

**CITY OF SOUTH PADRE ISLAND
ECONOMIC DEVELOPMENT CORPORATION
NOTICE OF REGULAR MEETING**

Note: One or more members of the South Padre Island City Council may attend this meeting. If so, this statement satisfies the requirements of the Open Meetings Act

Notice is hereby given that the Economic Development Corporation Board of Directors of the City of South Padre Island, Texas, will hold its **Regular Meeting Tuesday, April 18th, 2017 at 9:00 a.m. at the Municipal Complex, 2nd floor Joyce Adams Conference Room, 4601 Padre Blvd.,** South Padre Island, Texas. Following is the agenda on which action may be taken:

1. **Call to order**
2. **Pledge of Allegiance**
3. **Public Comments and Announcements**
This is an opportunity for citizens to speak to the Board relating to agenda or non-agenda items. Speakers are required to give their name before addressing their concerns. (Note: State law will not permit the Board to discuss, debate, or consider items that are not on the agenda. Citizen comments may be referred to staff or may be placed on the agenda of a future Board meeting)
4. **Presentation by Thor Lassen regarding an update on the Native Plant Center**
5. **Approve the Consent Agenda:**
 - 5a. **Approve the Minutes from the Regular Meeting of March 29th, 2017 and the Workshop on March 29th, 2017**
 - 5b. **Financial Report for EDC- March 2017**
 - 5c. **Approve the Financial Reports for the Birding & Nature Center- March 2017**
 - 5d. **Activity Report from the SPI Birding and Nature Center Manager**
6. **Discussion and action to revise the signers on the Lone Star National Bank account by removing Joanne Williams and Dan Stanton and adding Irv Downing and Bob Friedman**
7. **Discussion and action regarding a second award for the Sand Dollars for Success grant program in the amount of \$25,000 to be paid October 2017**
8. **Discussion regarding scheduling a strategic planning session in May or June**
9. **Review the draft report from Aaron Economic Consulting regarding the economic impact of Spring Break**

10. Executive Director Activity Report

11. Adjournment

We reserve the right to go into Executive Session regarding any of the items posted on this agenda, pursuant to Sections 551-071, Consultation with Attorney; 551.072, Deliberations about Real Property; 551.073, Deliberations about Gifts & Donations; 551-074, Personnel Matters; 551-076, Deliberations about Security Devices; and/or 551.086, Deliberation regarding Economic Development Negotiations (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)

I, the undersigned authority, do hereby certify that the above Notice of Meeting of the Directors of the City of South Padre Island Economic Development Corporation is a true and correct copy of said Notice and that I posted a true and correct copy of said notice on the bulletin board at City Hall which will remain so posted continuously for at least 72 hours preceding the scheduled time of said meeting.

Dated this the 14th day of April, 2017

S E A L

Darla Lapeyre, Executive Director

This facility is wheelchair accessible and accessible parking spaces are available. Requests for accommodations or interpretive services must be made 48 hours prior to this meeting. Please contact Jay Mitchim, ADA-designated responsible party, at (956) 761-1025.

5.



Memo

To: South Padre Island Economic Development Corporation Board of Directors
From: Rodrigo Gimenez, Chief Financial Officer
City of South Padre Island
CC: Darla Lapeyre
Date: April 12, 2017
Re: March 31, 2017 Operating Statement

The March 31, 2017 Operating Statement for the South Padre Island Economic Development Corporation as well as the Balance Sheet as of March 31, 2017 are attached for your review. **Transactions summarized in the statements are those processed through the Finance Department of the City.**

The Birding and Nature Center sales are not reflected in these financial statements, since they took their bookkeeping in house in October 2011.

Sales Tax amounts include the February tax collections sent to the State of Texas in March and distributed to local governments in April. This April allocation payment is accrued for financial statement presentation purposes in the March operating statement.

Please contact me at rgimenez@MYSPI.org at your earliest convenience should you have any questions.

"A Certified Retirement Community"

City of South Padre Island
Economic Development Corporation
Balance Sheet
March 31, 2017/2016

Assets	2017	2016
Cash and cash equivalents	\$ 721,933	\$ 624,912
Receivables - Sales Tax	49,176	45,812
Revolving Loan Receivable	51,642	60,405
Due From General Fund	-	-
Miscellaneous Receivables	-	-
Prepaid Expenses	-	-
TOTAL ASSETS	\$ 822,751	\$ 731,129

Liabilities and Fund Balances		
Deferred Revenue	\$ 51,642	\$ 60,405
Accounts Payable	-	-
Sales Tax Payable	-	-
Payroll Taxes Payable	-	-
Wages Payable	-	-
Due to General Fund	-	-
Reserved for Encumbrances	-	-
Other liabilities	318	318
Total Liabilities	51,960	60,723
Fund Balance	770,791	670,406
Total Liabilities and Fund Balance	\$ 822,751	\$ 731,129

City of South Padre Island
Economic Development Corporation
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES
March 31, 2017/2016

	2017		2016
	Budget	Actual	Actual
<u>REVENUES</u>			
Sales Tax	\$ 770,000	\$ 278,581	\$ 263,423
Revolving Loan Revenue	10,693	5,293	5,120
Grant Revenue	-	-	-
Interest Revenue	2,083	2,142	1,395
BNC Expense Reimbursement	-	-	-
Miscellaneous Revenues	(20)	10	20
Total Revenue	782,756	286,026	\$ 269,958
<u>EXPENDITURES</u>			
General Administrative Expenses	667,756	306,111	303,193
BNC Cash Advances	20,000	-	9,100
Birding Center Expenses	95,000	85,551	45,431
Total Expenditures	782,756	391,662	\$357,725
Excess (Deficiency) of Revenues Over (Under) Expenditures	-	(105,637)	\$ (87,767)
Fund balance - beginning	876,428	876,428	758,173
Fund balance - ending	\$ 876,428	\$ 770,791	\$670,406

PERIOD ENDING: MARCH 31ST, 2017

THE CITY OF SOUTH PADRE ISLAND

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FUND : 80 - ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 580 - EDC

NOTATION :

ACCOUNT NUMBERS	ACCOUNT DESCRIPTION	[-- MONTH --]	YEAR TO DATE		CURRENT MODIFIED BUDGET	UNENCUMBERED BALANCE	BUDGET PERCENT REMAINING
=====	=====	=====	=====	=====	=====	=====	=====
<u>PERSONNEL SERVICES</u>							
80-0010	SUPERVISION	4,538.46	0.00	27,230.76	27,230.76	59,000.00	31,769.24 53.85
80-0020	CLERICAL	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0060	OVERTIME	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0070	FICA	65.80	0.00	427.70	427.70	1,109.00	681.30 61.43
80-0080	TMRS	574.56	0.00	3,155.32	3,155.32	7,638.00	4,482.68 58.69
80-0081	GROUP INSURANCE	962.93	0.00	3,450.12	3,450.12	6,974.00	3,523.88 50.53
80-0083	WORKERS COMPENSATION	0.00	0.00	0.00	0.00	237.00	237.00 100.00
80-0084	UNEMPLOYMENT TAX	0.00	0.00	0.00	0.00	180.00	180.00 100.00
=====	=====	=====	=====	=====	=====	=====	=====
		6,141.75	0.00	34,263.90	34,263.90	75,138.00	40,874.10 54.40
=====	=====	=====	=====	=====	=====	=====	=====

GOODS AND SUPPLIES

80-0101	OFFICE SUPPLIES	87.41	0.00	615.31	615.31	1,000.00	384.69 38.47
80-0102	LOCAL MEETINGS	18.00	0.00	168.44	168.44	500.00	331.56 66.31
80-0107	BOOKS & PUBLICATIONS	0.00	0.00	93.60	93.60	600.00	506.40 84.40
80-0108	POSTAGE	0.00	0.00	0.00	0.00	200.00	200.00 100.00
80-0150	MINOR TOOLS & EQUIPM	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0180	INFORMATION TECHNOLO	0.00	0.00	0.00	0.00	1,500.00	1,500.00 100.00
=====	=====	=====	=====	=====	=====	=====	=====
		105.41	0.00	877.35	877.35	3,800.00	2,922.65 76.91
=====	=====	=====	=====	=====	=====	=====	=====

MISCELLANEOUS SERVICES

80-0501	COMMUNICATIONS	119.64	0.00	349.39	349.39	800.00	450.61 56.33
80-0502	LOAN REV EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0513	TRAINING EXPENSE	0.00	0.00	295.00	295.00	1,500.00	1,205.00 80.33
80-0520	INSURANCE	0.00	0.00	0.00	0.00	1,000.00	1,000.00 100.00
80-0530	PROFESSIONAL SERVICE	659.85	0.00	4,419.44	4,419.44	8,500.00	4,080.56 48.01
80-0534-001	BIRDING MASTER PLAN	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-002	LOBBYIST	2,083.33	0.00	12,499.98	12,499.98	25,000.00	12,500.02 50.00
80-0534-003	COMPREHENSIVE PLAN	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-004	BEACH MASTER PLAN	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-005	REGIONAL MOBILITY AU	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-006	ECONOMIC ACTIVITY IN	0.00	0.00	4,000.00	4,000.00	4,000.00	0.00 0.00
80-0534-010	BAY CLEANUP	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-012	AREA MARKETING STUDY	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-013	USDA RBEG	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-014	I-69 ALLIANCE	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-015	BROWN PROPERTY INTER	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-016	BIRDING MASTER NON-C	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-017	OTHER PROJECTS	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-018	GULF OF MEXICO NATUR	0.00	0.00	0.00	0.00	0.00	0.00 0.00
80-0534-019	BUSINESS RECRUITMENT	25,000.00	0.00	28,500.00	28,500.00	35,000.00	6,500.00 18.57

PERIOD ENDING: MARCH 31ST, 2017

THE CITY OF SOUTH PADRE ISLAND

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FUND : 80 -ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 580 - EDC

NOTATION :

ACCOUNT NUMBERS	ACCOUNT DESCRIPTION	EXPENDITURES	ENCUMBRANCES	YEAR TO DATE EXPENDITURES	TOTALS	CURRENT MODIFIED BUDGET	UNENCUMBERED BALANCE	BUDGET PERCENT REMAINING
580-0534-020	BNC LANDSCAPING PROJ	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0540	ADVERTISING	0.00	0.00	1,585.50	1,585.50	3,500.00	1,914.50	54.70
580-0550	TRAVEL	0.00	0.00	1,145.88	1,145.88	5,000.00	3,854.12	77.08
580-0551	DUES & MEMBERSHIPS	0.00	0.00	0.00	0.00	1,000.00	1,000.00	100.00
580-0555	PROMOTIONS	100.00	0.00	1,625.00	1,625.00	3,000.00	1,375.00	45.83
580-0560	RENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0576	BEACH RENOURISHMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0580	INTEREST EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0599	PROMOTIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		27,962.82	0.00	54,420.19	54,420.19	88,300.00	33,879.81	38.37
<u>EQUIPMNT > \$5,000 OUTLAY</u>								
580-1001	BUILDINGS & STRUCTUR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1003	FURNITURE & FIXTURES	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1004	MACHINERY & EQUIPMEN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1011	INFORMATION TECHNOLO	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00
<u>INTERFUND TRANSFERS</u>								
580-9476	BEACH NOURISHMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9480	TRANSFER TO EDC DEBT	32,835.92	0.00	197,015.52	197,015.52	394,031.00	197,015.48	50.00
		32,835.92	0.00	197,015.52	197,015.52	394,031.00	197,015.48	50.00
<u>SPECIAL PROJECTS</u>								
580-9175	ELECTION EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9178	DESIGNATED PROJECTS	0.00	0.00	19,534.00	19,534.00	106,487.00	86,953.00	81.66
580-9178-001	TOMPKINS CHANNEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9181	BNC CASH ADVANCE	0.00	0.00	0.00	0.00	20,000.00	20,000.00	100.00
		0.00	0.00	19,534.00	19,534.00	126,487.00	106,953.00	84.56
 DEPARTMENT TOTAL								
		67,045.90	0.00	306,110.96	306,110.96	687,756.00	381,645.04	55.49

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SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

NOTATION :

EQUIPMENT > \$5,000 OUTLAY

DEPARTMENT TOTAL	28,611.13	0.00	85,550.53	85,550.53	95,000.00	9,449.47	9.95
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DRAFT

**CITY OF SOUTH PADRE ISLAND
ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS**

MINUTES

Regular Meeting
March 29th, 2017

1. CALL TO ORDER

A regular meeting of the Board of Directors of the City of South Padre Island Economic Development Corporation was held on Wednesday, March 29th, 2017, at the South Padre Island Birding and Nature Center Conference Room, 6801 Padre Blvd., South Padre Island, Texas. President Irv Downing called the meeting to order at 9:00 a.m. Other Board members present were Vice-President Ron Pitcock, Secretary/Treasurer Bob Friedman, and Directors Mickey Furcron, Dan Seitz, and Susan Guthrie. Director Jerry Pace was absent. Also present were Executive Director Darla Lapeyre, and SPI Birding and Nature Center President Lynne Tate.

2. PLEDGE OF ALLEGIANCE

3. PUBLIC COMMENTS AND ANNOUNCEMENTS

Director Susan Guthrie announced the City will be holding a meeting regarding Spring Break on June 14th. It was changed from March 29th in order to have all the data collected and analyzed.

4. PRESENTATION FOLLOWED BY DISCUSSION AND ACTION REGARDING A CONTRIBUTION TO THE LOWER RIO GRANDE VALLEY ACTIVE TOURISM AND TRANSPORTATION PLAN

Ramiro Gonzalez from the City of Brownsville made a presentation to the Board regarding an economic study being done for the Lower Rio Grande Valley Active Tourism and Transportation Plan and requested a contribution of \$2,500. No formal action was taken. The item died for lack of a motion.

5. APPROVE THE CONSENT AGENDA

- 5a. Approve the Minutes from Regular Meeting of February 21st, 2017**
- 5b. Financial Report for EDC-February 2017**
- 5c. Approve the Financial Report for the Birding and Nature Center – February 2017**

Upon a motion from Ron Pitcock and a second by Mickey Furcron, the consent agenda was unanimously approved as presented.

**6. DISCUSSION AND ACTION REGARDING AARON ECONOMIC CONSULTING
UPDATING THE VISITATION STATISTICS SECTION OF THE
COMPREHENSIVE RESORT MARKET ANALYSIS FROM 2014 AND
SPLITTING THE COST WITH THE CONVENTION AND VISITORS BUREAU**

Following discussion a motion was made by Ron Pitcock and upon s second by Bob Friedman, the Board unanimously approved Aaron Economic Consulting updating the Visitation Statistics in the amount of \$3,000 to be split with the Convention and Visitors Bureau, \$1,500 each.

7. ADJOURNMENT

There being no further business, the meeting was adjourned at 9:30 a.m.

S E A L

Darla Lapeyre
Executive Director

APPROVED:

Irv Downing
President

DRAFT

**CITY OF SOUTH PADRE ISLAND
ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS**

MINUTES
Workshop
March 29th, 2017

1. CALL TO ORDER

A workshop of the Board of Directors of the City of South Padre Island Economic Development Corporation was held on Wednesday, March 29th, 2017, at the South Padre Island Birding and Nature Center Conference Room, 6801 Padre Blvd., South Padre Island, Texas. President Irv Downing called the workshop to order at 9:30 a.m. Other Board members present were Vice-President Ron Pitcock, Secretary/Treasurer Bob Friedman, and Directors Mickey Furcron, Dan Seitz, and Susan Guthrie. Director Jerry Pace was absent. Also present were Executive Director Darla Lapeyre, and SPI Birding and Nature Center President Lynne Tate.

2. PLEDGE OF ALLEGIANCE

3. REVIEW THE SOUTH PADRE ISLAND BIRDING AND NATURE CENTER AS A DESIGNATED EDC PROJECT INCLUDING HISTORY, BOND INFORMATION, AND OPERATIONS AGREEMENT

The Board went on a Bird Walk with the Naturalist from the Birding and Nature Center, Javier Gonzalez. The Board reviewed and discussed the items provided regarding the South Padre Island Birding and Nature Center.

4. REVIEW THE 2016-17 BUDGET AND FINANCIALS INCLUDING PENDING PROJECTS, AND DISCUSS THE BUDGET FOR THE 2017-18 FISCAL YEAR

The Board reviewed and discussed the Budget and the financial status of the EDC. The Board will discuss the 2017-18 Budget at the May Board meeting. The Board agreed a workshop with the Birding and Nature Center Board should be scheduled in May to discuss budgets.

5. REVIEW THE EDC HISTORY INCLUDING PAST PROJECTS AND THE PREVIOUS STRATEGIC PLANNING SESSION

The Board reviewed the EDC history and the outcome from the previous strategic planning session held in 2015.

6. REVIEW THE PROPOSAL FOR PROFESSIONAL FACILITATION SERVICES FOR STRATEGIC PLANNING FROM OPPORTUNITY STRATEGIES-AUSTIN, TEXAS

The Board agreed the Strategic Planning session could be done internally. Susan Guthrie will facilitate a strategic planning session in May or June. Date to be determined.

7. DISCUSS THE EDC BRANDING AND LOGO

The EDC logo and branding was discussed. The Board reviewed some samples of new logos. The Board agreed to discuss further during the strategic planning process.

8. ADJOURNMENT

There being no further business, the meeting was adjourned at 11:45 a.m.

S E A L

Darla Lapeyre
Executive Director

APPROVED:

Irv Downing
President

2:19 PM

04/10/17

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER**Balance Sheet**

As of March 31, 2017

	Mar 31, 17
ASSETS	
Current Assets	
Checking/Savings	
\$BNC Operating 38458	42,922.27
Cash on Hand	
Cash Box	300.00
Kiosk Cash	1,600.00
Register Drawer	500.00
Total Cash on Hand	2,400.00
SPI BNC Donation 38545	15,437.93
SPI BNC MMAcct 38415	4,427.59
Total Checking/Savings	65,187.79
Other Current Assets	
Inventory Asset	48,495.45
Total Other Current Assets	48,495.45
Total Current Assets	113,683.24
Fixed Assets	
Accumulated Depreciation	-27,003.00
Boardwalk	40,750.00
Building Improvement	19,562.01
Furniture and Equipment	10,600.00
Landscape and Grounds	9,000.00
Total Fixed Assets	52,909.01
TOTAL ASSETS	166,592.25
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	5,491.93
Total Accounts Payable	5,491.93
Other Current Liabilities	
Payroll Liabilities	
FIT and FICA-Medicare	5,571.27
Total Payroll Liabilities	5,571.27
Sales Tax Payable	1,156.32
Total Other Current Liabilities	6,727.59
Total Current Liabilities	12,219.52
Long Term Liabilities	
EDC Loan 270101	50,882.90
Total Long Term Liabilities	50,882.90
Total Liabilities	63,102.42
Equity	
Fund Balances	
Board Designated	8,000.00
Total Fund Balances	8,000.00
Unrestricted	69,745.55
Net Income	25,744.28
Total Equity	103,489.83

2:19 PM

04/10/17

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Balance Sheet

As of March 31, 2017

TOTAL LIABILITIES & EQUITY

Mar 31, 17

166,592.25

PROJECTS: All -

APPLIED DATES: 0/00/0000 THRU 99/99/9999

ISSUED DATES: 3/01/2017 THRU 3/31/2017 USE SEGMENT DATES

EXPIRE DATES: 0/00/0000 THRU 99/99/9999

STATUS: ALL

*March - 2017.
Building Projects*

PROJECT SEGMENT	ISSUE DATE SEGMENT DT	NAME DESCRIPTION	LOCATION BUILDING CODE	CONTRACTOR SEG. CONT.	DESCRIPTION VALUATION	PROJ TYPE FEE
20170189 ROOF-RES	3/01/2017 3/01/2017	CADDELL, MIKE RESIDENTIAL ROOF	217 W SUNSET ROOF-RES - RESIDENTIAL ROOF	OWEN OWEN	RESIDENTIAL ROOF 25,000.00	ROOF-RES 175.00
20170190 BLDR-REP	3/01/2017 3/01/2017	RODRIGUEZ, JOHN RESIDENTIAL REPAIR	5703A LAGUNA CIR S BLDR-REP - RESIDENTIAL REPA	TYPHOON TYPHOON	RESIDENTIAL REPAIR 21,950.00	BLDR-REP 153.65
20170199 BLDR-REM	3/02/2017 3/02/2017	CHUBBY HUT LLC RESIDENTIAL REMODEL	112 E PALM BLDR-REM - RESIDENTIAL REMO	ROLANDO ROLANDO	RESIDENTIAL REMODEL 18,560.00	BLDR-REM 129.92
20170211 BLDC-REM	3/03/2017 3/03/2017	KENTUCKY FRIED CHICKEN COMMERCIAL REMODEL	3201 PADRE BLVD BLDC-REM - COMMERCIAL REMOD	FSG FSG	COMMERCIAL REMODEL 3,000.00	BLDC-REM 25.00
20170219 BLDR-REP	3/06/2017 3/06/2017	NIXON, DON RESIDENTIAL REPAIR	500 PADRE BLVD 805 BLDR-REP - RESIDENTIAL REPA	REEVES REEVES	RESIDENTIAL REPAIR 5,000.00	BLDR-REP 35.00
20170221 BLDR-ADD	3/06/2017 3/06/2017	WATKINS, DAVID RESIDENTIAL ADDITION	110 E MARLIN A & B BLDR-ADD - RESIDENTIAL ADDI	RIO GRANDE RIO GRANDE	RESIDENTIAL ADDITION 3,000.00	BLDR-ADD 25.00
20170238 BLDR-REP	3/08/2017 3/08/2017	ALARCON, PRISCILLA RESIDENTIAL REPAIR	125 E KINGFISH 2 BLDR-REP - RESIDENTIAL REPA	MARIA SADA MARIA SADA	RESIDENTIAL REPAIR 2,500.00	BLDR-REP 25.00
20170251 BLDR-ADD	3/13/2017 3/13/2017	BRODER, LAWRENCE RESIDENTIAL ADDITION	5701 LAGUNA CIRCLE S BLDR-ADD - RESIDENTIAL ADDI	MOREAU MOREAU	RESIDENTIAL ADDITION 18,000.00	BLDR-ADD 126.00
20170255 ROOF-RES	3/14/2017 3/14/2017	MOOTHART, WARD RESIDENTIAL ROOF	5701B CIRCE CIRCLE ROOF-RES - RESIDENTIAL ROOF	VANN VANN	RESIDENTIAL ROOF 10,000.00	ROOF-RES 70.00
20170266 BLDC-REM	3/16/2017 3/16/2017	JRG REAL ESTATE LLC COMMERCIAL REMODEL	5508 PADRE BLVD BLDC-REM - COMMERCIAL REMOD	SUNRISE SUNRISE	COMMERCIAL REMODEL 4,000.00	BLDC-REM 28.00
20170269 BLDR-ADD	3/17/2017 3/17/2017	RIVERA, HECTOR & HILDA RESIDENTIAL ADDITION	121A E VERNA JEAN BLDR-ADD - RESIDENTIAL ADDI	GEBERAL GEBERAL	RESIDENTIAL ADDITION 31,800.00	BLDR-ADD 222.60
20170274 BLDR-REM	3/17/2017 3/17/2017	WITT, JEFFREY R RESIDENTIAL REMODEL	109 W TARPON 201 BLDR-REM - RESIDENTIAL REMO	OMAR RAMOS OMAR RAMOS	RESIDENTIAL REMODEL 1,800.00	BLDR-REM 25.00
20170279 BLDR-REM	3/20/2017 3/20/2017	HOENES, WILLIAM RESIDENTIAL REMODEL	5906 LAGUNA CIRCLE N BLDR-REM - RESIDENTIAL REMO	DIAMOND & DIAMOND	RESIDENTIAL REMODEL 5,100.00	BLDR-REM 35.70
20170283 BLDR-REP	3/20/2017 3/20/2017	COBLEIGH, RICHARD RESIDENTIAL REPAIR	3000 GULF BLVD 706 BLDR-REP - RESIDENTIAL REPA	MASSO MASSO	RESIDENTIAL REPAIR 200.00	BLDR-REP 25.00
20170284 ROOF-RES	3/20/2017 3/20/2017	PARKSHORE CONDOMINIUMS HOA RESIDENTIAL ROOF	7000 GULF BLVD HOA ROOF-RES - RESIDENTIAL ROOF	ARIZPE ARIZPE	RESIDENTIAL ROOF 3,000.00	ROOF-RES 25.00
20170287 BLDR-REP	3/21/2017 3/21/2017	GONZALEZ, CYNTHIA RESIDENTIAL REPAIR	107 E SWORDFISH SVRL BLDR-REP - RESIDENTIAL REPA	ZUNIGA ZUNIGA	RESIDENTIAL REPAIR 8,000.00	BLDR-REP 200.00

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Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October 2016 through March 2017

	Oct '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	636.00	2,000.00	-1,364.00	31.8%
EXTENDED PASS ADMISSIONS	8,138.75	9,000.00	-861.25	90.4%
GENERAL ADMISSIONS	104,293.60	175,000.00	-70,706.40	59.6%
GROUP ADMISSIONS	2,086.00	8,500.00	-6,414.00	24.5%
Total ADMISSIONS INCOME	115,154.35	194,500.00	-79,345.65	59.2%
BUILDING RENTAL INCOME	3,900.00	20,000.00	-16,100.00	19.5%
CONTRIBUTIONS				
ANNUAL LETTERS	4,050.00	30,000.00	-25,950.00	13.5%
DESIGNATED				
JOJO	175.33			
Total DESIGNATED	175.33			
DONATIONS				
HALLOWEEN	0.00	1,000.00	-1,000.00	0.0%
SPECIAL EVENTS	257.12	5,000.00	-4,742.88	5.1%
SPOONBILL MINI GOLF TOURNAMENT	4,677.02	5,500.00	-822.98	85.0%
W O W E	12,606.72	12,300.00	306.72	102.5%
DONATIONS - Other	5,348.61			
Total DONATIONS	22,889.47	23,800.00	-910.53	96.2%
EVENT PARKING	24,096.73			
Total CONTRIBUTIONS	51,211.53	53,800.00	-2,588.47	95.2%
GIFT SHOP INCOME				
CONSIGNMENT SALES	2,106.86	5,000.00	-2,893.14	42.1%
GIFT SHOP SALES	67,759.73	125,000.00	-57,240.27	54.2%
VENDING INCOME	23.64	1,000.00	-976.36	2.4%
Total GIFT SHOP INCOME	69,890.23	131,000.00	-61,109.77	53.4%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00			
Total Gift Shop Sales	0.00			
Total Income	240,156.11	399,300.00	-159,143.89	60.1%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	2,294.90	3,600.00	-1,305.10	63.7%
COST OF GOODS GIFT SHOP	35,325.14	62,500.00	-27,174.86	56.5%
Total COST OF GOODS SOLD	37,620.04	66,100.00	-28,479.96	56.9%
Total COGS	37,620.04	66,100.00	-28,479.96	56.9%
Gross Profit	202,536.07	333,200.00	-130,663.93	60.8%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	0.00	650.00	-650.00	0.0%
GUIDES & DIRECTORIES	2,456.00	2,200.00	256.00	111.6%
PHOTOGRAPHY & VIDEO	0.00	3,800.00	-3,800.00	0.0%
PRINT	1,674.71	3,600.00	-1,925.29	46.5%
SOCIAL & INTERNET	40.19			
Total ADVERTISING & PROMOTION	4,170.90	10,250.00	-6,079.10	40.7%
BANK SERVICE CHARGES	0.00			
CREDIT CARD FEES	8,700.61	10,120.00	-1,419.39	86.0%
DUES & SUBSCRIPTIONS	120.00	670.00	-550.00	17.9%
FUNDRAISING & EVENTS				

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Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER**Profit & Loss Budget vs. Actual**

October 2016 through March 2017

	Oct '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Total SERVICE CONTRACTS	29,876.75	56,140.00	-26,263.25	53.2%
UTILITIES				
ELECTRICITY	9,717.44	26,400.00	-16,682.56	36.8%
TRASH	631.66	1,400.00	-768.34	45.1%
WATER / SEWER	9,237.65	19,500.00	-10,262.35	47.4%
Total UTILITIES	19,586.75	47,300.00	-27,713.25	41.4%
Total Expense	171,205.09	333,200.00	-161,994.91	51.4%
Net Ordinary Income	31,330.98	0.00	31,330.98	100.0%
Other Income/Expense				
Other Income				
INTEREST INCOME	3.30			
Total Other Income	3.30			
Other Expense				
Balancing Adjustments	0.00			
DEPRECIATION	5,590.00			
Total Other Expense	5,590.00			
Net Other Income	-5,586.70			
Net Income	25,744.28	0.00	25,744.28	100.0%

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Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Profit & Loss Prev Year Comparison
October 2016 through March 2017

	Oct '16 - Mar ...	Oct '15 - Mar ...	\$ Change	% Change
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	636.00	901.00	-265.00	-29.4%
EXTENDED PASS ADMISSIONS	8,138.75	6,835.00	1,303.75	19.1%
GENERAL ADMISSIONS	104,293.60	90,358.20	13,935.40	15.4%
GROUP ADMISSIONS	2,086.00	2,025.00	61.00	3.0%
Total ADMISSIONS INCOME	115,154.35	100,119.20	15,035.15	15.0%
BUILDING RENTAL INCOME	3,900.00	11,218.00	-7,318.00	-65.2%
CONTRIBUTIONS				
ANNUAL LETTERS	4,050.00	0.00	4,050.00	100.0%
DESIGNATED				
JOJO	175.33	0.00	175.33	100.0%
Total DESIGNATED	175.33	0.00	175.33	100.0%
DONATIONS				
HALLOWEEN	0.00	800.00	-800.00	-100.0%
SPECIAL EVENTS	257.12	1,423.00	-1,165.88	-81.9%
SPOONBILL MINI GOLF TOURNAMENT	4,677.02	0.00	4,677.02	100.0%
W O W E	12,606.72	3,500.00	9,106.72	260.2%
DONATIONS - Other	5,348.61	24,905.69	-19,557.08	-78.5%
Total DONATIONS	22,889.47	30,628.69	-7,739.22	-25.3%
EVENT PARKING	24,096.73	5,375.00	18,721.73	348.3%
Total CONTRIBUTIONS	51,211.53	36,003.69	15,207.84	42.2%
GIFT SHOP INCOME				
CONSIGNMENT SALES	2,106.86	2,933.60	-826.74	-28.2%
GIFT SHOP SALES	67,759.73	72,276.54	-4,516.81	-6.3%
VENDING INCOME	23.64	851.24	-827.60	-97.2%
Total GIFT SHOP INCOME	69,890.23	76,061.38	-6,171.15	-8.1%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00	0.00	0.00	0.0%
Total Gift Shop Sales	0.00	0.00	0.00	0.0%
Service Sales	0.00	0.00	0.00	0.0%
Total Income	240,156.11	223,402.27	16,753.84	7.5%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	2,294.90	2,054.52	240.38	11.7%
COST OF GOODS GIFT SHOP	35,325.14	36,439.39	-1,114.25	-3.1%
Total COST OF GOODS SOLD	37,620.04	38,493.91	-873.87	-2.3%
RETURNS, ALLOWANCES, BAD DEBTS	0.00	2.17	-2.17	-100.0%
Total COGS	37,620.04	38,496.08	-876.04	-2.3%
Gross Profit	202,536.07	184,906.19	17,629.88	9.5%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	0.00	500.00	-500.00	-100.0%
GUIDES & DIRECTORIES	2,456.00	2,158.34	297.66	13.8%
PHOTOGRAPHY & VIDEO	0.00	200.00	-200.00	-100.0%
PRINT	1,674.71	3,088.68	-1,413.97	-45.8%
SOCIAL & INTERNET	40.19	0.00	40.19	100.0%
Total ADVERTISING & PROMOTION	4,170.90	5,947.02	-1,776.12	-29.9%

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Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October 2016 through March 2017

	Oct '16 - Mar ...	Oct '15 - Mar ...	\$ Change	% Change
BANK SERVICE CHARGES	0.00	0.00	0.00	0.0%
CREDIT CARD FEES	8,700.61	6,140.53	2,560.08	41.7%
DUES & SUBSCRIPTIONS	120.00	35.00	85.00	242.9%
FUNDRAISING & EVENTS				
HALLOWEEN	0.00	19.00	-19.00	-100.0%
JOJO	578.88	0.00	578.88	100.0%
LETTERS & BROCHURES	188.07	470.38	-282.31	-60.0%
PHOTOGRAPHY WORKSHOP	0.00	120.00	-120.00	-100.0%
PLAQUES & BRICKS	513.50	154.00	359.50	233.4%
SPECIAL EVENTS	607.14	1,416.22	-809.08	-57.1%
SPOONBILL MINI GOLF TOURNAMENT	396.88	442.52	-45.64	-10.3%
W O W E	6,935.03	4,114.85	2,820.18	68.5%
Total FUNDRAISING & EVENTS	9,219.50	6,736.97	2,482.53	36.9%
GIFT SHOP SUPPLIES	499.55	97.97	401.58	409.9%
INSURANCE	2,618.40	3,571.00	-952.60	-26.7%
LEGAL & PROFESSIONAL	3,535.00	4,407.50	-872.50	-19.8%
LOAN EXPENSE	1,077.11	1,285.00	-207.89	-16.2%
LOCAL MEETINGS				
MEALS & SNACKS	171.00	205.84	-34.84	-16.9%
VOLUNTEER APPRECIATION	299.00	398.75	-99.75	-25.0%
Total LOCAL MEETINGS	470.00	604.59	-134.59	-22.3%
MAINTENANCE & EQUIPMENT-GROUNDS	3,976.38	1,034.12	2,942.26	284.5%
MAINTENANCE & REPAIRS	2,998.96	3,019.29	-20.33	-0.7%
OFFICE & PRINTING	791.27	722.81	68.46	9.5%
PAYROLL SERVICE	351.78	341.13	10.65	3.1%
POSTAGE & FREIGHT	514.60	214.25	300.35	140.2%
SOFTWARE	620.29	948.18	-327.89	-34.6%
SUPPLIES	1,988.20	1,552.98	435.22	28.0%
TRAINING	0.00	300.00	-300.00	-100.0%
TRAVEL	1,971.01	1,162.33	808.68	69.6%
Total OPERATIONS EXPENSES	43,623.56	38,120.67	5,502.89	14.4%
POS Inventory Adjustments	0.00	0.00	0.00	0.0%
RENT	10.00	0.00	10.00	100.0%
SALARIES AND BENEFITS				
GIFT SHOP ATTENDANTS	13,798.75	15,230.25	-1,431.50	-9.4%
JANITOR	6,983.20	10,187.73	-3,204.53	-31.5%
MAINTENANCE	13,279.46	8,418.90	4,860.56	57.7%
MANAGER	22,515.84	22,307.64	208.20	0.9%
NATURALIST	16,000.01	0.00	16,000.01	100.0%
PAYROLL TAXES	5,530.77	4,295.03	1,235.74	28.8%
Total SALARIES AND BENEFITS	78,108.03	60,439.55	17,668.48	29.2%
SERVICE CONTRACTS				
AIR CONDITIONING	2,170.00	1,958.29	211.71	10.8%
CLEANING SUPPLIES	1,662.73	1,962.42	-299.69	-15.3%
COMPUTER COPIER I.T.	8,075.97	9,793.78	-1,717.81	-17.5%
DRINKING WATER	272.80	348.00	-75.20	-21.6%
EBIRD TRAIL TRACKER	650.00	0.00	650.00	100.0%
KIOSK LEASE	3,754.51	3,459.20	295.31	8.5%
LAWN & GROUNDS	0.00	6,135.12	-6,135.12	-100.0%
PEST CONTROL	468.00	468.00	0.00	0.0%
SECURITY	1,895.07	1,304.18	590.89	45.3%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	1,399.48	1,110.06	289.42	26.1%
ATT INTERNET	8,003.11	5,535.70	2,467.41	44.6%
TELEPHONE SYSTEM	1,525.08	2,606.99	-1,081.91	-41.5%
Total TELEPHONE & INTERNET	10,927.67	9,252.75	1,674.92	18.1%
WEBMASTER	0.00	304.22	-304.22	-100.0%

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Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Profit & Loss Prev Year Comparison
October 2016 through March 2017

	Oct '16 - Mar ...	Oct '15 - Mar ...	\$ Change	% Change
Total SERVICE CONTRACTS	29,876.75	34,985.96	-5,109.21	-14.6%
UTILITIES				
ELECTRICITY	9,717.44	11,337.04	-1,619.60	-14.3%
TRASH	631.66	541.52	90.14	16.7%
WATER / SEWER	9,237.65	9,035.61	202.04	2.2%
Total UTILITIES	19,586.75	20,914.17	-1,327.42	-6.4%
Total Expense	171,205.09	154,460.35	16,744.74	10.8%
Net Ordinary Income	31,330.98	30,445.84	885.14	2.9%
Other Income/Expense				
Other Income				
EDC ADVANCE	0.00	9,100.00	-9,100.00	-100.0%
INTEREST INCOME	3.30	3.32	-0.02	-0.6%
Total Other Income	3.30	9,103.32	-9,100.02	-100.0%
Other Expense				
Balancing Adjustments	0.00	0.00	0.00	0.0%
DEPRECIATION	5,590.00	6,039.00	-449.00	-7.4%
HABITAT/CATTAIL MAINTENANCE	0.00	720.00	-720.00	-100.0%
Total Other Expense	5,590.00	6,759.00	-1,169.00	-17.3%
Net Other Income	-5,586.70	2,344.32	-7,931.02	-338.3%
Net Income	<u>25,744.28</u>	<u>32,790.16</u>	<u>-7,045.88</u>	<u>-21.5%</u>

South Padre Island Birding and Nature Center
Monthly Directors Report
March 2017

Visitors:

<u>Paid entrances (kiosk): 3,327</u>	<u>Revenue generated: \$17,228.00</u>
<u>Paid entrances (Gift Shop): 480</u>	<u>Revenue generated: \$2,486.25</u>
Annual Pass Holder Admissions:	
Annual Passes sold: 9	Revenue generated \$356.00
Complimentary: 4	

Volunteers:

Number of active volunteers: 28 and 9 winter Texans.
New Volunteers needed: Friday afternoon and Sunday Afternoon.
Total volunteer hours: 224 at the information desk.
10 volunteers for planting day, 4 hours each.

Maintenance:

Expense over monthly budget: No Monthly Budget, Yearly Budget is \$8,000.00
\$317.46 Misc. supplies and parking lot machine to strip and paint.

Notes:

Looking for chemical that will not kill wildlife, fish to clean the Linchen that is growing on the boardwalks. We are scrubbing them off with a brush and Les will need to clean and maintain the boardwalks weekly.

Gift Shop:

Total revenue for month: \$6,146.41
Inventory assessment: \$56,664.00

Projected inventory needed:

Sandy Margret shirts and 3D placemats.

Rental/Event Booking

Event type: Gulf Coast Ecosystem Restoration Council April 4-6 free meeting space.
40ppl.

Upcoming Events:

Condo owner, Landfall Towers using meeting space Saturday, April 8 for 3 hours =
\$300.00

Weddings and rehearsal dinners: \$8,600.00 May – October.

Notes:

52 emails/phone calls for wedding information. I email between 3-5 emails or 2-3 phone calls with each bride.

Veteran's affairs of Harlingen looking for meeting space from 8-5 next month. I

Quoted \$100.00 per hour they declined due to the cost and I offered a lower rate of \$300.00. I received an email to call the contact person on Monday.

TAMU Alumi College of Agriculture- Dinner June 1st 2hrs 50 ppl quoted \$600.00. (set up fees are generally \$300.00 for events after hours).

After hours facility rental prices increase due to staffing, etc. The past 3 years I have been given rates out of \$200.00- \$400.00 depending on the group/details of event that takes place during business hours. The rates that were established before I started working here in 2013 were \$100.00 per hour. There has been question to why we are charging such a low rate. To hold a meeting in our conference room during business hours does not create additional staffing or overhead. Rates are based on the size of the group and their requirements. My thought process is to generate a few hundred dollars than quote rates that are not competitive with the local market.

Current Rates:

\$100.00 per hour conference room.

\$1,800.00 - \$2,200.00 for use of the 1st floor, decks after hours.

\$2,800.00 - \$3,200.00 for use of the entire building after hours.

Price include tables, 100 chairs and 1 staff member, plus setting up and tearing down.

Plus set up fee of \$300.00 for weddings, dinners, etc.

Programming:

Current Programs:

Bird walks Monday, Tuesday, Friday 9:30-11am.

Upcoming Programs:

Earth Day April 22 all day events with bird and butterfly walks, kids crafts.

Summer nature camp June 26 -29 from 9am – 1pm \$100.00 per child, ages 7-12.

Marketing/Advertising:

Local: Submitted Bird walks to parade and the coastal current.

Ads: Emailed Newsletter. ½ page ad in the Spring/Summer issue of the Valley
Wedding Pages. Scheduled to come out next month

Social Media: Facebook, Instagram Earth Day and Bird Photos.

We are now signed up on Amazon Smile and the advertising banner is on the facebook
page and the website.

Notes: I will be having a meeting with Aaron and Ashley from the city to work on
marketing options, plans on Thursday, April 13, 2017.

Outreach/Contacts:

Park City RV Park – I gave a talk on the BNC and events, recruited 1 volunteer for
Saturday mornings.

Linda attended Quinta Mazatlan Monarch Celebration.

I attended the Laguna Vista Birding festival and sold 23 discounted annual passes.

Meetings Attended: 2 WOWE, POWC Spring Break meeting, Strategic Planning
Meeting, Grant meetings with the City. I will make an announcement at the next City
Council meeting April 19th for Earth Day.

Grants:

Pre-Proposal for \$350,000 Monarch Conservation. We will know if this has been
approved on Monday, April 10, 2017.

We have begun working on the Great Birding Classic for \$20,000.00 which is due May
1, 2017.

Other: Starting Next month, I will include reports from Groundskeeper, Gift Shop and
Naturalist.

February 2016 Grand Total

<i>Number of Visitors</i>	<i>4,875</i>
Admissions	\$24,381.00
Donations	\$69.00
Donation Jar	\$473.05
Outside Donation Box	\$196.00
Facility Rental	\$500.00
Parking	\$0
Gift Shop	\$6,576.89
Special Events	\$6,301.89
<i>Total Sales</i>	<i>\$38,497.83</i>

February 2017 Grand Totals

<i>Number of Visitors</i>	<i>3,523</i>
Admissions	\$28,669.00
Donations	\$1,257.61
Donation Jar	\$704.00
Outside Donation Box	\$127.00
Facility Rental	\$150.00
Parking	\$0
Gift Shop	\$8,075.34
Special Events	\$5,266.50
<i>Total Sales</i>	<i>\$44,249.45</i>

March 2016 Grand Total

<i>Number of Visitors</i>	<i>3,262.</i>
Admissions	\$16,655.00
Donations	\$1,465.00
Donation Jar	\$371.75
Outside Donation Box	\$209.00
Facility Rental	\$1,550.00
Parking	\$5,375.00
Gift Shop	\$3,561.65
Special Events	\$187.00
<i>Total Sales</i>	<i>\$29,374.40</i>

March 2017 Grand Totals

<i>Number of Visitors</i>	<i>3,807</i>
Admissions	\$19,714.25
Donations	\$32.00
Donation Jar	\$450.00
Outside Donation Box	\$113.00
Facility Rental	\$2,000.00
Parking	\$23,465.00
Gift Shop	\$6,146.41
Special Events	\$450.00
<i>Total Sales</i>	<i>\$52,370.66</i>

9.



Economic Impact of Spring Break on South Padre Island

Prepared by Aaron Economic Consulting, LLC.



April 2017



Introduction

Economists use gross domestic product (GDP) to measure economic activity. GDP measures the market value of final goods and services produced within the region in a given year. However, the economic impact from tourism, and spring break visitors in particular, is not just the amount of money visitors spend but also the subsequent flow of money that can be attributed to visitors' expenditures. Visitors' expenditures represent outside money injected into South Padre Island's and the region's economies. When outside money comes into a city, it boosts the economy of the city and results in more economic output.

The magnitude of the impact from tourism depends on the size and economic diversity of the city. Larger cities tend to have a varied economic base where tourism is usually a small part of the over all economic structure of the city.

However, smaller cities, especially those that rely on tourism, count on short peak seasons to support all of their economic activity for the year. Cities like South Padre Island have a relatively higher business turnover because seasonality increases risk for businesses. According to Texas Department of Transportation Queen Isabella Causeway crossing data for 2015 and 2016, March was the fifth busiest month with 8.94 and 9.13 percent of annual crossing traffic for 2015 and 2016 respectively. Tax revenue data for 2015 and 2016 provided by South Padre Economic Development Corporation (SPI-EDC) show that March accounted for 11.04 and 9.98 percent of Sales and Use Tax revenue and 9.44 and 12.59 percent of Occupancy Tax revenue respectively making March the fourth busiest month for tourists in South Padre Island.

Although Queen Isabella Causeway crossing data, in Table 1, show the variability of traffic in South Padre Island, they do not differentiate between local and non-local traffic.

Table 1. Queen Isabella Causeway Crossing 2010-2016

	2010	2011	2012	2013	2014	2015	2016
January	582,458	554,144	555,677	527,334	545,412	543,812	579,339
February	611,190	625,666	574,056	569,256	579,652	541,692	646,389
March	746,140	782,262	748,551	748,868	696,713	710,372	707,409
April	660,659	690,766	705,554	572,981	672,256	678,785	623,538
May	740,390	700,093	716,717	667,396	734,145	795,443	737,676
June	840,817	754,457	873,505	891,479	856,218	909,703	869,259
July	916,708	992,948	1,021,341	1,001,516	1,011,822	1,076,391	1,115,932
August	796,086	789,421	815,259	827,912	854,218	841,972	835,114
September	526,398	523,495	548,774	490,324	496,630	518,886	595,754
October	529,907	537,654	484,592	477,632	510,888	440,819	538,479
November	428,354	454,201	433,362	421,133	431,869	423,711	496,333
December	450,484	441,842	419,185	433,917	474,396	462,722	
Total	7,829,591	7,846,949	7,896,573	7,629,748	7,864,219	7,944,308	

Source: Texas DOT and AEC

Aaron Economic Consulting (AEC) computes the Causeway Crossing Efficiency Index (CCEI) as a way to differentiate between local and non-local visitors to South Padre Island. From 2010 to 2015, the CCEI consistently shows that March is the fourth most important month in terms of non-local visitors and the second most important month in 2016 with a CCEI of \$41.06 up from \$20.69 the previous year. The index normalizes the tax revenue per crossing and computes the contribution of each crossing to South Padre Island in the form of occupancy tax revenue. For example, the CCEI for January 2016 is \$7.73 per crossing while July 2015 has a CCEI value of \$46.19 per crossing indicating that, unlike January visitors to South Padre Island, those crossing in July are largely non-local visitors.

Table 2. Causeway Crossing Efficiency Index 2010-2016

Year	January	February	March	April	May	June	July	August	September	October	November	December
2007	\$5.41	\$8.50	\$21.93	\$18.47	\$19.85	\$30.67	\$37.77	\$29.57	\$14.89	\$13.20	\$8.58	\$8.60
2008	\$7.89	\$8.11	\$23.22	\$13.60	\$19.89	\$37.04	\$31.39	\$17.85	\$7.63	\$7.76	\$6.82	\$6.28
2009	\$5.64	\$5.68	\$17.32	\$13.43	\$15.31	\$25.29	\$35.13	\$26.64	\$16.43	\$11.76	\$7.19	\$8.37
2010	\$6.58	\$8.73	\$24.00	\$16.57	\$19.49	\$31.28	\$38.26	\$28.16	\$19.13	\$14.20	\$8.41	\$9.08
2011	\$6.12	\$8.08	\$23.61	\$22.93	\$17.68	\$36.96	\$41.40	\$28.73	\$19.49	\$12.02	\$8.71	\$8.69
2012	\$6.12	\$8.36	\$28.46	\$21.14	\$20.86	\$34.14	\$43.12	\$36.35	\$19.65	\$13.12	\$11.33	\$11.49
2013	\$7.25	\$9.82	\$35.43	\$17.71	\$22.99	\$36.29	\$46.67	\$39.20	\$21.45	\$15.23	\$10.83	\$10.70
2014	\$7.97	\$9.86	\$31.97	\$23.90	\$25.05	\$38.07	\$51.44	\$41.86	\$25.53	\$16.32	\$11.22	\$11.58
2015	\$7.41	\$12.13	\$29.69	\$21.32	\$24.84	\$35.95	\$49.79	\$40.91	\$25.85	\$20.31	\$13.67	\$12.42
2016	\$7.73	\$11.77	\$41.06	\$20.60	\$25.81	\$39.68	\$46.19	\$35.32	\$26.40	\$17.92	\$15.38	----

Source: AEC

A 2015 article by Globe Newswire found that 55 percent of college students were planning to travel for Spring Break. Students surveyed reported that price plays the biggest role in determining their Spring Break destination, followed by the destination party scene and weather. Seventy percent of students planned to spend less than \$1,000.

- Nearly 50 percent planned to drive rather than fly to their destination.
- 95 percent will share hotel rooms with friends.

The article also lists the top fifteen college Spring Break destinations shown in Table 3.

Table 3. Top Fifteen College Spring Break Destinations in 2015

	Top Fifteen College Spring Break Destinations	Average Daily Hotel Prices	Average Airfare
1	Las Vegas, Nevada	\$119	\$344
2	Cancun, Mexico	\$314	\$548
3	Punta Cana, Dominican Republic	\$364	\$606
4	Miami, Florida	\$240	\$379
5	Los Cabos, Mexico	\$294	\$525
6	San Juan, Puerto Rico	\$206	\$471
7	San Diego, California	\$156	\$376
8	Daytona Beach, Florida	\$163	\$392
9	Myrtle Beach, South Carolina	\$101	\$324
10	Nassau, Bahamas	\$332	\$510
11	Fort Myers, Florida	\$202	\$381
12	Panama City Beach, Florida	\$220	\$441
13	Cocoa Beach, Florida	\$132	\$349
14	South Padre Island, Texas	\$222	\$376
15	Gulf Shores, Alabama	\$189	\$402

Source: www.Globenewswire.com

Methodology

An event's economic impact on a region's economy is measured using economic impact analysis. The impact of an event such as Spring Break is the change in economic activity that can be attributed to the event.

Economic impact analysis only includes expenditures by visitors residing outside of the region being analyzed. These expenditures represent an injection of new dollars to the economy of the region.

Input-output models form the basis for economic impact analyzes. An input-output model maps the flows of economic activity within a region. The model tracks and reports each business sector transaction with every other business sector during the production process of its goods or services. Changes in economic activity have two types of economic effects on other industries in the economy that can be traced, using input-output models, as either changes in supply (forward linkages) or changes in demand (backward linkages). A forward linkage is when one industry's output, supplied as an input to other industries, increases in order for those other industries to meet an increase in the demand for their products. Productions of industries with relatively higher forward linkages are relatively more sensitive to other industries' output changes. A backward linkage is when an industry increases its output and subsequently increases the demand for inputs from its suppliers. An output increase in an industry with relatively higher backward linkages triggers an increase in productive activities in other industries and thus benefits the region's economy.

By tracking linkages between sectors, economic impact analysis can estimate an event's secondary effects by calculating economic multipliers. There are two types of Secondary effects: indirect and induced effects. Indirect effects are the changes in economic activities in sectors within the region that supply goods and services to the sector impacted directly. Induced or household effects are increased economic activities within the region from household spending of the income earned directly from the event and indirectly from supporting sectors.

Economic impact analysis estimates several types of the changes in economic activity. The most widely estimated impacts are changes in output, changes in value-added, changes in regional income, and changes in employment. Visitors' expenditures represent

sales or output for local businesses. Value-added impact estimates the impact of the share of visitors' expenditures that stays in the local economy because a share of expenditures usually leaks out of the local economy to pay for goods and services produced outside the region. Regional income is the sum of all compensations, wage and salaries accruing to local workers, proprietor's income, and profits. Employment is the number of jobs attributed to the event analyzed.

To evaluate the economic impacts of Spring Break in South Padre Island, Texas, this analysis uses the Minnesota IMPLAN Group (MIG) IMPLAN model. The IMPLAN modeling system combines the U.S. Bureau of Economic Analysis' Input-Output Benchmarks with other (project-specific) data to construct quantitative models of trade flow relationships. These trade flow relationships are between businesses, as well as between businesses and final consumers. From these data, one can examine the effects of a change in one or several economic activities to predict its effect on a specific state, regional, or local economy (impact analysis). The IMPLAN economic impact model traces the flow of goods and services, income, and employment among related sectors of the economy. IMPLAN also estimates *direct*, *indirect*, and *induced* effects of an economic activity in a specific region. The IMPLAN input-output accounts capture all monetary market transactions for consumption in a given time period. The IMPLAN input-output accounts are based on industry survey data collected periodically by the U.S. Bureau of Economic Analysis and follow a balanced account format recommended by the United Nations.

IMPLAN calculates the economic impact by applying Regional Purchase Coefficients to predict regional purchases based on an economic area's particular characteristics. The Regional Purchase Coefficient represents the proportion of goods and services that will be purchased regionally under normal circumstances, based on the area's economic characteristics described in terms of actual trade flows within the area. The data and information produced can be used to evaluate the tradeoffs between the benefits.

Model Inputs and Data Sources

The economic data for IMPLAN come from the system of national accounts of the U.S., which is based on data collected by the U.S. Department of Commerce, Bureau of Labor Statistics, and other federal and state government agencies. The data are organized into 509 industries, which correspond to the North American Industry Classification System (NAICS). Corresponding data sets are also produced for each county in the U.S., allowing analyses at the county level and for geographic aggregations such as clusters of contiguous counties. 432 of the 509 industries are present in Texas and 242 are present in Cameron County. Most of these industries are clustered in the major large urban areas of Texas.

The IMPLAN model reports gross economic impacts in the form of jobs, compensation (wages, salaries, and associated benefits), output, value-added, and tax revenue. Model results are categorized as impacts occurring because of Spring Break. Further, the impact consists of three tiers: *direct impacts* (visitors); *indirect impacts* (supply chain); and *induced impacts* (household).

Economic Impact Results

The economic impact of Spring Break visitors to South Padre Island is presented in the tables below. Table 4 provides the impact summary for the month of March. It shows approximately \$27.2 million in increased economic activity and about 512 jobs in South Padre Island that are attributable to Spring Break visitors with close to \$16 million in total value added, and \$11 million in labor income. Although \$27.2 million in added economic activity is generated because of Spring Breakers' spending, \$11 million leaks out of the economy of South Padre Island to pay for the supply of good and services produced outside of the city. The economic benefits of Spring Break visitors are not confined solely to South Padre Island but extends to surrounding communities in the form of leakages.

Table 4. Economic Impact Summary

Impact Type	Employment	Labor Income	Value Added	Output
Direct Effect	462	\$9,072,234	\$12,614,620	\$19,706,744
Indirect Effect	17	\$705,632	\$1,155,645	\$3,331,543
Induced Effect	33	\$1,200,030	\$2,288,542	\$4,116,863
Total Effect	512	\$10,977,896	\$16,058,806	\$27,155,149

Source: IMPLAN and AEC

Table 5 shows the top ten sectors impacted in terms of employment. Hospitality and tourism sectors are the most impacted sectors as one would expect when analyzing tourism events. Hotels and motels account for 194 of the 512 jobs created and \$4.37 million in value added followed by food and drinking places with 141 jobs and \$2 million in value added and local government employment with 102 jobs and \$5.7million in value added. Many of the jobs created are part-time seasonal jobs created to meet the increase in (Spring Break) demand.

Table 5. Top Ten Sectors Impacted

	Employment	Labor Income	Value Added	Output
Hotels and motels, including casino hotels	194	\$2,410,598	\$4,366,339	\$7,890,790
Food services and drinking places	141	\$1,357,205	\$2,033,089	\$4,707,814
* Employment and payroll only (state & local govt, non-	102	\$4,988,259	\$5,649,880	\$5,649,880
Other amusement and recreation industries	27	\$266,288	\$467,388	\$1,464,682
Retail Stores - General merchandise	5	\$127,315	\$189,617	\$306,153
Retail Stores - Food and beverage	3	\$102,396	\$157,651	\$254,497
Offices of physicians, dentists, and other health	3	\$180,328	\$210,186	\$338,269
Retail Stores - Gasoline stations	2	\$42,541	\$98,504	\$147,591
Nursing and residential care facilities	2	\$46,370	\$48,058	\$83,749
Wholesale trade businesses	2	\$90,114	\$155,677	\$214,813

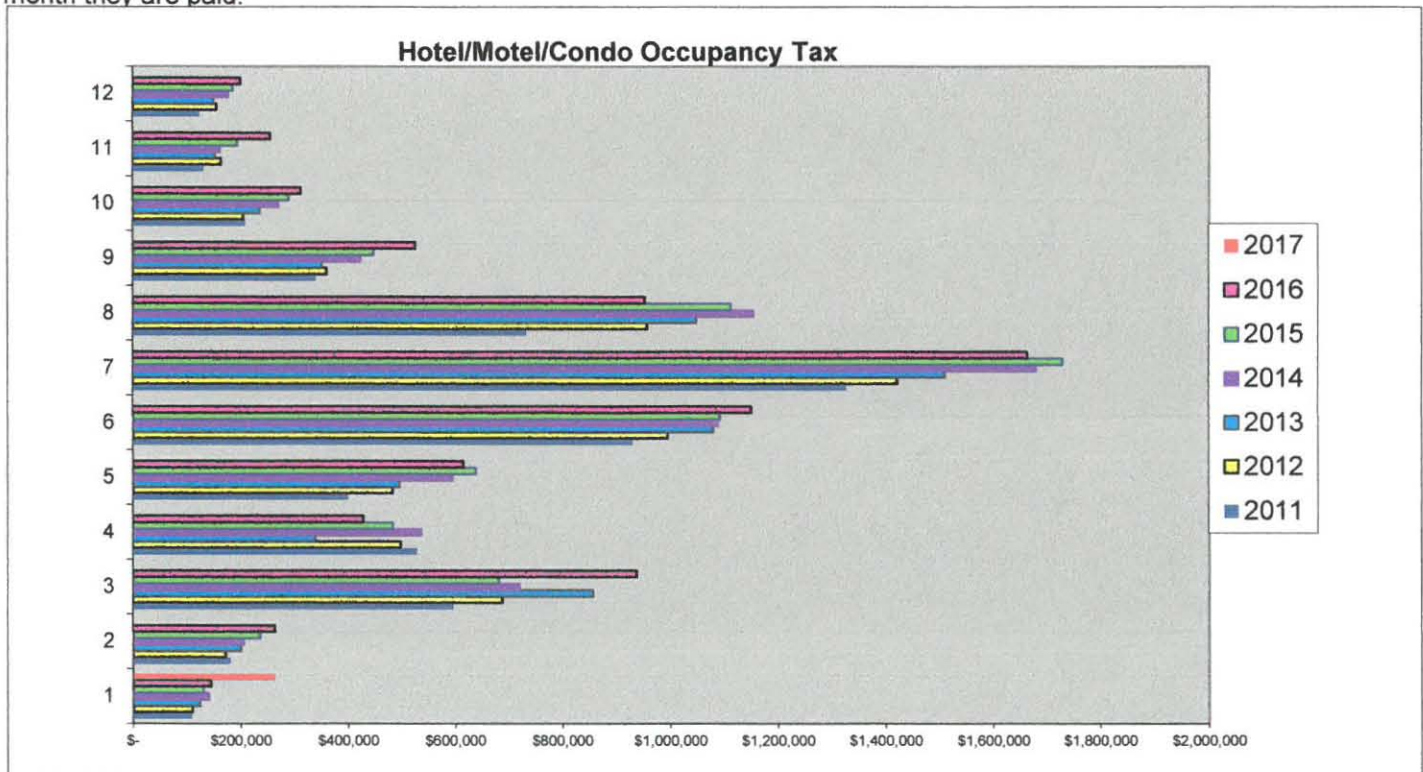
Source: IMPLAN and AEC

Tables 6 and 7 present the fiscal impact of Spring Break visitors at the Local and State level, and at the Federal level. Table 6 lists Local and State tax revenue by type. For 2016, the estimated local sales tax revenue and property tax revenue attributable to Spring Break is \$419,708 (or 13.35 percent of total annual sales tax revenue) and \$435,917 respectively. Table 7 shows federal tax revenue by type. Employee Income tax, including both employee and employer contribution, was \$1.1million, proprietor income tax was \$71,435, tax on production and imports was \$106,683, personal household income tax was \$448,662, and taxes on corporate profits was \$180,260.

10.

South Padre Island Hotel/Motel/Condo Occupancy Tax							
	2011	2012	2013	2014	2015	2016	2017
							%
							change
January	\$ 109,440	\$ 109,774	\$ 123,289	\$ 140,192	\$ 130,054	\$ 144,395	\$ 171,097
February	180,476	171,451	199,626	204,078	234,729	262,332	307,996
March	595,805	687,275	855,873	718,514	680,389	936,915	
April	528,026	497,202	338,337	535,518	482,346	428,171	
May	399,279	482,275	494,883	593,135	637,343	614,276	
June	929,372	994,101	1,078,509	1,086,514	1,090,245	1,149,624	
July	1,325,927	1,420,513	1,507,657	1,679,092	1,728,733	1,662,906	
August	731,489	955,899	1,046,929	1,153,488	1,111,051	951,521	
September	340,030	359,467	350,530	422,559	447,169	524,272	
October	208,442	205,150	234,719	268,955	288,878	311,226	
November	131,812	163,655	152,042	161,516	193,079	254,499	
December	123,799	155,338	149,820	177,192	185,416	199,886	
Total	\$ 5,603,897	\$ 6,202,100	\$ 6,532,214	\$ 7,135,926	\$ 7,209,432	\$ 7,440,023	

Occupancy tax is 17% as of January 2017. 10.5% is collected by the City of South Padre Island monthly, .5% by the County, and 6% by the state of Texas quarterly. Any hotel or condo visit longer than 30 days is tax exempt. Percentages of change March vs. April are partially the result of the month in which Easter falls. The monthly occupancy tax reports from the finance office include any late payments received from properties behind in their taxes. The City reports them in the month they are paid.



South Padre Island Property Tax Revenue							
	2011	2012	2013	2014	2015	2016	2017
January	\$ 955,624	\$ 925,441	\$ 768,980	\$ 774,747	\$ 775,106	\$ 842,301	\$ 809,677
February	376,594	498,598	587,833	697,644	643,376	851,485	779,513
March	211,177	488,209	154,633	129,345	126,429	133,534	245,531
April	134,539	125,963	85,060	97,865	108,299	108,879	
May	104,032	117,171	100,790	74,555	68,063	54,257	
June	97,986	93,955	77,075	98,131	84,304	94,716	
July	164,458	222,631	135,249	125,279	111,522	85,053	
August	37,832	63,604	58,877	35,643	30,635	35,618	
September	56,310	33,535	44,457	41,480	25,557	13,612	
October	552,062	1,716,909	1,953,119	2,035,083	1,344,874	1,699,349	
November	1,558,168	2,287,424	1,925,829	1,828,594	2,797,154	2,639,129	
December	1,672,881	493,478	462,976	645,800	584,920	802,241	
TOTAL	\$ 5,921,663	\$ 7,066,918	\$ 6,354,878	\$ 6,584,166	\$ 6,700,239	\$ 7,360,174	
As of October 1:							
Tax rate per \$100	0.2504	0.252071	0.254384	0.262754	0.28564	0.30564	0.30564
Taxable value	\$ 2,608,645,628	\$ 2,606,119,273	\$ 2,583,563,287	\$2,516,386,826	\$ 2,478,519,198	\$ 2,495,811,088	

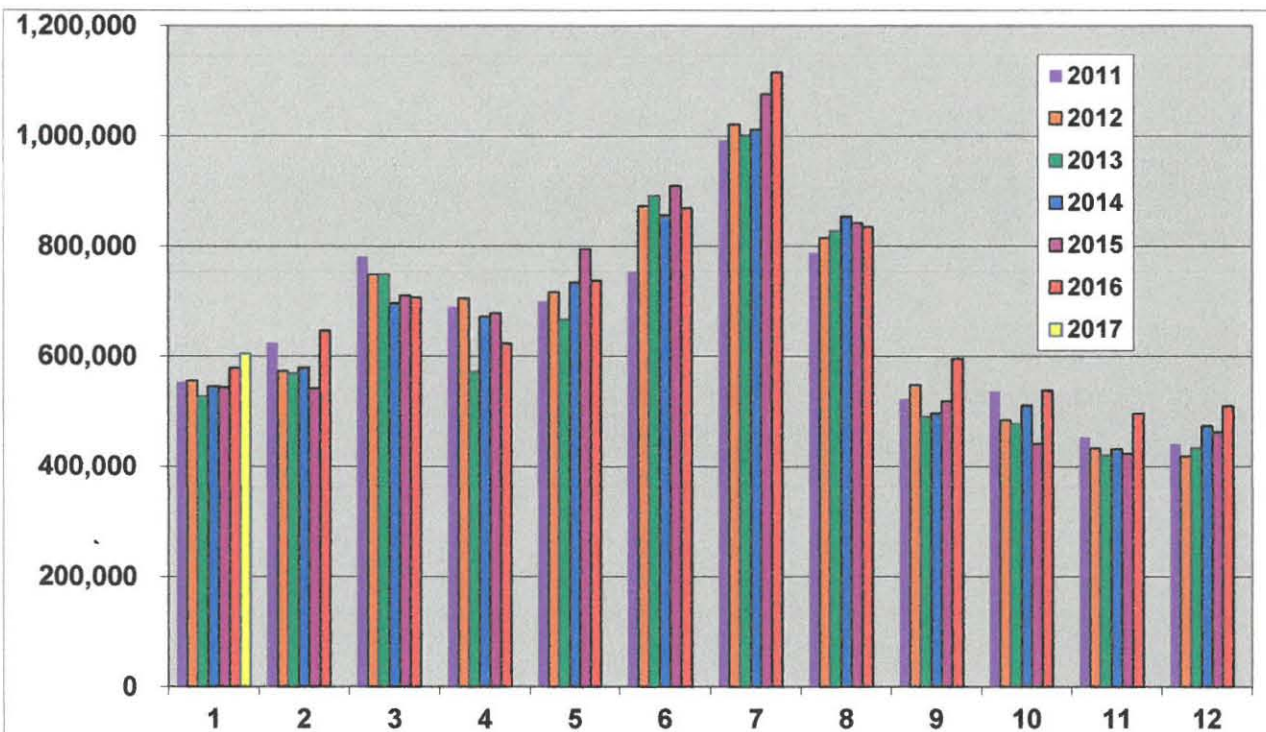
South Padre Island Building Permit Valuations

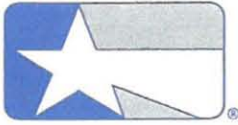
	2011	2012	2013	2014	2015	2016	2017	Commercial	Residential
January	\$ 243,630	\$ 552,718	\$ 703,791	\$ 434,335	\$ 4,490,817	\$ 2,620,888	\$ 1,800,672	\$ 170,000	\$ 1,630,672
February	423,259	1,968,904	330,425	2,117,014	1,887,739	1,675,855	5,039,127	4,525,827	513,300
March	627,539	449,800	1,016,164	271,651	2,319,135	3,840,221	292,310	7,000	285,310
April	12,105,395	268,337	554,688	412,515	8,676,090	816,823			
May	1,009,344	915,996	295,625	1,052,261	1,143,022	1,227,546			
June	1,821,047	1,243,528	177,150	1,717,942	842,403	595,320			
July	5,411,225	412,100	145,069	160,664	1,439,706	1,236,569			
August	899,292	459,314	2,525,727	500,475	1,799,928	1,973,961			
September	192,228	373,975	692,401	894,061	1,205,667	3,132,869			
October	280,511	950,100	885,901	2,322,681	792,963	963,435			
November	8,549,789	2,022,260	1,103,873	1,975,292	2,008,807	1,028,228			
December	1,093,434	773,540	162,116	1,894,849	2,855,683	582,797			
Total	\$ 32,656,693	\$ 10,390,572	\$ 8,592,930	\$ 13,753,740	\$ 29,461,960	\$ 19,694,512			

Queen Isabella Causeway Crossings

	2011	2012	2013	2014	2015	2016	2017
January	554,144	555,677	527,334	545,412	543,812	579,339	605,351
February	625,666	574,056	569,256	579,652	541,692	646,389	
March	782,262	748,551	748,868	696,713	710,372	707,409	
April	690,766	705,554	572,981	672,256	678,785	623,538	
May	700,093	716,717	667,396	734,145	795,443	737,676	
June	754,457	873,505	891,479	856,218	909,703	869,259	
July	992,948	1,021,341	1,001,516	1,011,822	1,076,391	1,115,932	
August	789,421	815,259	827,912	854,218	841,972	835,114	
September	523,495	548,774	490,324	496,630	518,886	595,754	
October	537,654	484,592	477,632	510,888	440,819	538,479	
November	454,201	433,362	421,133	431,869	423,711	496,333	
December	441,842	419,185	433,917	474,396	462,722	510,103	
Total	7,846,949	7,896,573	7,629,748	7,864,219	7,944,308	8,255,325	

Source: Texas Department of Transportation as of 8/11/16





Lone Star National Bank

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Date 3/31/17 Page 1
Primary Account XXXXXXXXXXXXX2005
Enclosures 1

SOUTH PADRE ISLAND ECONOMIC DEVELOPMENT
CORPORATION
6801 PADRE BLVD
SOUTH PADRE ISLAND TX 78597

If you have overdrawn your account, be advised we have other less expensive methods to handle NSF item payments. Presenting transactions against NSF's is an expensive practice. To discuss alternatives, call us at (800) 580-0322 ext. 2440.

CHECKING ACCOUNTS

NOW Checking Commercial		Number of Enclosures	1
Account Number	XXXXXXXXXXXX2005	Statement Dates	3/01/17 thru 4/02/17
Previous Balance	96,113.31	Days in the statement period	33
1 Deposits/Credits	1,064.59	Average Ledger	96,984.15
1 Checks/Debits	2.00	Average Collected	96,957.95
Service Charge	.00		
Interest Paid	20.58		
Current Balance	97,196.48	2017 Interest Paid	59.08

Deposits and Additions

Date	Description	Amount
3/07	Over The Counter Deposit	1,064.59
3/31	Interest Deposit	20.58

Debits and Other Withdrawals

Date	Description	Amount
3/31	Paper Statement Fee	2.00-

Daily Balance Information

Date	Balance	Date	Balance	Date	Balance
3/01	96,113.31	3/07	97,177.90	3/31	97,196.48