



DEVELOPMENT ALLIANCE

CERTIFIED AGENDA

THURSDAY, MARCH 8, 2018, 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 8, 2018, 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 15, 2018.**
- II. REVIEW AND CONSIDER APPROVAL OF THE JANUARY 2018 FINANCIAL REPORTS.**
- III. REVIEW AND CONSIDER APPROVAL OF REVISING THE FAÇADE MATCHING GRANT PROGRAM.**
- IV. REVIEW MONTHLY INVESTMENT REPORT.**
- V. 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), SECTION 551.087 AND 551.072 OF THE TEXAS GOVERNMENT CODE.

I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS

Consider incentives, if any, for Projects: TRAFFIC

II. DELIBERATION REGARDING REAL PROPERTY

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

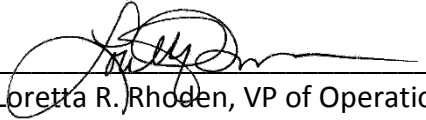
Consider incentives, if any, for Projects: TRAFFIC

II. DELIBERATION REGARDING REAL PROPERTY

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.denisontx.org, places readily available to the general public at all times, this the 1st day of March, 2018, at 1:00 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 15, 2018, 4:00 P.M.
DENISON DEVELOPMENT ALLIANCE
311 W. WOODARD STREET, DENISON, TEXAS**

MEMBERS PRESENT: Robert Brady, Brett Evans, David Spindle, Robert Sylvester

MEMBERS ABSENT: Matthew Looney

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

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

- I. REVIEW AND CONSIDER APPROVAL OF THE REGULAR CALLED MEETING MINUTES HELD JANUARY 18, 2018:** Reviewed by members. Robert Brady motioned to approve the regular called meeting minutes as submitted by staff. Brett Evans seconded. Motion was unanimously approved.
- II. REVIEW AND CONSIDER APPROVAL OF REVISING THE FAÇADE MATCHING GRANT PROGRAM:** William Myers reported to members, DDA staff and City staff are currently looking into updating/reorganizing the Façade Matching Grant Program to enhance the program to work in conjunction with the downtown's revitalization strategies. No action was taken by Board members at this time. The item will be posted on the March agenda for further discussion.
- III. REVIEW MONTHLY INVESTMENT REPORT:** Loretta Rhoden, VP of Operations, reported 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.
- IV. MONTHLY STAFF REPORT:** Presented by DDA staff members. No action needed.

ANNOUNCEMENT BY PRESIDING OFFICER: "As authorized by Section 551.087 of the Texas Government Code, Chairman Spindle announced the Denison Development Alliance will not adjourn into closed Executive Session on the 15th day of February, 2018, at 4:45 P.M. to consider the following:

I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS

Consider incentives, if any, for Projects: BOX

Following the closed Executive Session the Board reconvened in open and public session at 4:49 P.M.

II. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS

Consider incentives, if any, for Projects: BOX

Robert Brady motioned to approve the incentive contract (Attachment A) submitted by staff to provide quarterly cash payments of 8.2% to ACS Manufacturing, Inc. for the increase in their base taxable payroll for up to five (5) years, with such payments not to exceed a total of four hundred thousand dollars (\$400,000). Robert Sylvester seconded the motion and the motion was unanimously approved.

THERE BEING NO FURTHER BUSINESS THE MEETING WAS ADJOURNED AT 4:50 P.M.

David Spindle, Chairman

Date Approved

ATTACHMENT A

ECONOMIC DEVELOPMENT AGREEMENT

THE STATE OF TEXAS

COUNTY OF GRAYSON

THIS ECONOMIC DEVELOPMENT AGREEMENT (the "Agreement") is entered into by and between the Business and Industrial Corporation of Denison, Inc. ("BICD"), a Texas non-profit corporation, doing business as Denison Development Alliance ("DDA") whose address is 311 W. Woodard, Denison, Texas 75020, and ACS Manufacturing, Inc. (COMPANY) located at 4200 Texoma Parkway, Sherman, Texas. 75090

BACKGROUND

- A. DDA is a trade name for an Economic Development Corporation organized under the Texas Development Corporation Act of 1979, Article 5190.6 of Vernon's Texas Civil Statutes. DDA exists for the purpose of encouraging and assisting qualified service and manufacturing entities in the creation of jobs in Grayson County, Texas.
- B. COMPANY is a leading manufacturer of standardized and customized equipment for the acoustical noise reduction industry.
- C. COMPANY is experiencing growth and to properly staff for this growth COMPANY represents that it will add an additional 100 new jobs and generate an additional estimated annual payroll of four million eight hundred sixty two thousand dollars (\$4,862,000).
- D. The new jobs and payroll will encourage economic development in Grayson County, Texas, and DDA is willing to grant a total of four hundred thousand dollars (\$400,000) pursuant to the terms and conditions of this Agreement for the creation of new jobs and payroll.
- E. The Board of Directors of DDA has determined that it is in the best interest of Denison, Texas that financial incentives be offered to COMPANY in order to encourage it to expand its business in Grayson County, Texas, and to create jobs and payroll in Grayson County, Texas.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable consideration and the mutual covenants and agreements contained herein, the parties agree as follows:

1. DDA agrees to pay COMPANY quarterly cash payments of 8.2% of the increase in the base taxable payroll for up to five (5) years, such payments not to exceed a total of four hundred thousand dollars (\$400,000).
2. The base taxable quarterly payroll will be three million seven hundred and fifty five eight hundred and ninety seven dollars (\$3,755,897) as submitted by COMPANY to the Texas

Workforce Commission as their third quarter employer report for 2016.

3. The payment for the first quarter to be covered under this Agreement will be selected by COMPANY, but the quarter selected must fall wholly within the first twelve months from the signing of the original Agreement.
4. Company specifically agrees that DDA shall only be liable to Company for the actual amount of the money grants to be conveyed to Company and shall not be liable to Company for any other actual or consequential damages, direct or indirect, interest, attorney fees, or cost of court for any act of default by DDA under the terms of this agreement. It is further specifically agreed that DDA shall only be required to pay the grant amounts solely out of its sales tax revenue currently collected, allocated and budgeted and to be allocated, budgeted and collected for Company during the term of this agreement. Payment by DDA is strictly limited to those funds so allocated, budgeted and collected solely during the grant term of this agreement. DDA shall use its best efforts to anticipate economic conditions and to budget accordingly. However, it is further understood and agreed that, should the actual total sales tax revenue collected for any one year be less than the total amount of grants to be paid to all contracting parties with DDA for that year, then, in that event, all contracting parties shall receive only their pro rata share of the available sales tax revenue for that year, less DDA's customary and usual costs and expenses, as compared to each contracting parties' grant amount for that year, and DDA shall not be liable to Company for any such deficiency at that time or at any time in the future. In this event, DDA will provide all supporting documentation, as requested. Payments to be made to Company shall also require a written request from Company to be accompanied by all necessary supporting documentation. DDA shall have forty-five (45) days to make payment after receipt of such payment request. The payment request should be directed to the President of the Denison Development Alliance, 311 West Woodard, Denison, Texas 75020.
5. COMPANY will make a donation of ten thousand dollars (\$10,000) to Workforce Solutions Texoma to be used in a matching grant to support the Advanced Manufacturing Program.
6. COMPANY will join and remain an active member of the Denison Chamber of Commerce for as long as they do business in Grayson County, Texas.
7. COMPANY will contribute a minimum of \$500.00 annually to a public non-profit organization located in Denison (Boys and Girls Club of Denison, Salvation Army, Children's Museum, etc.) as long as they do business in Grayson County.
8. COMPANY shall pay all real property and/or ad valorem taxes due and owing by it to Grayson County and all other taxing authorities having jurisdiction. In addition, COMPANY will pay all employment, income, franchise and all other taxes, due and owing by it to all local, Texas and Federal entities.

9. In the event COMPANY should fail to pay ad valorem taxes owing to the Grayson County or any other taxing entity and such taxes should become delinquent, and provided that COMPANY is not contesting such taxes in good faith, DDA will have no further obligations under this Agreement and DDA may immediately terminate this Agreement.
10. In the event COMPANY ceases operations, a final payment will be made at the end of the quarter in which COMPANY ceases operations and this Agreement will be terminated. DDA acknowledges that the benefit to the community is realized through COMPANY's creation of additional payroll and is realized prior to any quarterly payment made to COMPANY. Therefore, no provision is made, nor is needed, for DDA to recoup part or all of the payments to COMPANY in the event COMPANY fails to fully perform under this agreement.
11. COMPANY, during normal business hours, at its Grayson County location, shall allow DDA reasonable access to its employment records and books to verify employment records and payment of taxes, but the confidentiality of such records will be maintained. DDA agrees to sign a confidentiality agreement before it is provided access to such employment books and records.
12. COMPANY hereby warrants to DDA that it had or will obtain all necessary rights, licenses, permits and authorities to carry on its business; that there are no bankruptcy proceedings or other proceedings currently pending or contemplated; and that the parties executing this Agreement on behalf of COMPANY are duly authorized.
13. COMPANY is aware of statutory limitations on this grant and the use of funds under Article 5190.6 of Vernon's Civil Statutes of Texas and acknowledges that the funds herein granted or guaranteed shall be utilized solely for purposes authorized under that law and by the terms of this Agreement. In the event that an audit determines that the financial incentives granted under this Agreement were not used for proper statutory purposes, COMPANY agrees to reimburse DDA for the sum of money spent for purposes not authorized by the statute or this Agreement.
14. Should any litigation be commenced between the parties to this Agreement, concerning this Agreement or the rights and duties of each party under this Agreement, the party prevailing in such litigation shall be entitled, in addition to any other relief granted, to recover its attorneys' fees and other reasonable expenses incurred in such litigation. Venue for any lawsuit arising under the terms of this Agreement shall be in the appropriate court in Grayson County, Texas.
15. All representatives, warranties, covenants and agreements, as well as rights and benefits for the parties to this Agreement shall survive the original execution date of this Agreement until sixty (60) days after the termination date of this Agreement, if it should be terminated.
16. COMPANY may not assign this Agreement without the prior written consent of DDA to such assignment, but such agreed assignment shall not relieve COMPANY of any of its obligations under this Agreement.

17. COMPANY represents and warrants to DDA that:

- A. COMPANY is a corporation duly authorized to do business in the State of Texas and has requisite power and authority, corporate or otherwise, to conduct its business and to own its present assets, and to execute and deliver all of its obligations under this Agreement.
- B. The execution, delivery and performance by COMPANY of this Agreement have been duly authorized by all necessary action, corporate or otherwise, and do not and will not violate any provision of the existing law, rule, regulation, contract or lien by which COMPANY or its property or assets is bound or affected.
- C. No litigation or governmental proceeding is pending or, to the knowledge of COMPANY or COMPANY's officers, threatened against or effecting COMPANY that may result in any material adverse change in COMPANY's business, properties or operation.
- D. No consent, approval or authorization of or registration or declaration with any governmental authority is required in connection with the execution of this Agreement or of the transactions contemplated hereby.

Executed on the date shown opposite the signature of each party.

**Business and Industrial Corporation of Denison, Inc.,
D/b/a Denison Development Alliance**



BY ITS CHAIRMAN

2-15-18
DATE

ACS Manufacturing, Inc



BY ITS OWNER

1-18-18
DATE

*The effective date for the payments covered in this Agreement.

DATE

Denison Development Alliance

Financial Statements

January 31, 2018

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 January 31, 2018, 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 four months ended January 31, 2018, 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
February 14, 2018

Denison Development Alliance
Statement of Financial Position
January 31, 2018

ASSETS

Current Assets

Cash on hand	\$ 200.00
Checking account	109,961.15
Money market account	1,697,191.09
MMA 4416 - Def Comp	306,862.43
Accounts Receivable	33,851.23
Sales tax receivable	<u>182,956.25</u>

Total Current Assets	\$	2,331,022.15
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Fixed Assets

Equipment	\$ 5,757.00
--less depreciation	(5,757.00)
 Furniture & fixtures	 6,125.94
--less depreciation	(6,125.94)
 Buildings	 4,243,974.77
--less depreciation	(1,334,763.33)
 Leasehold improvements	 51,916.64
--less depreciation	(21,595.05)
 Ind Park Infrs/streets	 186,608.00
--less depreciation	(27,369.19)
 Land	 437,842.73
Hwy 75/84 Property	1,250,000.00
 Land improvements	 192,564.42
--- less depreciation	<u>(17,972.68)</u>

Total Fixed Assets		<u>4,961,206.31</u>
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Total Assets	\$	<u><u>7,292,228.46</u></u>
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Denison Development Alliance
Statement of Financial Position
January 31, 2018

LIABILITIES AND NET ASSETS

Current Liabilities

Security Deposit - Florestone	\$ 67,702.46
Payroll taxes payable	101.75
Accrued Interest Payable	6,667.35
Deferred Revenue	35,517.23
Accrued comp. absences	66,270.00
Accrued Deferred Compensation	256,717.26
CP - Note Pay - ABT Florestone	406,725.62
CP- Woodforest Nat. Bank	<u>66,000.00</u>

Total Current Liabilities	\$	905,701.67
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Long-term Liabilities

American Bank- Florestone Note	1,145,513.98
Woodforest Nat. Bk. Loan	505,000.00
Less current portion	<u>(472,725.62)</u>

Total Long-term Liabilities	\$	1,177,788.36
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Net Assets

Unrestricted	1,819,150.58
Restricted for long-term debt	13,217.00
Net invested in capital assets	3,157,100.00
Current yr rev over(under) expenses	<u>219,270.85</u>

Total Net Assets		<u>5,208,738.43</u>
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Total Liabilities & Net Assets	\$	<u><u>7,292,228.46</u></u>
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Denison Development Alliance
Statement of Activities - Budgeted and Actual
For the One Month and Year to Date Periods Ended January 31, 2018

	<u>Current Month</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>	<u>Annual Budget</u>
Revenues							
4a Sales Tax Revenue	\$ 12,677.38	\$ 149,581.17	\$ (136,903.79)	\$ 434,836.44	\$ 598,324.67	\$ (163,488.23)	\$ 1,794,974.00
Billboard Reimbursement	1,666.00	1,691.00	(25.00)	6,664.00	6,764.00	(100.00)	20,292.00
Interest Income	302.72	321.17	(18.45)	1,089.80	1,284.67	(194.87)	3,854.00
Lease Income - Florestone	33,851.23	33,851.17	0.06	135,404.92	135,404.67	0.25	406,214.00
Property Tax Income - Florestone	23,143.68	7,783.33	15,360.35	23,143.68	31,133.33	(7,989.65)	93,400.00
Total Revenues	\$ 71,641.01	\$ 193,227.84	\$ (121,586.83)	\$ 601,138.84	\$ 772,911.34	\$ (171,772.50)	\$ 2,318,734.00
Expenses							
Administrative							
Annual Meeting (Summit)	\$ 4,501.50	\$ 541.67	\$ (3,959.83)	\$ 5,670.50	\$ 2,166.67	\$ (3,503.83)	\$ 6,500.00
Audit/Accounting	475.00	1,395.83	920.83	2,570.00	5,583.33	3,013.33	16,750.00
Automotive Allowance	1,550.00	950.00	(600.00)	3,800.00	3,800.00	-	11,400.00
Bank Fees	-	4.17	4.17	-	16.67	16.67	50.00
Computer Expenses	1,154.00	458.33	(695.67)	1,323.80	1,833.33	509.53	5,500.00
Consultant Fees	-	4,166.67	4,166.67	(2,710.00)	16,666.67	19,376.67	50,000.00
Copier/Maintenance	234.46	70.83	(163.63)	492.47	283.33	(209.14)	850.00
Deferred Compensation Trust	-	2,083.33	2,083.33	-	8,333.33	8,333.33	25,000.00
Employee Insurance	2,470.35	2,597.50	127.15	6,294.22	10,390.00	4,095.78	31,170.00
Equip Rent/Maint/Purchase	17.99	100.00	82.01	53.97	400.00	346.03	1,200.00
Janitorial/Office Maintenance	100.00	125.00	25.00	360.00	500.00	140.00	1,500.00
Legal Services	-	833.33	833.33	300.00	3,333.33	3,033.33	10,000.00
Liability Insurance	1,778.00	441.67	(1,336.33)	1,778.00	1,766.67	(11.33)	5,300.00
Meeting Refreshments	166.92	141.67	(25.25)	581.49	566.67	(14.82)	1,700.00
Miscellaneous Expense	19.15	125.00	105.85	404.07	500.00	95.93	1,500.00
Office Furnishings	38.79	83.33	44.54	84.98	333.33	248.35	1,000.00
Office Lease	5,165.60	1,291.42	(3,874.18)	6,457.00	5,165.67	(1,291.33)	15,497.00
Office Supplies	-	458.33	458.33	456.61	1,833.33	1,376.72	5,500.00
Payroll Taxes	2,527.48	1,899.58	(627.90)	3,067.47	7,598.33	4,530.86	22,795.00
Postage	325.91	183.33	(142.58)	550.91	733.33	182.42	2,200.00
Professional Development	406.00	1,083.33	677.33	5,220.14	4,333.33	(886.81)	13,000.00
Retirement	11,861.41	3,290.58	(8,570.83)	9,098.90	13,162.33	4,063.43	39,487.00
Salaries	24,498.45	24,504.00	5.55	84,646.87	98,016.00	13,369.13	294,048.00
Subscriptions/Dues	337.00	186.67	(150.33)	481.00	746.67	265.67	2,240.00
Telephone/Communications	1,488.64	808.33	(680.31)	2,695.68	3,233.33	537.65	9,700.00
Travel	62.07	250.00	187.93	375.24	1,000.00	624.76	3,000.00
Utilities	698.70	575.00	(123.70)	1,765.52	2,300.00	534.48	6,900.00
Workers Comp	-	75.00	75.00	(44.00)	300.00	344.00	900.00
Subtotal Administrative	59,877.42	48,723.90	(11,153.52)	135,774.84	194,895.65	59,120.81	584,687.00

Denison Development Alliance
Statement of Activities - Budgeted and Actual
For the One Month and Year to Date Periods Ended January 31, 2018

	<u>Current Month</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>	<u>Annual Budget</u>
Program Expenses							
Briefing Center Equipment/Presentations	\$ 519.99	\$ 291.67	\$ (228.32)	\$ 519.99	\$ 1,166.67	\$ 646.68	\$ 3,500.00
Regis Online	-	300.00	300.00	-	1,200.00	1,200.00	3,600.00
Geographic Information System	-	-	-	-	-	-	-
Retail Lease Trac	-	-	-	-	-	-	-
Retail Market Analysis	-	416.67	416.67	-	1,666.67	1,666.67	5,000.00
Workforce Development	6,144.09	7,616.67	1,472.58	17,081.55	30,466.67	13,385.12	91,400.00
Xceligent Direct	-	450.00	450.00	5,400.00	1,800.00	(3,600.00)	5,400.00
Subtotal Program Exp.	6,664.08	9,075.01	2,410.93	23,001.54	36,300.01	13,298.47	108,900.00
Property Mgmt. Expenses							
Business /Industrial Park Maintenance	-	250.00	250.00	-	1,000.00	1,000.00	3,000.00
Florestone Building (Interest on Note)	7,137.75	39,489.92	32,352.17	29,138.12	157,959.67	128,821.55	473,879.00
Florestone Insurance (Liability)	-	32.92	32.92	395.00	131.67	(263.33)	395.00
Florestone Bldg. Taxes (Property)	23,143.68	7,783.33	(15,360.35)	23,143.68	31,133.33	7,989.65	93,400.00
Subtotal Property Mgmt. Exp.	30,281.43	47,556.17	17,274.74	52,676.80	190,224.67	137,547.87	570,674.00
Marketing							
Materials/Activities							
Advertising	(2,633.28)	1,666.67	4,299.95	7,823.47	6,666.67	(1,156.80)	20,000.00
Behavioral Marketing	-	2,083.33	2,083.33	-	8,333.33	8,333.33	25,000.00
Billboard (Hwy 75)	-	25.00	25.00	-	100.00	100.00	300.00
Business Retention Activities	-	250.00	250.00	46.05	1,000.00	953.95	3,000.00
Corporate Visitation	-	250.00	250.00	-	1,000.00	1,000.00	3,000.00
Direct Mail Program	-	166.67	166.67	-	666.67	666.67	2,000.00
Mailing Lists	-	166.67	166.67	-	666.67	666.67	2,000.00
Maps & Photos	813.67	416.67	(397.00)	1,105.67	1,666.67	561.00	5,000.00
Meeting Expense	138.84	250.00	111.16	668.71	1,000.00	331.29	3,000.00
Meeting Sponsorship	-	208.33	208.33	-	833.33	833.33	2,500.00
NTRA Cooperative Advertising	-	2,750.00	2,750.00	8,250.00	11,000.00	2,750.00	33,000.00
PR Firm	3,266.94	833.33	(2,433.61)	4,028.31	3,333.33	(694.98)	10,000.00
Prospect Hosting	89.78	250.00	160.22	474.97	1,000.00	525.03	3,000.00
Recruitment Missions	-	2,250.00	2,250.00	1,651.07	9,000.00	7,348.93	27,000.00
Special Events	-	416.67	416.67	2,777.94	1,666.67	(1,111.27)	5,000.00
Team Texas/DFW Marketing	-	1,666.67	1,666.67	3,000.00	6,666.67	3,666.67	20,000.00
Trade Shows	-	250.00	250.00	-	1,000.00	1,000.00	3,000.00
Website Update	-	2,083.33	2,083.33	450.00	8,333.33	7,883.33	25,000.00
Website/Email Hosting	360.15	291.67	(68.48)	459.65	1,166.67	707.02	3,500.00
Subtotal Marketing	2,036.10	16,275.01	14,238.91	30,735.84	65,100.01	34,364.17	195,300.00
Total Admin, Prog., Mgmt, & Mkt	98,859.03	121,630.09	22,771.06	242,189.02	486,520.34	244,331.32	1,459,561.00
Revenue over (under) expenses after administration, property management, and marketing							
	(27,218.02)	71,597.75	(98,815.77)	358,949.82	286,391.00	72,558.82	859,173.00

Denison Development Alliance
Statement of Activities - Budgeted and Actual
For the One Month and Year to Date Periods Ended January 31, 2018

	<u>Current Month</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>	<u>Annual Budget</u>
One-Time Expenses/Obligated Incentives							
Downtown TIF/Planning	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gas Line Extension (75/91)	8,288.43	6,702.08	(1,586.35)	8,288.43	26,808.33	18,519.90	80,425.00
Infrastructure	(64,628.40)	8,333.33	72,961.73	71,655.92	33,333.33	(38,322.59)	100,000.00
Bent Leaf, LLC	-	1,679.17	1,679.17	2,100.00	6,716.67	4,616.67	20,150.00
Façade Incentives	-	4,166.67	4,166.67	3,000.00	16,666.67	13,666.67	50,000.00
Hilton Garden Inn/Texoma Event Center	15,405.94	4,166.67	(11,239.27)	15,405.94	16,666.67	1,260.73	50,000.00
National Govt. Services Incentive	-	-	-	-	-	-	-
Novo1/Dialog Direct Incentives	-	-	-	-	-	-	-
Ruiz Foods Incentive	-	-	-	-	-	-	-
Texas Turbines, Inc. Incentive	-	-	-	-	-	-	-
US Aviation Group Incentives	-	-	-	-	-	-	-
Visionary Ind. Insulation, Inc. Incentives	-	-	-	-	-	-	-
Subtotal one-time expenses	(40,934.03)	25,047.92	65,981.95	100,450.29	100,191.67	(258.62)	300,575.00
Revenue (over) under before other non-budgeted items	13,716.01	46,549.83	(32,833.82)	258,499.53	186,199.33	72,300.20	558,598.00
Depreciation	9,807.17	-	(9,807.17)	39,228.68	-	(39,228.68)	-
Revenue(over) under expenses	\$ 3,908.84	\$ 46,549.83	\$ (42,640.99)	\$ 219,270.85	\$ 186,199.33	\$ 33,071.52	\$ 558,598.00

DENISON DEVELOPMENT ALLIANCE
Selected Information
Substantially All Disclosures Required by Accounting Principles
Generally Accepted in the United States are Not Included
January 31, 2018

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.

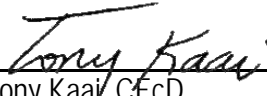
The preparation of financial statements requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

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, 2018

Bank/Money Market	Type	Date Opened	Current Yield	Beginning Balance	Accrued Interest	Ending Balance
American Bank Checking	Commercial Checking		0.000	\$ 212,790.24	\$ -	\$ 98,416.42
Landmark Bank	Commercial Checking	02/13/18	0.000	\$ 50,000.00	\$ -	\$ 234,422.25
American Bank of Texas	Money Market	10/27/03	0.150	\$ 1,697,191.09	\$ 170.50	\$ 27,871.70
Landmark Bank	Money Market	02/13/18		\$ 1,450,000.00	\$ -	\$ 1,450,000.00
American Bank of Texas	Deferred Comp Trust MM	10/01/11	0.150	\$ 306,862.43	\$ 39.10	\$ 306,891.53
Total						\$ 2,117,601.90

<i>October 2017 Total</i>	\$ 2,096,484.16
<i>November 2017 Total</i>	\$ 2,057,212.20
<i>December 2017 Total</i>	\$ 2,252,319.96
<i>January 2018 Total</i>	\$ 2,216,843.76
<i>February 2018 Total</i>	\$ 2,117,601.90
<i>March 2018 Total</i>	
<i>April 2018 Total</i>	
<i>May 2018 Total</i>	
<i>June 2018 Total</i>	
<i>July 2018 Total</i>	
<i>August 2018 Total</i>	
<i>September 2018 Total</i>	


 Tony Kaaji, CECD
 President

2015/2016			2016/2017			2017/2018			Annual
Date	Memo	Amount	Date	Memo	Amount	Date	Memo	Amount	Difference
09/21/15	September	\$ 109,408.44	09/20/16	September	\$ 123,027.32	09/18/17	September	\$ 127,680.25	\$ 4,652.93
10/20/15	October	\$ 112,579.97	10/21/16	October	\$ 135,352.31	10/24/17	October	\$ 130,834.95	\$ (4,517.36)
11/19/15	November	\$ 145,108.38	11/28/16	November	\$ 162,960.47	11/27/17	November	\$ 170,278.87	\$ 7,318.40
12/02/15	December	\$ 118,014.96	12/21/16	December	\$ 131,531.77	12/18/17	December	\$ 127,501.13	\$ (4,030.64)
01/20/16	January	\$ 108,636.35	01/31/17	January	\$ 135,541.01	01/22/18	January	\$ 124,379.06	\$ (11,161.95)
02/22/16	February	\$ 155,624.88	02/23/17	February	\$ 178,724.07	02/20/18	February	\$ 182,956.25	\$ 4,232.18
03/21/16	March	\$ 110,058.49	03/21/17	March	\$ 125,555.52		March		
04/15/16	April	\$ 107,656.27	04/26/17	April	\$ 118,135.10		April		
05/27/16	May	\$ 143,863.19	05/22/17	May	\$ 165,106.79		May		
06/20/16	June	\$ 119,444.26	06/19/17	June	\$ 134,583.33		June		
07/18/16	July	\$ 114,018.14	07/28/17	July	\$ 137,083.36		July		
08/24/16	August	\$ 162,934.29	08/21/17	August	\$ 164,013.03		August		
Total to Date Comparison	\$	749,372.98	Total to Date Comparison	\$	867,136.95	Total to Date Comparison	\$	863,630.51	
2015/2016 Grand Total	\$	1,507,347.62	2016/2017 Grand Total	\$	1,711,614.08	2017/2018 Grand Total	\$	863,630.51	
To Date Difference (from previous year)									\$ (3,506.44)