year-to-date then ended in accordance with accounting principles generally accepted in the United States of America. I have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. I did not audit or review the financial statements nor was I required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, I do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The accompanying budget of the Denison Development Alliance for the one month and five months ended February 28, 2017, have not been compiled or examined by me and, accordingly, I do not express an opinion or any other form of assurance on it.

Management has elected to omit the statement of cash flows, and substantially all of the disclosures required in financial statements prepared in accordance with accounting principles generally accepted in the United States of America. If the omitted statement and disclosures were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, changes in net assets, and cash flows. Management has also elected to omit the summaries of significant assumptions and accounting policies required under established guidelines for presentation of prospective financial statements. If the omitted summaries were included in the budgeted information, they might influence the user's conclusions about the organization's budgeted information. Accordingly, these financial statements and budget information are not designed for those who are not informed about such matters.

As explained in note 2 to the financial statements, generally accepted accounting principles require that fixed assets be capitalized and depreciated over their estimated useful lives, and that loan proceeds and repayments be reported as an increase to reduction of a liability. The organization's management has elected to budget current year loan proceeds as income and certain capital purchases and loan payments as expenses. The effect of these departures from generally accepted accounting principles on financial position and results of operations has not been determined.

*Veronica Brown Davis, CPA*

Denison, Texas  
March 16, 2017

**Denison Development Alliance  
Statement of Financial Position  
February 28, 2017**

**ASSETS**

**Current Assets**

Cash on hand	\$	174.66
Checking account		31,636.95
Money market account		1,724,222.59
MMA 4416 - Def Comp		295,948.00
Accounts Receivable		33,851.23
Sales tax receivable		<u>125,555.52</u>

**Total Current Assets** \$ 2,211,388.95

**Fixed Assets**

Equipment	\$	31,804.92
---less depreciation		(31,804.92)
Furniture & fixtures		6,125.94
---less depreciation		(6,125.94)
Buildings		4,243,974.77
---less depreciation		(1,237,505.57)
Leasehold improvements		51,916.64
---less depreciation		(19,745.22)
Ind Park Infrs/streets		186,608.00
---less depreciation		(25,658.62)
Land		437,842.73
Hwy 75/84 Property		1,250,000.00
Land improvements		192,564.42
--- less depreciation		<u>(8,665.40)</u>

**Total Fixed Assets** 5,071,331.75

**Total Assets** \$ 7,282,720.70

**Denison Development Alliance  
Statement of Financial Position  
February 28, 2017**

**LIABILITIES AND NET ASSETS**

<b>Current Liabilities</b>		
Security Deposit - Florestone	\$	67,702.46
Payroll taxes payable		236.98
Accrued Interest Payable		8,114.98
Deferred Revenue		33,851.23
Accrued Deferred Compensation		208,143.87
CP - Note Pay - ABT Florestone		381,518.21
CP- Woodforest Nat. Bank		<u>64,000.00</u>
<b>Total Current Liabilities</b>	<b>\$</b>	<b>763,567.73</b>
<b>Long-term Liabilities</b>		
American Bank- Florestone Note		1,493,119.14
Woodforest Nat. Bk. Loan		569,000.00
Less current portion		<u>(445,518.21)</u>
<b>Total Long-term Liabilities</b>	<b>\$</b>	<b>1,616,600.93</b>
<b>Net Assets</b>		
Unrestricted		2,842,752.88
Restricted for long-term debt		13,352.00
Net invested in capital assets		1,767,626.00
Current yr rev over(under) expenses		<u>278,821.16</u>
<b>Total Net Assets</b>		<u>4,902,552.04</u>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$</b>	<b><u>7,282,720.70</u></b>

**Denison Development Alliance**  
**Statement of Activities - Budgeted and Actual**  
For the One Month and Year to Date Periods Ended February 28, 2017

	Current Month	Current Month <u>Budget</u>	<u>Variance</u>	YTD <u>Actual</u>	YTD <u>Budget</u>	YTD <u>Variance</u>	Annual <u>Budget</u>
<b>Revenues</b>							
4a Sales Tax Revenue	\$ (37,404.95)	\$ 124,329.00	\$ (161,733.95)	\$ 571,352.37	\$ 621,645.00	\$ (50,292.63)	\$ 1,491,948.00
Billboard Reimbursement	1,666.00	-	1,666.00	8,330.00	-	8,330.00	-
Interest Income	215.17	181.08	34.09	1,096.78	905.42	191.36	2,173.00
Lease Income - Florestone	33,851.23	33,851.17	0.06	169,256.15	169,255.83	0.32	406,214.00
Property Tax Income - Florestone	-	7,933.75	(7,933.75)	94,285.97	39,668.75	54,617.22	95,205.00
<b>Total Revenues</b>	<b>\$ (1,672.55)</b>	<b>\$ 166,295.00</b>	<b>\$ (167,967.55)</b>	<b>\$ 844,321.27</b>	<b>\$ 831,475.00</b>	<b>\$ 12,846.27</b>	<b>\$ 1,995,540.00</b>
<b>Expenses</b>							
<b>Administrative</b>							
Annual Meeting (Summit)	\$ 834.48	\$ 833.33	\$ (1.15)	\$ 4,872.88	\$ 4,166.67	\$ (706.21)	\$ 10,000.00
Audit/Accounting	-	1,358.33	1,358.33	3,036.99	6,791.67	3,754.68	16,300.00
Automotive Allowance	950.00	950.00	-	4,410.26	4,750.00	339.74	11,400.00
Bank Fees	-	4.17	4.17	-	20.83	20.83	50.00
Computer Expenses	745.58	333.33	(412.25)	2,511.47	1,666.67	(844.80)	4,000.00
Consultant Fees	-	4,166.67	4,166.67	8,610.00	20,833.33	12,223.33	50,000.00
Copier/Maintenance	51.12	50.00	(1.12)	312.54	250.00	(62.54)	600.00
Deferred Compensation Trust	-	2,083.33	2,083.33	-	10,416.67	10,416.67	25,000.00
Employee Insurance	2,168.70	2,597.50	428.80	10,407.14	12,987.50	2,580.36	31,170.00
Equip Rent/Maint/Purchase	417.97	100.00	(317.97)	650.72	500.00	(150.72)	1,200.00
Janitorial/Office Maintenance	141.58	83.33	(58.25)	1,388.60	416.67	(971.93)	1,000.00
Legal Services	-	416.67	416.67	-	2,083.33	2,083.33	5,000.00
Liability Insurance	-	441.67	441.67	2,173.00	2,208.33	35.33	5,300.00
Meeting Refreshments	250.41	116.67	(133.74)	722.12	583.33	(138.79)	1,400.00
Miscellaneous Expense	-	125.00	125.00	348.17	625.00	276.83	1,500.00
Office Furnishings	50.41	83.33	32.92	50.41	416.67	366.26	1,000.00
Office Lease	1,291.40	1,291.42	0.02	6,457.00	6,457.08	0.08	15,497.00
Office Supplies	157.78	458.33	300.55	1,004.21	2,291.67	1,287.46	5,500.00
Payroll Taxes	1,795.35	1,852.58	57.23	10,906.47	9,262.92	(1,643.55)	22,231.00
Postage	50.00	183.33	133.33	1,055.08	916.67	(138.41)	2,200.00
Professional Development	2,168.90	1,083.33	(1,085.57)	4,008.04	5,416.67	1,408.63	13,000.00
Retirement	(3,867.14)	3,204.67	7,071.81	10,547.14	16,023.33	5,476.19	38,456.00
Salaries	23,440.28	23,890.33	450.05	105,783.76	119,451.67	13,667.91	286,684.00
Subscriptions/Dues	110.00	129.58	19.58	877.99	647.92	(230.07)	1,555.00
Telephone/Communications	567.19	710.25	143.06	3,480.05	3,551.25	71.20	8,523.00
Travel	147.13	250.00	102.87	1,283.77	1,250.00	(33.77)	3,000.00
Utilities	173.08	575.50	402.42	1,881.09	2,877.50	996.41	6,906.00
Workers Comp	-	81.42	81.42	-	407.08	407.08	977.00
<b>Subtotal Administrative</b>	<b>31,644.22</b>	<b>47,454.07</b>	<b>15,809.85</b>	<b>186,778.90</b>	<b>237,270.43</b>	<b>50,491.53</b>	<b>569,449.00</b>



**Denison Development Alliance**  
**Statement of Activities - Budgeted and Actual**  
For the One Month and Year to Date Periods Ended February 28, 2017

	Current Month	Current Month <u>Budget</u>	<u>Variance</u>	YTD <u>Actual</u>	YTD <u>Budget</u>	YTD <u>Variance</u>	Annual <u>Budget</u>
<b>Program Expenses</b>							
Briefing Center Equipment/Presentations	\$ 114.98	\$ 291.67	\$ 176.69	\$ 5,012.35	\$ 1,458.33	\$ (3,554.02)	\$ 3,500.00
ESRI Business Analyst	-	250.00	250.00	-	1,250.00	1,250.00	3,000.00
Geographic Information System	-	729.17	729.17	-	3,645.83	3,645.83	8,750.00
Retail Lease Trac	-	100.00	100.00	-	500.00	500.00	1,200.00
Retail Market Analysis	-	416.67	416.67	-	2,083.33	2,083.33	5,000.00
Workforce Development	2,543.15	8,041.67	5,498.52	12,681.33	40,208.33	27,527.00	96,500.00
Subtotal Program Exp.	2,658.13	9,829.18	7,171.05	17,693.68	49,145.82	31,452.14	117,950.00
<b>Property Mgmt. Expenses</b>							
Business Park Note (75/84)	-	-	-	-	-	-	-
Floestone Building (Interest on Note)	9,200.34	39,489.92	30,289.58	56,407.79	197,449.58	141,041.79	473,879.00
Floestone Insurance (Liability)	-	32.92	32.92	-	164.58	164.58	395.00
Floestone Bldg. Taxes (Property)	-	7,933.75	7,933.75	94,285.97	39,668.75	(54,617.22)	95,205.00
Industrial Park/30 Acres Maint.	80.00	583.33	503.33	80.00	2,916.67	2,836.67	7,000.00
Subtotal Property Mgmt. Exp.	9,280.34	48,039.92	38,759.58	150,773.76	240,199.58	89,425.82	576,479.00
<b>Marketing</b>							
<b>Materials/Activities</b>							
Advertising	224.62	1,666.67	1,442.05	3,599.72	8,333.33	4,733.61	20,000.00
Behavioral Marketing	-	2,083.33	2,083.33	4,500.00	10,416.67	5,916.67	25,000.00
Billboard (Hwy 75)	-	25.00	25.00	-	125.00	125.00	300.00
Business Retention Activities	-	250.00	250.00	284.38	1,250.00	965.62	3,000.00
Corporate Visitation	-	250.00	250.00	-	1,250.00	1,250.00	3,000.00
Direct Mail Program	-	166.67	166.67	-	833.33	833.33	2,000.00
Mailing Lists	-	166.67	166.67	-	833.33	833.33	2,000.00
Maps & Photos	225.00	416.67	191.67	256.51	2,083.33	1,826.82	5,000.00
Meeting Expense	149.70	250.00	100.30	679.95	1,250.00	570.05	3,000.00
Meeting Sponsorship	-	208.33	208.33	274.62	1,041.67	767.05	2,500.00
NTRA Cooperative Advertising	-	2,750.00	2,750.00	8,250.00	13,750.00	5,500.00	33,000.00
PR Firm	-	833.33	833.33	1,411.48	4,166.67	2,755.19	10,000.00
Prospect Hosting	260.66	250.00	(10.66)	335.38	1,250.00	914.62	3,000.00
Recruitment Missions	-	5,000.00	5,000.00	-	25,000.00	25,000.00	60,000.00
Special Events	-	416.67	416.67	509.45	2,083.33	1,573.88	5,000.00
Team Texas/DFW Marketing	175.88	1,666.67	1,490.79	4,813.23	8,333.33	3,520.10	20,000.00
Trade Shows	-	250.00	250.00	1,000.00	1,250.00	250.00	3,000.00
Website Update	-	2,083.33	2,083.33	-	10,416.67	10,416.67	25,000.00
Website/Email Hosting	60.30	133.33	73.03	1,013.20	666.67	(346.53)	1,600.00
Subtotal Marketing	1,096.16	18,866.67	17,770.51	26,927.92	94,333.33	67,405.41	226,400.00
Total Admin, Prog., Mgmt, & Mkt	44,678.85	124,189.84	79,510.99	382,174.26	620,949.16	238,774.90	1,490,278.00
<b>Revenue over (under) expenses after administration, property management, and marketing</b>	<b>(46,351.40)</b>	<b>42,105.16</b>	<b>(88,456.56)</b>	<b>462,147.01</b>	<b>210,525.84</b>	<b>251,621.17</b>	<b>505,262.00</b>

**Denison Development Alliance**  
**Statement of Activities - Budgeted and Actual**  
For the One Month and Year to Date Periods Ended February 28, 2017

	Current Month	Current Month <u>Budget</u>	<u>Variance</u>	YTD <u>Actual</u>	YTD <u>Budget</u>	YTD <u>Variance</u>	Annual <u>Budget</u>
<b>One-Time Expenses/Obligated Incentives</b>							
Downtown TIF/Planning	\$ -	\$ 5,000.00	\$ 5,000.00	\$ 60,000.00	\$ 25,000.00	\$ (35,000.00)	\$ 60,000.00
Gas Line Extension (75/91)	-	6,676.17	6,676.17	200.00	33,380.83	33,180.83	80,114.00
Infrastructure (Morton Overpass)	4,180.21	33,333.33	29,153.12	7,765.91	166,666.67	158,900.76	400,000.00
Facade Incentive	-	4,166.67	4,166.67	5,751.38	20,833.33	15,081.95	50,000.00
Bent Leaf, LLC	1,200.00	1,516.67	316.67	4,650.00	7,583.33	2,933.33	18,200.00
Hilton Garden Inn/Texoma Event Center	(10,992.50)	4,166.67	15,159.17	-	20,833.33	20,833.33	50,000.00
National Govt. Services Incentive	(387.61)	6,419.58	6,807.19	24,581.40	32,097.92	7,516.52	77,035.00
Novo1/Dialog Direct Incentives	14,484.25	2,160.42	(12,323.83)	-	10,802.08	10,802.08	25,925.00
Ruiz Foods Incentive	-	2,170.00	2,170.00	-	10,850.00	10,850.00	26,040.00
Texas Turbines, inc. Incentive	(7,457.38)	-	7,457.38	-	-	-	-
US Aviation Group Incentives	-	2,799.00	2,799.00	33,587.89	13,995.00	(19,592.89)	33,588.00
Subtotal one-time expenses	1,026.97	68,408.51	67,381.54	136,536.58	342,042.50	205,505.91	820,902.00
Revenue (over) under before other non-budgeted items	(47,378.37)	(26,303.35)	(21,075.02)	325,610.43	(131,516.66)	457,127.08	(315,640.00)
Depreciation	10,128.11	-	(10,128.11)	46,789.27	-	(46,789.27)	-
<b>Revenue(over) under expenses</b>	<b>\$ (57,506.48)</b>	<b>\$ (26,303.35)</b>	<b>\$ 31,203.13</b>	<b>\$ 278,821.16</b>	<b>\$ (131,516.66)</b>	<b>\$ 410,337.81</b>	<b>\$ (315,640.00)</b>

**DENISON DEVELOPMENT ALLIANCE**  
**Selected Information**  
**Substantially All Disclosures Required by Accounting Principles**  
**Generally Accepted in the United States are Not Included**  
**February 28, 2017**

Note 1 - Organization and Business

Business and Industrial Corporation of Denison, Inc. is a component unit of the City of Denison, Texas, doing business as Denison Development Alliance. Their mission is to stimulate growth of the local economy by locating, inducing and assisting businesses making investment decisions.

Note 2 - Accounting Policies

The financial statements have been prepared on the accrual basis of accounting.

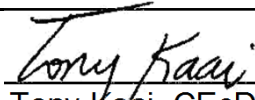
The preparation of financial statements requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

The basis of accounting used by the organization requires that fixed assets be capitalized and depreciated over their estimated useful lives, and that loan proceeds and repayments be reported as an increase in or reduction of a liability. The organization's budgeted revenues and expenses include loan proceeds as revenue and capital improvements and loan payments as expenses.

**Investment Report  
Denison Development Alliance  
February 28, 2017**

<b>Bank/Money Market</b>	<b>Type</b>	<b>Date Opened</b>	<b>Maturity Date</b>	<b>Current Yield</b>	<b>Beginning Balance</b>	<b>Accrued Interest</b>	<b>Ending Balance</b>
American Bank Checking	Commercial Checking			0.000	\$221,797.58	\$0.00	\$62,935.99
American Bank of Texas	Money Market	10/27/03		0.150	\$1,574,041.47	\$181.12	\$1,574,222.59
American Bank of Texas	Deferred Comp Trust MM	10/01/11		0.150	\$295,913.95	\$34.05	\$295,948.00
<b>Total</b>							<b>\$1,933,106.58</b>

<i>October 2016 Total</i>	<i>\$1,936,828.02</i>
<i>November 2016 Total</i>	<i>\$1,984,268.74</i>
<i>December 2016 Total</i>	<i>\$1,882,995.48</i>
<i>January 2017 Total</i>	<i>\$2,091,753.00</i>
<i>February 2017 Total</i>	<i>\$1,933,106.58</i>
<i>March 2017 Total</i>	
<i>April 2017 Total</i>	
<i>May 2017 Total</i>	
<i>June 2017 Total</i>	
<i>July 2017 Total</i>	
<i>August 2017 Total</i>	
<i>September 2017 Total</i>	

  
 \_\_\_\_\_  
 Tony Kaai, CEcD  
 President

400 • 4A Sales Tax Revenue

2014/2015			2015/2016			2016/2017			Annual	
Date	Memo	Amount	Date	Memo	Amount	Date	Memo	Amount	Difference	
09/23/14	September	\$ 110,004.61	09/21/15	September	\$ 109,408.44	09/20/16	September	\$ 123,027.32	\$ 13,618.88	
10/27/14	October	\$ 109,964.86	10/20/15	October	\$ 112,579.97	10/21/16	October	\$ 135,352.31	\$ 22,772.34	
11/14/14	November	\$ 136,973.86	11/19/15	November	\$ 145,108.38	11/28/16	November	\$ 162,960.47	\$ 17,852.09	
12/23/14	December	\$ 128,575.42	12/02/15	December	\$ 118,014.96	12/21/16	December	\$ 131,531.77	\$ 13,516.81	
01/26/15	January	\$ 103,633.45	01/20/16	January	\$ 108,636.35	01/31/17	January	\$ 135,541.01	\$ 26,904.66	
02/27/15	February	\$ 163,146.55	02/22/16	February	\$ 155,624.88	02/23/17	February	\$ 178,724.07	\$ 23,099.19	
03/23/15	March	\$ 100,425.77	03/21/16	March	\$ 110,058.49		March			
04/24/15	April	\$ 100,085.26	04/15/16	April	\$ 107,656.27		April			
05/18/15	May	\$ 149,691.52	05/27/16	May	\$ 143,863.19		May			
06/22/15	June	\$ 112,738.37	06/20/16	June	\$ 119,444.26		June			
07/21/15	July	\$ 111,038.35	07/18/16	July	\$ 114,018.14		July			
08/26/15	August	\$ 148,145.26	08/24/16	August	\$ 162,934.29		August			
Total to Date Comparison		\$ 752,298.75	Total to Date Comparison		\$ 749,372.98	Total to Date Comparison		\$ 867,136.95		
<b>2014/2015 Grand Total</b>		<b>\$ 1,474,423.28</b>	<b>2015/2016 Grand Total</b>		<b>\$ 1,507,347.62</b>	<b>2016/2017 Grand Total</b>		<b>\$ 867,136.95</b>		
									<b>To Date Difference from Previous Year</b>	<b>\$ 117,763.97</b>