

**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, May 24th, 2016 at 9:00 a.m. at the South Padre Island Birding and Nature Center, 2nd floor Conference Room, 6801 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. Approve the Consent Agenda:**
 - 4a. Approve the Minutes from Regular Meeting of March 29th, 2016**
 - 4b. Financial Reports for EDC- March 2016 and April 2016**
 - 4c. Activity Report from the Birding and Nature Center-April 2016**
 - 4d. Approve the Financial Reports for the Birding & Nature Center-March 2016 and April 2016**
 - 4e. Approve excused absence for Bob Friedman and Beth Vance from the May 24th, 2016 meeting**
- 5. Quarterly Report regarding Operations at the South Padre Island Birding and Nature Center from Board President-Lynne Tate**
- 6. Discussion and action to approve a proposal from Halff Associates for Professional Engineering Services for Improvements to Laguna Boulevard between Marlin Street and Swordfish Street in the amount of \$21,300**
- 7. 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, Discuss (A) Commercial or Financial Information Received from a Business Prospect with which the Economic Development Corporation is Conducting Negotiations, or (B) Financial or Other Incentives to the Business Project.

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 18th day of May, 2016

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.

DRAFT

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

MINUTES
Regular Meeting
March 29th, 2016

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 Tuesday, March 29th, 2016, at the Municipal Complex 2nd floor Joyce Adams Conference Room, 4601 Padre Blvd., South Padre Island, Texas. President Joanne Williams called the meeting to order at 9:00 a.m. Other Board members present were Vice-President Dan Stanton, Secretary/Treasurer Ron Pitcock, and Directors Bob Friedman, Bill DiLibero, and Sally Scaman. Absent was Director Beth Vance. Also present were Executive Director Darla Lapeyre, SPI Birding and Nature Center Board President Lynne Tate, SPI Birding and Nature Center Manager Cristin Howard, Thor Lassen with Ocean Trust, City Finance Director Rodrigo Gimenez, Financial Advisor Dave Gordon with Estrada Hinojosa, and Bond Counsel Tom Spurgeon with McCall, Parkhurst, & Horton, LLP.

2. PLEDGE OF ALLEGIANCE

3. PUBLIC COMMENTS AND ANNOUNCEMENTS

There were no public comments or announcements.

4. PRESENTATION BY DAVE GORDON WITH ESTRADA HINOJOSA REGARDING SALES TAX REVENUE REFUNDING BONDS, SERIES 2016 FOR THE BIRDING AND NATURE CENTER FACILITY

Dave Gordon of Estrada Hinojosa, Financial Advisor for the EDC, made a PowerPoint presentation regarding refinancing the Bonds for the Birding and Nature Center facility.

5. Discussion and action to approve a Resolution Authorizing the Issuance of up to \$3,700,000 in Aggregate Principal Amount of *South Padre Island Economic Development Corporation Sales Tax Revenue Refunding Bonds, Series 2016*; Authorizing the Sale Thereof Pursuant to a Negotiated Underwriting, a Competitive Sale, or a Private Placement; Approving and Authorizing the Execution of All Instruments and Procedures Related Thereto; Delegating Authority to Certain Officials to Determine the Method of

Sale, to Approve All Final Terms with Respect to the Sale of the Bonds, to Select a Paying Agent/Registrar and an Escrow Agent and Approve Related Agreements, and to Approve Other Matters; and Calling Certain Obligations for Redemption

Upon a motion from Ron Pitcock and a second by Sally Scaman, the Board unanimously approved the Resolution authorizing the issuance of up to \$3,700,000 in aggregate principal amount of sales tax revenue bonds series 2016, as well as the other items listed in the heading above.

6. APPROVE THE CONSENT AGENDA

- 6a. Approve the Minutes from Regular Meeting on February 16th, 2016**
- 6b. Financial Report for EDC-February 2016**
- 6c. Activity Report from the Birding and Nature Center-February 2016**
- 6d. Financial Reports for the Birding and Nature Center-February 2016**
- 6e. Approve excused absence for Beth Vance from the March 29th, 2016 meeting**

Upon a motion from Bill DiLibero and a second by Ron Pitcock the consent agenda was unanimously approved as presented.

7. REPORT REGARDING SUBMITTING A RESTORE ACT GRANT APPLICATION FOR A SPI FISH AND WILDLIFE CENTER ON PERMITTED PROPERTY OWNED BY THE EDC

Thor Lassen, President of Ocean Trust spoke to the Board about the RESTORE Act grant program and his research on aquariums and the possibility of developing a Fish and Wildlife Center on the property located along Padre Boulevard in front of the Birding Center which is owned by the EDC. President Williams told the Board she met with Mr. Lassen and Ms. Lapeyre after attending the RESTORE Act workshop put on by the Texas Commission on Environmental Quality and made the decision to submit a grant application for the project. Ms. Lapeyre will be responsible for the submission of the grant application.

8. DISCUSSION AND POSSIBLE ACTION TO APPROVE THE REDUCTION IN DR. MALKI'S PROPOSAL FOR AN ECONOMIC STUDY FOR THE EDC'S GRANT APPLICATION IN THE AMOUNT OF \$7600

The Board had approved Dr. Malki's economic study for the City's RESTORE Act grant applications at their February meeting in the amount of \$15,000. Subsequently, the City hired a different economic consultant for their grant applications. Since the EDC will be applying for a RESTORE Act grant and an economic study will greatly benefit the application, Dr. Malki provided a new proposal for the EDC's grant submission. The price is reduced because the City is submitting three applications. Upon a motion from Ron Pitcock and a second by

Dan Stanton, the Board approved Dr. Malki's proposal for \$7,600. Director Bill DiLibero opposed. The vote passed 5-1.

9. DISCUSSION AND POSSIBLE ACTION TO APPROVE A COST SHARE FOR AN ECONOMIC IMPACT STUDY FOR THE CITY'S RESTORE ACT GRANT APPLICATIONS IN THE AMOUNT OF \$8,000

Upon a motion from Ron Pitcock and a second by Bill DiLibero, the Board unanimously approved a cost share in the amount of \$8,000 for the economic consultant Marketing & Feasibility Advisors, LLC as chosen by the City to complete an economic impact study for their RESTORE Act grant applications.

10. EXECUTIVE DIRECTOR'S ACTIVITY REPORT

Ms. Lapeyre presented the most recent economic indicators to the Board and provided an analysis of the Sales Tax. She provided a written report of her office activity from February 15th, 2016 through March 25th, 2016. Ms. Lapeyre reported the January 2016 sales tax was up 1.12% from January 2015. January 2016 sales tax was up 20% from the prior 5 year average for the month of January. Other items mentioned were the RESTORE Act TCEQ workshop, the Second Causeway Industry Outreach meeting, a meeting with the Corps of Engineers regarding permits for the habitat at the Birding Center, a meeting with Skipjack LLC regarding bay access and boat ramps in the entertainment district, an upcoming strategic planning and 2016-17 budget workshop.

11. ADJOURNMENT

There being no further business, the meeting was adjourned at 9:44 a.m.

S E A L

Darla Lapeyre
Executive Director

APPROVED:

Joanne Williams
President



Memo

To: South Padre Island Economic Development Corporation Board of Directors
From: Rodrigo Gimenez, Finance Director
City of South Padre Island
CC: Darla Lapeyre
Date: April 14, 2016
Re: March 31, 2016 Operating Statement

The March 31, 2016 Operating Statement for the South Padre Island Economic Development Corporation as well as the Balance Sheet as of March 31, 2016 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, 2016/2015**

Assets	2016	2015
Cash and cash equivalents	\$ 624,912	\$ 455,205
Receivables - Sales Tax	45,812	42,235
Revolving Loan Receivable	60,405	73,012
Due From General Fund	-	-
Miscellaneous Receivables	-	-
Prepaid Expenses	-	-
TOTAL ASSETS	\$ 731,129	\$ 570,451
Liabilities and Fund Balances		
Deferred Revenue	\$ 60,405	\$ 73,012
Accounts Payable	-	-
Sales Tax Payable	-	-
Payroll Taxes Payable	-	317
Wages Payable	-	-
Due to General Fund	-	-
Reserved for Encumbrances	-	-
Other liabilities	318	-
Total Liabilities	60,723	73,329
Fund Balance	670,406	497,122
Total Liabilities and Fund Balance	\$ 731,129	\$ 570,451

City of South Padre Island
Economic Development Corporation
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES
March 31, 2016/2015

	2016		2015	
	Budget	Actual	Actual	
<u>REVENUES</u>				
Sales Tax	\$ 770,000	\$ 263,423	\$ 254,905	
Revolving Loan Revenue	10,274	5,120	4,068	
Grant Revenue	-	-	-	
Interest Revenue	2,501	1,395	1,349	
BNC Expense Reimbursement	-	-	-	
Miscellaneous Revenues	-	20	-	
Total Revenue	782,775	269,958	260,321	
<u>EXPENDITURES</u>				
General Administrative Expenses	692,775	303,193	268,887	
BNC Cash Advances	20,000	9,100	12,412	
Birding Center Expenses	70,000	45,431	50,297	
Total Expenditures	782,775	357,725	331,596	
Excess (Deficiency) of Revenues Over (Under) Expenditures	-	(87,767)	(71,274)	
Fund balance - beginning	758,173	758,173	568,397	
Fund balance - ending	\$ 758,173	\$ 670,406	\$ 497,122	

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
		EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS			
PERSONNEL SERVICES								
580-0010	SUPERVISION	4,538.46	0.00	27,548.45	27,548.45	59,000.00	31,451.55	53.31
580-0020	CLERICAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0060	OVERTIME	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0070	FICA	65.80	0.00	427.70	427.70	1,109.00	681.30	61.43
580-0080	TMRS	573.20	0.00	3,178.01	3,178.01	7,661.00	4,482.99	58.52
580-0081	GROUP INSURANCE	480.19	0.00	2,921.16	2,921.16	5,874.00	2,952.84	50.27
580-0083	WORKERS COMPENSATION	0.00	0.00	0.00	0.00	137.00	137.00	100.00
580-0084	UNEMPLOYMENT TAX	0.00	0.00	0.00	0.00	423.00	423.00	100.00
		=====	=====	=====	=====	=====	=====	=====
		5,657.65	0.00	34,075.32	34,075.32	74,204.00	40,128.68	54.08
		=====	=====	=====	=====	=====	=====	=====
GOODS AND SUPPLIES								
580-0101	OFFICE SUPPLIES	0.00	0.00	207.92	207.92	1,350.00	1,142.08	84.60
580-0102	LOCAL MEETINGS	0.00	0.00	36.00	36.00	500.00	464.00	92.80
580-0107	BOOKS & PUBLICATIONS	0.00	0.00	238.00	238.00	600.00	362.00	60.33
580-0108	POSTAGE	0.00	0.00	0.00	0.00	200.00	200.00	100.00
580-0150	MINOR TOOLS & EQUIPM	0.00	0.00	0.00	0.00	1,500.00	1,500.00	100.00
580-0180	INFORMATION TECHNOLO	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		=====	=====	=====	=====	=====	=====	=====
		0.00	0.00	481.92	481.92	4,150.00	3,668.08	88.39
		=====	=====	=====	=====	=====	=====	=====
MISCELLANEOUS SERVICES								
580-0501	COMMUNICATIONS	0.00	0.00	389.46	389.46	800.00	410.54	51.32
580-0502	LOAN REV EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0513	TRAINING EXPENSE	0.00	0.00	79.00	79.00	1,500.00	1,421.00	94.73
580-0520	INSURANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0530	PROFESSIONAL SERVICE	1,882.00	0.00	4,112.00	4,112.00	7,500.00	3,388.00	45.17
580-0534-001	BIRDING MASTER PLAN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-002	LOBBYIST	2,083.33	0.00	13,217.45	13,217.45	25,000.00	11,782.55	47.13
580-0534-003	COMPREHENSIVE PLAN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-004	BEACH MASTER PLAN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-005	REGIONAL MOBILITY AU	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-006	ECONOMIC ACTIVITY IN	0.00	0.00	4,000.00	4,000.00	4,000.00	0.00	0.00
580-0534-010	BAY CLEANUP	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-012	AREA MARKETING STUDY	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-013	USDA RBEG	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-014	I-69 ALLIANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-015	BROWN PROPERTY INTER	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-016	BIRDING MASTER NON-C	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-017	OTHER PROJECTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-018	GULF OF MEXICO NATUR	0.00	0.00	0.00	0.00	5,000.00	5,000.00	100.00
580-0534-019	BUSINESS RECRUITMENT	0.00	0.00	1,470.00	1,470.00	35,000.00	33,530.00	95.80

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
		EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS			
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	1,245.00	1,245.00	3,500.00	2,255.00	64.43
580-0550	TRAVEL	0.00	0.00	0.00	0.00	2,000.00	2,000.00	100.00
580-0551	DUES & MEMBERSHIPS	0.00	0.00	0.00	0.00	1,000.00	1,000.00	100.00
580-0555	PROMOTIONS	0.00	0.00	500.00	500.00	3,000.00	2,500.00	83.33
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
		3,965.33	0.00	25,012.91	25,012.91	88,300.00	63,287.09	71.67
EQUIPMNT > \$5,000 OUTLAY								
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
INTERFUND TRANSFERS								
580-9476	BEACH NOURISHMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9480	TRANSFER TO EDC DEBT	35,236.13	0.00	211,416.78	211,416.78	422,834.00	211,417.22	50.00
		35,236.13	0.00	211,416.78	211,416.78	422,834.00	211,417.22	50.00
SPECIAL PROJECTS								
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	32,206.29	32,206.29	103,287.00	71,080.71	68.82
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	9,100.00	9,100.00	20,000.00	10,900.00	54.50
		0.00	0.00	41,306.29	41,306.29	123,287.00	81,980.71	66.50
DEPARTMENT TOTAL		44,859.11	0.00	312,293.22	312,293.22	712,775.00	400,481.78	56.19

FUND :80 -ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 581 - BIRD CENTER

NOTATION :

ACCOUNT NUMBERS	ACCOUNT DESCRIPTION	-- MONTH -- -----		YEAR TO DATE		CURRENT MODIFIED BUDGET	UNENCUMBERED BALANCE	BUDGET PERCENT REMAINING
		EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS			
581-0540	ADVERTISING	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0550	TRAVEL EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0551	DUES & MEMBERSHIPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0555	PROMOTIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0560	RENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0580	ELECTRICITY	1,546.25	0.00	1,546.25	1,546.25	0.00	(1,546.25)	0.00
581-0581	WATER, SEWER, & GARB	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0590	JANITORIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		1,546.25	0.00	44,329.42	44,329.42	55,000.00	10,670.58	19.40

EQUIPMNT > \$5,000 OUTLAY

581-1001	BUILDINGS & STRUCTOR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1003	FURNITURE & FIXTURES	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1004	MACHINERY & EQUIPMEN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1011	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

DEPARTMENT TOTAL		1,546.25	0.00	45,431.38	45,431.38	70,000.00	24,568.62	35.10
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Memo

To: South Padre Island Economic Development Corporation Board of Directors
From: Rodrigo Gimenez, Finance Director
City of South Padre Island
CC: Daria Lapeyre
Date: May 16, 2016
Re: April 30, 2016 Operating Statement

The April 30, 2016 Operating Statement for the South Padre Island Economic Development Corporation as well as the Balance Sheet as of April 30, 2016 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 March tax collections sent to the State of Texas in April and distributed to local governments in May. This May allocation payment is accrued for financial statement presentation purposes in the April 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
April 30, 2016/2015

Assets	2016	2015
Cash and cash equivalents	\$ 624,237	\$ 451,476
Receivables - Sales Tax	77,967	86,737
Revolving Loan Receivable	59,542	72,188
Due From General Fund	-	-
Miscellaneous Receivables	-	-
Prepaid Expenses	-	-
TOTAL ASSETS	\$ 761,746	\$ 610,401
Liabilities and Fund Balances		
Deferred Revenue	\$ 59,542	\$ 72,188
Accounts Payable	-	-
Sales Tax Payable	-	-
Payroll Taxes Payable	-	317
Wages Payable	-	-
Due to General Fund	-	-
Reserved for Encumbrances	-	-
Other liabilities	318	-
Total Liabilities	59,860	72,505
Fund Balance	701,886	537,896
Total Liabilities and Fund Balance	\$ 761,746	\$ 610,401

City of South Padre Island
Economic Development Corporation
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES
April 30, 2016/2015

	2016		2015
	Budget	Actual	Actual
<u>REVENUES</u>			
Sales Tax	\$ 770,000	\$ 341,389	\$ 341,642
Revolving Loan Revenue	10,274	5,983	4,892
Grant Revenue	-	-	-
Interest Revenue	2,501	1,619	1,605
BNC Expense Reimbursement	-	-	-
Miscellaneous Revenues	-	20	-
Total Revenue	782,775	349,011	348,139
<u>EXPENDITURES</u>			
General Administrative Expenses	692,775	351,092	312,867
BNC Cash Advances	20,000	9,100	12,412
Birding Center Expenses	70,000	45,107	53,361
Total Expenditures	782,775	405,299	378,640
Excess (Deficiency) of Revenues Over (Under) Expenditures	-	(56,288)	(30,501)
Fund balance - beginning	758,173	758,173	568,397
Fund balance - ending	\$ 758,173	\$ 701,886	\$ 537,896

FUND : 80 - ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 500 - EDC

NOTATION :

ACCOUNT NUMBERS	ACCOUNT DESCRIPTION	-- MONTH --		YEAR TO DATE		CURRENT MODIFIED BUDGET	UNENCUMBERED BALANCE	BUDGET PERCENT REMAINING
		EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS			
<u>PERSONNEL SERVICES</u>								
580-0010	SUPERVISION	4,538.46	0.00	32,086.91	32,086.91	59,000.00	26,913.09	45.62
580-0020	CLERICAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0060	OVERTIME	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0070	FICA	65.80	0.00	493.50	493.50	1,109.00	615.50	55.50
580-0080	TMRS	573.20	0.00	3,751.21	3,751.21	7,661.00	3,909.79	51.03
580-0081	GROUP INSURANCE	850.57	0.00	3,771.73	3,771.73	5,874.00	2,102.27	35.79
580-0083	WORKERS COMPENSATION	0.00	0.00	0.00	0.00	137.00	137.00	100.00
580-0084	UNEMPLOYMENT TAX	40.50	0.00	40.50	40.50	423.00	382.50	90.43
		6,068.53	0.00	40,143.85	40,143.85	74,204.00	34,060.15	45.90
<u>GOODS AND SUPPLIES</u>								
580-0101	OFFICE SUPPLIES	67.98	0.00	275.90	275.90	1,350.00	1,074.10	79.56
580-0102	LOCAL MEETINGS	0.00	0.00	36.00	36.00	500.00	464.00	92.80
580-0107	BOOKS & PUBLICATIONS	93.60	0.00	331.60	331.60	600.00	268.40	44.73
580-0108	POSTAGE	0.00	0.00	0.00	0.00	200.00	200.00	100.00
580-0150	MINOR TOOLS & EQUIPM	0.00	0.00	0.00	0.00	1,500.00	1,500.00	100.00
580-0180	INFORMATION TECHNOLO	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		161.58	0.00	643.50	643.50	4,150.00	3,506.50	84.49
<u>MISCELLANEOUS SERVICES</u>								
580-0501	COMMUNICATIONS	121.96	0.00	511.42	511.42	800.00	288.58	36.07
580-0502	LOAN REV EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0513	TRAINING EXPENSE	0.00	0.00	79.00	79.00	1,500.00	1,421.00	94.73
580-0520	INSURANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0530	PROFESSIONAL SERVICE	2.00	0.00	4,114.00	4,114.00	7,500.00	3,386.00	45.15
580-0534-001	BIRDING MASTER PLAN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-002	LOBBYIST	2,083.33	0.00	15,300.78	15,300.78	25,000.00	9,699.22	38.80
580-0534-003	COMPREHENSIVE PLAN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-004	BEACH MASTER PLAN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-005	REGIONAL MOBILITY AU	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-006	ECONOMIC ACTIVITY IN	0.00	0.00	4,000.00	4,000.00	4,000.00	0.00	0.00
580-0534-010	BAY CLEANUP	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-012	AREA MARKETING STUDY	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-013	USDA RBEG	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-014	I-69 ALLIANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-015	BROWN PROPERTY INTER	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-016	BIRDING MASTER NON-C	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-017	OTHER PROJECTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0534-018	GULF OF MEXICO NATUR	0.00	0.00	0.00	0.00	5,000.00	5,000.00	100.00
580-0534-019	BUSINESS RECRUITMENT	3,725.00	0.00	5,195.00	5,195.00	35,000.00	29,805.00	85.16

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	UNENCUMBERED	BUDGET
		EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS	MODIFIED BUDGET	BALANCE	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	1,245.00	1,245.00	3,500.00	2,255.00	64.43
580-0550	TRAVEL	0.00	0.00	0.00	0.00	2,000.00	2,000.00	100.00
580-0551	DUES & MEMBERSHIPS	500.00	0.00	500.00	500.00	1,000.00	500.00	50.00
580-0555	PROMOTIONS	0.00	0.00	500.00	500.00	3,000.00	2,500.00	83.33
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
		6,432.29	0.00	31,445.20	31,445.20	88,300.00	56,854.80	64.39

EQUIPMNT > \$5,000 OUTLAY

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

INTERFUND TRANSFERS

580-9476	BEACH NOURISHMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9480	TRANSFER TO EDC DEBT	35,236.13	0.00	246,652.91	246,652.91	422,834.00	176,181.09	41.67
		35,236.13	0.00	246,652.91	246,652.91	422,834.00	176,181.09	41.67

SPECIAL PROJECTS

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	32,206.29	32,206.29	103,287.00	71,080.71	68.82
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	9,100.00	9,100.00	20,000.00	10,900.00	54.50
		0.00	0.00	41,306.29	41,306.29	123,287.00	81,980.71	66.50

DEPARTMENT TOTAL 47,898.53 0.00 360,191.75 360,191.75 712,775.00 352,583.25 49.47

FUND : 60 - ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 581 - BIRD CENTER

NOTATION :

ACCOUNT NUMBERS	ACCOUNT DESCRIPTION	-- MONTH --		YEAR TO DATE		CURRENT MODIFIED BUDGET	UNENCUMBERED BALANCE	BUDGET PERCENT REMAINING
		EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS			
581-0540	ADVERTISING	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0550	TRAVEL EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0551	DUES & MEMBERSHIPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0555	PROMOTIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0560	RENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0580	ELECTRICITY	(1,546.25)	0.00	0.00	0.00	0.00	0.00	0.00
581-0581	WATER, SEWER, & GARB	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-0590	JANITORIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		(1,546.25)	0.00	42,783.17	42,783.17	55,000.00	12,216.83	22.21

EQUIPMENT > \$5,000 OUTLAY

581-1001	BUILDINGS & STRUCTUR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1003	FURNITURE & FIXTURES	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1004	MACHINERY & EQUIPMEN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1011	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

DEPARTMENT TOTAL (324.29) 0.00 45,107.09 45,107.09 70,000.00 24,892.91 35.56

BNC/EDC Manager Report for May 2016

The scavenger hunt that is passed out to our guests has been updated with clear pictures. The old hunt was a copy of a copy.

Summer camp is scheduled for June 20-22, June 27 -29 and July 11-13. The fee is \$99.00 which will include lunch. The ages are 7-12. Patty and I along with another volunteer will work each camp session. We have a few children already signed up.

The new website is launch and working well. I'm still learning how to add flyers and events.

The new Richard Moore film that we show to each visitor was delivered last Thursday. Please take some time during your next visit to watch it.

Texas Master Naturalist will be holding another photo workshop May 20 & 21.

Spring Migration is coming to an end. We had a small fall out a few weeks ago with over 25 species of migrating birds arriving at the center.

TCMA (Texas City Manager's Association) will be holding a reception here on June 9th after hours. I'm working with the CVB staff and Darla Jones on coordination of the event.

Hundreds of school group have been visiting the center each week. Patty and Linda in the gift shop have been working hard coordinating the volunteers to help.

ANCA – RGV (Association nature center managers) held a bird migration training, bird ID class on April 29th here at the center with one of the number one birders in Texas and the nation, Mary Gustafson. We had over 16 nature center staff attend and we learned so much, plus went birding here, the convention center and at Sheepshead lots. I had Patty, Linda and MaryKay (volunteer) attend with me.

I will be attending the ANCA-RGV Staff Retreat on Friday, May 27th from 9am – 3pm at Estero Llano Grande State Park.

We are finding that every day guests enter without paying. It could be when we don't have someone at the volunteer desk, kiosk down or when the lobby is very busy. We are now putting on a wristband on each guest. Each day is a different color. I have shopped around with Toucan Graphics and on-line. The best price I have found is with Wristband Express. They offer free shipping and the cost is 1-20 packs of 500 is \$14.95 or 20 packs of 500 or more is \$12.95. I feel we need a solution to this and my long term solution is to remodel the front area/lobby and hire a cashier at the entrance. Looking for solutions, so please share any thoughts you may have.

Respectfully Submitted,

Cristin Howard

1:25 PM
04/12/16
Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Balance Sheet
As of March 31, 2016

	<u>Mar 31, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
\$\$BNC Operating 38458	27,182.25
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	19,836.93
SPI BNC Loan 38415	4,420.95
Total Checking/Savings	53,840.13
Other Current Assets	
Inventory Asset	40,033.01
Total Other Current Assets	40,033.01
Total Current Assets	93,873.14
Fixed Assets	
Boardwalk	40,750.00
Building Improvement	19,562.01
Furniture and Equipment	10,600.00
Landscape and Grounds	9,000.00
Total Fixed Assets	79,912.01
TOTAL ASSETS	173,785.15
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	9,406.25
Total Accounts Payable	9,406.25
Other Current Liabilities	
Payroll Liabilities	
FIT and FICA-Medicare	4,328.18
Total Payroll Liabilities	4,328.18
Sales Tax Payable	543.12
Total Other Current Liabilities	4,871.30
Total Current Liabilities	14,277.55
Long Term Liabilities	
EDC Loan 270101	60,529.77
Total Long Term Liabilities	60,529.77
Total Liabilities	74,807.32
Equity	
Fund Balances	
Board Designated	8,000.00
Total Fund Balances	8,000.00
Unrestricted	58,661.79
Net Income	32,316.04

1:25 PM

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

04/12/16

Balance Sheet

Accrual Basis

As of March 31, 2016

TOTAL LIABILITIES & EQUITY

Mar 31, 16

173,785.15

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October 2015 through March 2016

04/12/16

Accrual Basis

	Oct '15 - Ma...	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	895.00	3,800.00	-2,905.00	23.6%
EXTENDED PASS ADMISSIONS	6,790.00	7,000.00	-210.00	97.0%
GENERAL ADMISSIONS	86,800.00	161,850.00	-75,050.00	53.8%
GROUP ADMISSIONS	1,959.00	6,500.00	-4,541.00	30.1%
Total ADMISSIONS INCOME	96,444.00	179,150.00	-82,706.00	53.8%
BUILDING RENTAL INCOME	11,218.00	13,000.00	-1,782.00	86.3%
CONTRIBUTIONS				
DESIGNATED				
JOJO	0.00	3,000.00	-3,000.00	0.0%
DESIGNATED - Other	0.00	1,000.00	-1,000.00	0.0%
Total DESIGNATED	0.00	4,000.00	-4,000.00	0.0%
DONATIONS				
HALLOWEEN	800.00	4,000.00	-3,200.00	20.0%
POLO MATCH	1,423.00			
SPOONBILL MINI GOLF TOURNAMENT	0.00	5,000.00	-5,000.00	0.0%
W O W E	3,500.00			
DONATIONS - Other	24,880.63	25,000.00	-119.37	99.5%
Total DONATIONS	30,603.63	34,000.00	-3,396.37	90.0%
EVENT PARKING	5,375.00			
Total CONTRIBUTIONS	35,978.63	38,000.00	-2,021.37	94.7%
GIFT SHOP INCOME				
CONSIGNMENT SALES	2,683.15	6,000.00	-3,316.85	44.7%
GIFT SHOP SALES	68,288.78	102,000.00	-33,711.22	66.9%
VENDING INCOME	851.24	250.00	601.24	340.5%
Total GIFT SHOP INCOME	71,823.17	108,250.00	-36,426.83	66.3%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00			
Total Gift Shop Sales	0.00			
Service Sales	0.00			
Total Income	215,463.80	338,400.00	-122,936.20	63.7%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	1,899.12	3,000.00	-1,100.88	63.3%
COST OF GOODS GIFT SHOP	35,169.44	42,000.00	-6,830.56	83.7%
Total COST OF GOODS SOLD	37,068.56	45,000.00	-7,931.44	82.4%
RETURNS, ALLOWANCES, BAD DEBTS	2.17			
Total COGS	37,070.73	45,000.00	-7,929.27	82.4%
Gross Profit	178,393.07	293,400.00	-115,006.93	60.8%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
GUIDES & DIRECTORIES	2,158.34	1,710.00	448.34	126.2%
PHOTOGRAPHY & VIDEO	200.00			
PRINT	3,542.83	2,700.00	842.83	131.2%
Total ADVERTISING & PROMOTION	5,901.17	4,410.00	1,491.17	133.8%
CREDIT CARD FEES	6,140.53	9,600.00	-3,459.47	64.0%
DUES & SUBSCRIPTIONS	35.00	670.00	-635.00	5.2%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October 2015 through March 2016

04/12/16

Accrual Basis

	Oct '15 - Ma...	Budget	\$ Over Bud...	% of Budget
FUNDRAISING & EVENTS				
DESIGNATED REIMBURSEMENTS	0.00	1,000.00	-1,000.00	0.0%
HALLOWEEN	19.00	750.00	-731.00	2.5%
JOJO	0.00	3,000.00	-3,000.00	0.0%
LETTERS & BROCHURES	16.23	1,000.00	-983.77	1.6%
LUNCH TICKET PROMOTION	0.00	140.00	-140.00	0.0%
PHOTOGRAPHY WORKSHOP	120.00	250.00	-130.00	48.0%
PLAQUES & BRICKS	154.00	1,500.00	-1,346.00	10.3%
POLO MATCH	895.00			
SPECIAL EVENTS	521.22	350.00	171.22	148.9%
SPOONBILL MINI GOLF TOURNAMENT	442.52	500.00	-57.48	88.5%
W O W E	4,114.85			
Total FUNDRAISING & EVENTS	6,282.82	8,490.00	-2,207.18	74.0%
GIFT SHOP SUPPLIES	97.97	750.00	-652.03	13.1%
INSURANCE	3,571.00	5,500.00	-1,929.00	64.9%
LEGAL & PROFESSIONAL	4,407.50	8,400.00	-3,992.50	52.5%
LOAN EXPENSE	1,285.00	2,810.00	-1,525.00	45.7%
LOCAL MEETINGS				
MEALS & ENTERTAINMENT	205.84	200.00	5.84	102.9%
VOLUNTEER APPRECIATION	398.75	600.00	-201.25	66.5%
Total LOCAL MEETINGS	604.59	800.00	-195.41	75.6%
MAINTENANCE & REPAIRS	3,019.29	5,000.00	-1,980.71	60.4%
OFFICE & PRINTING	722.81	1,000.00	-277.19	72.3%
PAYROLL SERVICE	341.13	700.00	-358.87	48.7%
POSTAGE & FREIGHT	214.25	500.00	-285.75	42.9%
RENT	500.00			
SOFTWARE	948.18	500.00	448.18	189.6%
SUPPLIES	1,552.98	5,500.00	-3,947.02	28.2%
TOOLS & EQUIPMENT	1,034.12	1,500.00	-465.88	68.9%
TRAINING	300.00	250.00	50.00	120.0%
TRAVEL	1,162.33	2,000.00	-837.67	58.1%
Total OPERATIONS EXPENSES	38,120.67	58,380.00	-20,259.33	65.3%
POS Inventory Adjustments	0.00			
SALARIES AND BENEFITS				
EDUCATOR	0.00	5,000.00	-5,000.00	0.0%
GIFT SHOP ATTENDANTS	15,230.25	32,760.00	-17,529.75	46.5%
JANITOR	10,187.73	19,970.00	-9,782.27	51.0%
MAINTENANCE	8,418.90	17,760.00	-9,341.10	47.4%
MANAGER	22,307.64	42,000.00	-19,692.36	53.1%
PAYROLL TAXES	4,295.03	8,610.00	-4,314.97	49.9%
Total SALARIES AND BENEFITS	60,439.55	126,100.00	-65,660.45	47.9%
SERVICE CONTRACTS				
AIR CONDITIONING	1,958.29	3,900.00	-1,941.71	50.2%
BACKGROUND CHECKS	0.00	250.00	-250.00	0.0%
CLEANING SUPPLIES	1,962.42	2,600.00	-637.58	75.5%
COMPUTER COPIER I.T.	9,793.78	21,480.00	-11,686.22	45.6%
DRINKING WATER	348.00	560.00	-212.00	62.1%
EBIRD TRAIL TRACKER	0.00	650.00	-650.00	0.0%
KIOSK LEASE	3,469.20	6,920.00	-3,460.80	50.0%
LAWN & GROUNDS	6,135.12	12,800.00	-6,664.88	47.9%
LINENS MOPS MATS	0.00	500.00	-500.00	0.0%
PEST CONTROL	468.00	940.00	-472.00	49.8%
SECURITY	1,304.18	2,470.00	-1,165.82	52.8%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	1,110.06	2,000.00	-889.94	55.5%
ATT INTERNET	5,535.70	6,820.00	-1,284.30	81.2%
TELEPHONE SYSTEM	2,606.99	5,110.00	-2,503.01	51.0%
Total TELEPHONE & INTERNET	9,252.75	13,930.00	-4,677.25	66.4%

1:32 PM

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

04/12/16

Accrual Basis

October 2015 through March 2016

	Oct '15 - Ma...	Budget	\$ Over Bud...	% of Budget
WEBMASTER	304.22	2,340.00	-2,035.78	13.0%
Total SERVICE CONTRACTS	34,985.96	69,340.00	-34,354.04	50.5%
UTILITIES				
ELECTRICITY	11,337.04	24,000.00	-12,662.96	47.2%
TRASH	541.52	1,080.00	-538.48	50.1%
WATER / SEWER	9,035.61	14,500.00	-5,464.39	62.3%
Total UTILITIES	20,914.17	39,580.00	-18,665.83	52.8%
Total Expense	154,460.35	293,400.00	-138,939.65	52.6%
Net Ordinary Income	23,932.72	0.00	23,932.72	100.0%
Other Income/Expense				
Other Income				
EDC ADVANCE	9,100.00	19,000.00	-9,900.00	47.9%
INTEREST INCOME	3.32			
Total Other Income	9,103.32	19,000.00	-9,896.68	47.9%
Other Expense				
Balancing Adjustments	0.00			
HABITAT/CATTAIL MAINTENANCE	720.00	19,000.00	-18,280.00	3.8%
Total Other Expense	720.00	19,000.00	-18,280.00	3.8%
Net Other Income	8,383.32	0.00	8,383.32	100.0%
Net Income	32,316.04	0.00	32,316.04	100.0%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October 2015 through March 2016

04/12/16
Accrual Basis

	Oct '15 - Mar 16	Oct '14 - Mar 15
Ordinary Income/Expense		
Income		
ADMISSIONS INCOME		
DISCOUNT ADMISSIONS	895.00	2,364.00
EXTENDED PASS ADMISSIONS	6,790.00	6,134.00
GENERAL ADMISSIONS	86,800.00	74,488.38
GROUP ADMISSIONS	1,959.00	2,733.00
Total ADMISSIONS INCOME	96,444.00	85,719.38
BUILDING RENTAL INCOME	11,218.00	6,050.00
CONTRIBUTIONS		
DONATIONS		
HALLOWEEN	800.00	3,923.34
POLO MATCH	1,423.00	0.00
SPOONBILL MINI GOLF TOURNAMENT	0.00	4,865.00
W O W E	3,500.00	0.00
DONATIONS - Other	24,880.63	17,686.00
Total DONATIONS	30,603.63	26,474.34
EVENT PARKING	5,375.00	6,178.00
Total CONTRIBUTIONS	35,978.63	32,652.34
GIFT SHOP INCOME		
CONSIGNMENT SALES	2,683.15	3,416.60
GIFT SHOP SALES	68,288.78	49,533.70
VENDING INCOME	851.24	202.93
Total GIFT SHOP INCOME	71,823.17	53,153.23
Gift Shop Sales	0.00	0.00
Service Sales	0.00	0.00
Total Income	215,463.80	177,574.95
Cost of Goods Sold		
COST OF GOODS SOLD		
COST OF GOODS CONSIGNMENT	1,899.12	3,253.80
COST OF GOODS GIFT SHOP	35,169.44	34,582.76
COST OF GOODS SOLD - Other	0.00	0.00
Total COST OF GOODS SOLD	37,068.56	37,836.56
RETURNS, ALLOWANCES, BAD DEBTS	2.17	0.00
Total COGS	37,070.73	37,836.56
Gross Profit	178,393.07	139,738.39
Expense		
OPERATIONS EXPENSES		
ADVERTISING & PROMOTION		
GUIDES & DIRECTORIES	2,158.34	1,704.00
PHOTOGRAPHY & VIDEO	200.00	2,500.00
PRINT	3,542.83	2,070.49
Total ADVERTISING & PROMOTION	5,901.17	6,274.49
CREDIT CARD FEES	6,140.53	5,017.38
DUES & SUBSCRIPTIONS	35.00	90.00
FUNDRAISING & EVENTS		
DESIGNATED REIMBURSEMENTS	0.00	203.77
HALLOWEEN	19.00	769.63
LETTERS & BROCHURES	16.23	934.20
LUNCH TICKET PROMOTION	0.00	140.00
PHOTOGRAPHY WORKSHOP	120.00	237.00
PLAQUES & BRICKS	154.00	1,221.50

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Profit & Loss Prev Year Comparison
October 2015 through March 2016

	Oct '15 - Mar 16	Oct '14 - Mar 15
POLO MATCH	895.00	0.00
SPECIAL EVENTS	521.22	342.12
SPOONBILL MINI GOLF TOURNAMENT	442.52	413.86
W O W E	4,114.85	0.00
Total FUNDRAISING & EVENTS	6,282.82	4,262.08
GIFT SHOP SUPPLIES	97.97	0.00
INSURANCE	3,571.00	17,962.77
LEGAL & PROFESSIONAL	4,407.50	4,202.50
LOAN EXPENSE	1,285.00	2,928.83
LOCAL MEETINGS		
MEALS & ENTERTAINMENT	205.84	82.35
VOLUNTEER APPRECIATION	398.75	386.65
Total LOCAL MEETINGS	604.59	469.00
MAINTENANCE & REPAIRS	3,019.29	3,134.57
OFFICE & PRINTING	722.81	433.48
PAYROLL SERVICE	341.13	351.78
POSTAGE & FREIGHT	214.25	166.99
RENT	500.00	0.00
SOFTWARE	948.18	465.47
SUPPLIES	1,552.98	3,047.93
TOOLS & EQUIPMENT	1,034.12	1,622.96
TRAINING	300.00	0.00
TRAVEL	1,162.33	322.32
Total OPERATIONS EXPENSES	38,120.67	50,752.55
POS Inventory Adjustments	0.00	0.00
SALARIES AND BENEFITS		
GIFT SHOP ATTENDANTS	15,230.25	11,804.03
JANITOR	10,187.73	9,656.12
MAINTENANCE	8,418.90	7,842.40
MANAGER	22,307.64	19,999.98
PAYROLL TAXES	4,295.03	3,769.10
Total SALARIES AND BENEFITS	60,439.55	53,071.63
SERVICE CONTRACTS		
AIR CONDITIONING	1,958.29	1,860.00
CLEANING SUPPLIES	1,962.42	1,552.00
COMPUTER COPIER I.T.	9,793.78	12,643.54
DRINKING WATER	348.00	328.80
EBIRD TRAIL TRACKER	0.00	650.00
ELEVATOR	0.00	10,503.92
KIOSK LEASE	3,459.20	3,459.20
LAWN & GROUNDS	6,135.12	6,358.08
PEST CONTROL	468.00	468.00
SECURITY	1,304.18	1,572.10
TELEPHONE & INTERNET		
ATT EMERGENCY LINES	1,110.06	1,069.28
ATT INTERNET	5,535.70	3,494.37
TELEPHONE SYSTEM	2,606.99	3,305.08
Total TELEPHONE & INTERNET	9,252.75	7,868.73
WEBMASTER	304.22	623.00
Total SERVICE CONTRACTS	34,985.96	47,887.37
UTILITIES		
ELECTRICITY	11,337.04	9,791.54
TRASH	541.52	437.61
WATER / SEWER	9,035.61	4,465.00
Total UTILITIES	20,914.17	14,694.15

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04/12/16
Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Profit & Loss Prev Year Comparison
October 2015 through March 2016

	<u>Oct '15 - Mar 16</u>	<u>Oct '14 - Mar 15</u>
Total Expense	154,460.35	166,405.70
Net Ordinary Income	23,932.72	-26,667.31
Other Income/Expense		
Other income		
EDC ADVANCE	9,100.00	12,411.97
INTEREST INCOME	3.32	3.30
Total Other Income	9,103.32	12,415.27
Other Expense		
Balancing Adjustments	0.00	0.00
HABITAT/CATTAIL MAINTENANCE	720.00	630.00
Total Other Expense	720.00	630.00
Net Other Income	8,383.32	11,785.27
Net Income	32,316.04	-14,882.04

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October 2015 through March 2016

04/12/16

Accrual Basis

	\$ Change	% Change
Ordinary Income/Expense		
Income		
ADMISSIONS INCOME		
DISCOUNT ADMISSIONS	-1,469.00	-62.1%
EXTENDED PASS ADMISSIONS	656.00	10.7%
GENERAL ADMISSIONS	12,311.62	16.5%
GROUP ADMISSIONS	-774.00	-28.3%
Total ADMISSIONS INCOME	10,724.62	12.5%
BUILDING RENTAL INCOME	5,168.00	85.4%
CONTRIBUTIONS		
DONATIONS		
HALLOWEEN	-3,123.34	-79.6%
POLO MATCH	1,423.00	100.0%
SPOONBILL MINI GOLF TOURNAMENT	-4,865.00	-100.0%
W O W E	3,500.00	100.0%
DONATIONS - Other	7,194.63	40.7%
Total DONATIONS	4,129.29	15.6%
EVENT PARKING	-803.00	-13.0%
Total CONTRIBUTIONS	3,326.29	10.2%
GIFT SHOP INCOME		
CONSIGNMENT SALES	-733.45	-21.5%
GIFT SHOP SALES	18,755.08	37.9%
VENDING INCOME	648.31	319.5%
Total GIFT SHOP INCOME	18,669.94	35.1%
Gift Shop Sales	0.00	0.0%
Service Sales	0.00	0.0%
Total Income	37,888.85	21.3%
Cost of Goods Sold		
COST OF GOODS SOLD		
COST OF GOODS CONSIGNMENT	-1,354.68	-41.6%
COST OF GOODS GIFT SHOP	586.68	1.7%
COST OF GOODS SOLD - Other	0.00	0.0%
Total COST OF GOODS SOLD	-768.00	-2.0%
RETURNS, ALLOWANCES, BAD DEBTS	2.17	100.0%
Total COGS	-765.83	-2.0%
Gross Profit	38,654.68	27.7%
Expense		
OPERATIONS EXPENSES		
ADVERTISING & PROMOTION		
GUIDES & DIRECTORIES	454.34	26.7%
PHOTOGRAPHY & VIDEO	-2,300.00	-92.0%
PRINT	1,472.34	71.1%
Total ADVERTISING & PROMOTION	-373.32	-8.0%
CREDIT CARD FEES	1,123.15	22.4%
DUES & SUBSCRIPTIONS	-55.00	-61.1%
FUNDRAISING & EVENTS		
DESIGNATED REIMBURSEMENTS	-203.77	-100.0%
HALLOWEEN	-750.63	-97.5%
LETTERS & BROCHURES	-917.97	-98.3%
LUNCH TICKET PROMOTION	-140.00	-100.0%
PHOTOGRAPHY WORKSHOP	-117.00	-49.4%
PLAQUES & BRICKS	-1,067.50	-87.4%

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SOUTH PADRE ISLAND BIRDING & NATURE CENTER

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Profit & Loss Prev Year Comparison

Accrual Basis

October 2015 through March 2016

	\$ Change	% Change
POLO MATCH	895.00	100.0%
SPECIAL EVENTS	179.10	52.4%
SPOONBILL MINI GOLF TOURNAMENT	28.66	6.9%
W O W E	4,114.85	100.0%
Total FUNDRAISING & EVENTS	2,020.74	47.4%
GIFT SHOP SUPPLIES	97.97	100.0%
INSURANCE	-14,391.77	-80.1%
LEGAL & PROFESSIONAL	205.00	4.9%
LOAN EXPENSE	-1,643.83	-56.1%
LOCAL MEETINGS		
MEALS & ENTERTAINMENT	123.49	150.0%
VOLUNTEER APPRECIATION	12.10	3.1%
Total LOCAL MEETINGS	135.59	28.9%
MAINTENANCE & REPAIRS	-115.28	-3.7%
OFFICE & PRINTING	289.33	66.8%
PAYROLL SERVICE	-10.65	-3.0%
POSTAGE & FREIGHT	47.26	28.3%
RENT	500.00	100.0%
SOFTWARE	482.71	103.7%
SUPPLIES	-1,494.95	-49.1%
TOOLS & EQUIPMENT	-588.84	-36.3%
TRAINING	300.00	100.0%
TRAVEL	840.01	260.6%
Total OPERATIONS EXPENSES	-12,631.88	-24.9%
POS Inventory Adjustments	0.00	0.0%
SALARIES AND BENEFITS		
GIFT SHOP ATTENDANTS	3,426.22	29.0%
JANITOR	531.61	5.5%
MAINTENANCE	576.50	7.4%
MANAGER	2,307.66	11.5%
PAYROLL TAXES	525.93	14.0%
Total SALARIES AND BENEFITS	7,367.92	13.9%
SERVICE CONTRACTS		
AIR CONDITIONING	98.29	5.3%
CLEANING SUPPLIES	410.42	26.4%
COMPUTER COPIER I.T.	-2,849.76	-22.5%
DRINKING WATER	19.20	5.8%
EBIRD TRAIL TRACKER	-650.00	-100.0%
ELEVATOR	-10,503.92	-100.0%
KIOSK LEASE	0.00	0.0%
LAWN & GROUNDS	-222.96	-3.5%
PEST CONTROL	0.00	0.0%
SECURITY	-267.92	-17.0%
TELEPHONE & INTERNET		
ATT EMERGENCY LINES	40.78	3.8%
ATT INTERNET	2,041.33	58.4%
TELEPHONE SYSTEM	-698.09	-21.1%
Total TELEPHONE & INTERNET	1,384.02	17.6%
WEBMASTER	-318.78	-51.2%
Total SERVICE CONTRACTS	-12,901.41	-26.9%
UTILITIES		
ELECTRICITY	1,545.50	15.8%
TRASH	103.91	23.7%
WATER / SEWER	4,570.61	102.4%
Total UTILITIES	6,220.02	42.3%

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Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October 2015 through March 2016

	<u>\$ Change</u>	<u>% Change</u>
Total Expense	<u>-11,945.35</u>	<u>-7.2%</u>
Net Ordinary Income	<u>50,600.03</u>	<u>189.8%</u>
Other Income/Expense		
Other Income		
EDC ADVANCE	-3,311.97	-26.7%
INTEREST INCOME	0.02	0.6%
Total Other Income	<u>-3,311.95</u>	<u>-26.7%</u>
Other Expense		
Balancing Adjustments	0.00	0.0%
HABITAT/CATTAIL MAINTENANCE	90.00	14.3%
Total Other Expense	<u>90.00</u>	<u>14.3%</u>
Net Other Income	<u>-3,401.95</u>	<u>-28.9%</u>
Net Income	<u><u>47,198.08</u></u>	<u><u>317.2%</u></u>

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

05/11/16

Balance Sheet

Accrual Basis

As of April 30, 2016

	Apr 30, 16
ASSETS	
Current Assets	
Checking/Savings	
\$\$BNC Operating 38458	24,262.35
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	19,836.93
SPI BNC Loan 38415	4,421.48
Total Checking/Savings	50,920.76
Other Current Assets	
Inventory Asset	39,728.19
Total Other Current Assets	39,728.19
Total Current Assets	90,648.95
Fixed Assets	
Boardwalk	40,750.00
Building Improvement	19,562.01
Furniture and Equipment	10,600.00
Landscape and Grounds	9,000.00
Total Fixed Assets	79,912.01
TOTAL ASSETS	170,560.96
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	5,400.56
Total Accounts Payable	5,400.56
Other Current Liabilities	
Payroll Liabilities	
FIT and FICA-Medicare	3,540.54
Total Payroll Liabilities	3,540.54
Sales Tax Payable	977.02
Total Other Current Liabilities	4,517.56
Total Current Liabilities	9,918.12
Long Term Liabilities	
EDC Loan 270101	59,669.40
Total Long Term Liabilities	59,669.40
Total Liabilities	69,587.52
Equity	
Fund Balances	
Board Designated	8,000.00
Total Fund Balances	8,000.00
Unrestricted	58,661.79
Net Income	34,311.65
Total Equity	100,973.44

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SOUTH PADRE ISLAND BIRDING & NATURE CENTER

05/11/16

Balance Sheet

Accrual Basis

As of April 30, 2016

TOTAL LIABILITIES & EQUITY

Apr 30, 16

170,560.96

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October 2015 through April 2016

05/11/16

Accrual Basis

	Oct '15 - Apr 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	1,044.99	3,800.00	-2,755.01	27.5%
EXTENDED PASS ADMISSIONS	7,420.00	7,000.00	420.00	106.0%
GENERAL ADMISSIONS	102,210.01	161,850.00	-59,639.99	63.2%
GROUP ADMISSIONS	3,619.00	6,500.00	-2,881.00	55.7%
Total ADMISSIONS INCOME	114,294.00	179,150.00	-64,856.00	63.8%
BUILDING RENTAL INCOME	12,318.00	13,000.00	-682.00	94.8%
CONTRIBUTIONS				
DESIGNATED				
JOJO	0.00	3,000.00	-3,000.00	0.0%
DESIGNATED - Other	0.00	1,000.00	-1,000.00	0.0%
Total DESIGNATED	0.00	4,000.00	-4,000.00	0.0%
DONATIONS				
HALLOWEEN	800.00	4,000.00	-3,200.00	20.0%
POLO MATCH	1,423.00			
SPOONBILL MINI GOLF TOURNAMENT	0.00	5,000.00	-5,000.00	0.0%
W O W E	3,500.00			
DONATIONS - Other	24,980.63	25,000.00	-19.37	99.9%
Total DONATIONS	30,703.63	34,000.00	-3,296.37	90.3%
EVENT PARKING	5,375.00			
Total CONTRIBUTIONS	36,078.63	38,000.00	-1,921.37	94.9%
GIFT SHOP INCOME				
CONSIGNMENT SALES	3,062.15	6,000.00	-2,937.85	51.0%
GIFT SHOP SALES	81,080.54	102,000.00	-20,919.46	79.5%
VENDING INCOME	880.33	250.00	630.33	352.1%
Total GIFT SHOP INCOME	85,023.02	108,250.00	-23,226.98	78.5%
Gift Shop Sales	0.00			
Service Sales	0.00			
Total Income	247,713.65	338,400.00	-90,686.35	73.2%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	2,130.04	3,000.00	-869.96	71.0%
COST OF GOODS GIFT SHOP	41,348.50	42,000.00	-651.50	98.4%
Total COST OF GOODS SOLD	43,478.54	45,000.00	-1,521.46	96.6%
RETURNS, ALLOWANCES, BAD DEBTS	2.17			
Total COGS	43,480.71	45,000.00	-1,519.29	96.6%
Gross Profit	204,232.94	293,400.00	-89,167.06	69.6%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
GUIDES & DIRECTORIES	2,158.34	1,710.00	448.34	126.2%
PHOTOGRAPHY & VIDEO	200.00			
PRINT	3,542.83	2,700.00	842.83	131.2%
Total ADVERTISING & PROMOTION	5,901.17	4,410.00	1,491.17	133.8%
CREDIT CARD FEES	7,208.67	9,600.00	-2,391.33	75.1%
DUES & SUBSCRIPTIONS	35.00	670.00	-635.00	5.2%
FUNDRAISING & EVENTS				
DESIGNATED REIMBURSEMENTS	0.00	1,000.00	-1,000.00	0.0%
HALLOWEEN	19.00	750.00	-731.00	2.5%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October 2015 through April 2016

05/11/16

Accrual Basis

	Oct '15 - Apr 16	Budget	\$ Over Budget	% of Budget
JOJO	379.70	3,000.00	-2,620.30	12.7%
LETTERS & BROCHURES	37.55	1,000.00	-962.45	3.8%
LUNCH TICKET PROMOTION	0.00	140.00	-140.00	0.0%
PHOTOGRAPHY WORKSHOP	120.00	250.00	-130.00	48.0%
PLAQUES & BRICKS	547.00	1,500.00	-953.00	36.5%
POLO MATCH	895.00			
SPECIAL EVENTS	521.22	350.00	171.22	148.9%
SPOONBILL MINI GOLF TOURNAMENT	442.52	500.00	-57.48	88.5%
SUMMER CAMP	76.90			
W O W E	4,114.85			
Total FUNDRAISING & EVENTS	7,153.74	8,490.00	-1,336.26	84.3%
GIFT SHOP SUPPLIES	95.91	750.00	-654.09	12.8%
INSURANCE	3,567.00	5,500.00	-1,933.00	64.9%
LEGAL & PROFESSIONAL	5,032.50	8,400.00	-3,367.50	59.9%
LOAN EXPENSE	1,489.22	2,810.00	-1,320.78	53.0%
LOCAL MEETINGS				
MEALS & ENTERTAINMENT	205.84	200.00	5.84	102.9%
VOLUNTEER APPRECIATION	398.75	600.00	-201.25	66.5%
Total LOCAL MEETINGS	604.59	800.00	-195.41	75.6%
MAINTENANCE & REPAIRS	3,914.06	5,000.00	-1,085.94	78.3%
OFFICE & PRINTING	1,048.81	1,000.00	48.81	104.9%
PAYROLL SERVICE	397.63	700.00	-302.37	56.8%
POSTAGE & FREIGHT	351.17	500.00	-148.83	70.2%
RENT	500.00			
SOFTWARE	1,033.70	500.00	533.70	206.7%
SUPPLIES	2,150.80	5,500.00	-3,349.20	39.1%
TOOLS & EQUIPMENT	1,164.58	1,500.00	-335.42	77.6%
TRAINING	300.00	250.00	50.00	120.0%
TRAVEL	1,236.47	2,000.00	-763.53	61.8%
Total OPERATIONS EXPENSES	43,185.02	58,380.00	-15,194.98	74.0%
POS Inventory Adjustments	0.00			
SALARIES AND BENEFITS				
EDUCATOR	0.00	5,000.00	-5,000.00	0.0%
GIFT SHOP ATTENDANTS	17,190.66	32,760.00	-15,569.34	52.5%
JANITOR	11,745.33	19,970.00	-8,224.67	58.8%
MAINTENANCE	10,068.90	17,760.00	-7,691.10	56.7%
MANAGER	25,538.40	42,000.00	-16,461.60	60.8%
PAYROLL TAXES	4,937.52	8,610.00	-3,672.48	57.3%
Total SALARIES AND BENEFITS	69,480.81	126,100.00	-56,619.19	55.1%
SERVICE CONTRACTS				
AIR CONDITIONING	1,958.29	3,900.00	-1,941.71	50.2%
BACKGROUND CHECKS	0.00	250.00	-250.00	0.0%
CLEANING SUPPLIES	1,896.66	2,600.00	-703.34	72.9%
COMPUTER COPIER I.T.	11,361.78	21,480.00	-10,118.22	52.9%
DRINKING WATER	422.00	560.00	-138.00	75.4%
EBIRD TRAIL TRACKER	0.00	650.00	-650.00	0.0%
KIOSK LEASE	3,459.20	6,920.00	-3,460.80	50.0%
LAWN & GROUNDS	8,331.96	12,800.00	-4,468.04	65.1%
LINENS MOPS MATS	0.00	500.00	-500.00	0.0%
PEST CONTROL	546.00	940.00	-394.00	58.1%
SECURITY	1,636.99	2,470.00	-833.01	66.3%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	1,592.13	2,000.00	-407.87	79.6%
ATT INTERNET	6,344.99	6,820.00	-475.01	93.0%
TELEPHONE SYSTEM	2,761.73	5,110.00	-2,348.27	54.0%
Total TELEPHONE & INTERNET	10,698.85	13,930.00	-3,231.15	76.8%
WEBMASTER	304.22	2,340.00	-2,035.78	13.0%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October 2015 through April 2016

05/11/16

Accrual Basis

	Oct '15 - Apr 16	Budget	\$ Over Budget	% of Budget
Total SERVICE CONTRACTS	40,615.95	69,340.00	-28,724.05	58.6%
UTILITIES				
ELECTRICITY	13,009.91	24,000.00	-10,990.09	54.2%
TRASH	636.44	1,080.00	-443.56	58.9%
WATER / SEWER	11,377.01	14,500.00	-3,122.99	78.5%
Total UTILITIES	25,023.36	39,580.00	-14,556.64	63.2%
Total Expense	178,305.14	293,400.00	-115,094.86	60.8%
Net Ordinary Income	25,927.80	0.00	25,927.80	100.0%
Other Income/Expense				
Other Income				
EDC ADVANCE	9,100.00	19,000.00	-9,900.00	47.9%
INTEREST INCOME	3.85			
Total Other Income	9,103.85	19,000.00	-9,896.15	47.9%
Other Expense				
Balancing Adjustments	0.00			
HABITAT/CATTAIL MAINTENANCE	720.00	19,000.00	-18,280.00	3.8%
Total Other Expense	720.00	19,000.00	-18,280.00	3.8%
Net Other Income	8,383.85	0.00	8,383.85	100.0%
Net Income	34,311.65	0.00	34,311.65	100.0%

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SOUTH PADRE ISLAND BIRDING & NATURE CENTER

05/11/16

Profit & Loss Prev Year Comparison

Accrual Basis

October 2015 through April 2016

	<u>Oct '15 - A...</u>	<u>Oct '14 - A...</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	1,044.99	2,709.00	-1,664.01	-61.4%
EXTENDED PASS ADMISSIONS	7,420.00	6,899.00	521.00	7.6%
GENERAL ADMISSIONS	102,210.01	89,951.84	12,258.17	13.6%
GROUP ADMISSIONS	3,619.00	4,935.00	-1,316.00	-26.7%
Total ADMISSIONS INCOME	114,294.00	104,494.84	9,799.16	9.4%
BUILDING RENTAL INCOME	12,318.00	8,000.00	4,318.00	54.0%
CONTRIBUTIONS				
DONATIONS				
HALLOWEEN	800.00	3,923.34	-3,123.34	-79.6%
POLO MATCH	1,423.00	0.00	1,423.00	100.0%
SPOONBILL MINI GOLF TOURNAMENT	0.00	4,865.00	-4,865.00	-100.0%
W O W E	3,500.00	0.00	3,500.00	100.0%
DONATIONS - Other	24,980.63	18,272.00	6,708.63	36.7%
Total DONATIONS	30,703.63	27,060.34	3,643.29	13.5%
EVENT PARKING	5,375.00	6,178.00	-803.00	-13.0%
Total CONTRIBUTIONS	36,078.63	33,238.34	2,840.29	8.6%
GIFT SHOP INCOME				
CONSIGNMENT SALES	3,062.15	4,027.50	-965.35	-24.0%
GIFT SHOP SALES	81,080.54	59,493.72	21,586.82	36.3%
VENDING INCOME	880.33	228.64	651.69	285.0%
Total GIFT SHOP INCOME	85,023.02	63,749.86	21,273.16	33.4%
Gift Shop Sales	0.00	0.00	0.00	0.0%
Service Sales	0.00	0.00	0.00	0.0%
Total Income	247,713.65	209,483.04	38,230.61	18.3%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	2,130.04	2,488.89	-358.85	-14.4%
COST OF GOODS GIFT SHOP	41,348.50	41,607.42	-258.92	-0.6%
COST OF GOODS SOLD - Other	0.00	0.00	0.00	0.0%
Total COST OF GOODS SOLD	43,478.54	44,096.31	-617.77	-1.4%
RETURNS, ALLOWANCES, BAD DEBTS	2.17	0.00	2.17	100.0%
Total COGS	43,480.71	44,096.31	-615.60	-1.4%
Gross Profit	204,232.94	165,386.73	38,846.21	23.5%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
GUIDES & DIRECTORIES	2,158.34	1,704.00	454.34	26.7%
PHOTOGRAPHY & VIDEO	200.00	2,500.00	-2,300.00	-92.0%
PRINT	3,542.83	2,096.49	1,446.34	69.0%
Total ADVERTISING & PROMOTION	5,901.17	6,300.49	-399.32	-6.3%
CREDIT CARD FEES	7,208.67	6,114.71	1,093.96	17.9%
DUES & SUBSCRIPTIONS	35.00	90.00	-55.00	-61.1%
FUNDRAISING & EVENTS				
DESIGNATED REIMBURSEMENTS	0.00	1,713.22	-1,713.22	-100.0%
HALLOWEEN	19.00	769.63	-750.63	-97.5%
JOJO	379.70	0.00	379.70	100.0%
LETTERS & BROCHURES	37.55	934.20	-896.65	-96.0%
LUNCH TICKET PROMOTION	0.00	140.00	-140.00	-100.0%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

05/11/16

October 2015 through April 2016

Accrual Basis

	Oct '15 - A...	Oct '14 - A...	\$ Change	% Change
PLAQUES & BRICKS	547.00	1,221.50	-674.50	-55.2%
POLO MATCH	895.00	0.00	895.00	100.0%
SPECIAL EVENTS	521.22	342.12	179.10	52.4%
SPOONBILL MINI GOLF TOURNAMENT	442.52	413.86	28.66	6.9%
SUMMER CAMP	76.90	0.00	76.90	100.0%
W O W E	4,114.85	0.00	4,114.85	100.0%
Total FUNDRAISING & EVENTS	7,153.74	5,771.53	1,382.21	24.0%
GIFT SHOP SUPPLIES	95.91	184.20	-88.29	-47.9%
INSURANCE	3,567.00	17,712.77	-14,145.77	-79.9%
LEGAL & PROFESSIONAL	5,032.50	4,765.00	267.50	5.6%
LOAN EXPENSE	1,489.22	3,401.87	-1,912.65	-56.2%
LOCAL MEETINGS				
MEALS & ENTERTAINMENT	205.84	155.46	50.38	32.4%
VOLUNTEER APPRECIATION	398.75	386.65	12.10	3.1%
Total LOCAL MEETINGS	604.59	542.11	62.48	11.5%
MAINTENANCE & REPAIRS	3,914.06	3,871.46	42.60	1.1%
OFFICE & PRINTING	1,048.81	634.07	414.74	65.4%
PAYROLL SERVICE	397.63	410.41	-12.78	-3.1%
POSTAGE & FREIGHT	351.17	212.30	138.87	65.4%
RENT	500.00	0.00	500.00	100.0%
SOFTWARE	1,033.70	465.47	568.23	122.1%
SUPPLIES	2,150.80	4,229.36	-2,078.56	-49.2%
TOOLS & EQUIPMENT	1,164.58	1,622.96	-458.38	-28.2%
TRAINING	300.00	0.00	300.00	100.0%
TRAVEL	1,236.47	364.54	871.93	239.2%
Total OPERATIONS EXPENSES	43,185.02	56,693.25	-13,508.23	-23.8%
POS Inventory Adjustments	0.00	0.00	0.00	0.0%
SALARIES AND BENEFITS				
GIFT SHOP ATTENDANTS	17,190.66	14,766.33	2,424.33	16.4%
JANITOR	11,745.33	11,792.90	-47.57	-0.4%
MAINTENANCE	10,068.90	9,449.80	619.10	6.6%
MANAGER	25,538.40	24,615.36	923.04	3.8%
PAYROLL TAXES	4,937.52	4,635.22	302.30	6.5%
Total SALARIES AND BENEFITS	69,480.81	65,259.61	4,221.20	6.5%
SERVICE CONTRACTS				
AIR CONDITIONING	1,958.29	2,170.00	-211.71	-9.8%
CLEANING SUPPLIES	1,896.66	2,009.86	-113.20	-5.6%
COMPUTER COPIER I.T.	11,361.78	14,211.54	-2,849.76	-20.1%
DRINKING WATER	422.00	369.30	52.70	14.3%
EBIRD TRAIL TRACKER	0.00	650.00	-650.00	-100.0%
ELEVATOR	0.00	12,470.22	-12,470.22	-100.0%
KIOSK LEASE	3,459.20	3,754.51	-295.31	-7.9%
LAWN & GROUNDS	8,331.96	7,417.76	914.20	12.3%
PEST CONTROL	546.00	546.00	0.00	0.0%
SECURITY	1,636.99	1,776.06	-139.07	-7.8%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	1,592.13	1,283.05	309.08	24.1%
ATT INTERNET	6,344.99	4,303.66	2,041.33	47.4%
TELEPHONE SYSTEM	2,761.73	3,675.39	-913.66	-24.9%
Total TELEPHONE & INTERNET	10,698.85	9,262.10	1,436.75	15.5%
WEBMASTER	304.22	623.00	-318.78	-51.2%
Total SERVICE CONTRACTS	40,615.95	55,260.35	-14,644.40	-26.5%
UTILITIES				
ELECTRICITY	13,009.91	11,399.35	1,610.56	14.1%
TRASH	636.44	525.53	110.91	21.1%
WATER / SEWER	11,377.01	5,146.28	6,230.73	121.1%

12:08 PM

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

05/11/16

Accrual Basis

October 2015 through April 2016

	Oct '15 - A...	Oct '14 - A...	\$ Change	% Change
Total UTILITIES	25,023.36	17,071.16	7,952.20	46.6%
Total Expense	178,305.14	194,284.37	-15,979.23	-8.2%
Net Ordinary Income	25,927.80	-28,897.64	54,825.44	189.7%
Other Income/Expense				
Other Income				
EDC ADVANCE	9,100.00	12,411.97	-3,311.97	-26.7%
INTEREST INCOME	3.85	3.84	0.01	0.3%
Total Other Income	9,103.85	12,415.81	-3,311.96	-26.7%
Other Expense				
Balancing Adjustments	0.00	0.00	0.00	0.0%
HABITAT/CATTAIL MAINTENANCE	720.00	630.00	90.00	14.3%
Total Other Expense	720.00	630.00	90.00	14.3%
Net Other Income	8,383.85	11,785.81	-3,401.96	-28.9%
Net Income	<u>34,311.65</u>	<u>-17,111.83</u>	<u>51,423.48</u>	<u>300.5%</u>



May 18, 2016
1008-16-0228

South Padre Island Economic Development Corporation
6801 Padre Boulevard
South Padre Island, Texas 78597

Attn: Ms. Darla Lepeyre, Executive Director

**Re: Proposal for Professional Engineering Services for
Improvements to Laguna Boulevard between Marlin Street and Swordfish Street,
South Padre Island, Texas**

Dear Ms. Lepeyre:

We are pleased to submit this proposal to provide professional services for the proposed project referenced above. We are excited to be a part of your design team and look forward to contributing our expertise to assure a successful project.

Attachment "A" provides our proposed scope of services and fees. The proposed fees identified shall be considered lump sum for the project, unless otherwise noted as hourly fees, and will not be exceeded without your prior approval. Our services will be invoiced monthly based on a percent of completion of the total of lump sum/hourly fees.

Direct costs including review fees, printing and reproduction, postage, messenger service, long distance telephone calls and travel will be considered reimbursable expenses. Reimbursable expenses will be billed separately at 1.10 times the direct cost incurred.

The proposed fees established are based on the information provided by the owner/developer. The proposed fees identified do not include scope revisions or additions once the project is under way. Additional work requested by the owner/developer will require a revision to the scope and fees established in this proposal.

We trust this proposal meets your requirements for this project. We appreciate the opportunity to be of service to you and trust that our association on this project will be mutually beneficial. **Please sign below acknowledging your approval of this proposal consisting of this cover letter (1 page), Attachment 'A' (3 pages), Attachment 'B' (1 page), Attachment 'C' (1 page) and Exhibit 'A' (4 pages).** We will commence services upon receipt of a fully executed agreement.

Respectfully,


Raul Garcia, Jr., PE, CFM
Senior Project Manager

Approved by:

Signature: _____

Printed Name: _____

Date: _____

HALFF ASSOCIATES, INC.

5000 WEST MILITARY HIGHWAY, SUITE 100
McALLEN, TX 78503-7446

TEL (956) 664-0286
FAX (956) 664-0282

WWW.HALFF.COM

ATTACHMENT "A" PROFESSIONAL SERVICES

Project Assumptions - The scope of services for this proposal has been established using the following assumptions as a basis for its preparation:

1. Please refer to the attached Site Plan which identifies the limits of the areas included in this proposal. Proposed services for areas outside the identified limits are **not** included in this proposal, but can be provided as additional services if requested.
2. Scope of work includes addition of curb and gutter to west side of Laguna from Marlin Street to Swordfish Avenue. Existing pavement will remain and will not be regraded. Drainage patterns along the proposed curb will be studied and proper grading will be provided to ensure no ponding behind the curb.

Surveying Services

1. Survey for Design

This task includes field ties to all surface improvements located onsite, establishing horizontal and vertical control for the project to be utilized by the contractor, and obtaining supplemental site topography required for the design. This does **not** include survey of any subsurface facilities other than wastewater & storm sewer. Existing underground structures or utilities not accessible will be obtained from record drawings and utility locating services.

Civil Engineering Services

1. Civil Engineering Design

On-Site Paving and Dimensional Control Plan

Geometric dimensional control and paving details will be provided. Dimensional control will provide coordinate geometry, road widths and radii. **The surface paving section to be utilized will follow the recommendations of the project geotechnical consultant.** The details will include curbs, road sections, valley gutters and subgrade preparation. Plans include required notes and details for new paving construction up to the existing street location. (Extensions of any offsite paving are **not** included in this scope).

On-Site Grading Plan

The grading plan includes proposed spot grades, proposed and existing contours, notes and details required to allow construction of the new onsite drives, parking areas, sidewalks, green areas, and detention area. (Retaining wall design is **not** included in this scope).

On-Site Drainage Area Map and Drainage Plan

The drainage plan includes determination of site drainage basins, calculation of runoff volumes, layout and sizing of on-site drainage collection system and details required for construction. Elevations, coordinate geometry and layout dimensions will be shown to allow for construction of the drainage facilities. Detention calculations and design as required by the City are included in this fee. Coordination with the City is included in this scope. (Extensions of any offsite storm facilities from site, offsite easements, pumping systems, and flood plain reclamation if required by FEMA are **not** included in this scope).

On-Site Erosion Control Layout

This task involves preparation of a layout showing the suggested erosion control measures with details and notes required for the Storm Water Pollution Prevention Plan (SWP3). The layout will be utilized by the Contractor for the preparation of a SWP3 required for compliance with government regulation.

Civil Work Specifications

This task includes preparation of written specification sections for the civil work for the proposed site.

2. Storm Water Pollution Prevention Plan

Storm Water Pollution Prevention Plan

Halfff will prepare a Storm Water Pollution Prevention Plan (SWP3) that complies with TCEQ requirements. The plan will address suggested interim erosion control measures the contractor may utilize during construction. The maintenance of this plan, including site inspections, is not included in this scope of services.

3. TDLR Coordination

This task includes preparation of documents (applications, etc.) and coordination with a local Registered Accessibility Specialist to provide plan review and site inspection if/as required by Texas Department of Licensing and Regulation (TDLR). This task does not include TDLR filing, review, and inspection fees. These fees are to be provided by the owner.

Expenses

1. Reimbursable Expenses

Direct costs including printing and reproduction, postage, messenger service, long distance telephone calls and travel will be considered reimbursable expenses. Reimbursable expenses will be billed separately at 1.1 times the direct cost incurred. **Estimated reimbursable expenses shown will not be exceeded without your approval. This does not include permitting or review fees required by the agencies. These fees will be provided by the developer/owner.**

Exclusions

1. Onsite design of franchise utilities (electric, telephone, cable, gas) is not included as part of the proposed scope of services. Halfff will coordinate with the City to minimize conflicts between civil utilities (drainage, water, and wastewater) and franchise utilities.
2. Site lighting design is not included as part of the proposed scope of services.
3. Construction staking will be provided by the general contractor (GC) and is not included as part of the proposed scope of services.
4. Hardscape and landscaping design is not included as part of the proposed scope of service and will be provided by architect.

Additional Services (If Requested)

1. Construction Administration

This task includes review of contractor's submittals, review and response to contractor's requests for information (RFI's), and site visits (2 max.).

Fee Summary

TASK	FEE AMOUNT
Surveying Services	
1. Survey for Design	\$3,800
Surveying Services Total =	\$3,800
Civil Engineering Services	
1. Civil Engineering Design	\$14,000
2. Storm Water Pollution Prevention Plan	\$1,500
3. TDLR Review	\$1,200
Civil Engineering Services Total =	\$16,700
Expenses	
1. Reimbursable Expenses (Estimated)	\$800
Additional Services (If Requested)	
1. Construction Administration	\$TBD / Hourly

Unless otherwise stated, fees quoted in this proposal exclude state and federal sales taxes on professional services. Current Texas law requires assessment of sales tax, on certain kinds of surveying services, but does not require sales taxes on other professional services. In the event that new or additional state or federal taxes are implemented on the professional services provided under this contract during the term of the work, such taxes will be added to the applicable billings and will be in addition to the quoted fees.



Attachment 'C' includes services that are not included within the Scope of Work, unless otherwise noted in Attachment 'A', but can be provided by Halff Associates.

ATTACHMENT 'C'

1. Construction Staking;
2. Geotechnical consulting;
3. Landscape Architectural services;
4. Quality control and material testing services during construction;
5. Filing and permit fees;
6. Traffic engineering report or studies;
7. Traffic engineering design;
8. Design of signage, entry features, or monuments;
9. Construction administration, except as specifically identified in Schedules I of this proposal;
10. Full time construction administration and/or any other full time construction related services;
11. Floodplain studies, reclamation plans, hydrologic or hydraulic studies;
12. Design of any utilities or grading within the building limits;
13. Design of retaining walls, review of walls designed by others, or inclusion of structural details;
14. Parking area lighting plan, striping plan for areas other than parking stalls, and fencing plan;
15. Design/coordination of existing utility relocations or modifications;
16. Design/coordination of existing off-site utility relocations or modifications;
17. Design for relocation, adjustment and/or demolition of existing improvements or infrastructure;
18. Design of fire protection, irrigation, power, cable, phone and gas systems to serve the site;
19. Title Research required for Boundary, Plats, easements, and exhibits;
20. Demolition plans;
21. Negotiations with adjacent property owners;
22. Preparing and Managing Stormwater Pollution Prevention Plans;
23. Specific Tree Survey on selected site or Improvement Survey once project is complete;
24. Environmental impact statements and assessments;
25. The Design Professionals shall not be required to execute any documents subsequent to the signing of this Agreement that in any way might in the sole judgment of the Design Professional, increase the Design Professional's risk or the availability or cost of his or her professional or general liability insurance;
26. This project includes the design of on-site facilities only;
27. Preparation of off-site easements of any kind shall be considered an additional service;
28. Schedules and fees assume that property is located on a tract of land served by roadways and utilities adjacent to the site;
29. Swimming Pool and fountain design.

EXHIBIT 'A'
AGREEMENT FOR PROFESSIONAL ENGINEERING SERVICES ON A TASK ORDER BASIS

This Agreement for Professional Engineering Services, hereinafter called "Agreement," is entered into by the **South Padre Island Economic Development Corporation**, a municipal corporation, duly authorized to act by the Council of said Client, hereinafter called "Client," and **Half Associates, Inc.**, a Texas corporation, acting through a duly authorized officer, herein called "Engineer," relative to Engineer providing professional engineering services to the Client. Client and Engineer when mentioned collectively shall be referred to as the "Parties".

WITNESSETH:

For the mutual promises and benefits herein described, the Client and Engineer agree as follows:

- 1. Term of Agreement.** This Agreement shall become effective on the date of its execution by both Parties, and shall continue in effect thereafter until terminated as provided herein.
- 2. Services to be Performed by Engineer.** Engineer shall provide to the Client basic engineering services on an "as needed" or "task order" basis as determined by the Client which services may include, but will not be limited to, those services normally rendered by an engineer to a municipal corporation. It is anticipated that such services may include surveying, project design, project development, consultation regarding general engineering issues, review of documentation, construction phase services to assist the Client, as determined by the Client, acting through its Client Manager. Engineer, upon specific written request by the Client, will prepare a detailed fee schedule for the Client's review and approval. Should the Client request, Engineer may agree to assist the Client in developing and preparing a scope(s) of services responsive to a particular task order. Such task orders shall be bound and interpreted by the terms of this Agreement and execution of such task orders, which shall be numbered sequentially and distinctly. These task orders, when executed by both Parties shall effectively amend this Agreement as if specifically included herein. Engineer shall perform its obligations under this agreement as an independent contractor and not as an agent or fiduciary of any other party.
- 3. Compensation of Engineer.** The Client agrees that Engineer shall be paid for any services requested by the Client, at the hourly rates reflected on **Exhibit A**, attached hereto, plus reasonable and necessary reimbursable expenses (Direct Costs) incurred by Engineer in the performance of the requested services or on a lump sum basis. Direct costs shall include, but are not limited to, long distance telephone, postage, equipment, expendables, mileage, subcontractors or special consultants, freight, testing fees, copies and blueprints. See **Exhibit A** for the current Unit Pricing Schedule for direct costs. Direct Costs shall be billed at 1.1 times actual costs. If additional services, trips or expenses are requested, Engineer will not provide such additional services until authorized by the Client in writing to proceed.

Engineer agrees to submit monthly statements to the Client for basic professional engineering services. These statements will be based upon Engineer's actual services performed and reimbursable expenses incurred, if any, and the Client shall endeavor to make prompt payments. Each monthly invoice submitted by Engineer to the Client shall be reasonably itemized to show the amount of work performed during that month broken down by the identity of the person(s) performing such work, the amount of time expended by such person(s) in performing that work, the billing rate for each such person, and a brief summary of the work performed by each such person. If the Client fails to pay Engineer within thirty (30) calendar days of the receipt of Engineer's invoice, Engineer may, after giving ten (10) days written notice to the Client, suspend professional engineering services until payment is received.

Client agrees that Engineer shall be entitled to interest on accounts that are greater than 45 days and such interest shall be reimbursed to Engineer at a rate of one percent (1%) per month. The assessment of interest on accounts receivable shall not preclude Engineer from suspending services as described above.

Nothing contained in this Agreement shall require the Client to pay for any work that is unsatisfactory as reasonably determined by the Client or which is not submitted in compliance with the terms of this Agreement.

- 4. Client's Obligations.** The Client agrees that it will (i) designate a specific person as the Client's representative, (ii) provide Engineer with any previous studies, reports, data, budget constraints, special Client requirements, or other pertinent information known to the Client, when necessitated by a project, (iii) assist Engineer in obtaining access to property necessary for performance of Engineer's work for the Client, (iv) make prompt payments in response to Engineer's statements and (v) respond in a timely fashion to requests from Engineer. Engineer is entitled to rely upon and use, without independent verification and without liability, all information and

services provided by the Client or the Client's representatives.

5. Termination. The obligation to provide further services under this Agreement may be terminated by either party in writing upon thirty (30) calendar days notice. In the event of termination by the Client, Engineer shall be entitled to payment for services rendered through receipt of the termination notice.

6. Ownership and Reuse of Documents. Upon completion of Engineer's services and receipt of payment in full therefore, Engineer agrees to provide the Client with an irrevocable license to use the materials and documents prepared or assembled by Engineer under this Agreement. Engineer may retain in its files copies of all drawings, specifications and all other pertinent information related to the work it performs for the Client. Client's reuse of documents and/or materials provided by or through Engineer on a subsequent or unrelated project or projects shall result in the Client automatically indemnifying, defending and holding harmless Engineer from any and all claims, causes of action, suits, disputes or circumstances that in any way result from such reuse by Client, its agents, or others possessing such information by or through Client.

7. Notices. Any notices to be given hereunder by either party to the other may be affected either by personal delivery, in writing, or by registered or certified mail.

8. Sole Parties and Entire Agreement. This Agreement shall not create any rights or benefits to anyone except the Client and Engineer, and contains the entire agreement between the parties. Oral modifications to this Agreement shall have no force or effect.

9. Indemnification. Engineer does hereby covenant and agree to release, indemnify and hold harmless the Client and its officials, officers, agents, representatives, employees and invitees from and against liability, claims, suits, demands and/or causes of action, (including, but not limited to, reasonable attorney's fees and costs of litigation), which arise directly and proximately by reason of death or injury to property or persons but only to the extent occasioned by the negligent act, error or omission of Engineer, its officials, officers, agents, employees, invitees or other persons for whom Engineer is legally liable with regard to the performance of services under this Agreement.

In the event that the Client and Engineer are alleged or found to be concurrently negligent, the Parties agree that all liability shall be calculated on a comparative basis of fault and responsibility and that neither Party shall be required to defend or indemnify the other Party for that Party's negligent or intentional acts, errors or omissions.

10. Insurance. Engineer shall, at its own expense, purchase, maintain and keep in force throughout the duration of this Agreement and for a period of three years thereafter, professional liability insurance. The limits of liability shall be \$1,000,000.00 per claim and in the aggregate. For coverage provided on a claims-made basis, Engineer agrees to use its best efforts to maintain this policy for a period of four (4) years after the cessation of any work for the Client or shall purchase the extended reporting period or "tail" coverage insurance providing equivalent coverage for the same period of time. Engineer shall submit to the Client a certificate of insurance prior to commencing any work for the Client.

11. Prompt Performance by Engineer. All services provided by Engineer hereunder shall be performed in accordance with the degree of care and skill ordinarily exercised under similar circumstances by competent members of the engineering profession in the State of Texas applicable to such engineering services contemplated by this Agreement. Engineer shall perform all duties and services and make all decisions called for hereunder promptly and without unreasonable delay as is necessary to cause Engineer's services hereunder to be timely and properly performed. Notwithstanding the foregoing, Engineer agrees to use diligent efforts to perform the services described herein and further defined in the specific task orders or project scope(s) of work, in a manner consistent with therewith. However, the Client understands and agrees that Engineer is retained to perform a professional service and such services must be bound, first and foremost, by the principles of sound engineering judgment and reasonable diligence.

12. Client Objection to Personnel. If at any time after entering into this Agreement, the Client has any reasonable objection to any of Engineer's personnel, or any personnel, professionals and/or consultants retained by Engineer, Engineer shall promptly propose substitutes to whom the Client has no reasonable objection, and Engineer's compensation shall be equitably adjusted to reflect any difference in Engineer's costs occasioned by such substitution.

13. Assignment and Delegation. Neither the Client nor Engineer may assign their rights or delegate their duties without the written consent of the other party. This Agreement is binding on the Client and Engineer to the fullest extent permitted by law. Nothing herein is to be construed as creating any personal liability on the part of any Client officer, employee or agent.

14. Texas Law to Apply; Successors; Construction. This Agreement shall be construed under and in accordance with the laws of the State of Texas. It shall be binding upon, and inure to the benefit of, the parties hereto and their representatives, successors and assigns. Should any provisions in this Agreement be held invalid,

illegal or unenforceable, they shall be deemed void, and this Agreement shall be construed as if such provision had never been contained herein.

15. Conflict of Interest. Engineer covenants that during the Agreement period that Engineer shall have no interest and shall not acquire any interest, direct or indirect, which will conflict in any manner or degree with the performance of the services to be performed under this Agreement. All activities and other efforts made by Engineer pursuant to this Agreement shall be conducted only by Engineer and professionals and/or consultants retained by Engineer. Any actual violation of this Paragraph, with knowledge, express or implied, by Engineer shall render this Agreement voidable by the Client.

16. Venue. The parties herein agree that this Agreement shall be enforceable in Rio Grande City, Texas, and if legal action is necessary to enforce it, exclusive venue shall lie in Starr County, Texas.

17. Dispute Resolution. In the event of any disagreement or conflict concerning the interpretation of this Agreement, and such disagreement cannot be resolved by the signatories hereto, the signatories agree to schedule a series of no less than two meetings of senior personnel of Client and Engineer in which the disagreement or conflict will be discussed. The first of such meetings will be scheduled as soon as possible following identification of such disagreement or conflict and the second meeting must occur within thirty (30) days following the initial meeting. Subsequent meetings, if any may be scheduled upon mutual agreement of the parties. The parties agree that these two meetings are conditions precedent to the institution of legal proceedings unless such meetings will adversely affect the rights of one or more of the parties as such rights relate to statutes of limitation or repose.

18. Prevailing Party. In the event a Party initiates or defends any legal action or proceeding to enforce or interpret any of the terms of this Agreement, the prevailing party in any such action or proceeding shall be entitled to recover its reasonable costs and attorney's fees (including its reasonable costs and attorney's fees on any appeal).

19. Signatories. The Client and Engineer mutually warrant and represent that the representation of each who is executing this Agreement on behalf of the Client or Engineer, respectively, has full authority to execute this Agreement and bind the entity so represented.

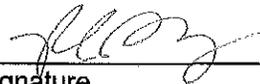
20. Agreed Remedies. In recognition of the relative risks and benefits of the Project to both the Client and the Engineer, and acknowledging that the allocation of risks and limitations of remedies are business understandings between the parties and such shall apply to all possible theories of recovery, Client agrees, to the fullest extent permitted by law, and notwithstanding any other provisions of this Agreement or the existence of applicable insurance coverage, that the total liability, in the aggregate, of the Engineer and the Engineer's officers, directors, employees, agents, and subconsultants to the Client or to anyone claiming by, through or under the Client, for any and all claims, losses, costs or damages whatsoever arising out of, resulting from or in any way related to the services under this Agreement from any cause or causes of the Engineer or the Engineer's officers, directors, employees, agents, and subconsultants, shall not exceed the Engineer's fee for the services performed under this Agreement or \$50,000, whichever is greater. Increased limits may be negotiated for additional fee.

Further, it is the intent of the parties to this Agreement that Engineer's services under this Agreement shall not subject Engineer's individual employees, officers or directors to any personal legal exposure for claims and risks associated with the services performed or performable under this Agreement.

IN WITNESS WHEREOF, the parties, having read and understood this Agreement, have executed such in duplicate copies, each of which shall have full dignity and force as an original, on the 18th day of May, 2016.

HALFF ASSOCIATES, INC.

**SOUTH PADRE ISLAND ECONOMIC
DEVELOPMENT CORPORATION**

By: 
Signature

By: _____
Signature

Raul Garcia, Jr., PE, CFM
Printed Name

Printed Name

Senior Project Manager
Title

Title

03/24/2016
Date

Date