

**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, September 19th, 2017 at 9:00 a.m.** at the Municipal Building, Joyce H. Adams Board Room, 2nd floor, 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 Matt Ruszczak regarding the Rio South Texas Economic Council**
- 5. Approve the Consent Agenda:**
 - 5a. Approve the Minutes from the Regular Meeting of August 15th, 2017**
 - 5b. Financial Report for EDC- August 2017**
 - 5c. Approve the Financial Reports for the Birding & Nature Center- August 2017**
- 6. Discussion and possible action regarding revisions to the Façade Improvement Grant Program Guidelines**
- 7. Discussion and possible action regarding the Strategic Plan for the EDC Executive Director and Board of Directors for 2017-18**
- 8. Executive Director's Activity Report**
- 9. 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 15th day of September, 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.

4.



RSTEC Program of Work & Core Activities for FY 2018

Retail Recruitment Platform:

- #1 Participate in the ICSC Texas Conference (Nov 2017). RSTEC will have a booth at the ICSC Texas Conference, pays the attendee fee for members (1 per member), and hosts a dinner for prospects & core contacts.
- #2 Organize & host ICSC Event in the RGV (Summer 2018)

Industrial Recruitment Platform, Domestic:

- #1: Build on domestic site selector relationships established in FY 2017
- #2: Participate in one SiteLink Forum Event to develop new site selector relationships. (Date TBD)

Industrial Recruitment Platform, Foreign Direct Investment:

- #1: Build on international site selector relationships established in FY 2017
- #2: Join and become an active member in the European American Investment Council
- #3: Join and become an active member in the German American Chamber of Industry
- #4: Host international site selectors for a Familiarization Tour of RSTEC Members (Feb 2018), leveraging EAIC membership
- #5: Participate in an EAIC Foreign Direct Investment Trade Mission to a European target market/industry (Date TBD)
- #6: Attend the Hannover Messe 2018, leveraging EAIC & FESTO relationship (April 2018)

Regional Competitiveness Strategy, Economic Development Capacity Building:

- #1: Continue Building Blocks for Economic Development Workshop series for RGV Cities & EDCs
- #2: Develop advanced economic development workshop series for RSTEC members only (Spring 2018)

Regional Competitiveness Strategy, Workforce Pipeline Development:

- #1: Be a thought leader in the regional apprenticeship discussion & Industry 4.0
- #2: Develop national & international relationships with workforce development leaders to identify best practices and advance their implementation in the Rio South Texas region

Regional Competitiveness Strategy, Bi-National Collaboration:

- #1: Facilitate collaboration between community leaders in the four-county area on the northern riverbank and the seven municipios on the southern riverbank

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: September 13, 2017
Re: August 31, 2017 Operating Statement

The August 31, 2017 Operating Statement for the South Padre Island Economic Development Corporation as well as the Balance Sheet as of August 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 July tax collections sent to the State of Texas in August and distributed to local governments in September. This September allocation payment is accrued for financial statement presentation purposes in the August 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
August 31, 2017/2016

Assets	2017	2016
Cash and cash equivalents	\$ 783,288	\$ 729,269
Receivables - Sales Tax	124,208	118,306
Revolving Loan Receivable	47,150	57,807
Due From General Fund	-	-
Miscellaneous Receivables	-	-
Prepaid Expenses	-	-
TOTAL ASSETS	<u>\$ 954,646</u>	<u>\$ 905,382</u>

Liabilities and Fund Balances		
Deferred Revenue	\$ 47,150	\$ 57,807
Accounts Payable	-	-
Sales Tax Payable	-	-
Payroll Taxes Payable	-	-
Wages Payable	-	-
Due to General Fund	-	-
Reserved for Encumbrances	-	-
Other liabilities	317	318
Total Liabilities	<u>47,467</u>	<u>58,125</u>
Fund Balance	<u>907,179</u>	<u>847,257</u>
Total Liabilities and Fund Balance	<u>\$ 954,646</u>	<u>\$ 905,382</u>

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

	2017		2016
	Budget	Actual	Actual
<u>REVENUES</u>			
Sales Tax	\$ 770,000	\$ 735,114	\$ 688,221
Revolving Loan Revenue	10,693	9,785	7,718
Grant Revenue	-	-	-
Interest Revenue	2,083	5,263	3,229
BNC Expense Reimbursement	-	-	-
Miscellaneous Revenues	(20)	10	20
Total Revenue	782,756	750,172	\$ 699,188
<u>EXPENDITURES</u>			
General Administrative Expenses	767,756	626,878	550,473
BNC Cash Advances	20,000	-	9,100
Birding Center Expenses	95,000	92,544	50,532
Total Expenditures	882,756	719,422	\$610,105
Excess (Deficiency) of Revenues Over (Under) Expenditures	(100,000)	30,751	\$ 89,083
Fund balance - beginning	876,428	876,428	758,174
Fund balance - ending	\$ 776,428	\$ 907,179	\$ 847,257

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			
<u>PERSONNEL SERVICES</u>								
580-0010	SUPERVISION	4,538.46	0.00	52,192.29	52,192.29	59,000.00	6,807.71	11.54
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	789.60	789.60	1,109.00	319.40	28.80
580-0080	TMRS	574.56	0.00	6,315.40	6,315.40	7,638.00	1,322.60	17.32
580-0081	GROUP INSURANCE	466.58	0.00	5,465.29	5,465.29	6,974.00	1,508.71	21.63
580-0083	WORKERS COMPENSATION	0.00	0.00	0.00	0.00	237.00	237.00	100.00
580-0084	UNEMPLOYMENT TAX	0.00	0.00	53.10	53.10	180.00	126.90	70.50
		5,645.40	0.00	64,815.68	64,815.68	75,138.00	10,322.32	13.74
<u>GOODS AND SUPPLIES</u>								
580-0101	OFFICE SUPPLIES	32.71	0.00	794.18	794.18	1,000.00	205.82	20.58
580-0102	LOCAL MEETINGS	54.75	0.00	405.75	405.75	500.00	94.25	18.85
580-0107	BOOKS & PUBLICATIONS	0.00	0.00	209.20	209.20	600.00	390.80	65.13
580-0108	POSTAGE	18.45	0.00	40.20	40.20	200.00	159.80	79.90
580-0150	MINOR TOOLS & EQUIPM	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0180	INFORMATION TECHNOLO	172.79	0.00	172.79	172.79	1,500.00	1,327.21	88.48
		278.70	0.00	1,622.12	1,622.12	3,800.00	2,177.88	57.31
<u>MISCELLANEOUS SERVICES</u>								
580-0501	COMMUNICATIONS	59.14	0.00	645.61	645.61	800.00	154.39	19.30
580-0502	LOAN REV EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0513	TRAINING EXPENSE	700.00	0.00	1,153.00	1,153.00	1,500.00	347.00	23.13
580-0520	INSURANCE	0.00	0.00	913.00	913.00	1,000.00	87.00	8.70
580-0530	PROFESSIONAL SERVICE	911.34	0.00	9,407.87	9,407.87	8,500.00	907.87	10.68
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	22,916.63	22,916.63	25,000.00	2,083.37	8.33
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	0.00	0.00	0.00
580-0534-019	BUSINESS RECRUITMENT	1,295.00	0.00	29,822.00	29,822.00	35,000.00	5,178.00	14.79

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	2,808.98	2,808.98	3,500.00	691.02	19.74
580-0550	TRAVEL	68.48	0.00	1,278.56	1,278.56	5,000.00	3,721.44	74.43
580-0551	DUES & MEMBERSHIPS	0.00	0.00	1,215.00	1,215.00	1,000.00	(215.00)	(21.50)
580-0555	PROMOTIONS	125.00	0.00	1,750.00	1,750.00	3,000.00	1,250.00	41.67
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
		5,242.29	0.00	75,910.65	75,910.65	88,300.00	12,389.35	14.03
<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>								
580-9470	TSF TO GENERAL FUND	0.00	0.00	100,000.00	100,000.00	100,000.00	0.00	0.00
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	361,195.12	361,195.12	394,031.00	32,835.88	8.33
		32,835.92	0.00	461,195.12	461,195.12	494,031.00	32,835.88	6.65
<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	3,800.00	0.00	23,334.00	23,334.00	106,487.00	83,153.00	78.09
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
		3,800.00	0.00	23,334.00	23,334.00	126,487.00	103,153.00	81.55
DEPARTMENT TOTAL		47,802.31	0.00	626,877.57	626,877.57	787,756.00	160,878.43	20.42

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	(214.70)	0.00	(732.17)	(732.17)	0.00	732.17	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	
		(214.70)	0.00	41,145.93	41,145.93	43,000.00	1,854.07	4.31	
<u>EQUIPMNT > \$5,000 OUTLAY</u>									
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		60.30	0.00	92,543.97	92,543.97	95,000.00	2,456.03	2.59	

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SOUTH PADRE ISLAND BIRDING & NATURE CENTER

09/13/17

Profit & Loss Prev Year Comparison

Accrual Basis

October 2016 through August 2017

	Oct '16 - Aug...	Oct '15 - Aug...	\$ Change	% Change
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	636.00	2,008.99	-1,372.99	-68.3%
EXTENDED PASS ADMISSIONS	10,154.25	8,314.50	1,839.75	22.1%
GENERAL ADMISSIONS	216,034.60	179,976.21	36,058.39	20.0%
GROUP ADMISSIONS	7,061.00	7,851.00	-790.00	-10.1%
Total ADMISSIONS INCOME	233,885.85	198,150.70	35,735.15	18.0%
BUILDING RENTAL INCOME	11,885.00	14,704.00	-2,819.00	-19.2%
CONTRIBUTIONS				
DESIGNATED				
JOJO	475.33	0.00	475.33	100.0%
Total DESIGNATED	475.33	0.00	475.33	100.0%
DONATIONS				
HALLO WINGS	0.00	800.00	-800.00	-100.0%
MEMBERSHIP	5,050.00	100.00	4,950.00	4,950.0%
SPECIAL EVENTS	257.12	1,298.00	-1,040.88	-80.2%
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	15,543.83	25,973.69	-10,429.86	-40.2%
Total DONATIONS	38,134.69	31,671.69	6,463.00	20.4%
EVENT PARKING	26,756.73	7,485.00	19,271.73	257.5%
Total CONTRIBUTIONS	65,366.75	39,156.69	26,210.06	66.9%
GIFT SHOP INCOME				
CONSIGNMENT SALES	3,528.71	5,376.60	-1,847.89	-34.4%
GIFT SHOP SALES	133,473.53	130,673.64	2,799.89	2.1%
VENDING INCOME	23.64	943.80	-920.16	-97.5%
Total GIFT SHOP INCOME	137,025.88	136,994.04	31.84	0.0%
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	448,163.48	389,005.43	59,158.05	15.2%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	3,341.50	4,547.29	-1,205.79	-26.5%
COST OF GOODS GIFT SHOP	66,508.95	64,617.50	1,891.45	2.9%
Total COST OF GOODS SOLD	69,850.45	69,164.79	685.66	1.0%
RETURNS, ALLOWANCES, BAD DEBTS	0.00	2.17	-2.17	-100.0%
Total COGS	69,850.45	69,166.96	683.49	1.0%
Gross Profit	378,313.03	319,838.47	58,474.56	18.3%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	260.00	735.00	-475.00	-64.6%
GUIDES & DIRECTORIES	5,432.46	3,888.34	1,544.12	39.7%
PHOTOGRAPHY & VIDEO	0.00	200.00	-200.00	-100.0%
PRINT	3,721.51	3,900.17	-178.66	-4.6%
SOCIAL & INTERNET	242.13	0.00	242.13	100.0%
Total ADVERTISING & PROMOTION	9,656.10	8,723.51	932.59	10.7%

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09/13/17

Accrual Basis

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

	Oct '16 - Aug...	Oct '15 - Aug...	\$ Change	% Change
BANK SERVICE CHARGES	0.00	0.00	0.00	0.0%
CREDIT CARD FEES	16,722.07	12,582.56	4,139.51	32.9%
DUES & SUBSCRIPTIONS	465.00	406.10	58.90	14.5%
FUNDRAISING & EVENTS				
HALLO WINGS	1,034.00	19.00	1,015.00	5,342.1%
JOJO	2,609.04	879.31	1,729.73	196.7%
LETTERS & BROCHURES	275.80	585.42	-309.62	-52.9%
MEMBERSHIP DRIVE	467.10	0.00	467.10	100.0%
PHOTOGRAPHY WORKSHOP	0.00	120.00	-120.00	-100.0%
PLAQUES & BRICKS	717.50	547.00	170.50	31.2%
SPECIAL EVENTS	607.14	1,416.22	-809.08	-57.1%
SPOONBILL MINI GOLF TOURNAMENT	396.88	442.52	-45.64	-10.3%
SUMMER CAMP	100.00	76.90	23.10	30.0%
W O W E	6,546.93	4,114.85	2,432.08	59.1%
Total FUNDRAISING & EVENTS	12,754.39	8,201.22	4,553.17	55.5%
GIFT SHOP SUPPLIES	403.18	135.80	267.38	196.9%
INSURANCE				
DIRECTORS & OFFICERS	1,266.00	558.00	708.00	126.9%
HEALTH	1,779.25	0.00	1,779.25	100.0%
WORKERS COMPENSATION	2,815.90	1,090.02	1,725.88	158.3%
INSURANCE - Other	0.00	2,909.00	-2,909.00	-100.0%
Total INSURANCE	5,861.15	4,557.02	1,304.13	28.6%
LEGAL & PROFESSIONAL	7,986.25	7,812.50	173.75	2.2%
LOAN EXPENSE	1,902.00	1,889.04	12.96	0.7%
LOCAL MEETINGS				
MEALS & SNACKS	401.23	309.82	91.41	29.5%
VOLUNTEER APPRECIATION	474.00	748.75	-274.75	-36.7%
Total LOCAL MEETINGS	875.23	1,058.57	-183.34	-17.3%
MAINTENANCE & REPAIRS				
BUILDING	10,221.70	6,028.60	4,193.10	69.6%
GROUNDS	12,811.50	3,557.77	9,253.73	260.1%
HABITAT	0.00	720.00	-720.00	-100.0%
Total MAINTENANCE & REPAIRS	23,033.20	10,306.37	12,726.83	123.5%
OFFICE & PRINTING	1,617.80	1,512.89	104.91	6.9%
PAYROLL SERVICE	649.19	627.89	21.30	3.4%
POSTAGE & FREIGHT	483.31	477.98	5.33	1.1%
SOFTWARE	1,047.89	1,509.51	-461.62	-30.6%
SUPPLIES	5,287.75	3,114.26	2,173.49	69.8%
TRAINING				
ANCA	2,722.89	1,248.51	1,474.38	118.1%
OTHER	0.00	1,000.00	-1,000.00	-100.0%
Total TRAINING	2,722.89	2,248.51	474.38	21.1%
TRAVEL	2,740.55	2,581.01	159.54	6.2%
Total OPERATIONS EXPENSES	94,207.95	67,744.74	26,463.21	39.1%
POS Inventory Adjustments	0.00	0.00	0.00	0.0%
RENT	10.00	0.00	10.00	100.0%
SALARIES AND TAXES				
CONTRACT CLERICAL	696.00	0.00	696.00	100.0%
GIFT SHOP ATTENDANTS	27,383.50	26,501.30	882.20	3.3%
JANITOR	14,532.80	15,530.13	-997.33	-6.4%
MAINTENANCE	24,468.75	18,068.90	6,399.85	35.4%
MANAGER	41,554.31	38,461.44	3,092.87	8.0%
NATURALIST	29,846.16	3,692.31	26,153.85	708.3%
PAYROLL TAXES	10,567.36	8,202.81	2,364.55	28.8%
Total SALARIES AND TAXES	149,048.88	110,456.89	38,591.99	34.9%

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SOUTH PADRE ISLAND BIRDING & NATURE CENTER

09/13/17

Profit & Loss Prev Year Comparison

Accrual Basis

October 2016 through August 2017

	Oct '16 - Aug...	Oct '15 - Aug...	\$ Change	% Change
SERVICE CONTRACTS				
AIR CONDITIONING	3,410.00	3,818.29	-408.29	-10.7%
BACKGROUND CHECKS	20.00	33.75	-13.75	-40.7%
CLEANING SUPPLIES	3,829.78	2,532.75	1,297.03	51.2%
DRINKING WATER	517.04	655.48	-138.44	-21.1%
EBIRD TRAIL TRACKER	650.00	0.00	650.00	100.0%
INFORMATION TECHNOLOGY				
COMPUTER COPIER	19,563.98	19,468.06	95.92	0.5%
KIOSK	2,305.55	0.00	2,305.55	100.0%
Total INFORMATION TECHNOLOGY	21,869.53	19,468.06	2,401.47	12.3%
KIOSK LEASE PURCHASE	7,213.71	6,918.40	295.31	4.3%
LAWN & GROUNDS	0.00	6,799.04	-6,799.04	-100.0%
PEST CONTROL	858.00	858.00	0.00	0.0%
SECURITY	3,067.36	2,066.97	1,000.39	48.4%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	2,586.93	2,672.08	-85.15	-3.2%
ATT INTERNET	14,591.44	9,247.93	5,343.51	57.8%
ATT VOICE	2,863.68	4,160.11	-1,296.43	-31.2%
Total TELEPHONE & INTERNET	20,042.05	16,080.12	3,961.93	24.6%
WEBSITE & CLOUD	570.65	304.22	266.43	87.6%
Total SERVICE CONTRACTS	62,048.12	59,535.08	2,513.04	4.2%
UTILITIES				
ELECTRICITY	22,616.17	21,239.86	1,376.31	6.5%
TRASH	1,084.01	1,064.72	19.29	1.8%
WATER / SEWER	22,490.38	19,258.31	3,232.07	16.8%
Total UTILITIES	46,190.56	41,562.89	4,627.67	11.1%
Total Expense	351,505.51	279,299.60	72,205.91	25.9%
Net Ordinary Income	26,807.52	40,538.87	-13,731.35	-33.9%
Other Income/Expense				
Other Income				
EDC ADVANCE	0.00	9,100.00	-9,100.00	-100.0%
INTEREST INCOME	11.66	6.11	5.55	90.8%
Total Other Income	11.66	9,106.11	-9,094.45	-99.9%
Other Expense				
Balancing Adjustments	0.00	0.00	0.00	0.0%
DEPRECIATION	5,590.00	6,039.00	-449.00	-7.4%
Total Other Expense	5,590.00	6,039.00	-449.00	-7.4%
Net Other Income	-5,578.34	3,067.11	-8,645.45	-281.9%
Net Income	21,229.18	43,605.98	-22,376.80	-51.3%

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SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

09/13/17

Accrual Basis

October 2016 through August 2017

	Oct '16 - Au...	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	10,154.25	9,000.00	1,154.25	112.8%
GENERAL ADMISSIONS	216,034.60	175,000.00	41,034.60	123.4%
GROUP ADMISSIONS	7,061.00	8,500.00	-1,439.00	83.1%
Total ADMISSIONS INCOME	233,885.85	194,500.00	39,385.85	120.2%
BUILDING RENTAL INCOME	11,885.00	20,000.00	-8,115.00	59.4%
CONTRIBUTIONS				
DESIGNATED				
JOJO	475.33			
Total DESIGNATED	475.33			
DONATIONS				
HALLO WINGS	0.00	1,000.00	-1,000.00	0.0%
MEMBERSHIP	5,050.00	30,000.00	-24,950.00	16.8%
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%
SUMMER CAMP	0.00	0.00	0.00	0.0%
W O W E	12,606.72	12,300.00	306.72	102.5%
DONATIONS - Other	15,543.83			
Total DONATIONS	38,134.69	53,800.00	-15,665.31	70.9%
EVENT PARKING	26,756.73	0.00	26,756.73	100.0%
PARKING GATE	0.00	0.00	0.00	0.0%
Total CONTRIBUTIONS	65,366.75	53,800.00	11,566.75	121.5%
GIFT SHOP INCOME				
CONSIGNMENT SALES	3,528.71	5,000.00	-1,471.29	70.6%
GIFT SHOP SALES	133,473.53	125,000.00	8,473.53	106.8%
VENDING INCOME	23.64	1,000.00	-976.36	2.4%
Total GIFT SHOP INCOME	137,025.88	131,000.00	6,025.88	104.6%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00			
Total Gift Shop Sales	0.00			
Total Income	448,163.48	399,300.00	48,863.48	112.2%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	3,341.50	3,600.00	-258.50	92.8%
COST OF GOODS GIFT SHOP	66,508.95	62,500.00	4,008.95	106.4%
Total COST OF GOODS SOLD	69,850.45	66,100.00	3,750.45	105.7%
Total COGS	69,850.45	66,100.00	3,750.45	105.7%
Gross Profit	378,313.03	333,200.00	45,113.03	113.5%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	260.00	650.00	-390.00	40.0%
GUIDES & DIRECTORIES	5,432.46	2,200.00	3,232.46	246.9%
PHOTOGRAPHY & VIDEO	0.00	3,800.00	-3,800.00	0.0%
PRINT	3,721.51	3,600.00	121.51	103.4%
SOCIAL & INTERNET	242.13	0.00	242.13	100.0%
Total ADVERTISING & PROMOTION	9,656.10	10,250.00	-593.90	94.2%
BANK SERVICE CHARGES	0.00	0.00	0.00	0.0%
CREDIT CARD FEES	16,722.07	10,120.00	6,602.07	165.2%

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SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October 2016 through August 2017

09/13/17

Accrual Basis

	Oct '16 - Au...	Budget	\$ Over Budget	% of Budget
DUES & SUBSCRIPTIONS	465.00	670.00	-205.00	69.4%
FUNDRAISING & EVENTS				
DESIGNATED REIMBURSEMENTS	0.00	500.00	-500.00	0.0%
GREAT TEXAS BIRDING CLASSIC	0.00	0.00	0.00	0.0%
HALLO WINGS	1,034.00	750.00	284.00	137.9%
JOJO	2,609.04	3,000.00	-390.96	87.0%
LETTERS & BROCHURES	275.80	1,000.00	-724.20	27.6%
MEMBERSHIP DRIVE	467.10			
MONARCH CELEBRATION	0.00	0.00	0.00	0.0%
PHOTOGRAPHY WORKSHOP	0.00	250.00	-250.00	0.0%
PLAQUES & BRICKS	717.50	900.00	-182.50	79.7%
SPECIAL EVENTS	607.14	350.00	257.14	173.5%
SPOONBILL MINI GOLF TOURNAMENT	396.88	500.00	-103.12	79.4%
SUMMER CAMP	100.00	300.00	-200.00	33.3%
W O W E	6,546.93	5,500.00	1,046.93	119.0%
Total FUNDRAISING & EVENTS	12,754.39	13,050.00	-295.61	97.7%
GIFT SHOP SUPPLIES	403.18	300.00	103.18	134.4%
INSURANCE				
DIRECTORS & OFFICERS	1,266.00	0.00	1,266.00	100.0%
HEALTH	1,779.25	0.00	1,779.25	100.0%
WORKERS COMPENSATION	2,815.90	0.00	2,815.90	100.0%
INSURANCE - Other	0.00	6,000.00	-6,000.00	0.0%
Total INSURANCE	5,861.15	6,000.00	-138.85	97.7%
LEGAL & PROFESSIONAL	7,986.25	8,400.00	-413.75	95.1%
LOAN EXPENSE	1,902.00	2,810.00	-908.00	67.7%
LOCAL MEETINGS				
MEALS & SNACKS	401.23	200.00	201.23	200.6%
VOLUNTEER APPRECIATION	474.00	600.00	-126.00	79.0%
Total LOCAL MEETINGS	875.23	800.00	75.23	109.4%
MAINTENANCE & REPAIRS				
BUILDING	10,221.70	5,000.00	5,221.70	204.4%
GROUNDS	12,811.50	3,000.00	9,811.50	427.1%
HABITAT	0.00	0.00	0.00	0.0%
Total MAINTENANCE & REPAIRS	23,033.20	8,000.00	15,033.20	287.9%
OFFICE & PRINTING	1,617.80	1,200.00	417.80	134.8%
PAYROLL SERVICE	649.19	700.00	-50.81	92.7%
POSTAGE & FREIGHT	483.31	500.00	-16.69	96.7%
SOFTWARE	1,047.89	500.00	547.89	209.6%
SUPPLIES	5,287.75	4,000.00	1,287.75	132.2%
TRAINING				
ANCA	2,722.89	0.00	2,722.89	100.0%
OTHER	0.00	0.00	0.00	0.0%
TRAINING - Other	0.00	300.00	-300.00	0.0%
Total TRAINING	2,722.89	300.00	2,422.89	907.6%
TRAVEL	2,740.55	2,000.00	740.55	137.0%
Total OPERATIONS EXPENSES	94,207.95	69,600.00	24,607.95	135.4%
POS Inventory Adjustments	0.00			
RENT	10.00			
SALARIES AND TAXES				
CONTRACT CLERICAL	696.00			
GIFT SHOP ATTENDANTS	27,383.50	32,760.00	-5,376.50	83.6%
JANITOR	14,532.80	13,000.00	1,532.80	111.8%
MAINTENANCE	24,468.75	26,000.00	-1,531.25	94.1%
MANAGER	41,554.31	45,000.00	-3,445.69	92.3%
NATURALIST	29,846.16	32,000.00	-2,153.84	93.3%
PAYROLL TAXES	10,567.36	11,400.00	-832.64	92.7%

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SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October 2016 through August 2017

09/13/17

Accrual Basis

	Oct '16 - Au...	Budget	\$ Over Budget	% of Budget
Total SALARIES AND TAXES	149,048.88	160,160.00	-11,111.12	93.1%
SERVICE CONTRACTS				
AIR CONDITIONING	3,410.00	3,900.00	-490.00	87.4%
BACKGROUND CHECKS	20.00	110.00	-90.00	18.2%
CLEANING SUPPLIES	3,829.78	2,800.00	1,029.78	136.8%
DRINKING WATER	517.04	600.00	-82.96	86.2%
EBIRD TRAIL TRACKER	650.00	650.00	0.00	100.0%
ELEVATOR	0.00	0.00	0.00	0.0%
INFORMATION TECHNOLOGY				
COMPUTER COPIER	19,563.98	19,500.00	63.98	100.3%
KIOSK	2,305.55	0.00	2,305.55	100.0%
Total INFORMATION TECHNOLOGY	21,869.53	19,500.00	2,369.53	112.2%
KIOSK LEASE PURCHASE	7,213.71	6,920.00	293.71	104.2%
LAWN & GROUNDS	0.00	0.00	0.00	0.0%
LINENS MOPS MATS	0.00	0.00	0.00	0.0%
PARKING GATE	0.00	0.00	0.00	0.0%
PEST CONTROL	858.00	940.00	-82.00	91.3%
SECURITY	3,067.36	2,470.00	597.36	124.2%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	2,586.93	2,690.00	-103.07	96.2%
ATT INTERNET	14,591.44	10,080.00	4,511.44	144.8%
ATT VOICE	2,863.68	4,480.00	-1,616.32	63.9%
Total TELEPHONE & INTERNET	20,042.05	17,250.00	2,792.05	116.2%
WEBSITE & CLOUD				
	570.65	1,000.00	-429.35	57.1%
Total SERVICE CONTRACTS	62,048.12	56,140.00	5,908.12	110.5%
UTILITIES				
ELECTRICITY	22,616.17	26,400.00	-3,783.83	85.7%
TRASH	1,084.01	1,400.00	-315.99	77.4%
WATER / SEWER	22,490.38	19,500.00	2,990.38	115.3%
Total UTILITIES	46,190.56	47,300.00	-1,109.44	97.7%
Total Expense	351,505.51	333,200.00	18,305.51	105.5%
Net Ordinary Income	26,807.52	0.00	26,807.52	100.0%
Other Income/Expense				
Other Income				
INTEREST INCOME	11.66			
Total Other Income	11.66			
Other Expense				
Balancing Adjustments	0.00			
DEPRECIATION	5,590.00			
Total Other Expense	5,590.00			
Net Other Income	-5,578.34			
Net Income	<u>21,229.18</u>	<u>0.00</u>	<u>21,229.18</u>	<u>100.0%</u>

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09/13/17

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Balance Sheet

As of August 31, 2017

	Aug 31, 17
ASSETS	
Current Assets	
Checking/Savings	
\$BNC Operating 38458	19,913.01
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 MMAcct 38415	23,640.10
Total Checking/Savings	45,953.11
Other Current Assets	
Inventory Asset	50,922.60
Total Other Current Assets	50,922.60
Total Current Assets	96,875.71
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	149,784.72
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	8,321.19
Total Accounts Payable	8,321.19
Other Current Liabilities	
INSURANCE	
HEALTH	346.00
Total INSURANCE	346.00
Payroll Liabilities	
FIT and FICA-Medicare	5,969.18
Total Payroll Liabilities	5,969.18
Sales Tax Payable	980.40
Total Other Current Liabilities	7,295.58
Total Current Liabilities	15,616.77
Long Term Liabilities	
EDC Loan 270101	46,384.84
Entrance Gate Loan	-11,500.00
Total Long Term Liabilities	34,884.84
Total Liabilities	50,501.61
Equity	
Fund Balances	
Board Designated	8,000.00
Total Fund Balances	8,000.00

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09/13/17

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Balance Sheet

As of August 31, 2017

	<u>Aug 31, 17</u>
Unrestricted	70,053.93
Net Income	<u>21,229.18</u>
Total Equity	<u>99,283.11</u>
TOTAL LIABILITIES & EQUITY	<u>149,784.72</u>

6.



SOUTH PADRE ISLAND ECONOMIC DEVELOPMENT CORPORATION FAÇADE IMPROVEMENT GRANT PROGRAM

INTRODUCTION

South Padre Island Economic Development Corporation offers a program of matching funds (50/50) for the façade improvements of businesses within the Form Based Code areas on South Padre Island. The intent of the program is to encourage business owners to enhance the appearance of their storefronts to increase customers, comply with the Form Based Code and as a result, improve the economy of South Padre Island. The Façade Improvement Program is a partnership between the local business and the EDC. If more funds are needed, the local business and the EDC can enter into a low interest loan agreement or partner with a local community bank for a low interest loan.

GETTING STARTED

Applicants should confirm the amount of grant funds that are available by contacting the South Padre Island Economic Development Corporation. Read the guidelines thoroughly and obtain the application from either the South Padre Island Economic Development Corporation (www.southpadreislandedc.com) or the City of South Padre Island (www.myspi.org) websites.

ELIGIBILITY

This program covers rehabilitation of building facades visible to the street, including storefronts, windows, doors, cornices, gutters and downspouts, ~~signs and graphics, decorative~~ exterior lighting, canopies and awnings, painting and masonry cleaning, or repairs, and accessibility improvements. Permit and design review fees can be waived through the program.

The following repairs are allowed as long as they are part of work which directly affects the façade: landscaping, fences, seal coating and re-stripping of parking lots, bike racks, signs and graphics, and interior window display lighting.

Ineligible work: Roofs, structural foundations, billboards, security systems, non-permanent fixtures, interior window coverings, vinyl awnings, personal property and equipment, security bars, chain link, razor/barbed wire fencing, sidewalks and paving.

Eligible participants include both commercial property owners and business lessees with written authorization of the property owner.

Ineligible participants: National franchises/for profit corporations with multiple locations outside of the city limits of South Padre Island, unless the corporation is headquartered in the City of South Padre Island.

DESIGN CRITERIA

Schematic drawings are adequate for the grant application process. It is not necessary to have detailed plans until the construction phase. The South Padre Island Economic Development Corporation reserves the right to make design recommendations.

Architectural design must comply with the City of South Padre Island's current Form Based Code requirements.

THE FAÇADE IMPROVEMENT COMMITTEE (FIC)

The FIC shall be composed of the City's Development Services Director, EDC Director, One of EDC Board Members, and City Council's Planning Advocate.

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THE APPLICATION PROCESS

The grant application must be signed by the property owner. If a tenant is the applicant, they are also required to sign. The grant application with estimated budget, schematic drawings and project narratives shall be submitted to the South Padre Island Economic Development Corporation, and the Board of Directors FIC shall review the application to determine if it is acceptable. The FIC will also hold a design workshop and invite the applicant to the discussion. After the discussion, the FIC will make a recommendation to the EDC Board of Directors. The

EDC Board of Directors will ~~also~~ review the estimated budget and determine the amount of the grant that will be provided to the applicant. The amount of the grant shall be up to 50% of the estimated budget. If accepted by the Board of Directors, the ~~Façade Improvement Committee (FIC)~~FIC will work with the applicant in ~~revising~~/formulating design concepts and solutions at their design ~~forum~~workshop. If a design is finalized, the business must apply for a building permit from the City of South Padre Island. Permit fees may be waived.



The steps in the flowchart above can run concurrently. The South Padre Island Economic Development Corporation Board of Directors reserves the right to turn down grant requests for any property, for any reason, at its own discretion. The grant application must be approved by the EDC Board and a Letter of Commitment issued BEFORE the work begins. Any changes to the project after approval may jeopardize funding.

APPROVALS

The South Padre Island Economic Development Corporation has the sole authority to determine eligibility of proposed work and confirmation of completed work. Certain work may be required or precluded as a condition of funding. Participants will be responsible for obtaining necessary regulatory permits and approvals, including City of South Padre Island building permits. All work must comply with city, state and federal regulations.

Matching grants are paid upon completion of pre-approved, applicant-paid work. Under no circumstance will grant funds be disbursed for work completed before a Commitment Letter is provided. Funds are limited; grants are awarded on a first come, first served basis. Annual funding for the program is dependent on approval from the South Padre Island Economic Development Corporation.

The South Padre Island Economic Development Corporation and the City of South Padre Island will review and approve proposed work and insure all other conditions are met prior to issuing a Commitment Letter and allocating funds to the project. The Commitment Letter will outline additional terms and conditions of the matching grant, and will serve as the legal commitment of both parties as to the scope and quality of work and the amount of funds committed.

The Façade Improvement Committee will work with the applicant in shaping the final design.

THE CONSTRUCTION PHASE

Construction must begin 60 days from approval of the grant application, unless otherwise authorized by the EDC Board of Directors.

Matching funds from the business must be spent first with receipts submitted for verification. Only items necessary for the specific construction will be reimbursed. (i.e. no tool, compressors, hammers etc.) After matching funds have been spent, an amount equal to the match amount spent and verified will be available. The grant funds will be drawn down from the EDC in weekly payments. All construction contracts will be between the applicant and contractor.

Prior to reimbursement of funds, all completed work will be reviewed by staff as to compliance with the Letter of Commitment.

If a grant is awarded and the improvement is altered within one year of construction, the grant recipient may be required to reimburse the full grant amount. All equipment or materials purchased with grant funds become a fixture of the property and shall remain attached to the property.

Projects must be completed within six months from the date of final approval, unless otherwise authorized by the EDC Board of Directors.

GENERAL CONDITIONS

The following general conditions will apply to all projects; Improvements funded by the grant will be maintained in good order for a period of at least five years; graffiti and vandalism will be dutifully repaired during this time period. Property taxes must be current, and participants may have no debts in arrears to the City when the Commitment Letter is issued. For grants over \$5,000, upon completion of improvements, the Applicant shall provide a Certificate of Property Insurance evidencing property coverage for "improvements" in an amount not less than the value of the improvements. Eligible buildings qualify for a maximum grant of \$25,000. You may apply more than once as long as the building doesn't exceed the maximum grant. The maximum grant will be available again after a five-year time frame. If a building is sold and the new owner wishes to apply for the grant, the five-year time frame still applies. The five-year time frame begins at the date the improvements are completed. The Applicant must complete, sign and submit a W-9 in order for disbursement of funds. All projects will display signage indicating South Padre Island Economic Development Corporation Façade Improvement Grant Program during the improvement work. Building must be at least five years old.

7.

**2017/2018 Economic Development Corporation
Strategic Plan**

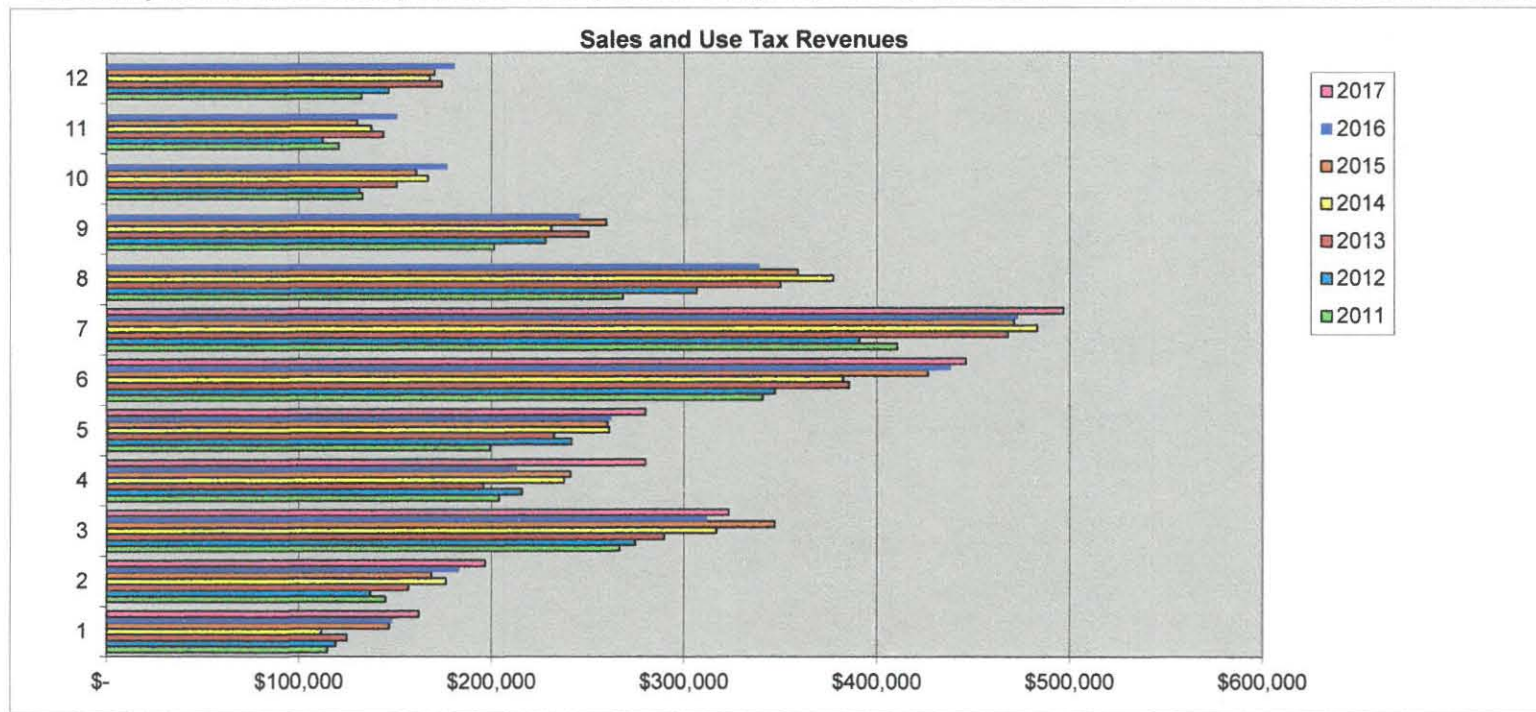
Goal	Strategy	Short/Mid/Long Term Goal	Champion	Measured By	Status
To Sustain and Increase Business Education Opportunities	1. Continue support for current programs including Sand Dollars, Kauffman, Façade Grant, Low Interest Loans, etc.	Short Term	Mickey-Sand Dollars, Irv-Kauffman, Dan-Façade Improvement	Employment Rate Business and Tax Growth Attendance at Training	Kauffman class planning underway, applications for Façade Improvement have been distributed and one has been received
	2. Research how to utilize the SBDC	Short Term	Ron		SBDC used for Sand Dollars and Chamber classes.
	3. Look at training resources from national vendors (Sysco)	Short Term	Bob		
	4. Initiate a Business Mentoring Program	Mid Term	Susan		
	5. Create "How to do Business on SPI" feature on website	Short Term	Jerry		
Take Strategic Actions to Actively Recruit New Businesses That Result in a Stronger Business Environment	1. Investigate obtaining ESRI reports to analyze the marketplace	Short Term	Darla L.	New Openings	COMPLETE Received licensing agreement for ESRI Business Analyst cost \$1295 annually
	2. Conduct Retail Gap Analysis	Short Term	Irv/Mickey	Hits on Website	
	3. Enhance online presence	Short Term	Bob	Track Leads	
	4. Develop strategic approach for recruiting businesses	Short Term	Susan	Sales Tax (by Sector)	
Enhance and Grow Entrepreneurship	1. Look at shared workplace	Short Term	Mickey/Jerry	Sales Tax	
	2. Assist City in DMAIC bandwidth	Mid Term	Ron	People seeking programs/classes	
	3. Tie into regional incubators and business centers and develop local programming	Long Term	Irv		
	4. Address seasonality issue with CVB	Long Term	Jerry		
	5. Look at free shuttle directly to the Island from airport	Mid Term	Dan/Susan		
	6. Mentoring/Networking	Long Term	Susan/Dan	# of Businesses served	
Grow Eco-Tourism	1. Assist Birding Center to build capacity to be self sustaining	Long Term	Susan	Financial Reports Assets created	
	2. Support CVB efforts in development of marketing and assets for eco-tourism	Long Term	Irv/Ron		Marine Life Center Conceptual Design Plan Underway
	3. Look for opportunities to partner on the Padre Trails System	Long Term	Bob/Mickey		

School ? Summer placement, Job Shadowing, Internships, Apprenticeships, mentoring
Arts and Culture?

8.

South Padre Island Sales and Use Tax Revenues								
	2011	2012	2013	2014	2015	2016	2017	
								%
January	\$ 114,865	\$ 119,092	\$ 124,955	\$ 111,837	\$ 147,033	\$ 148,673	\$ 162,359	9.21
February	145,004	137,090	156,927	176,331	168,939	183,246	196,705	7.34
March	266,620	274,677	289,849	316,834	346,948	311,867	323,169	3.62
April	203,962	215,913	195,868	237,624	241,179	213,305	279,898	31.22
May	199,176	241,670	232,586	261,170	260,265	262,341	280,107	6.77
June	340,811	347,206	385,570	382,481	426,572	438,459	446,128	1.75
July	410,556	390,920	467,989	483,156	471,196	473,223	496,833	4.99
August	268,233	306,588	350,038	377,267	359,029	339,074		
September	201,328	228,185	250,437	231,042	259,809	245,959		
October	133,115	131,407	150,816	167,179	161,032	177,265		
November	120,696	112,229	143,930	137,595	130,352	151,043		
December	132,467	146,595	174,214	167,830	170,488	180,991		
Total	\$ 2,536,833	\$ 2,651,572	\$ 2,923,179	\$ 3,050,346	\$ 3,142,842	\$ 3,125,446		

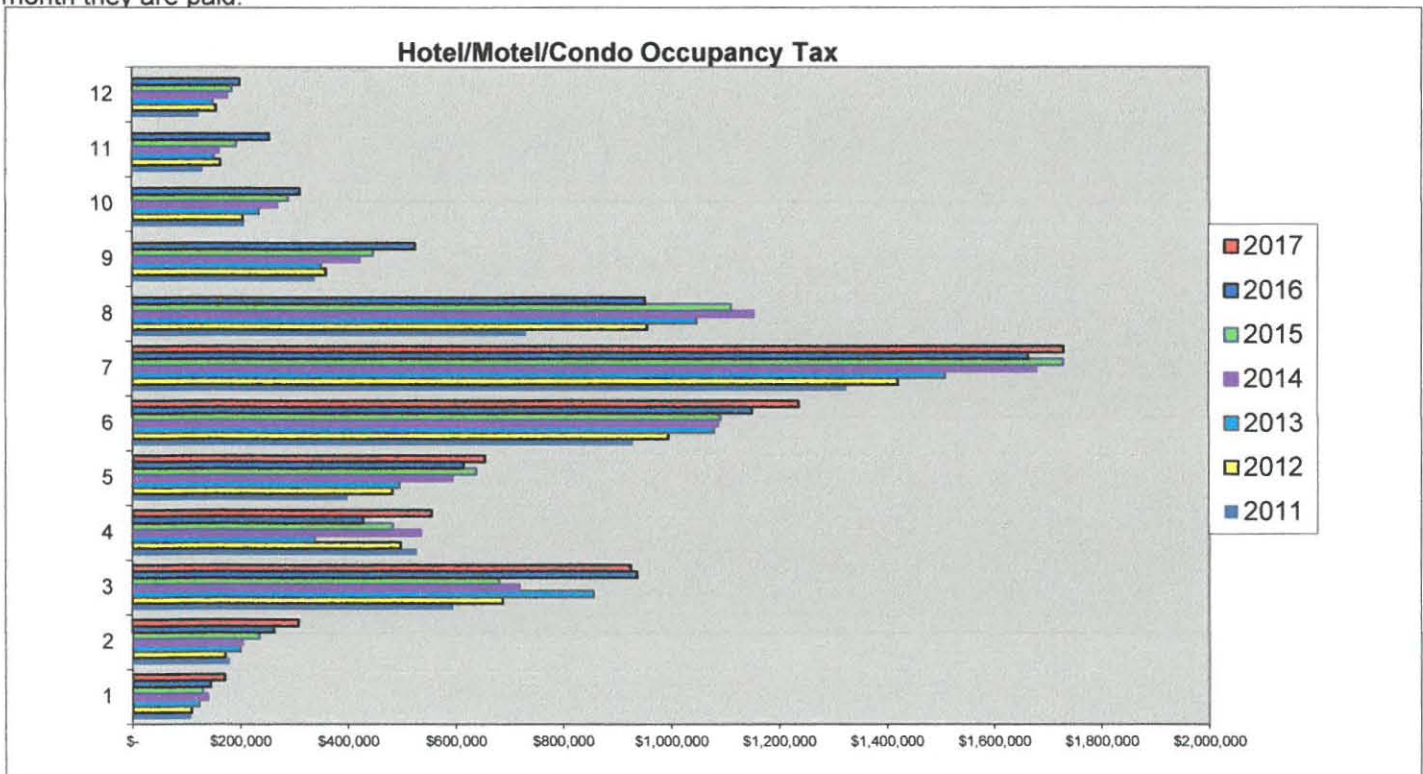
NOTE: Percentages of change March vs. April each year are principally the result of the month in which Easter falls. Amounts reported in January are based on January sales, for example, even though reported by the State and received by South Padre Island in March.



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	18.49
February	180,476	171,451	199,626	204,078	234,729	262,332	307,996	17.41
March	595,805	687,275	855,873	718,514	680,389	936,915	925,001	(1.27)
April	528,026	497,202	338,337	535,518	482,346	428,171	554,854	29.59
May	399,279	482,275	494,883	593,135	637,343	614,276	653,664	6.41
June	929,372	994,101	1,078,509	1,086,514	1,090,245	1,149,624	1,236,747	7.58
July	1,325,927	1,420,513	1,507,657	1,679,092	1,728,733	1,662,906	1,729,248	3.99
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	164,361
May	104,032	117,171	100,790	74,555	68,063	54,257	88,915
June	97,986	93,955	77,075	98,131	84,304	94,716	78,442
July	164,458	222,631	135,249	125,279	111,522	85,053	70,064
August	37,832	63,604	58,877	35,643	30,635	35,618	33,474
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 Bank Deposits						
	2012	2013	2014	2015	2016	2017
January	\$ 188,688,921	\$ 183,482,806	\$ 189,117,086	\$ 184,769,073	\$ 190,669,578	\$202,957,277
February	189,716,741	185,777,638	188,712,750	186,033,279	191,563,273	202,316,616
March	190,720,292	187,487,100	187,797,668	186,399,232	191,402,596	203,951,908
April	191,356,419	185,131,280	185,677,307	186,278,615	192,248,169	205,924,850
May	190,955,054	183,778,660	187,994,015	186,513,099	192,952,571	206,966,957
June	187,497,842	190,887,338	185,644,401	191,541,241	195,184,528	213,007,052
July	189,478,667	198,752,238	190,627,539	198,033,439	206,155,955	211,905,066
August	187,651,279	197,904,453	189,181,816	196,222,971	197,598,314	
September	186,098,587	195,087,563	186,637,957	194,155,543	195,309,655	
October	184,477,088	193,115,238	185,468,421	192,194,113	212,406,097	
November	182,804,762	191,781,069	184,219,440	190,042,714	207,162,651	
December	184,702,236	189,450,248	184,333,130	189,722,716	203,955,340	
AVERAGE	\$ 187,845,657	\$ 190,219,636	\$ 187,117,628	\$ 190,158,836	\$ 198,050,727	

*The deposits include First National Bank SPI;
and First Community Bank, International Bank of*

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	683,307	118,660	564,647
May	1,009,344	915,996	295,625	1,052,261	1,143,022	1,227,546	1,478,355	635,169	843,186
June	1,821,047	1,243,528	177,150	1,717,942	842,403	595,320	1,318,655	981,650	337,005
July	5,411,225	412,100	145,069	160,664	1,439,706	1,236,569	40,748,569	60,010	40,688,559
August	899,292	459,314	2,525,727	500,475	1,799,928	1,973,961	1,431,102	818,127	612,975
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			

PROJECTS: All

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

ISSUED DATES: 8/01/2017 THRU 8/31/2017 USE SEGMENT DATES

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

STATUS: ALL

*Building Projects
August-2017*

PROJECT SEGMENT	ISSUE DATE SEGMENT DT	NAME DESCRIPTION	LOCATION BUILDING CODE	CONTRACTOR SEG. CONT.	DESCRIPTION VALUATION	PROJ TYPE FEE
20170840 BLDR-REP	8/01/2017 8/01/2017	PEREZ, JAVIER RESIDENTIAL REPAIR	104A E CORRAL BLDR-REP - RESIDENTIAL REPA	CHRISTIAN CHRISTIAN	RESIDENTIAL REPAIR 10,000.00	BLDR-REP 70.00
20170853 BLDC-NEW	8/03/2017 8/03/2017	SPI GARDENIA INVESTMENTS LL NEW COMMERCIAL BUILDING	4012 PADRE BLVD BLDC-NEW - NEW COMMERCIAL B	WILLIS WILLIS	NEW COMMERCIAL BUILDING 89,427.28	BLDC-NEW 4,825.99
20170868 BLDR-ADD	8/07/2017 8/07/2017	HUNSAKER, ANN RESIDENTIAL ADDITION	5704 CIRCE CIRCLE BLDR-ADD - RESIDENTIAL ADDI	OMAR RAMOS OMAR RAMOS	RESIDENTIAL ADDITION 18,500.00	BLDR-ADD 129.50
20170881 BLDR-REP	8/14/2017 8/14/2017	MATHEWS, ROBERT RESIDENTIAL REPAIR	6201 PADRE BLVD 309 BLDR-REP - RESIDENTIAL REPA	MATTHEWS MATTHEWS	RESIDENTIAL REPAIR 4,000.00	BLDR-REP 200.00
20170886 ROOF-COM	8/14/2017 8/14/2017	MANTLE, ROBERT COMMERCIAL ROOF	3800 PADRE BLVD ROOF-COM - COMMERCIAL ROOF	ARIZPE ARIZPE	COMMERCIAL ROOF 20,000.00	ROOF-COM 140.00
20170888 BLDR-REP	8/15/2017 8/15/2017	GRIFFITH, KENNETH RESIDENTIAL REPAIR	204 W GEORGIA RUTH BLDR-REP - RESIDENTIAL REPA	SHAMROCK SHAMROCK	RESIDENTIAL REPAIR 2,580.00	BLDR-REP 25.00
20170892 BLDR-REP	8/16/2017 8/16/2017	TAUFERNER, DUSTIN RESIDENTIAL REPAIR	103 E SHEEPSHEAD BLDR-REP - RESIDENTIAL REPA	OMAR RAMOS OMAR RAMOS	RESIDENTIAL REPAIR 2,500.00	BLDR-REP 25.00
20170893 ROOF-RES	8/16/2017 8/16/2017	YETTER, JASON RESIDENTIAL ROOF	132 E HUISACHE ROOF-RES - RESIDENTIAL ROOF	KING KING	RESIDENTIAL ROOF 5,675.00	ROOF-RES 39.73
20170895 BLDR-NEW	8/16/2017 8/16/2017	ROBERTSON, TONI NEW RESIDENTIAL BUILDING	127 E JUPITER 101 - SINGLE FAMILY	BEACHIN BEACHIN	NEW RESIDENTIAL BUILDING 388,964.71	BLDR-NEW 2,722.75
20170906 BLDR-REM	8/18/2017 8/18/2017	LEE, JENNIFER RESIDENTIAL REMODEL	5604 CIRCE CIRCLE BLDR-REM - RESIDENTIAL REMO	MANCUSO MANCUSO	RESIDENTIAL REMODEL 25,000.00	BLDR-REM 175.00
20170912 BLDC-ADD	8/18/2017 8/18/2017	RIDLEY HOLDINGS LLC COMMERCIAL ADDITION	2500 PADRE BLVD BLDC-ADD - COMMERCIAL ADDIT	CANVAS CANVAS	COMMERCIAL ADDITION 50,000.00	BLDC-ADD 350.00
20170913 BLDC-REP	8/18/2017 8/18/2017	CARMELI, ALON COMMERCIAL REPAIR	1601 PADRE BLVD BLDC-REP - COMMERCIAL REPAI	JARAMILLO JARAMILLO	COMMERCIAL REPAIR 11,000.00	BLDC-REP 77.00
20170914 BLDR-REP	8/21/2017 8/21/2017	MISON, PAT RESIDENTIAL REPAIR	146 KINGS COURT BLDR-REP - RESIDENTIAL REPA	JMR CONST JMR CONST	RESIDENTIAL REPAIR 8,620.00	BLDR-REP 60.34
20170916 BLDC-REP	8/22/2017 8/22/2017	BRISKY & PEREZ INSURANCE AG COMMERCIAL REPAIR	3311 PADRE BLVD D BLDC-REP - COMMERCIAL REPAI	HOLDEN HOLDEN	COMMERCIAL REPAIR 1,200.00	BLDC-REP 25.00
20170918 BLDR-REP	8/22/2017 8/22/2017	TOUSSANIT, FEDERICO RESIDENTIAL REPAIR	2800 GULF BLVD 201 BLDR-REP - RESIDENTIAL REPA	MASSO MASSO	RESIDENTIAL REPAIR 14,900.00	BLDR-REP 104.30
20170921 BLDC-REP	8/23/2017 8/23/2017	ABO, ALIZA COMMERCIAL REPAIR	1900 PADRE BLVD BLDC-REP - COMMERCIAL REPAI	JARAMILLO JARAMILLO	COMMERCIAL REPAIR 2,000.00	BLDC-REP 25.00

PROJECTS: All

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

ISSUED DATES: 8/01/2017 THRU 8/31/2017 USE SEGMENT DATES

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

STATUS: ALL

PROJECT SEGMENT	ISSUE DATE SEGMENT DT	NAME DESCRIPTION	LOCATION BUILDING CODE	CONTRACTOR SEG. CONT.	DESCRIPTION VALUATION	PROJ TYPE FEE
20170924 BLDR-REP	8/23/2017 8/23/2017	LAWSON, BEVERLY RESIDENTIAL REPAIR	900 PADRE BLVD 807 BLDR-REP - RESIDENTIAL REPA	MASSO MASSO	RESIDENTIAL REPAIR 16,700.00	BLDR-REP 116.90
20170925 BLDR-REM	8/23/2017 8/23/2017	KELZER, DEWEY RESIDENTIAL REMODEL	6608 PADRE BLVD 143 BLDR-REM - RESIDENTIAL REMO	DIAMOND DIAMOND	RESIDENTIAL REMODEL 21,000.00	BLDR-REM 147.00
20170928 BLDR-REP	8/23/2017 8/23/2017	FOURMY, MARK RESIDENTIAL REPAIR	106 E ATOL 6 BLDR-REP - RESIDENTIAL REPA	MANCUSO MANCUSO	RESIDENTIAL REPAIR 20,000.00	BLDR-REP 140.00
20170929 BLDR-REP	8/24/2017 8/24/2017	CARLSON, WAYNE RESIDENTIAL REPAIR	106 E ATOL 5 BLDR-REP - RESIDENTIAL REPA	MANCUSO MANCUSO	RESIDENTIAL REPAIR 7,500.00	BLDR-REP 52.50
20170930 BLDR-REP	8/24/2017 8/24/2017	SEAMAN, SALLY RESIDENTIAL REPAIR	106 E ATOL 6 BLDR-REP - RESIDENTIAL REPA	MANCUSO MANCUSO	RESIDENTIAL REPAIR 15,000.00	BLDR-REP 105.00
20170931 BLDR-REP	8/24/2017 8/24/2017	GROSS, BYRLE RESIDENTIAL REPAIR	106 E ATOL 7 BLDR-REP - RESIDENTIAL REPA	MANCUSO MANCUSO	RESIDENTIAL REPAIR 5,000.00	BLDR-REP 35.00
20170935 BLDC-REP	8/24/2017 8/24/2017	SOMERVILLE, RICHARD COMMERCIAL REPAIR	2700 PADRE BLVD BLDC-REP - COMMERCIAL REPAI	RFM RFM	COMMERCIAL REPAIR 27,000.00	BLDC-REP 189.00
20170940 BLDR-REP	8/28/2017 8/28/2017	TATE, LARRY RESIDENTIAL REPAIR	204 W CAMPECHE BLDR-REP - RESIDENTIAL REPA	TATE TATE	RESIDENTIAL REPAIR 3,000.00	BLDR-REP 25.00
20170941 BLDR-REP	8/28/2017 8/28/2017	MARISOL CONDOMINIUMS HOA RESIDENTIAL REPAIR	1700 GULF BLVD HOA BLDR-REP - RESIDENTIAL REPA	CANTU R OWNER	RESIDENTIAL REPAIR 19,975.00	BLDR-REP 139.83
20170942 BLDR-REP	8/28/2017 8/28/2017	ANAYA, RAUL & ALMA RESIDENTIAL REPAIR	103 E CORA LEE BLDR-REP - RESIDENTIAL REPA	JAIME JAIME	RESIDENTIAL REPAIR 1,000.00	BLDR-REP 25.00
20170954 BLDC-ADD	8/30/2017 8/30/2017	HILTON GARDEN INN - SPI COMMERCIAL ADDITION	7010 PADRE BLVD BLDC-ADD - COMMERCIAL ADDIT	MRK OWNER	COMMERCIAL ADDITION 17,500.00	BLDC-ADD 122.50
20170958 BLDR-REM	8/31/2017 8/31/2017	TATE, LARRY RESIDENTIAL REMODEL	204 W CAMPECHE BLDR-REM - RESIDENTIAL REMO	TATE TATE	RESIDENTIAL REMODEL 7,390.00	BLDR-REM 51.73
20170960 BLDR-REP	8/31/2017 8/31/2017	HOWLIN, JERRY RESIDENTIAL REPAIR	227 W MORNINGSIDE 221 BLDR-REP - RESIDENTIAL REPA	CAMACHO CAMACHO	RESIDENTIAL REPAIR 4,170.00	BLDR-REP 29.19
20170963 BLDR-REP	8/31/2017 8/31/2017	THREE CHARLES LLC RESIDENTIAL REPAIR	121 E OLEANDER BLDR-REP - RESIDENTIAL REPA	THREE C THREE C	RESIDENTIAL REPAIR 10,000.00	BLDR-REP 70.00
20170964 BLDR-REP	8/31/2017 8/31/2017	ANDERSON, DAVE RESIDENTIAL REPAIR	117 E ACAPULCO BLDR-REP - RESIDENTIAL REPA	MORRIS MORRIS	RESIDENTIAL REPAIR 1,500.00	BLDR-REP 25.00
*** TOTALS ***		NUMBER OF PROJECTS:	31		VALUATION: 1,431,101.99	FEE: 10,268.26

PROJECTS: All

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

ISSUED DATES: 8/01/2017 THRU 8/31/2017 USE SEGMENT DATES

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

STATUS: ALL

*** SEGMENT RECAP ***

PROJECT SEGMENT - DESCRIPTION	# OF SEGMENTS	VALUATION	FEE
BLDC-ADD - COMMERCIAL ADDITION	2	67,500.00	472.50
BLDC-NEW - NEW COMMERCIAL BUILDIN	* 1	689,427.28	4,825.99
BLDC-REP - COMMERCIAL REPAIR	4	41,200.00	316.00
BLDR-ADD - RESIDENTIAL ADDITION	1	18,500.00	129.50
BLDR-NEW - NEW RESIDENTIAL BUILDI	* 1	388,964.71	2,722.75
BLDR-REM - RESIDENTIAL REMODEL	3	53,390.00	373.73
BLDR-REP - RESIDENTIAL REPAIR	17	146,445.00	1,248.06
ROOF-COM - COMMERCIAL ROOF	1	20,000.00	140.00
ROOF-RES - RESIDENTIAL ROOF	1	5,675.00	39.73
*** TOTALS ***	31	1,431,101.99	10,268.26

1- SFH

* - Acc Hardware Retail



Lone Star National BankSM

P.O. Box 1127 • Pharr, Texas 78577-1127
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Customer Service (956) 984-2440
Toll-Free Customer Service (800) 580-0322
24-Hour Phone Banking (956) 984-2444
Lost or Stolen Debit Card (800) 580-0322

Date 8/31/17 Page 1
Primary Account XXXXXXXXXXXXX2005
Enclosures 1

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

CHECKING ACCOUNTS

If you have overdrawn your account, please be advised that we have other less expensive methods to handle the payment of non-sufficient funds items. Presenting transactions and other items against non-sufficient funds is an expensive practice. If you would like to discuss alternatives which include account transfers or if you have other financial needs, please call us at 1(800)580-0322 ext. 2440.

NOW Checking Commercial		Number of Enclosures	1
Account Number	XXXXXXXXXXXX2005	Statement Dates	8/01/17 thru 8/31/17
Previous Balance	101,529.95	Days in the statement period	31
1 Deposits/Credits	1,064.59	Average Ledger	102,079.35
1 Checks/Debits	2.00	Average Collected	102,051.46
Service Charge	.00		
Interest Paid	21.67		
Current Balance	102,614.21	2017 Interest Paid	163.86

Deposits and Additions

Date	Description	Amount
8/16	Over The Counter Deposit	1,064.59
8/31	Interest Deposit	21.67

Debits and Other Withdrawals

Date	Description	Amount
8/31	Paper Statement Fee	2.00-

NOW Checking Commercial XXXXXXXXXXXXX2005 (Continued)

Daily Balance Information

Date	Balance	Date	Balance	Date	Balance
8/01	101,529.95	8/16	102,594.54	8/31	102,614.21