

**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, January 19<sup>th</sup>, 2016 at 8:30 a.m. at the Municipal Complex, 2<sup>nd</sup> floor Joyce Adams Conference Room, 4601 Padre Blvd.,** South Padre Island, Texas. Following is the agenda on which action may be taken:

1. **Call to order**
2. **Pledge of Allegiance**
3. **Public Comments and Announcements**  
*This is an opportunity for citizens to speak to the Board relating to agenda or non-agenda items. Speakers are required to give their name before addressing their concerns. (Note: State law will not permit the Board to discuss, debate, or consider items that are not on the agenda. Citizen comments may be referred to staff or may be placed on the agenda of a future Board meeting)*
4. **Report from Judge Pete Sepulveda, Cameron County Regional Mobility Authority Executive Director, regarding an update to the Second Access to South Padre Island and CCRMA associated projects**
5. **Quarterly report from the South Padre Island Birding and Nature Center President of the Board of Directors, Lynne Tate regarding operations at the Center**
6. **Approve the Consent Agenda:**
  - 6a. **Approve the Minutes from Regular Meeting of December 15<sup>th</sup>, 2015**
  - 6b. **Financial Report for EDC- December 2015**
  - 6c. **Activity Report from the Birding and Nature Center-December 2015**
  - 6d. **Financial Reports for the Birding & Nature Center-December 2015**
7. **Discussion and possible action to approve funding for a skate park at the John L. Tompkins Park**
8. **Discussion and possible action regarding the Marina Market Study from Marina Management Services, Inc.**
9. **Discussion and possible action regarding hiring a firm to assist the EDC with retail recruitment efforts**

10. Discussion and possible action regarding changing the meeting time for the monthly Board of Directors meetings
11. Discussion and possible action regarding the monthly meeting calendar for 2016- changing the dates or cancelling the March and July regular monthly meetings
12. Discussion and possible action regarding approval of funding a grant program for small businesses on South Padre Island in the amount of \$25,000
13. Executive Director's Activity Report
14. Election of Officers for the 2016 calendar year- President, Vice-President and Secretary/Treasurer
15. 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 15th day of January, 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.*

**Items 4, 5, 8, 9,  
10, and 14**

**do not have any backup documentation in  
the packet**

**6.**

**DRAFT**

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

**MINUTES**

Regular Meeting  
December 15<sup>th</sup>, 2015

**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, December 15<sup>th</sup>, 2015, at the Municipal Complex 2<sup>nd</sup> floor Joyce Adams Conference Room, 4601 Padre Blvd., South Padre Island, Texas. President Joanne Williams called the meeting to order at 8:30 a.m. Other Board members present were Director's Beth Vance, Bill DiLibero, and Bob Friedman. Absent was Vice-President Dan Stanton and Secretary/Treasurer Ron Pitcock. Also present were Executive Director Darla Lapeyre, SPI Birding and Nature Center Board President Lynne Tate and Manager Cristin Howard, City Council members Dennis Stahl and Theresa Metty, Irv Downing and Maria Villalon with UTRGV, and Kauffman FastTrac scholarship recipients Bettina Tolin and Norma Trevino.

**2. PLEDGE OF ALLEGIANCE**

**3. PUBLIC COMMENTS AND ANNOUNCEMENTS**

There were no public comments or announcements.

**4. REPORT FROM UT-RGV ON THE KAUFFMAN FASTTRAC NEW VENTURE ENTREPRENEURSHIP TRAINING PROGRAM COMPLETED NOVEMBER 17, 2015 (IRV DOWNING-UTRGV ASSOCIATE VP ECONOMIC DEVELOPMENT)**

Mr. Downing spoke to the Board about the most recent Kauffman Fast Trac Entrepreneurship class. The students graduated November 17<sup>th</sup>, 2015. Mr. Downing said the class was a success and the speakers were very informative. In addition to continuing with the FastTrac in 2016, UTRGV has also become certified instructors of another Kauffman Entrepreneurial Program called Growth Venture. This is geared more towards existing business owners rather than startups. The first session will be held in Hidalgo County and they will follow up with programs in Cameron County. The Board expressed interest in participating in the Growth Venture. Bettina Tolin and Norma Trevino who graduated from the most recent FastTrac class spoke to the Board about their experience and praised the program. The EDC Board did ask that In the future the University work on getting more businesses to apply so the class is comprised of individuals who are

fully committed to the intense program.

**5. PRESENTATION BY DR. MOSTAFA MALKI FROM AARON ECONOMIC CONSULTING REGARDING THE SOUTH PADRE ISLAND ECONOMIC INDEX REPORT DATED SEPTEMBER 2015**

Dr. Mostafa Malki of Aaron Economic Consulting presented the Annual Economic Index for 2014. The report looks at four economic indicators: Sales Tax, Occupancy Tax, Bank Deposits, and Building Permits and charts the progress within the Island economy and does comparisons to Galveston, Corpus Christi, and Port Aransas as well as sections on the State and the US and Mexico. The report is available on the City and EDC web sites.

**6. APPROVE THE CONSENT AGENDA**

- 6a. Approve the Minutes from Regular Meeting on November 17<sup>th</sup>, 2015**
- 6b. Financial Report-November 2015**
- 6c. Activity Report from the Birding and Nature Center-November 2015**
- 6d. Financial Reports for the Birding and Nature Center-November 2015**
- 6e. Approve excused absence for Ron Pitcock from the December 15<sup>th</sup>, 2015 Board Meeting**

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

**7. DISCUSSION REGARDING DRAFT FORM TO BE USED FOR PROPOSED PROJECTS AND EVENT BROUGHT BEFORE THE BOARD OF DIRECTORS**

The draft of the Form was provided to the Board for review. Ms. Lapeyre asked they email any comments or revisions to her after the meeting.

**8. DISCUSSION AND POSSIBLE ACTION REGARDING HIRING A FIRM TO ASSIST THE EDC WITH RETAIL RECRUITMENT EFFORTS**

The Board members present discussed the Buxton proposal. Ms. Lapeyre had received an email from The Retail Coach wanting to present and submit a proposal. A RFP may need to be issued if this is a Project the EDC Board wants to pursue. Since only 4 Board members were in attendance it was recommended to be tabled until the next Board meeting when the full Board is available to discuss this proposed expense.

**9. 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 November 16<sup>th</sup>, 2015 through December 11<sup>th</sup>, 2015. Ms. Lapeyre reported the October sales tax was down 3.68% from October 2014 Sales tax for the 2015 calendar year to date was up 3.5% from the same period in 2014 and the October 2015 sales tax was up 11% from the prior 5 year average for the month of October.

**10. ADJOURNMENT**

There being no further business, the meeting was adjourned at 10:30 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:** January 13, 2016  
**Re:** December 31, 2015 Operating Statement

---

The December 31, 2015 Operating Statement for the South Padre Island Economic Development Corporation as well as the Balance Sheet as of December 31, 2015 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 November tax collections sent to the State of Texas in December and distributed to local governments in January. This January allocation payment is accrued for financial statement presentation purposes in the December operating statement.

Due to the end of the fiscal year, additional expenditures may be posted in subsequent weeks in accordance with Generally Accepted Accounting Principles

Please contact me at [rgimenez@MYSPI.org](mailto: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**  
**December 31, 2015/2014**

| <b>Assets</b>             | <b>2015</b>      | <b>2014</b>      |
|---------------------------|------------------|------------------|
| Cash and cash equivalents | \$658,092        | \$468,548        |
| Receivables - Sales Tax   | \$32,588         | \$34,399         |
| Revolving Loan Receivable | \$63,829         | \$75,462         |
| Due From General Fund     | \$0              | \$0              |
| Miscellaneous Receivables | \$0              | \$0              |
| Prepaid Expenses          | \$0              | \$0              |
| <b>TOTAL ASSETS</b>       | <b>\$754,509</b> | <b>\$578,409</b> |

|   |                  |                  |
|---|------------------|------------------|
| <b>Liabilities and Fund Balances</b>      |                  |                  |
| Deferred Revenue                          | \$63,829         | \$75,462         |
| Accounts Payable                          | \$0              | \$0              |
| Sales Tax Payable                         | \$0              | \$0              |
| Payroll Taxes Payable                     | \$0              | \$780            |
| Wages Payable                             | \$0              | \$0              |
| Due to General Fund                       | \$0              | \$0              |
| Reserved for Encumbrances                 | \$0              | \$0              |
| Other liabilities                         | \$477            | \$0              |
| <b>Total Liabilities</b>                  | <b>\$64,306</b>  | <b>\$76,242</b>  |
| <b>Fund Balance</b>                       | <b>\$690,203</b> | <b>\$502,167</b> |
| <b>Total Liabilities and Fund Balance</b> | <b>\$754,509</b> | <b>\$578,409</b> |

City of South Padre Island  
Economic Development Corporation  
**STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES**  
December 31, 2015/2014

|  | 2015<br>Budget   | Actual           | 2014<br>Actual   |
|--|------------------|------------------|------------------|
| <b><u>REVENUES</u></b>                                       |                  |                  |                  |
| Sales Tax  | \$770,000        | \$137,798        | \$133,954        |
| Revolving Loan Revenue                                       | \$10,274         | \$1,695          | \$1,618          |
| Grant Revenue  | \$0              | \$0              | \$0              |
| Interest Revenue   | \$2,501          | \$493            | \$558            |
| BNC Expense Reimbursement                                    | \$0              | \$0              | \$0              |
| Miscellaneous Revenues                                       | \$0              | \$20             | \$0              |
| <b>Total Revenue</b>   | <b>\$782,775</b> | <b>\$140,006</b> | <b>\$136,130</b> |
| <b><u>EXPENDITURES</u></b>                                   |                  |                  |                  |
| General Administrative Expenses                              | \$692,775        | \$156,094        | \$135,665        |
| BNC Cash Advances  | \$20,000         | \$9,100          | \$12,412         |
| Birding Center Expenses                                      | \$70,000         | \$42,783         | \$54,282         |
| <b>Total Expenditures</b>                                    | <b>\$782,775</b> | <b>\$207,977</b> | <b>\$202,359</b> |
| Excess (Deficiency) of Revenues Over<br>(Under) Expenditures | \$0              | (\$67,971)       | (\$66,229)       |
| Fund balance - beginning                                     | \$758,173        | \$758,173        | \$568,397        |
| Fund balance - ending  | \$758,173        | \$690,203        | \$502,167        |

FUND : 80 - ECONOMIC DEVELOPMENT CORP

## SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 580 - EDC

NOTATION :

| ACCOUNT NUMBERS           | ACCOUNT DESCRIPTION  | EXPENDITURES | ENCUMBRANCES | YEAR TO DATE EXPENDITURES | TOTALS    | CURRENT MODIFIED BUDGET | UNENCUMBERED BALANCE | BUDGET PERCENT REMAINING |
|---------------------------|----------------------|--------------|--------------|---------------------------|-----------|-------------------------|----------------------|--------------------------|
| =====                     | =====                | =====        | =====        | =====                     | =====     | =====                   | =====                | =====                    |
| <u>PERSONNEL SERVICES</u> |                      |              |              |                           |           |                         |                      |                          |
| 580-0010                  | SUPERVISION          | 6,807.69     | 0.00         | 13,933.07                 | 13,933.07 | 59,000.00               | 45,066.93            | 76.38                    |
| 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                 | 98.70        | 0.00         | 230.30                    | 230.30    | 1,109.00                | 878.70               | 79.23                    |
| 580-0080                  | TMRS                 | 580.46       | 0.00         | 1,160.92                  | 1,160.92  | 7,661.00                | 6,500.08             | 84.85                    |
| 580-0081                  | GROUP INSURANCE      | 490.44       | 0.00         | 1,480.59                  | 1,480.59  | 5,874.00                | 4,393.41             | 74.79                    |
| 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                   |
| =====                     | =====                | =====        | =====        | =====                     | =====     | =====                   | =====                | =====                    |
|                           |                      | 7,977.29     | 0.00         | 16,804.88                 | 16,804.88 | 74,204.00               | 57,399.12            | 77.35                    |
| =====                     | =====                | =====        | =====        | =====                     | =====     | =====                   | =====                | =====                    |

GOODS AND SUPPLIES

|          |                      |       |       |       |       |          |          |        |
|----------|----------------------|-------|-------|-------|-------|----------|----------|--------|
| 580-0101 | OFFICE SUPPLIES      | 0.00  | 0.00  | 0.00  | 0.00  | 1,350.00 | 1,350.00 | 100.00 |
| 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  | 0.00  | 0.00  | 600.00   | 600.00   | 100.00 |
| 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  | 36.00 | 36.00 | 4,150.00 | 4,114.00 | 99.13  |
| =====    | =====                | ===== | ===== | ===== | ===== | =====    | =====    | =====  |

MISCELLANEOUS SERVICES

|              |                      |          |      |          |          |           |           |        |
|--------------|----------------------|----------|------|----------|----------|-----------|-----------|--------|
| 580-0501     | COMMUNICATIONS       | 142.87   | 0.00 | 206.33   | 206.33   | 800.00    | 593.67    | 74.21  |
| 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 | 0.00     | 0.00     | 1,500.00  | 1,500.00  | 100.00 |
| 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 | 6.00     | 6.00     | 7,500.00  | 7,494.00  | 99.92  |
| 580-0534-001 | BIRDING MASTER PLAN  | 0.00     | 0.00 | 0.00     | 0.00     | 0.00      | 0.00      | 0.00   |
| 580-0534-002 | LOBBYIST             | 2,800.80 | 0.00 | 6,967.46 | 6,967.46 | 25,000.00 | 18,032.54 | 72.13  |
| 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 | 0.00     | 0.00     | 4,000.00  | 4,000.00  | 100.00 |
| 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 | 1,470.00 | 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<br>NUMBERS | ACCOUNT<br>DESCRIPTION | EXPENDITURES | ENCUMBRANCES | YEAR TO DATE<br>EXPENDITURES | TOTALS   | CURRENT<br>MODIFIED<br>BUDGET | UNENCUMBERED<br>BALANCE | BUDGET<br>PERCENT<br>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         | 1,095.00                     | 1,095.00 | 3,500.00                      | 2,405.00                | 68.71                          |
| 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         | 0.00                         | 0.00     | 3,000.00                      | 3,000.00                | 100.00                         |
| 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                           |
|                    |                        | 4,415.67     | 0.00         | 9,744.79                     | 9,744.79 | 88,300.00                     | 78,555.21               | 88.96                          |

## EQUIPMENT &gt; \$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 | 105,708.39 | 105,708.39 | 422,834.00 | 317,125.61 | 75.00 |
|          |                      | 35,236.13 | 0.00 | 105,708.39 | 105,708.39 | 422,834.00 | 317,125.61 | 75.00 |

## SPECIAL PROJECTS

|              |                     |          |      |           |           |            |           |       |
|--------------|---------------------|----------|------|-----------|-----------|------------|-----------|-------|
| 580-9175     | ELECTION EXPENSE    | 0.00     | 0.00 | 0.00      | 0.00      | 0.00       | 0.00      | 0.00  |
| 580-9178     | DESIGNATED PROJECTS | 2,500.00 | 0.00 | 23,800.00 | 23,800.00 | 103,287.00 | 79,487.00 | 76.96 |
| 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 |
|              |                     | 2,500.00 | 0.00 | 32,900.00 | 32,900.00 | 123,287.00 | 90,387.00 | 73.31 |

|                  |           |      |            |            |            |            |       |
|------------------|-----------|------|------------|------------|------------|------------|-------|
| DEPARTMENT TOTAL | 50,129.09 | 0.00 | 165,194.06 | 165,194.06 | 712,775.00 | 547,580.94 | 76.82 |
|------------------|-----------|------|------------|------------|------------|------------|-------|



FUND :80 -ECONOMIC DEVELOPMENT CORP

## SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 581 - BIRD CENTER

NOTATION :

| ACCOUNT<br>NUMBERS | ACCOUNT<br>DESCRIPTION | EXPENDITURES | ENCUMBRANCES | EXPENDITURES | TOTALS    | CURRENT<br>MODIFIED<br>BUDGET | UNENCUMBERED<br>BALANCE | BUDGET<br>PERCENT<br>REMAINING |
|--------------------|------------------------|--------------|--------------|--------------|-----------|-------------------------------|-------------------------|--------------------------------|
| 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            | 0.00         | 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                           |
|                    |                        | 42,783.17    | 0.00         | 42,783.17    | 42,783.17 | 55,000.00                     | 12,216.83               | 22.21                          |

EQUIPMNT > \$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 | 42,783.17 | 0.00 | 42,783.17 | 42,783.17 | 70,000.00 | 27,216.83 | 38.88 |
|------------------|-----------|------|-----------|-----------|-----------|-----------|-------|

Manager Report to the EDC Meeting December 15, 2015

December 14, I was part of the Christmas Bird Count that is done throughout the United States.

I attended the Fun N Sun RV Park expo that was January 11 from 4pm – 7pm.

I will be attending the Welcome Home RGV Winter Texan Expo & Health Fair on January 19 & 20 at the McAllen Convention Center. I will also be attending 6 RV Park shows throughout February with Welcome Home RGV.

WOWE is January 26 -30, 2016 and it is going to be a great event. I have been working daily on this event for the past month. I have attached a tentative schedule of guest speakers. The week of WOWE I will be working from 6am – 7pm daily. We are still in need of volunteers.

We booked a last minute wedding for Saturday, January 16, and I have been working on those details and will work the actual wedding. The client is Mary Jo Bogatto from Cactus Creek Ranch. (VIP in the Wildlife, Birding Conservation in this area) Her mother of 82 years of age is marrying her 93 year old lost love.

Spoonbill Mini Golf Tournament is set for February 20<sup>th</sup>. As soon as WOWE is over I will be working on the tournament daily.

The evening of Wednesday, January 13, I spoke on volunteer opportunities at the Texas Master Naturalist orientation that was for the new class of 2016. I'm proud to announce that two of our staff and one of our volunteers are enrolled in this class.

Respectfully Submitted,

Cristin Howard

# W.O.W.E

---

(Times could be subject to change)

TUESDAY, 1/26/2016- RGV's Unique Environment

9:00a.m.: Richard Moore: Keynote Speaker

10:00a.m.: Christina Mild-Landscaping with  
Native Coastal Species  
Lorena Longoria-TX Coastal Naturalists  
PIHS-NOAA Coastal Monitoring

11:00a.m.: Hilary Swarts-Ocelot Conservation  
Mary Jo Bogatto-Creatures of Cactus Creek  
PIHS-NOAA coastal Monitoring Program

1:00p.m.: Christina Mild-Landscaping with  
Native Coastal Species  
Greg Storm-La Jarra Ranch Wildlife  
Linda Butcher-Sea Beans

2:00p.m.: Hilary Swarts- Ocelot Conservation  
Greg Storm- La Jarra Ranch Wildlife  
Mary Jo Bogatto-Creatures of Cactus Creek

3:00p.m.: Greg Storm- Beginning Photography  
Lorena Longoria- TX Coastal Naturalists  
Mary Ann Tous- Turtle Lady Legacy

WEDNESDAY, 1/27/2016- Fishing the Bay and Gulf

9:00a.m.: Capt. Buitureira- Surf Fishing  
Linda McGonigle-Beachcombing

10:00a.m.: Capt. Buitureria-Bay Fishing  
Greg Londrie-TX Shrimping  
Mike Krieder-Kayak Fishing

11:00a.m.: The Colleys-Creature Feature  
Mark Klymn- TX Nature Trackers  
Mike Kriedler-Kayak Safety

1:00p.m.: The Colleys- Creature Feature  
Dr. Rick Kline-Artificial Reefs  
Linda McGonigle-Beachcombing

2:00p.m.: Daniel Adams-A Brush with Birds  
Dr. Rick Kline- Artificial Reefs  
FR. Rod Clark-Ministry in the Outdoors;  
Holy Hunting and Fishing

3:00p.m.: Mark Klym- Tx Nature Trackers

THURSDAY, 1/28/2016- Native Plants and Creatures  
That Depend on Them

9:00a.m.: Carol Goolsby- Native Plants  
Pam Gregory-Native Bees

10:00a.m.: Carol Goolsby- Native Plants  
Heidi Linnemann- Monarch Stations

11:00a.m.: Ken King-Plants of SPI  
Frank Wiseman- Native RGV Plants  
Thor Lassen-Native Plant Center

11:45a.m.: Barbara Peet- Plant Walk

1:00p.m.: John Yokum-Dragonflies of RGV  
Pam Gregory- Native Bees

2:00p.m.: Ken King-Plants of SPI  
Frank Wiseman-Native RGV Plants

3:00p.m.: John Yokum- Butterflies  
Barbara Peet-Plant Walk  
Thor Lassen-Native Plant Center



FRIDAY, 1/29/2016- BIRDS and Migration

9:00a.m.: Marilyn Lorenz-Spring Migration

Norma Friedrich-Get Started Birding

10:00a.m.:Roy Rodriguez- Raptors of the RGV

Ron Renk-SPI Fallout

Jonathan Wood-Raptor Show

11:00a.m.: John Brush-Birding in the Lower RGV

Jim Foster-Advanced Photo Workshop

1:00p.m.: John Brush-Birding in the Lower RGV

Norma Friedrich-Beginner's Guide to  
Birding Festivals

Jonathan Wood- Raptor Show

2:00p.m.: Marilyn Lorenz-Boardwalk Birds-  
Followed by a Bird Walk

Ron Renk- Specialty and Rare RGV Birds

3:00p.m.: Roy Rodriguez-Winter Raptors of the  
Lower RGV

Pat McGrath Avery-Author

Jonathan Woods- Raptor Show

SATURDAY, 1/30/2016- FAMILY DAY

9:00a.m.: Scarlet Colley-Dolphins

Kat Lillie-Sea Turtles

10:00a.m.: Marion Mason-Habitat is

Where It's At

Stephanie DuBois-Clean Valley/  
Clean Gulf

Jonathan Wood- Raptor Show

11:00a.m.: Shane Wilson-Fishing's Future

Kat Lillie- Sea Turtles

1:00p.m.: Scarlet Colley-Laguna Madre Dolphins

Elisa Velador-Skins and Skulls

Jonathan Wood- Raptor Show

2:00p.m.: Marion Mason-Habitat is  
Where It's At

Stephanie DuBois -Clean Valley/  
Clean Beach

3:00p.m.: Shane Wilson- Fishing's Future

Elisa Velador- Skins and Skulls

Jonathan Woods-Raptor Show

WELCOME TO W.O.W.E. 2016

SPI BIRDING CENTER FUNDRAISER

Admission:

12yrs and up \$5.00

Attending all 5 days \$20.00

Children under 12yrs Free

Monthly, 3 Month, Annual Pass \$2.00

Daily Schedule

8:00a.m.-Doors Open, Coffee, Visit Exhibits

9:00a.m.-11:00a.m.- Morning Programs

12:00p.m.-12:45p.m.- Lunch Available

1:00p.m.-3:45p.m.- Afternoon Programs

THANK YOU SPONSORS!!!!

St. Andrew's Episcopal Church

RGV Chapter Texas Master Naturalists

Port Isabel Press

12:39 PM

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

01/14/16

## Balance Sheet

Accrual Basis

As of December 31, 2015

|                                       | Dec 31, 15        |
|---------------------------------------|-------------------|
| <b>ASSETS</b>                         |                   |
| Current Assets                        |                   |
| Checking/Savings                      |                   |
| \$\$BNC Operating 38458               | 10,346.00         |
| Cash on Hand                          | 2,364.08          |
| SPI BNC Donation 38545                | 6,386.93          |
| SPI BNC Loan 38415                    | 4,419.30          |
| Total Checking/Savings                | 23,516.31         |
| Other Current Assets                  |                   |
| Inventory Asset                       | 23,575.75         |
| Total Other Current Assets            | 23,575.75         |
| Total Current Assets                  | 47,092.06         |
| 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         |
| <b>TOTAL ASSETS</b>                   | <b>127,004.07</b> |
| <b>LIABILITIES &amp; EQUITY</b>       |                   |
| Liabilities                           |                   |
| Current Liabilities                   |                   |
| Accounts Payable                      |                   |
| Accounts Payable                      | 4,410.91          |
| Total Accounts Payable                | 4,410.91          |
| Other Current Liabilities             |                   |
| Payroll Liabilities                   |                   |
| FIT and FICA-Medicare                 | 3,433.67          |
| Total Payroll Liabilities             | 3,433.67          |
| Sales Tax Payable                     | 731.45            |
| Total Other Current Liabilities       | 4,165.12          |
| Total Current Liabilities             | 8,576.03          |
| Long Term Liabilities                 |                   |
| EDC Loan 270101                       | 63,942.78         |
| Total Long Term Liabilities           | 63,942.78         |
| Total Liabilities                     | 72,518.81         |
| Equity                                |                   |
| Fund Balances                         |                   |
| Board Designated                      | 4,417.63          |
| Total Fund Balances                   | 4,417.63          |
| Unrestricted                          | 39,068.84         |
| Net Income                            | 10,998.79         |
| Total Equity                          | 54,485.26         |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>127,004.07</b> |

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

## Profit &amp; Loss Budget vs. Actual

October through December 2015

|  | Oct - De...      | Budget            | \$ Over Bu...      | % of Bu...   |
|--|------------------|-------------------|--------------------|--------------|
| <b>Ordinary Income/Expense</b>           |                  |                   |                    |              |
| <b>Income</b>                            |                  |                   |                    |              |
| <b>ADMISSIONS INCOME</b>                 |                  |                   |                    |              |
| DISCOUNT ADMISSIONS                      | 299.30           | 3,800.00          | -3,500.70          | 7.9%         |
| EXTENDED PASS ADMISSIONS                 | 2,909.50         | 7,000.00          | -4,090.50          | 41.6%        |
| GENERAL ADMISSIONS                       | 34,461.30        | 161,850.00        | -127,388.70        | 21.3%        |
| GROUP ADMISSIONS                         | 771.00           | 6,500.00          | -5,729.00          | 11.9%        |
| <b>Total ADMISSIONS INCOME</b>           | <b>38,441.10</b> | <b>179,150.00</b> | <b>-140,708.90</b> | <b>21.5%</b> |
| <b>BUILDING RENTAL INCOME</b>            | <b>7,468.00</b>  | <b>13,000.00</b>  | <b>-5,532.00</b>   | <b>57.4%</b> |
| <b>CONTRIBUTIONS</b>                     |                  |                   |                    |              |
| <b>DESIGNATED</b>                        |                  |                   |                    |              |
| JOJO                                     | 0.00             | 3,000.00          | -3,000.00          | 0.0%         |
| DESIGNATED - Other                       | 0.00             | 1,000.00          | -1,000.00          | 0.0%         |
| <b>Total DESIGNATED</b>                  | <b>0.00</b>      | <b>4,000.00</b>   | <b>-4,000.00</b>   | <b>0.0%</b>  |
| <b>DONATIONS</b>                         |                  |                   |                    |              |
| HALLOWEEN                                | 800.00           | 4,000.00          | -3,200.00          | 20.0%        |
| SPOONBILL MINI GOLF TOURNAMENT           | 0.00             | 5,000.00          | -5,000.00          | 0.0%         |
| DONATIONS - Other                        | 7,740.06         | 25,000.00         | -17,259.94         | 31.0%        |
| <b>Total DONATIONS</b>                   | <b>8,540.06</b>  | <b>34,000.00</b>  | <b>-25,459.94</b>  | <b>25.1%</b> |
| <b>Total CONTRIBUTIONS</b>               | <b>8,540.06</b>  | <b>38,000.00</b>  | <b>-29,459.94</b>  | <b>22.5%</b> |
| <b>GIFT SHOP INCOME</b>                  |                  |                   |                    |              |
| CONSIGNMENT SALES                        | 1,365.40         | 6,000.00          | -4,634.60          | 22.8%        |
| GIFT SHOP SALES                          | 35,293.69        | 102,000.00        | -66,706.31         | 34.6%        |
| VENDING INCOME                           | 69.24            | 250.00            | -180.76            | 27.7%        |
| <b>Total GIFT SHOP INCOME</b>            | <b>36,728.33</b> | <b>108,250.00</b> | <b>-71,521.67</b>  | <b>33.9%</b> |
| <b>Service Sales</b>                     | <b>0.00</b>      |                   |                    |              |
| <b>Total Income</b>                      | <b>91,177.49</b> | <b>338,400.00</b> | <b>-247,222.51</b> | <b>26.9%</b> |
| <b>Cost of Goods Sold</b>                |                  |                   |                    |              |
| <b>COST OF GOODS SOLD</b>                |                  |                   |                    |              |
| COST OF GOODS CONSIGNMENT                | 1,873.80         | 3,000.00          | -1,126.20          | 62.5%        |
| COST OF GOODS GIFT SHOP                  | 11,806.72        | 42,000.00         | -30,193.28         | 28.1%        |
| <b>Total COST OF GOODS SOLD</b>          | <b>13,680.52</b> | <b>45,000.00</b>  | <b>-31,319.48</b>  | <b>30.4%</b> |
| <b>Total COGS</b>                        | <b>13,680.52</b> | <b>45,000.00</b>  | <b>-31,319.48</b>  | <b>30.4%</b> |
| <b>Gross Profit</b>                      | <b>77,496.97</b> | <b>293,400.00</b> | <b>-215,903.03</b> | <b>26.4%</b> |
| <b>Expense</b>                           |                  |                   |                    |              |
| <b>OPERATIONS EXPENSES</b>               |                  |                   |                    |              |
| <b>ADVERTISING &amp; PROMOTION</b>       |                  |                   |                    |              |
| GUIDES & DIRECTORIES                     | 1,739.00         | 1,710.00          | 29.00              | 101.7%       |
| PHOTOGRAPHY & VIDEO                      | 200.00           |                   |                    |              |
| PRINT                                    | 964.15           | 2,700.00          | -1,735.85          | 35.7%        |
| <b>Total ADVERTISING &amp; PROMOTION</b> | <b>2,903.15</b>  | <b>4,410.00</b>   | <b>-1,506.85</b>   | <b>65.8%</b> |
| <b>CREDIT CARD FEES</b>                  | <b>3,024.63</b>  | <b>9,600.00</b>   | <b>-6,575.37</b>   | <b>31.5%</b> |
| <b>DUES &amp; SUBSCRIPTIONS</b>          | <b>285.00</b>    | <b>670.00</b>     | <b>-385.00</b>     | <b>42.5%</b> |
| <b>FUNDRAISING &amp; EVENTS</b>          |                  |                   |                    |              |
| 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                      | 0.00             | 1,000.00          | -1,000.00          | 0.0%         |
| LUNCH TICKET PROMOTION                   | 0.00             | 140.00            | -140.00            | 0.0%         |
| PHOTOGRAPHY WORKSHOP                     | 120.00           | 250.00            | -130.00            | 48.0%        |
| PLAQUES & BRICKS                         | 144.00           | 1,500.00          | -1,356.00          | 9.6%         |
| POLO MATCH                               | 895.00           |                   |                    |              |
| SPECIAL EVENTS                           | 6.36             | 350.00            | -343.64            | 1.8%         |

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Budget vs. Actual**  
**October through December 2015**

|                                | Oct - De... | Budget     | \$ Over Bu... | % of Bu... |
|--------------------------------|-------------|------------|---------------|------------|
| SPoonbill Mini Golf Tournament | 0.00        | 500.00     | -500.00       | 0.0%       |
| Total FUNDRAISING & EVENTS     | 1,184.36    | 8,490.00   | -7,305.64     | 14.0%      |
| GIFT SHOP SUPPLIES             | 0.00        | 750.00     | -750.00       | 0.0%       |
| INSURANCE                      | 3,037.00    | 5,500.00   | -2,463.00     | 55.2%      |
| LEGAL & PROFESSIONAL           | 2,037.50    | 8,400.00   | -6,362.50     | 24.3%      |
| LOAN EXPENSE                   | 439.65      | 2,810.00   | -2,370.35     | 15.6%      |
| LOCAL MEETINGS                 |             |            |               |            |
| MEALS & ENTERTAINMENT          | 175.84      | 200.00     | -24.16        | 87.9%      |
| VOLUNTEER APPRECIATION         | 100.00      | 600.00     | -500.00       | 16.7%      |
| Total LOCAL MEETINGS           | 275.84      | 800.00     | -524.16       | 34.5%      |
| MAINTENANCE & REPAIRS          | 1,994.42    | 5,000.00   | -3,005.58     | 39.9%      |
| OFFICE & PRINTING              | 238.39      | 1,000.00   | -761.61       | 23.8%      |
| PAYROLL SERVICE                | 171.63      | 700.00     | -528.37       | 24.5%      |
| POSTAGE & FREIGHT              | 98.00       | 500.00     | -402.00       | 19.6%      |
| RENT                           | 500.00      |            |               |            |
| SOFTWARE                       | 269.53      | 500.00     | -230.47       | 53.9%      |
| SUPPLIES                       | 764.23      | 5,500.00   | -4,735.77     | 13.9%      |
| TOOLS & EQUIPMENT              | 836.69      | 1,500.00   | -663.31       | 55.8%      |
| TRAINING                       | 0.00        | 250.00     | -250.00       | 0.0%       |
| TRAVEL                         | 456.30      | 2,000.00   | -1,543.70     | 22.8%      |
| Total OPERATIONS EXPENSES      | 18,516.32   | 58,380.00  | -39,863.68    | 31.7%      |
| POS Inventory Adjustments      | 0.00        |            |               |            |
| SALARIES AND BENEFITS          |             |            |               |            |
| EDUCATOR                       | 0.00        | 5,000.00   | -5,000.00     | 0.0%       |
| GIFT SHOP ATTENDANTS           | 7,905.06    | 32,760.00  | -24,854.94    | 24.1%      |
| JANITOR                        | 5,212.53    | 19,970.00  | -14,757.47    | 26.1%      |
| MAINTENANCE                    | 4,169.55    | 17,760.00  | -13,590.45    | 23.5%      |
| MANAGER                        | 10,999.98   | 42,000.00  | -31,000.02    | 26.2%      |
| PAYROLL TAXES                  | 2,163.94    | 8,610.00   | -6,446.06     | 25.1%      |
| Total SALARIES AND BENEFITS    | 30,451.06   | 126,100.00 | -95,648.94    | 24.1%      |
| SERVICE CONTRACTS              |             |            |               |            |
| AIR CONDITIONING               | 1,028.29    | 3,900.00   | -2,871.71     | 26.4%      |
| BACKGROUND CHECKS              | 0.00        | 250.00     | -250.00       | 0.0%       |
| CLEANING SUPPLIES              | 675.64      | 2,600.00   | -1,924.36     | 26.0%      |
| COMPUTER COPIER I.T.           | 4,782.22    | 21,480.00  | -16,697.78    | 22.3%      |
| DRINKING WATER                 | 163.50      | 560.00     | -396.50       | 29.2%      |
| EBIRD TRAIL TRACKER            | 0.00        | 650.00     | -650.00       | 0.0%       |
| KIOSK LEASE                    | 1,729.60    | 6,920.00   | -5,190.40     | 25.0%      |
| LAWN & GROUNDS                 | 3,430.12    | 12,800.00  | -9,369.88     | 26.8%      |
| LINENS MOPS MATS               | 0.00        | 500.00     | -500.00       | 0.0%       |
| PEST CONTROL                   | 234.00      | 940.00     | -706.00       | 24.9%      |
| SECURITY                       | 650.05      | 2,470.00   | -1,819.95     | 26.3%      |
| TELEPHONE & INTERNET           |             |            |               |            |
| ATT EMERGENCY LINES            | 288.71      | 2,000.00   | -1,711.29     | 14.4%      |
| ATT INTERNET                   | 3,443.47    | 6,820.00   | -3,376.53     | 50.5%      |
| TELEPHONE SYSTEM               | 1,490.43    | 5,110.00   | -3,619.57     | 29.2%      |
| Total TELEPHONE & INTERNET     | 5,222.61    | 13,930.00  | -8,707.39     | 37.5%      |
| WEBMASTER                      | 0.00        | 2,340.00   | -2,340.00     | 0.0%       |
| Total SERVICE CONTRACTS        | 17,916.03   | 69,340.00  | -51,423.97    | 25.8%      |
| UTILITIES                      |             |            |               |            |
| ELECTRICITY                    | 4,210.47    | 24,000.00  | -19,789.53    | 17.5%      |
| TRASH                          | 263.76      | 1,080.00   | -816.24       | 24.4%      |
| WATER / SEWER                  | 3,101.03    | 14,500.00  | -11,398.97    | 21.4%      |
| Total UTILITIES                | 7,575.26    | 39,580.00  | -32,004.74    | 19.1%      |
| Total Expense                  | 74,458.67   | 293,400.00 | -218,941.33   | 25.4%      |

4:49 PM

01/13/16

Accrual Basis

# **SOUTH PADRE ISLAND BIRDING & NATURE CENTER**

## **Profit & Loss Budget vs. Actual**

October through December 2015

|                             | Oct - De...      | Budget      | \$ Over Bu...    | % of Bu...    |
|-----------------------------|------------------|-------------|------------------|---------------|
| Net Ordinary Income         | 3,038.30         | 0.00        | 3,038.30         | 100.0%        |
| Other Income/Expense        |                  |             |                  |               |
| Other Income                |                  |             |                  |               |
| EDC ADVANCE                 | 9,100.00         | 19,000.00   | -9,900.00        | 47.9%         |
| INTEREST INCOME             | 1.67             |             |                  |               |
| Total Other Income          | 9,101.67         | 19,000.00   | -9,898.33        | 47.9%         |
| Other Expense               |                  |             |                  |               |
| 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            | 8,381.67         | 0.00        | 8,381.67         | 100.0%        |
| Net Income                  | <u>11,419.97</u> | <u>0.00</u> | <u>11,419.97</u> | <u>100.0%</u> |

12:22 PM

01/14/16

Accrual Basis

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**  
**Profit & Loss Prev Year Comparison**  
**October through December 2015**

|  | Oct - Dec 15 | Oct - Dec 14 | \$ Change  | % Change |
|--|--------------|--------------|------------|----------|
| <b>Ordinary Income/Expense</b>           |              |              |            |          |
| <b>Income</b>                            |              |              |            |          |
| <b>ADMISSIONS INCOME</b>                 |              |              |            |          |
| DISCOUNT ADMISSIONS                      | 299.30       | 943.00       | -643.70    | -68.3%   |
| EXTENDED PASS ADMISSIONS                 | 2,909.50     | 2,681.00     | 228.50     | 8.5%     |
| GENERAL ADMISSIONS                       | 34,461.30    | 30,200.04    | 4,261.26   | 14.1%    |
| GROUP ADMISSIONS                         | 771.00       | 831.00       | -60.00     | -7.2%    |
| <b>Total ADMISSIONS INCOME</b>           | 38,441.10    | 34,655.04    | 3,786.06   | 10.9%    |
| <b>BUILDING RENTAL INCOME</b>            | 7,468.00     | 2,450.00     | 5,018.00   | 204.8%   |
| <b>CONTRIBUTIONS</b>                     |              |              |            |          |
| DONATIONS                                |              |              |            |          |
| HALLOWEEN                                | 800.00       | 3,923.34     | -3,123.34  | -79.6%   |
| DONATIONS - Other                        | 7,740.06     | 14,419.00    | -6,678.94  | -46.3%   |
| <b>Total DONATIONS</b>                   | 8,540.06     | 18,342.34    | -9,802.28  | -53.4%   |
| <b>Total CONTRIBUTIONS</b>               | 8,540.06     | 18,342.34    | -9,802.28  | -53.4%   |
| <b>GIFT SHOP INCOME</b>                  |              |              |            |          |
| CONSIGNMENT SALES                        | 1,365.40     | 1,434.91     | -69.51     | -4.8%    |
| GIFT SHOP SALES                          | 35,293.69    | 23,155.79    | 12,137.90  | 52.4%    |
| VENDING INCOME                           | 69.24        | 146.46       | -77.22     | -52.7%   |
| <b>Total GIFT SHOP INCOME</b>            | 36,728.33    | 24,737.16    | 11,991.17  | 48.5%    |
| <b>Gift Shop Sales</b>                   | 0.00         | 0.00         | 0.00       | 0.0%     |
| <b>Service Sales</b>                     | 0.00         | 0.00         | 0.00       | 0.0%     |
| <b>Total Income</b>                      | 91,177.49    | 80,184.54    | 10,992.95  | 13.7%    |
| <b>Cost of Goods Sold</b>                |              |              |            |          |
| <b>COST OF GOODS SOLD</b>                |              |              |            |          |
| COST OF GOODS CONSIGNMENT                | 1,873.80     | 1,303.84     | 569.96     | 43.7%    |
| COST OF GOODS GIFT SHOP                  | 11,806.72    | 21,734.44    | -9,927.72  | -45.7%   |
| <b>Total COST OF GOODS SOLD</b>          | 13,680.52    | 23,038.28    | -9,357.76  | -40.6%   |
| <b>Total COGS</b>                        | 13,680.52    | 23,038.28    | -9,357.76  | -40.6%   |
| <b>Gross Profit</b>                      | 77,496.97    | 57,146.26    | 20,350.71  | 35.6%    |
| <b>Expense</b>                           |              |              |            |          |
| <b>OPERATIONS EXPENSES</b>               |              |              |            |          |
| ADVERTISING & PROMOTION                  |              |              |            |          |
| GUIDES & DIRECTORIES                     | 1,739.00     | 1,704.00     | 35.00      | 2.1%     |
| PHOTOGRAPHY & VIDEO                      | 200.00       | 2,500.00     | -2,300.00  | -92.0%   |
| PRINT                                    | 964.15       | 910.49       | 53.66      | 5.9%     |
| <b>Total ADVERTISING &amp; PROMOTION</b> | 2,903.15     | 5,114.49     | -2,211.34  | -43.2%   |
| CREDIT CARD FEES                         | 3,024.63     | 1,910.26     | 1,114.37   | 58.3%    |
| DUES & SUBSCRIPTIONS                     | 285.00       | 0.00         | 285.00     | 100.0%   |
| <b>FUNDRAISING &amp; EVENTS</b>          |              |              |            |          |
| HALLOWEEN                                | 19.00        | 769.63       | -750.63    | -97.5%   |
| LETTERS & BROCHURES                      | 0.00         | 934.20       | -934.20    | -100.0%  |
| PHOTOGRAPHY WORKSHOP                     | 120.00       | 0.00         | 120.00     | 100.0%   |
| PLAQUES & BRICKS                         | 144.00       | 585.50       | -441.50    | -75.4%   |
| POLO MATCH                               | 895.00       | 0.00         | 895.00     | 100.0%   |
| SPECIAL EVENTS                           | 6.36         | 127.12       | -120.76    | -95.0%   |
| <b>Total FUNDRAISING &amp; EVENTS</b>    | 1,184.36     | 2,416.45     | -1,232.09  | -51.0%   |
| INSURANCE                                | 3,037.00     | 17,116.77    | -14,079.77 | -82.3%   |
| LEGAL & PROFESSIONAL                     | 2,037.50     | 2,305.00     | -267.50    | -11.6%   |
| LOAN EXPENSE                             | 439.65       | 2,688.19     | -2,248.54  | -83.7%   |
| LOCAL MEETINGS                           |              |              |            |          |
| MEALS & ENTERTAINMENT                    | 175.84       | 39.30        | 136.54     | 347.4%   |

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

## Profit &amp; Loss Prev Year Comparison

01/14/16

Accrual Basis

October through December 2015

|                                       | Oct - Dec 15 | Oct - Dec 14 | \$ Change  | % Change |
|---------------------------------------|--------------|--------------|------------|----------|
| <b>VOLUNTEER APPRECIATION</b>         | 100.00       | 322.00       | -222.00    | -68.9%   |
| <b>Total LOCAL MEETINGS</b>           | 275.84       | 361.30       | -85.46     | -23.7%   |
| <b>MAINTENANCE &amp; REPAIRS</b>      | 1,994.42     | 2,084.16     | -89.74     | -4.3%    |
| <b>OFFICE &amp; PRINTING</b>          | 238.39       | 59.82        | 178.57     | 298.5%   |
| <b>PAYROLL SERVICE</b>                | 171.63       | 175.89       | -4.26      | -2.4%    |
| <b>POSTAGE &amp; FREIGHT</b>          | 98.00        | 68.99        | 29.01      | 42.1%    |
| <b>RENT</b>                           | 500.00       | 0.00         | 500.00     | 100.0%   |
| <b>SOFTWARE</b>                       | 269.53       | 465.47       | -195.94    | -42.1%   |
| <b>SUPPLIES</b>                       | 764.23       | 1,066.95     | -302.72    | -28.4%   |
| <b>TOOLS &amp; EQUIPMENT</b>          | 836.69       | 1,622.96     | -786.27    | -48.5%   |
| <b>TRAVEL</b>                         | 456.30       | 170.04       | 286.26     | 168.4%   |
| <b>Total OPERATIONS EXPENSES</b>      | 18,516.32    | 37,626.74    | -19,110.42 | -50.8%   |
| <b>POS Inventory Adjustments</b>      | 0.00         | 0.00         | 0.00       | 0.0%     |
| <b>SALARIES AND BENEFITS</b>          |              |              |            |          |
| <b>GIFT SHOP ATTENDANTS</b>           | 7,905.06     | 6,280.20     | 1,624.86   | 25.9%    |
| <b>JANITOR</b>                        | 5,212.53     | 5,222.39     | -9.86      | -0.2%    |
| <b>MAINTENANCE</b>                    | 4,169.55     | 4,202.00     | -32.45     | -0.8%    |
| <b>MANAGER</b>                        | 10,999.98    | 10,769.22    | 230.76     | 2.1%     |
| <b>PAYROLL TAXES</b>                  | 2,163.94     | 2,022.70     | 141.24     | 7.0%     |
| <b>Total SALARIES AND BENEFITS</b>    | 30,451.06    | 28,496.51    | 1,954.55   | 6.9%     |
| <b>SERVICE CONTRACTS</b>              |              |              |            |          |
| <b>AIR CONDITIONING</b>               | 1,028.29     | 930.00       | 98.29      | 10.6%    |
| <b>CLEANING SUPPLIES</b>              | 1,096.82     | 592.02       | 504.80     | 85.3%    |
| <b>COMPUTER COPIER I.T.</b>           | 4,782.22     | 7,164.36     | -2,382.14  | -33.3%   |
| <b>DRINKING WATER</b>                 | 163.50       | 214.80       | -51.30     | -23.9%   |
| <b>ELEVATOR</b>                       | 0.00         | 1,067.28     | -1,067.28  | -100.0%  |
| <b>KIOSK LEASE</b>                    | 1,729.60     | 1,729.60     | 0.00       | 0.0%     |
| <b>LAWN &amp; GROUNDS</b>             | 3,430.12     | 3,179.04     | 251.08     | 7.9%     |
| <b>PEST CONTROL</b>                   | 234.00       | 234.00       | 0.00       | 0.0%     |
| <b>SECURITY</b>                       | 650.05       | 346.80       | 303.25     | 87.4%    |
| <b>TELEPHONE &amp; INTERNET</b>       |              |              |            |          |
| <b>ATT EMERGENCY LINES</b>            | 288.71       | 641.68       | -352.97    | -55.0%   |
| <b>ATT INTERNET</b>                   | 3,443.47     | 2,046.69     | 1,396.78   | 68.3%    |
| <b>TELEPHONE SYSTEM</b>               | 1,490.43     | 1,538.49     | -48.06     | -3.1%    |
| <b>Total TELEPHONE &amp; INTERNET</b> | 5,222.61     | 4,226.86     | 995.75     | 23.6%    |
| <b>WEBMASTER</b>                      | 0.00         | 270.00       | -270.00    | -100.0%  |
| <b>Total SERVICE CONTRACTS</b>        | 18,337.21    | 19,954.76    | -1,617.55  | -8.1%    |
| <b>UTILITIES</b>                      |              |              |            |          |
| <b>ELECTRICITY</b>                    | 4,210.47     | 5,251.15     | -1,040.68  | -19.8%   |
| <b>TRASH</b>                          | 263.76       | 252.54       | 11.22      | 4.4%     |
| <b>WATER / SEWER</b>                  | 3,101.03     | 1,811.13     | 1,289.90   | 71.2%    |
| <b>Total UTILITIES</b>                | 7,575.26     | 7,314.82     | 260.44     | 3.6%     |
| <b>Total Expense</b>                  | 74,879.85    | 93,392.83    | -18,512.98 | -19.8%   |
| <b>Net Ordinary Income</b>            | 2,617.12     | -36,246.57   | 38,863.69  | 107.2%   |
| <b>Other Income/Expense</b>           |              |              |            |          |
| <b>Other Income</b>                   |              |              |            |          |
| <b>EDC ADVANCE</b>                    | 9,100.00     | 12,411.97    | -3,311.97  | -26.7%   |
| <b>INTEREST INCOME</b>                | 1.67         | 1.67         | 0.00       | 0.0%     |
| <b>Total Other Income</b>             | 9,101.67     | 12,413.64    | -3,311.97  | -26.7%   |
| <b>Other Expense</b>                  |              |              |            |          |
| <b>Balancing Adjustments</b>          | 0.00         | 0.00         | 0.00       | 0.0%     |
| <b>HABITAT/CATTAIL MAINTENANCE</b>    | 720.00       | 630.00       | 90.00      | 14.3%    |

12:22 PM

01/14/16

Accrual Basis

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**

**Profit & Loss Prev Year Comparison**

**October through December 2015**

---

|                     | Oct - Dec 15     | Oct - Dec 14      | \$ Change        | % Change      |
|---------------------|------------------|-------------------|------------------|---------------|
| Total Other Expense | 720.00           | 630.00            | 90.00            | 14.3%         |
| Net Other Income    | 8,381.67         | 11,783.64         | -3,401.97        | -28.9%        |
| Net Income          | <u>10,998.79</u> | <u>-24,462.93</u> | <u>35,461.72</u> | <u>145.0%</u> |



**7.**

SPI Parks & Recreation Committee  
Proposed  
South Padre Island Skate Park

The Skate Park component of the new J.L. Tompkins City Park has received the approval and/or endorsement of the Skate Park Sub Committee, the Parks, Recreation and Beautification Committee and the SPI City Council. Additionally, the vast majority of residents and businesses are supportive.

Space is allocated at the new J.L Tompkins city park to allow for the construction of a skate park. The skate park space measures 83' X 110' which is comparable in size to the skate park in Los Fresnos.

Preliminary estimates for the skate park are \$125,000 - \$135,000 depending on what features are included. The Skate Park Sub-Committee is currently working with 3 skate park/construction companies that specialize in skate parks to create a plan that will work within the allotted square footage.

Funding: We are hopeful that the Economic Development Corporation will contribute \$100K - \$115K with the rest of the funds coming from private contributions. Kenna Roos Schwartz, age 7, has started a fund raising effort to raise \$20K - \$25K for the skate park. Thus far she has raised about \$9,500 and is expected to raise another \$10,000.

Attached are plans for the Tompkins park indicating the location of the proposed skate park component.




 search

[sign up for e-news](#)

[Home](#)
[About Us](#)
[Economic Development](#)
[Community](#)
[Getting Around](#)
[Public Safety](#)
[News & Media](#)



## North Houston Skate Park and Dylan Park Recognized; Plans for New Bike Park Next Door Now In the Works

Greenspoint is home to a 10-acre recreational complex that includes North Houston Skate Park, the largest skateboard park in North America, and Dylan Park, a park without limits for visitors of all abilities. The project was funded and constructed by the Greater Greenspoint Redevelopment Authority (GGRA). In October, Sally Bradford, the executive director of GGRA was presented with the Mayor's Proud Partner Award from Keep Houston Beautiful for the parks, and TEDC has recently recognized the economic impact of the recreational complex.

With over 72,000 square feet of skate surface, North Houston Skate Park includes a world-class, competition-scale, Texas-shaped bowl featuring a full pipe, a 12-foot vertical ramp, a 10-foot bowl, banked walls and speed hips, plus backyard-style pools and three flow bowls — beginner, intermediate and advanced. A section designed to emulate the street-skating experience has ledges, rails, benches, quarter pipes and stair obstacles, providing fun and creative challenges for skaters of all levels and interests.

The park has been popular since it opened in 2014, with more than 78,000 people traveling from as far away as Taiwan to either test their skills themselves, or watch others hone their craft. Professional skaters have also tested out the park's many features including Paul-Luc Rochetti and legendary skateboard Hall-of-Famer Steve Olson. Steve also designed "High Noon," the art piece featured inside the park.

Several events have been held in the park since it opened, including the "Skate It Up" contest put on by the Truth Riders.

In the same complex is Dylan Park, a park without limits with areas designed to engage children who are sight and/or hearing impaired, autistic or wheelchair-bound. The park, which includes open grassy areas for unstructured play, also features wheelchair-accessible playground equipment and interactive tactile elements allowing those with sight and hearing impairments to explore and interact with different textures and surfaces. The park is named for Dylan Newman, an area child who was severely injured and later died from child abuse. Because Dylan loved butterflies, they are featured prominently throughout the park. The entry gate is a butterfly, and right inside the park is a mosaic by Dixie Friend Gay of Dylan surrounded by butterflies. A butterfly garden also provides users of the park a place to decompress.

Connecting the two parks is a community center accessible from both sides; half a mile of walking trails also weave through the complex, which is completely fenced in.

Now GGRA is working on its newest facility, the North Houston Bike Park, to be located across Rushcreek Drive from North Houston Skate Park.

Plans for the more-than-20-acre site include a bank to jersey barrier, a Tranquility rail, vertical walls, transfers in, five-and-a-half foot coping to coping spines and multiple dirt courses. Mayor Annise Parker attended a groundbreaking ceremony for the new complex on Dec. 1.

Both GGRA and Greenspoint District share a common goal of developing parks to provide places for physical activity and to increase community cohesiveness and involvement in the Greenspoint area. The much-anticipated bike park will be a welcomed addition to the area and will provide BMX enthusiasts with several opportunities to sharpen their skills.



[Home](#) [Contact Us](#) [About Us](#) [Economic Development](#) [Public Safety](#) [News & Media](#) [Sitemap](#)

16945 Northchase Drive, Suite 1900 Houston, Texas 77060

**Phone:** 281-874-2131 **Fax:** 281-874-2151

© 2013 Greenspoint District [Privacy Policy](#)  
Powered by Nodus Solutions

SPI Skate Park

Dear EDC Committee Members,

I wanted to be at this EDC meeting, but a trip out of town has kept me away.  
Would one of the committee members please read this letter into the record.

Thank you. Jason Yetter.

=====

Maybe you and I didn't grow up skateboarding, but skating is now a mainstream activity for six million American youth. It deserves the same support that we give to basketball, football, fishing and surfing. Its all about safe and healthy recreation for all kids that come to the island.

Communities that build skate board parks have happy stories about kids having fun. Very much like basketball hoops, skate parks also offer healthy recreation opportunities. A skate park area within Tompkins Park has the support of parents who a safe place for kids to skate. It has the support of business owners who don't want their customer parking lot to be used as a skate park.

Build it and you will see its popularity. This is an opportunity to support our youth and our next generation. Instead of another study or another consultant, lets be smart and invest our money in a skate park for our kids. Its money well spent.

Here's some more information:

The Top 6 Benefits of Public Skateparks

[www.spohnranch.com/the-top-6-benefits-of-public-skateparks-2014-03-02/](http://www.spohnranch.com/the-top-6-benefits-of-public-skateparks-2014-03-02/)

30 Reasons To Build a Skate Park

<http://www.skatepark.org/park-development/advocacy/2011/01/30-reasons/>

Skateboarding Capital of the World: Portland, Oregon

<http://www.wsj.com/articles/SB10001424052970204119704574238073660408040>

**11.**



**SOUTH PADRE ISLAND  
ECONOMIC DEVELOPMENT  
CORPORATION**

6801 Padre Blvd.

South Padre Island, TX 78597-3899

956-761-6805

fax 956-761-4523

[SPIEDC@aol.com](mailto:SPIEDC@aol.com)



**2016 EDC Board of Directors Regular Meeting Dates**

*Meetings will be held at 8:30 a.m. at City Hall*

January 19, 2016

February 16, 2016

March 15, 2016

April 19, 2016

May 17, 2016

June 21, 2016

July 19, 2016

August 16, 2016

September 20, 2016

October 18, 2016

November 15, 2016

December 20, 2016



**12.**

[Home](#) [About](#) [Guidelines](#) [Compete Form](#) [Cont](#)

## About

### Need Capital?

The Mission Economic Development Corporation and the Mission City Council unanimously approved the creation of Ruby Red Ventures, a \$100,000 small business fund that aims to nurture entrepreneurial spirit and promote the creation of innovative businesses in the City of Mission.

In particular, it seeks to encourage entrepreneurially oriented Rio Grande Valley residents to expand and/or launch new ventures in Mission. The goal of Ruby Red Ventures is to allow participants to gain a better understanding of how to develop and follow a realistic business plan, as well as, provide the participants with forums in which they develop skill in presenting their ventures.

"Considering how difficult it is to borrow money today, we need to begin removing some barriers and making capital more accessible to fuel startup growth. If we don't support our small businesses or aspiring entrepreneurs, who will?" Alex Meade, Mission EDC CEO explained.

"The State has done an excellent job with the Texas Emerging Technology fund; however, it can't fund all projects. The EDC believes that in order to make the state more competitive, communities now need to create their own tools." Meade continued.

"Throughout the state and country, entrepreneurs have access to startup accelerators, angel networks, and/or venture capital funds — so why not Ruby Red Ventures in the Texas Rio Grande Valley? The Valley was founded by entrepreneurs and as economic development professionals and beneficiaries of their hard work, we, at Mission EDC, feel obligated to continue to foster that spirit."

Ruby Red Ventures will consist of two rounds of funding per year at \$50,000 per round and a maximum of \$25,000 per company. Participants will be required to attend small business workshops to help them prepare sound business plans. The application period begins in early September 2012 with the first round of funding to occur in February 2013.

### Where We're At

Mission EDC  
901 Business Park Dr., Suite 200  
Mission, TX 78572  
Office : 956.585.0040  
Fax : 956.581.0470

### Twitter Widget

**Tweets** Follow

 **Ruby Red Ventures** 1 Apr  
@RubyRedVentures  
Application period has closed  
but keep those ideas churning!  
We will start taking applications  
again August 1, 2015

 **Ruby Red Ventures** 22 Aug  
@RubyRedVentures

### Social Connect

Follow us on Twitter

Follow us on Facebook

### Get In Touch

These are the documents the Mission EDC uses - I will have Toucan Graphics prepare our Forms - I am waiting on a name for ours and funding approval in order to proceed.



**RUBY RED VENTURES**

A MISSION EDC INITIATIVE

---

**OFFICIAL RULES AND SUBMISSION REQUIREMENTS  
2015 - Round 1**

## Table of Contents

|   |       |
|---|-------|
| Important Dates   | pg. 3 |
| <b>Official Rules and Submission Requirements</b>                           |       |
| The Spirit of Ruby Red Ventures   | pg. 4 |
| Venture and Team Eligibility Rules  | pg. 4 |
| Submission Requirements, Confidentiality & Intellectual Property Guidelines | pg. 5 |
| <b>Business Plan Process</b>  |       |
| Phase I – Intent to Compete   | pg. 5 |
| Phase II – Formats  | pg. 5 |
| Phase III – Written Plan Evaluation Criteria                                | pg. 6 |
| Phase IV – Presentation Process & Evaluation Criteria                       | pg. 7 |
| Awards  | pg. 7 |

## Ruby Red Ventures: a Mission EDC Initiative | 2015

---

### Important Dates:

- February 1, 2015 (Sun): Applications period begins
- March 31, 2015 (Tues): Deadline to submit intent to compete form on-line
- April 3, 2015 (Fri): Announcement of qualifying competitors. (Via e-mail)
- April 16, 2014 (Thurs): Session 1 "Developing & Researching the Business Idea"  
Time: 5:30pm - 8:30pm  
Location: University of Phoenix Campus  
4201 South Shary Road  
Mission, TX, 78572  
Phone: (956) 519-5800
- April 23, 2015 (Thurs): Session 2 "Discovering the Market & Calculating Cost"  
Time: 5:30pm - 8:30pm  
Location: University of Phoenix Campus  
4201 South Shary Road  
Mission, TX, 78572  
Phone: (956) 519-5800  
*\*\*Begin Scheduling Sessions with advisor*
- April 30, 2015 (Thurs): Session 3 "Selling Others on the Business Idea"  
Time: 5:30pm - 8:30pm  
Location: University of Phoenix Campus  
4201 South Shary Road  
Mission, TX, 78572  
Phone: (956) 519-5800
- July 21, 2015 (Tues): Deadline to submit full business plans
- August 4, 2015 (Tues)\*: Project Presentations
- August 18, 2015 (Tues)\*: Award Ceremony

\*Subject to change

## **The Spirit of Ruby Red Ventures**

Ruby Red Ventures is a project funded by the Mission Economic Development Corporation.

Mission, Texas is recognized for its role in the creation of the Ruby Red Grapefruit; thus, this project intends to nurture that entrepreneurial spirit and promote the creation of innovative businesses in Mission. In particular, this project seeks to encourage entrepreneurially oriented residents to develop and grow new ventures based either on their own ideas and technologies or those developed by others. This project also seeks to provide the participants with forums in which they develop skill in presenting their ventures to the venture committee and receive constructive feedback for increasing the probability of successfully launching their ventures. Qualifying entrants can request a share of \$100,000 in capital funding grants, as long as it stays within the business, and is justified by the business plan.

## **Venture and Team Eligibility Rules**

**Participants.** The project is for Rio Grande Valley resident created, managed, and owned ventures. In other words, residents must (1) have played a major role in conceiving the venture, (2) have management roles in the venture, and (3) own significant equity in the venture. In general, a member of the team should be CEO, COO, or President of the venture, or members of the team should occupy 50% or more of the functional area management positions that report directly to the CEO, COO, or President.

**Team Composition.** The maximum number of members on a team is five (5); although there is no restriction on the total size of the venture's founding team.

**Nature of Ventures.** The project is for new or existing businesses. The business must be a "qualifying business". A qualifying business is defined as one that primarily exports its products or services outside of the Mission area, thus bringing new money into the local economy. To meet this definition, you must document that at least 75% of your company's sales would come from outside of Mission, Texas. All ventures must be seeking outside equity capital in addition to the project awards.

**Prior Activity.** Ventures can apply as many times; however, they can only be funded once.

## **Ruby Red Ventures Project Submission Requirements Confidentiality and Intellectual Property Guidelines**

- The authors of the business plan will retain all rights to the plan regarding its use at all times prior to and following the project except as stated below. Due to the nature of the project, we will not ask judges, reviewers, or staff to agree to or sign non-disclosure statements for any participant.
- Any and all of these sessions may be broadcast to interested persons through media which may include radio, television and the Internet. Any data or information discussed or divulged in public sessions by entrants should be considered information that will likely enter the public realm, and entrants should not assume any right of confidentiality in any data or information discussed, divulged or presented in these sessions.
- Mission Economic Development Corporation, the organizers of this project, may make photocopies, photographs, videotapes and/or audiotapes of the presentations including the business plan and other documents, charts or material prepared for use in presentation. Participants retain all proprietary rights.

## **Business Plan Process**

### **Phase I – Intent to Apply**

- All participants must fill out an *Intent to Apply Form* which is available online at <http://www.rubyredventures.com/compete-form/>.
- This form should include a brief description of the nature and purpose of the business.
- Description should not exceed 500 words.
- This form will be used to identify qualifying applicants.

### **Phase II – Formats**

- Once the proposed business has been qualified, the formats below must be followed in order to continue to Phase II of the project process. The format guidelines will be strictly enforced.
- Plans must be limited to 30 pages (typed and double-spaced, #12 font, and 1 inch margins) of text, including the executive summary and summary financial data. Detailed spreadsheets and appropriate appendices may follow the text portion of the plan but will be limited to 10 pages maximum. In total, the plan should be no longer than 40 pages.

- Financial data should include a cash flow statement, income statement, and balance sheet. Include an explanation of the offering to investors indicating how much money is required, how it will be used, and the proposed structure of the deal, i.e., stock, debentures, etc. The team is not required to reveal its desired deal, although the judges may ask questions about it. Also, delineate the possible exit strategies.
- Appendices should be included only when they support the findings, statements and observations in the plan. Because of the number of teams in the project, judges may not be able to read all the material in the appendices. Therefore, the text portion of the plan (30 pages) must contain all pertinent information in a clear and concise manner.
- Six (6) hard copies, as well as one (1) electronic copy, of the final plan are due at Mission Economic Development Corporation office on or before **July 21, 2015**. Teams not meeting this deadline may be disqualified. For ease in handling, all hard copies of business plans should be professionally bound. Three-ring binders are not acceptable. Five (5) copies will be distributed to the Opening Round judges prior to the project. Plans will be returned to the teams with judges' comments included. One copy will be retained by the Mission Economic Development Corporation.

### Phase III – Written Plan Evaluation Criteria

- Judges will use the *Business Plan Evaluation Form - Written Plan* to assess the written portion of the business plan. This section is worth a total of 60 points.
- It consists of six parts; Part I – Market Opportunity, Part II – Distinctive Competence, Part III – Management Capability, Part IV - Financial Understanding, Part V – Investment Potential and Part VI – Innovation.
- Plans should be sent to Mission Economic Development Corporation, 901 Business Park Dr., Suite 200, Mission, Texas 78572.

### Phase IV - Presentation Guidelines & Evaluation Form

- Judges will use the Business Plan – Oral Presentation Evaluation Form to assess the oral presentation portion of the business plan. This section is worth a total of 40 points.
- In this Round, each team will be given 15 minutes to present its business plan followed by a question and answer session between the presenting team and the judges.
- Equipment needs: Each presentation room will be set up with a LCD projector, screen, and laptop computer.



## Awards

- The project winners must score a minimum of 80/100 points in order to be awarded the prizes. If the project does not yield a score of at least 80 points, no awards will be given and prizes will be transferred to the following year's project.
- The entrepreneurs **MUST** start their business in Mission, Texas.
- The entrepreneurs must use the funds within one year from the date of winning the event.

For more information on the Ruby Red Ventures project,  
please contact:

Mission Economic Development Corporation  
901 Business Park Drive, Suite 200  
Mission, Texas 78572  
(956) 585-0040

or visit:

**[www.rubyredventures.com](http://www.rubyredventures.com)**

## Compete Form

### Please Fill Out Form As Thoroughly As Possible

#### General Information

Company Name

First Name

Last Name

Address

City

State

Zip Code

Email Address

Phone

#### Year Business Started

Eg. 2004

Please list all persons that own 20% or more of the business.

Eg. Bob Smith, John Smith

What is your organization's primary business activity at this location?  
(Select one only)

- ☐ Manufacturing and Process Industries (Non-computer)
- ☐ Construction/Architecture/Engineering
- ☐ Online Retailer
- ☐ Data Processing Services
- ☐ Internet Service Provider (ISP) or Application Service Provider (ASP)
- ☐ Wholesale/Retail/Distribution
- ☐ Communications Carrier
- ☐ Education
- ☐ Aerospace
- ☐

Please provide a brief description of your business and the product/service of the business.

Does the company currently or have future plans to receive 75% of total revenues from outside the city of Mission, Texas?

- ☐ Yes
- ☐ No

#### Form of Business

- ☐ Sole Proprietorship
- ☐ Partnership
- ☐ Incorporated
- ☐ LLC
- ☐ Not incorporated at this time
- ☐ Other

How did you first learn about the Ruby Red Ventures?

- ☐ Referral
- ☐ Television
- ☐ Ruby Red Ventures Email
- ☐ Ruby Red Ventures Event
- ☐ Newspaper or magazine article
- ☐ Trade show
- ☐ Search engine
- ☐ Company website
- ☐ Radio
- ☐ Billboard
- ☐ Online Advertisement
- ☐ Other

Please check all that apply :

☐

## Marketing/Advertising/Entertainment

- ☐ Banking/Finance/Accounting
- ☐ Research/Development Lab
- ☐ Insurance/Real Estate/Legal
- ☐ Business Services/Consultant
- ☐ Federal Government (including military)
- ☐ Computer Manufacturer (Hardware, software, peripherals)
- ☐ State/Local Government
- ☐ Computer/Network Services/Consultant
- ☐ Medical/Dental/Healthcare
- ☐ Computer Related Retailer/Wholesaler/Distributor
- ☐ Transportation/Utilities
- ☐ Other

I "Like" the Ruby Red Ventures Facebook page

- ☐ I am a "follower" of the Ruby Red Ventures Twitter page
- ☐ I have subscribed to the Ruby Red Ventures YouTube channel
- ☐ None of the above

**Where We're At**

Mission EDC

901 Business Park Dr., Suite 200

Mission, TX 78572

Office : 956.585.0040

Fax : 956.581.0470

**Twitter Widget**

| Tweets   | Follow  |
|--|---|
|  <b>Ruby Red Ventures</b> 1 Apr<br>@RubyRedVentures<br>Application period has closed<br>but keep those ideas churning!<br>We will start taking applications<br>again August 1, 2015 |    |
|  <b>Ruby Red Ventures</b> 22 Aug<br>@RubyRedVentures  |  |
| <input type="text" value="Tweet to @RubyRedVentures"/>   |   |

**Social Connect**

Follow us on Twitter

Follow us on Facebook

**Get In Touch**

|                                       |   |
|---------------------------------------|---|
| <input type="text"/>                  | <br> |
| <input type="button" value="Submit"/> |   |

Please evaluate the oral presentation of the business plan based on the following criteria:

# Ruby Red Ventures: a Mission EDC Initiative | 2012

## Business Plan Evaluation Form Oral Presentation (Finals Event)

Judge's Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Please evaluate the oral presentation of the business plan based on the following criteria:

| <b>Presentation<br/>(40 points – 10 points per section)</b>   | <b>Poor<br/>(1-2)</b> | <b>Fair<br/>(3-4)</b> | <b>Adequate<br/>(5-6)</b> | <b>Good<br/>(7-8)</b> | <b>Excellent<br/>(9-10)</b> |
|---|-----------------------|-----------------------|---------------------------|-----------------------|-----------------------------|
| 1. Materials presented in clear, concise and logical manner.  |                       |                       |                           |                       |                             |
| 2. Presenter(s) conveyed confidence, enthusiasm, professionalism, and stayed within the time frame. |                       |                       |                           |                       |                             |
| 3. Presenter(s) were responsive to judges questions and answered them adequately.                   |                       |                       |                           |                       |                             |
| 4. Visual aids were attractive, relevant, and professional.   |                       |                       |                           |                       |                             |

**COMMENTS/QUESTIONS:**

**Total  
Points:**

**AGREEMENT BETWEEN  
MISSION ECONOMIC DEVELOPMENT CORPORATION  
ADMINISTRATOR OF THE RUBY RED VENTURES PROGRAM  
AND  
EL YAQUI MEXICAN PRODUCTS CORPORATION**

This Agreement, dated March 21, 2014, between the Mission Economic Development Corporation (hereinafter called the "EDC"), located at 901 Business Park Dr. Suite 200, Mission, Texas, 78572 and El Yaqui Mexican Products Corporation, hereinafter called "Yaqui", at 715 Glasscock Rd. #12, Mission, Texas 78572.

The EDC staff member responsible for management of this Agreement is:

Contact: Chief Executive Officer  
Telephone Number: 956-585-0040  
FAX Number: 956-581-0470  
Email Address: ameade@missionedc.com

The Yaqui staff member responsible for the management of this Agreement is:

Name: Rafael Pacheco, Jr  
Title: Business Manager  
Telephone Number: ~~956-605-6758~~  
Email Address: ~~rafael@elyaquiproducts.com~~

The purpose of this Agreement is to assist, through a grant awarded by Ruby Red Ventures program, with the expansion of the existing business.

**STATEMENT OF WORK**

Yaqui shall use Rudy Red Ventures Grant funds for the purposes outlined in the business plan as presented during the Ruby Red Ventures program. Receipts of said purchases or expenditures shall be retained and remitted upon compliance verification which shall take place:

- 1 year after the execution of this Agreement.

**PERIOD OF PERFORMANCE**

The period of performance of this Agreement shall commence on September 10, 2015, and be completed on September 9, 2016 unless terminated sooner as a result of meeting compliance requirements.

**REPORTING**

Yaqui shall provide the EDC's Program Manager a final status report on Agreement activity twelve (12) months after the acceptance of the grant money. The EDC may ask for financial information to gauge effectiveness of grant.

SAMPLE

### **PAYMENT SCHEDULE**

Yaqui shall receive a one-time grant of fifteen thousand dollars (\$15,000) upon execution of this Agreement, with the promise of satisfactorily accomplishing the work set forth in the Statement of Work as defined in this Agreement.

### **TERMINATION**

In the event that the Statement of Work cannot be accomplished, Yaqui can notify EDC in writing and refund the granted monies to terminate this Agreement. Written notification of termination shall be sent via certified mail, or may be dropped off at the EDC office, with a cashier's check made out to the "Mission Economic Development Corporation". Such action is effective upon receipt of the written notification and valid cashier's check.

### **CONFORMANCE**

If any provision of this Agreement is in conflict with or violates any statute or rule of law of the state of Texas, it is considered modified to conform to that statute or rule of law.

### **RECAPTURE**

If for any reason Yaqui fails to comply with the terms outlined in this Agreement, and the default cannot be reconciled, EDC has the right to request a refund in the full amount of the awarded grant.

### **ALL WRITINGS CONTAINED HEREIN**

This Agreement sets forth in full the entire Agreement of the parties in relation to the subject matter hereof. Any other Agreement, representation, or understandings, verbal or otherwise, relating to the professional services of the Contractor or otherwise dealing in any manner with the subject matter of this Agreement is hereby deemed to be null and void and of no force and effect whatsoever. This Agreement may be waived, changed, modified, or amended only by written Agreement executed by both of the parties hereto.

IN WITNESS WHEREOF, the parties have executed this Agreement.

**Mission Economic Development Corporation**

**EL YAQUI MEXICAN PRODUCTS  
CORPORATION**

By

By

Title

Title

Signature

Signature

Date

Date

**13.**



Report to the Board of Directors  
EDC Office Activity  
December 14<sup>th</sup>, 2015 through January 15<sup>th</sup>, 2016

I worked on updating the annual Top Ten Employers report and the Demographics and sent to the City Finance Department for the annual audit.

I attended an informative meeting regarding the Cameron County Coastal Erosion Response Plan. I was invited by the SPI Chamber of Commerce and the SPI Board of Realtors. The Cameron County Commissioner's Court has hired Peter Ravella to create a document / guide to properly plan for the growth on the north end of the Island. The State of Texas (GLO) requires the Plan be in place before the County can obtain any grants for beach maintenance or erosion response. The property owners for the north end are not all on the same page when it comes to set backs and other issues regarding development.

Joanne and I attended a meeting with Dr, Malki and Johan Mollerstrom, Managing Director of Malmberg Water AB of Sweden. We discussed the possibility of a pilot project to use green technology to treat wastewater and produce bio-gas as an end result. They have done work in Europe for multiple countries and are trying to enter the US market. They had meetings in Dallas, Matamoros, with TCEQ in Harlingen and at the Laguna Madre Water District. I furnished a list of State incentives that we can possibly apply for regarding funding. Joanne attended the meeting at the Water District.

I spoke to the South Texas franchisee for Carl's Jr. regarding a food truck/ mobile unit. I called Arnie Creinin and got the latest on the status of the Food Truck ordinance and reported the information to the Carl's Jr. Representative.

I secured the Property Insurance for the Birding Center and am meeting with the Inspector on Monday January the 18<sup>th</sup>

I have asked the Maintenance employee at the Center to give me a list of building issues that require maintenance. Painting the interior and exterior should be included in next year's budget. I am contacting the exhibit designer we used to get a quote from him to come and spruce up the exhibit hall and repair some of the Boardwalk signs. The exhibits were very expensive, as were the signs, and we need to protect our investment.

I have been researching possible Keynote Speakers for the Small Business Forum and will distribute information to the Board as it is received. I heard about Jon Schallert from the Texas Downtown Association and am going to check with my contact at the Governor's Office since he has spoken at some of their events. His calendar is filling up for September and he has provided some dates if the Board likes him. His fee is \$6,000 plus travel for the one hour speech or \$8,000 plus travel for a full day. He can speak at the event and meet with some business owners and the Board after the Forum the day he is here.

I was approached by Susan Hill from the Chamber of Commerce's Leadership Laguna Madre current class to have the EDC sponsor a table. We have done this the past several years. Their Fundraising Event is Havana Nights on February 6<sup>th</sup> at Schlitterbahn Resort. The Executive Committee has ok'd the sponsorship. The cost is \$500 and includes a Table for 10. **Please let me know if you would like to attend as soon as possible or if you have someone you would like to give seats to.** If we do not fill our table, Dan Stanton suggested I contact staff and volunteers from the Birding Center and City employees to fill the seats.

I have received information from the Governor's Office of Economic Development regarding restructuring and new staff. I have registered for a TEDC webinar "State Financing Programs for Economic Development" to be held on January 20<sup>th</sup>.

I am looking into possibly attending the TEDC 2016 Winter Conference in Bastrop February 24-26<sup>th</sup>. I am waiting for the Agenda to be produced to see the classes and whether it will be beneficial. The cost would be the registration (\$350) and the hotel (\$185/night) and airfare to Austin. There is money in our budget for the event.

I was contacted by the Cameron County Director of Planning regarding projects the County can partner with us on economic development. I am having ongoing discussions with them and will report on any progress made. I have given him a list of items and will be following up.

These are the items that are separate from the items for discussion on the agenda.

Attached are economic indicators and the Lone Star bank statement.



## **SOUTH PADRE ISLAND ECONOMIC DEVELOPMENT CORPORATION**

*Meets 3rd Tuesday @ 8:30 a.m. each month*

EDC Liaison: Darla Lapeyre, EDC Director

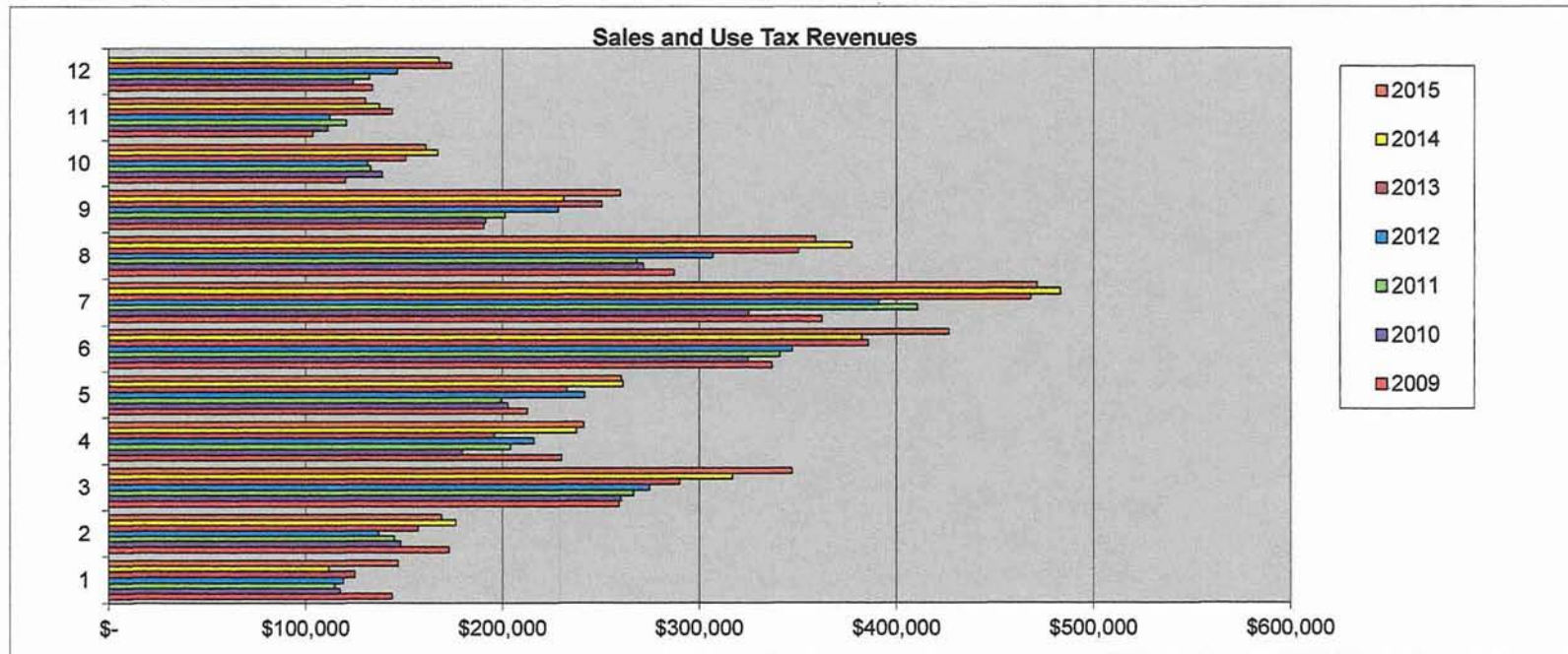
| <u>Member Information</u>   | <u>Phone Numbers</u>                 | <u>Appointed</u> | <u>Expires</u> |
|---|--------------------------------------|------------------|----------------|
| Bill DiLibero<br>4601 Padre Boulevard<br>South Padre Island, TX 78597<br><a href="mailto:wdilibero@myspi.org">wdilibero@myspi.org</a>                             | 956-433-1251 (M)<br>956-761-8108 (W) | 01/01/15         | 12/31/16       |
| Bob Friedman<br>170 S. San Roman Rd.<br>Bayview, TX 78566<br><a href="mailto:bofb228@aol.com">bofb228@aol.com</a>   | 956-433-9405                         | 01/01/16         | 12/31/17       |
| Ron Pitcock<br>5820 Gulf Boulevard<br>South Padre Island, TX 78597<br><a href="mailto:ronpitcock@earthlink.net">ronpitcock@earthlink.net</a>                      | 956-761-4887                         | 01/01/16         | 12/31/17       |
| Dan Stanton, Vice President<br>218 W. Carolyn<br>South Padre Island, TX 78597<br><a href="mailto:louiesbackyard@aol.com">louiesbackyard@aol.com</a>               | 956-498-7779 (M)<br>956-761-6406 (W) | 01/01/15         | 12/31/16       |
| Sally Scaman***<br>P. O. Box 2727<br>South Padre Island, TX 78597<br><a href="mailto:sally4spi@gmail.com">sally4spi@gmail.com</a>                                 | 956-551-2980                         | 12/16/15         | 12/31/16       |
| Beth Vance<br>P. O. Box 3185<br>South Padre Island, TX 78597<br><a href="mailto:drtbeth@yahoo.com">drtbeth@yahoo.com</a>  | 956-778-5254 (M)<br>956-969-2727 (W) | 01/01/15         | 12/31/16       |
| Joanne Williams, President<br>1300 Gulf Boulevard #1801<br>South Padre Island, TX 78597<br><a href="mailto:jowilliams0212@gmail.com">jowilliams0212@gmail.com</a> | 956-433-7282<br>956-772-1113 (F)     | 01/01/15         | 12/31/16       |

\*\*\*Vacancy created by the resignation of Joe Townsend (7/7/15)



| South Padre Island Sales and Use Tax Revenues |                  |                     |                     |                     |                     |                     |            |        |
|---|------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------|--------|
|   | 2009             | 2010                | 2011                | 2012                | 2013                | 2014                | 2015       | %      |
| January                                       | \$ 143,886       | \$ 117,419          | \$ 114,865          | \$ 119,092          | \$ 124,955          | \$ 111,837          | \$ 147,033 | 31.47  |
| February                                      | 172,740          | 148,170             | 145,004             | 137,090             | 156,927             | 176,331             | 168,939    | (4.19) |
| March   | 259,180          | 260,182             | 266,620             | 274,677             | 289,849             | 316,834             | 346,948    | 9.50   |
| April   | 230,029          | 179,469             | 203,962             | 215,913             | 195,868             | 237,624             | 241,179    | 1.50   |
| May   | 212,544          | 202,552             | 199,176             | 241,670             | 232,586             | 261,170             | 260,265    | (0.35) |
| June  | 336,693          | 324,527             | 340,811             | 347,206             | 385,570             | 382,481             | 426,572    | 11.53  |
| July  | 361,970          | 324,886             | 410,556             | 390,920             | 467,989             | 483,156             | 471,196    | (2.48) |
| August  | 287,118          | 271,602             | 268,233             | 306,588             | 350,038             | 377,267             | 359,029    | (4.83) |
| September                                     | 190,439          | 191,347             | 201,328             | 228,185             | 250,437             | 231,042             | 259,809    | 12.45  |
| October                                       | 120,202          | 138,942             | 133,115             | 131,407             | 150,816             | 167,179             | 161,032    | (3.68) |
| November                                      | 103,605          | 111,285             | 120,696             | 112,229             | 143,930             | 137,595             | 130,352    | (5.26) |
| December                                      | 133,951          | 124,089             | 132,467             | 146,595             | 174,214             | 167,830             |            |        |
| <b>Total</b>                                  | <b>2,552,357</b> | <b>\$ 2,394,470</b> | <b>\$ 2,536,833</b> | <b>\$ 2,651,572</b> | <b>\$ 2,923,179</b> | <b>\$ 3,050,346</b> |            |        |

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.

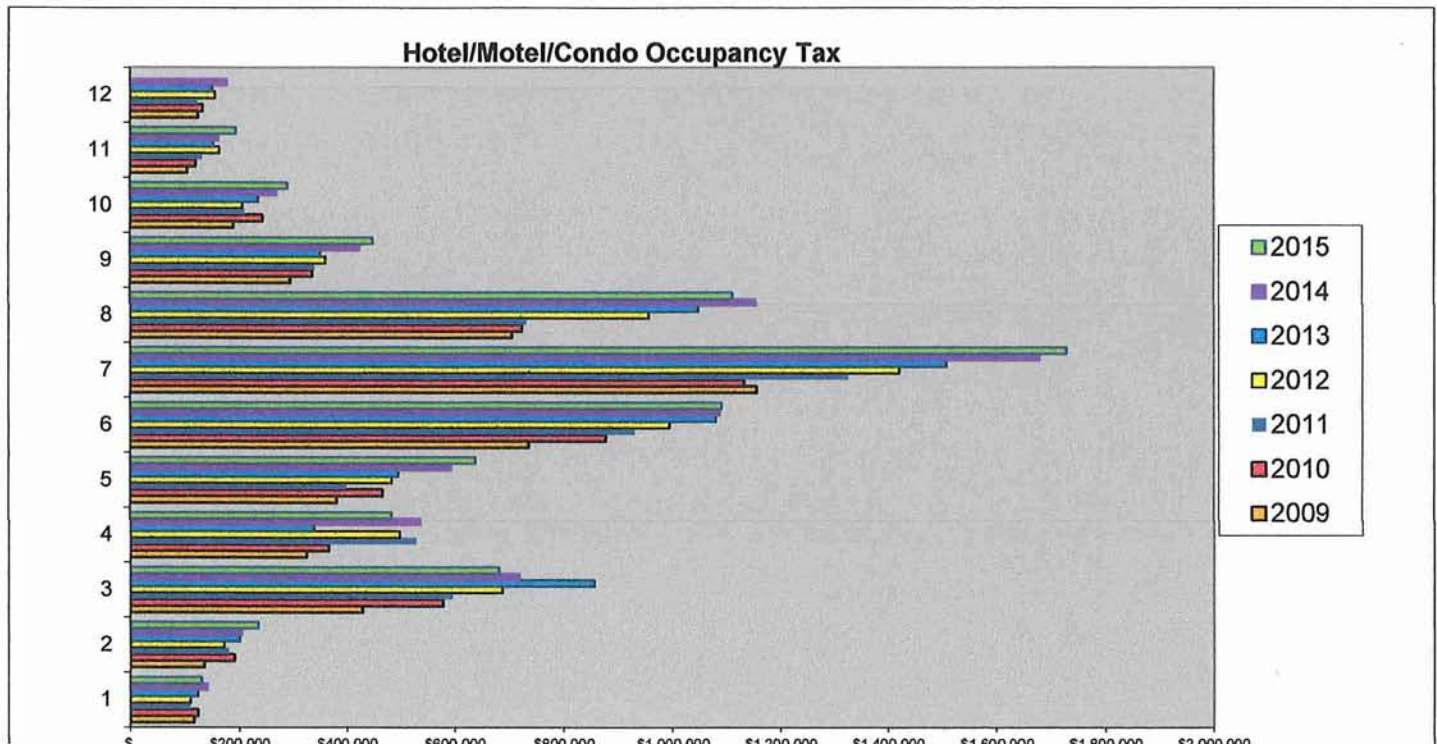


↑ 3.1%  
2015 YTD  
from  
2014 YTD  
+  
↑ 4%  
5 year avg  
for month  
of November



| South Padre Island Hotel/Motel/Condo Occupancy Tax |              |              |              |              |              |             |                   |
|--|--------------|--------------|--------------|--------------|--------------|-------------|-------------------|
|  | 2009         | 2010         | 2011         | 2012         | 2013         | 2014        | 2015              |
|  |              |              |              |              |              |             |                   |
|  |              |              |              |              |              |             | % change          |
| January  | \$ 116,614   | \$ 123,680   | \$ 109,440   | \$ 109,774   | \$ 123,289   | \$ 140,192  | \$ 130,054 (7.23) |
| February   | 134,788      | 190,487      | 180,476      | 171,451      | 199,626      | 204,078     | 234,729 15.02     |
| March  | 428,533      | 577,675      | 595,805      | 687,275      | 855,873      | 718,514     | 680,389 (5.31)    |
| April  | 324,596      | 364,810      | 528,026      | 497,202      | 338,337      | 535,518     | 482,346 (9.93)    |
| May  | 380,047      | 465,445      | 399,279      | 482,275      | 494,883      | 593,135     | 637,343 7.45      |
| June   | 735,283      | 876,624      | 929,372      | 994,101      | 1,078,509    | 1,086,514   | 1,090,245 0.34    |
| July   | 1,155,188    | 1,131,300    | 1,325,927    | 1,420,513    | 1,507,657    | 1,679,092   | 1,728,733 2.96    |
| August   | 704,214      | 723,141      | 731,489      | 955,899      | 1,046,929    | 1,153,488   | 1,111,051 (3.68)  |
| September  | 294,425      | 335,734      | 340,030      | 359,467      | 350,530      | 422,559     | 447,169 5.82      |
| October  | 189,390      | 242,670      | 208,442      | 205,150      | 234,719      | 268,955     | 288,878 7.41      |
| November   | 104,782      | 120,144      | 131,812      | 163,655      | 152,042      | 161,516     | 193,079 19.54     |
| December   | 123,877      | 131,991      | 123,799      | 155,338      | 149,820      | 177,192     |                   |
| Total  | \$ 4,691,737 | \$ 5,283,701 | \$ 5,603,897 | \$ 6,202,100 | \$ 6,532,214 | \$7,135,926 | 9.24              |

Occupancy tax is 14.5% as of July 2009. 8.5% is collected by the City of South Padre Island monthly, 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 |                     |                     |                     |                     |                     |                     |                     |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
|   | 2009                | 2010                | 2011                | 2012                | 2013                | 2014                | 2015                |
| January                                 | \$ 881,608          | \$ 633,716          | \$ 955,624          | \$ 925,441          | \$ 768,980          | \$ 774,747          | \$ 775,106          |
| February                                | 826,923             | 766,443             | 376,594             | 498,598             | 587,833             | 697,644             | 643,376             |
| March                                   | 113,491             | 128,325             | 211,177             | 488,209             | 154,633             | 129,345             | 126,429             |
| April                                   | 139,655             | 168,093             | 134,539             | 125,963             | 85,060              | 97,865              | 108,299             |
| May                                     | 124,088             | 70,190              | 104,032             | 117,171             | 100,790             | 74,555              | 68,063              |
| June                                    | 70,721              | 100,376             | 97,986              | 93,955              | 77,075              | 98,131              | 84,304              |
| July                                    | 124,127             | 68,581              | 164,458             | 222,631             | 135,249             | 125,279             | 111,522             |
| August                                  | 48,719              | 40,920              | 37,832              | 63,604              | 58,877              | 35,643              | 30,635              |
| September                               | 8,678               | 38,286              | 56,310              | 33,535              | 44,457              | 41,480              | 25,557              |
| October                                 | 1,278,200           | 1,062,890           | 552,062             | 1,716,909           | 1,953,119           | 2,035,083           | 1,344,874           |
| November                                | 2,145,275           | 2,598,999           | 1,558,168           | 2,287,424           | 1,925,829           | 1,828,594           | 2,797,154           |
| December                                | 483,388             | 476,031             | 1,672,881           | 493,478             | 462,976             | 645,800             | 584,920             |
| <b>TOTAL</b>                            | <b>\$ 6,244,873</b> | <b>\$ 6,152,850</b> | <b>\$ 5,921,663</b> | <b>\$ 7,066,918</b> | <b>\$ 6,354,878</b> | <b>\$ 6,584,166</b> | <b>\$ 6,700,239</b> |
| As of October 1:                        |                     |                     |                     |                     |                     |                     |                     |
| Tax rate per \$100                      | 0.24561             | 0.24561             | 0.2504              | 0.252071            | 0.254384            | 0.262754            | 0.28564             |
| Taxable value                           | \$ 2,434,546,327    | \$ 2,421,696,820    | \$ 2,608,645,628    | \$ 2,606,119,273    | \$ 2,583,563,287    | \$2,516,386,826     | \$ 2,478,519,198    |

December 31,2015

PROPERTY TAX COLLECTIONS

|       |    | G.F. FY 2016 | I&S FY 2016 | TIRZ FY 2016 | TOTAL FY 2016 | FY 2015      | CHANGE   | YTD     |
|-------|----|--------------|-------------|--------------|---------------|--------------|----------|---------|
| OCT   | 15 | 1,126,617.23 | 218,256.35  | 0.00         | 1,344,873.58  | 2,035,082.84 | -33.92%  | -33.92% |
| NOV   | 15 | 2,342,026.74 | 455,127.61  | 0.00         | 2,797,154.35  | 1,828,593.74 | 52.97%   | 7.20%   |
| DEC   | 15 | 344,548.74   | 94,525.88   | 145,845.96   | 584,920.58    | 645,800.44   | -9.43%   | 4.82%   |
| JAN   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 775,106.35   | -100.00% | -10.55% |
| FEB   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 643,375.88   | -100.00% | -20.26% |
| MAR   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 126,428.63   | -100.00% | -21.93% |
| APR   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 108,298.82   | -100.00% | -23.30% |
| MAY   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 68,063.03    | -100.00% | -24.14% |
| JUN   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 84,303.84    | -100.00% | -25.15% |
| JUL   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 111,521.63   | -100.00% | -26.45% |
| AUG   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 30,635.19    | -100.00% | -26.80% |
| SEP   | 16 | 0.00         | 0.00        | 0.00         | 0.00          | 21,768.26    | -100.00% | -27.04% |
| TOTAL |    | 3,813,192.71 | 767,909.84  | 145,845.96   | 4,726,948.51  | 6,478,978.65 |          |         |

BUDGET AMOUNTS:

5,856,866.00

1,092,745.00

6,949,611.00

6,538,171.00

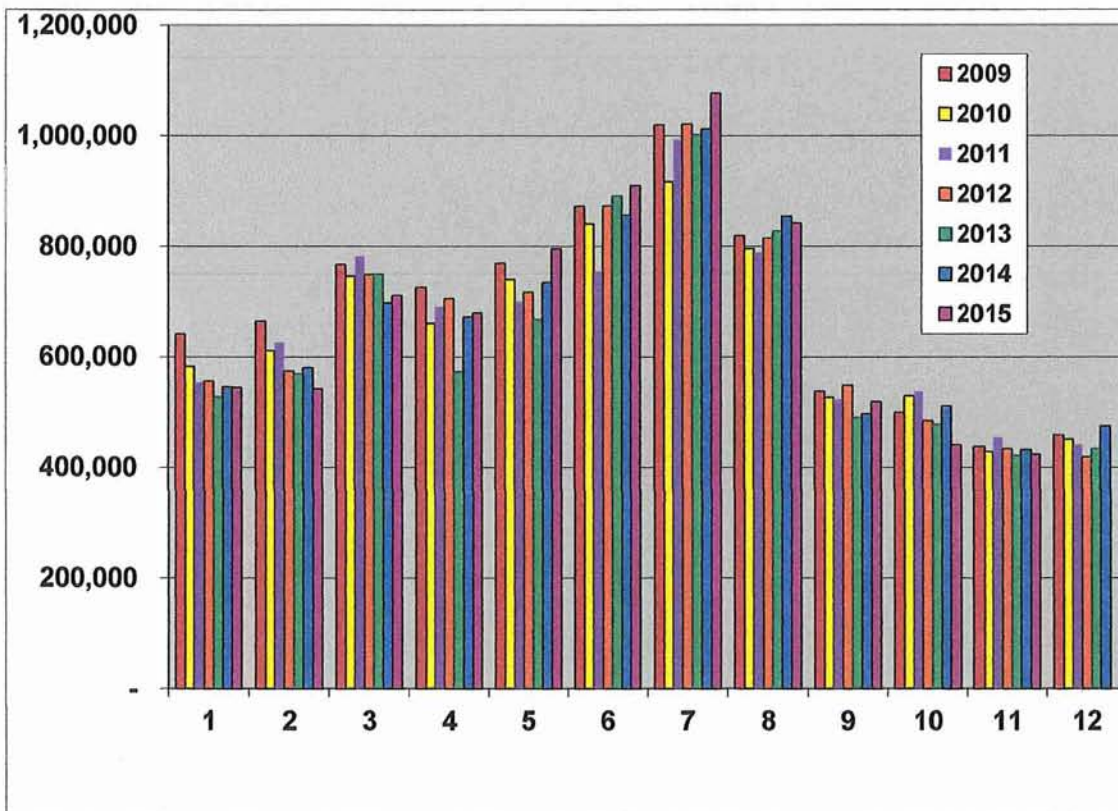
Collections show current and delinquent tax collections as reported on the general ledger and annual audit. Penalty and interest collections are not included in the above totals.



### Queen Isabella Causeway Crossings

|              | 2009             | 2010             | 2011             | 2012             | 2013             | 2014             | 2015      |
|--------------|------------------|------------------|------------------|------------------|------------------|------------------|-----------|
| January      | 641,142          | 582,458          | 554,144          | 555,677          | 527,334          | 545,412          | 543,812   |
| February     | 664,355          | 611,190          | 625,666          | 574,056          | 569,256          | 579,652          | 541,692   |
| March        | 766,852          | 746,140          | 782,262          | 748,551          | 748,868          | 696,713          | 710,372   |
| April        | 725,216          | 660,659          | 690,766          | 705,554          | 572,981          | 672,256          | 678,785   |
| May          | 769,615          | 740,390          | 700,093          | 716,717          | 667,396          | 734,145          | 795,443   |
| June         | 872,355          | 840,817          | 754,457          | 873,505          | 891,479          | 856,218          | 909,703   |
| July         | 1,019,322        | 916,708          | 992,948          | 1,021,341        | 1,001,516        | 1,011,822        | 1,076,391 |
| August       | 819,428          | 796,086          | 789,421          | 815,259          | 827,912          | 854,218          | 841,972   |
| September    | 537,664          | 526,398          | 523,495          | 548,774          | 490,324          | 496,630          | 518,886   |
| October      | 499,347          | 529,907          | 537,654          | 484,592          | 477,632          | 510,888          | 440,819   |
| November     | 437,322          | 428,354          | 454,201          | 433,362          | 421,133          | 431,869          | 423,711   |
| December     | 458,566          | 450,484          | 441,842          | 419,185          | 433,917          | 474,396          |           |
| <b>Total</b> | <b>8,211,184</b> | <b>7,829,591</b> | <b>7,846,949</b> | <b>7,896,573</b> | <b>7,629,748</b> | <b>7,864,219</b> |           |

Source: Texas Department of Transportation

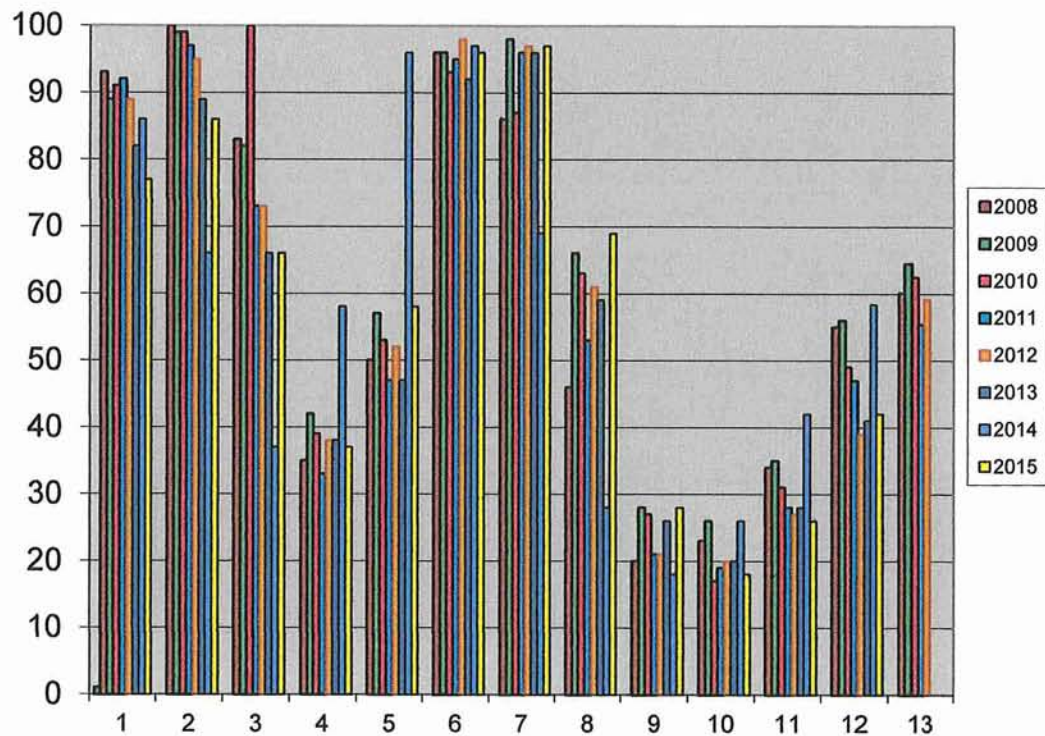




### South Padre Island Building Permit Valuations

|           | 2009          | 2010          | 2011          | 2012          | 2013         | 2014          | Commercial   | Residential   | 2015          |
|-----------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|---------------|---------------|
| January   | \$ 4,106,664  | \$ 6,275,239  | \$ 243,630    | \$ 552,718    | \$ 703,791   | \$ 434,335    | \$ 3,765,670 | \$ 725,147    | \$ 4,490,817  |
| February  | 546,134       | 5,473,877     | 423,259       | 1,968,904     | 330,425      | 2,117,014     | 95,488       | 1,792,251     | 1,887,739     |
| March     | 4,217,221     | 456,675       | 627,539       | 449,800       | 1,016,164    | 271,651       | 2,111,506    | 207,629       | 2,319,135     |
| April     | 2,007,649     | 444,700       | 12,105,395    | 268,337       | 554,688      | 412,515       | 72,753       | 8,603,337     | 8,676,090     |
| May       | 5,725,591     | 3,977,138     | 1,009,344     | 915,996       | 295,625      | 1,052,261     | 387,671      | 755,351       | 1,143,022     |
| June      | 1,685,895     | 1,504,846     | 1,821,047     | 1,243,528     | 177,150      | 1,717,942     | 39,150       | 803,253       | 842,403       |
| July      | 618,759       | 52,590,819    | 5,411,225     | 412,100       | 145,069      | 160,664       | 475,500      | 964,206       | 1,439,706     |
| August    | 4,281,975     | 975,263       | 899,292       | 459,314       | 2,525,727    | 500,475       | -            | 1,799,928     | 1,799,928     |
| September | 657,960       | 2,436,837     | 192,228       | 373,975       | 692,401      | 894,061       | 612,477      | 593,190       | 1,205,667     |
| October   | 1,662,974     | 1,295,900     | 280,511       | 950,100       | 885,901      | 2,322,681     | 58,800       | 736,163       | 792,963       |
| November  | 178,888       | 414,111       | 8,549,789     | 2,022,260     | 1,103,873    | 1,975,292     | 201,566      | 1,807,241     | 2,008,807     |
| December  | 1,152,984     | 1,408,183     | 1,093,434     | 773,540       | 162,116      | 1,894,849     | 2,014,923    | 840,760       | 2,855,683     |
| Total     | \$ 26,842,694 | \$ 77,253,588 | \$ 32,656,693 | \$ 10,390,572 | \$ 8,592,930 | \$ 13,753,740 | \$ 9,835,504 | \$ 19,628,456 | \$ 29,461,960 |

| Isla Blanca Park Occupancy Rate |      |      |      |      |      |      |      |      |
|---------------------------------|------|------|------|------|------|------|------|------|
| 629 rental spaces               | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
| January                         | 93   | 89   | 91   | 92   | 89   | 82   | 83   | 77   |
| February                        | 100  | 99   | 99   | 97   | 95   | 89   | 95   | 86   |
| March                           | 83   | 82   | 100  | 73   | 73   | 66   | 70   | 66   |
| April                           | 35   | 42   | 39   | 33   | 38   | 38   | 38   | 37   |
| May                             | 50   | 57   | 53   | 47   | 52   | 47   | 52   | 58   |
| June                            | 96   | 96   | 93   | 95   | 98   | 92   | 96   | 96   |
| July                            | 86   | 98   | 87   | 96   | 97   | 96   | 97   | 97   |
| August                          | 46   | 66   | 63   | 53   | 61   | 59   | 67   | 69   |
| September                       | 20   | 28   | 27   | 21   | 21   | 26   | 27   | 28   |
| October                         | 23   | 26   | 17   | 19   | 20   | 20   | 18   | 18   |
| November                        | 34   | 35   | 31   | 28   | 27   | 28   | 29   | 26   |
| December                        | 55   | 56   | 49   | 47   | 39   | 41   | 43   | 42   |
| Annual Average                  | 60   | 65   | 62   | 55   | 59   | 57   | 60   | 58   |



**TOP TEN EMPLOYERS FOR**  
**SOUTH PADRE ISLAND**  
**(Peak Season)**

|   |       |
|---|-------|
| 1.) Schlitterbahn Beach Water Park  | 1,022 |
| 2.) City of South Padre Island  | 288   |
| 3.) The Pearl Beach Resort  | 208   |
| 4.) Isla Grand Beach Resort   | 181   |
| 5.) Louie's Backyard  | 180   |
| 6.) Sea Ranch Enterprises<br><i>(includes Sea Ranch, Pier 19, and Laguna Bob's)</i> | 168   |
| 7.) Blackbeard's Restaurant   | 152   |
| 8.) Hilton Garden Inn   | 150   |
| 9.) Origin's Recovery Center  | 125   |
| 10.) La Quinta Inn & Suites   | 120   |

*Revised 01/2016-South Padre Island EDC*



# South Padre Island Housing Report

December 2015



Median home price

\$175,000

Down

36%

60.00%

were \$199,999 or less

26.67%

were \$200,000-\$499,999

13.33%

were \$500,000 or more

All percentages compared to December 2014



Number of active listings

Down

4%

547 in December 2015



Single family homes sold

Down

50%

16 in December 2015



Days on market

347

124 days less than December 2014



Months of inventory

23.1

Compared to 23.1 in December 2014

#### About the data used in this report

Data used in this local market housing report comes from the Texas REALTOR® Data Relevance Project, a partnership among local REALTOR® associations and their MLSs, the Real Estate Center at Texas A&M, and the Texas Association of REALTORS®.



TEXAS REALTORS®  
WORKING FOR YOU!

South Padre Island Board of REALTORS®

# Port Isabel Housing Report

December 2015



Median home price

\$167,500

Down

52%

50.00%

were \$199,999 or less

50.00%

were \$200,000 - \$499,999

0.00%

were \$500,000 or more

All percentages compared to December 2014



Number of active listings

Up

54%

54 in December 2015



Single family homes sold

Flat

0%

2 in December 2015



Days on market

129

6 days less than December 2014



Months of inventory

20.3

Compared to 16.2 in December 2014

About the data used in this report

Data used in this local market housing report comes from the Texas REALTOR® Data Relevance Project, a partnership among local REALTOR® associations and the MLSs, the Real Estate Center at Texas A&M, and the Texas Association of REALTORS®.



**TEXAS REALTORS®**  
WORKING FOR YOU!

South Padre Island Board of REALTORS®

# Laguna Vista Housing Report

December 2015



Median home price

\$139,200

Down

14%

92.86%

were \$199,999 or less

7.14%

were \$200,000 - \$499,999

0.00%

were \$500,000 or more

All percentages compared to December 2014



Number of active listings

Down

9%

96 in December 2015



Single family homes sold

Up

133%

14 in December 2015



Days on market

138

195 days less than December 2014



Months of inventory

10.0

Compared to 13.8 in December 2014

**About the data used in this report**

Data used in this local market housing report comes from the Texas REALTOR® Data Relevance Project, a partnership among local REALTOR® associations and their MLSs, the Real Estate Center at Texas A&M, and the Texas Association of REALTORS®.



**TEXAS REALTORS®**  
WORKING FOR YOU!

South Padre Island Board of REALTORS®

South Padre Island Board of REALTORS, Inc. | (956) 772-1940 | Email | Website

STAY CONNECTED:

<https://mail.aol.com/webmail-std/en-us/PrintMessage>

1/12/2016



Please join us for an entertaining evening of dinner and dancing...

Hosted by:

# Leadership Laguna Madre Class XX

## "Havana Nights"

Saturday, February 6, 2016 – 7:00 to 11:00 p.m.  
at Schlitterbahn Beach Resort

**Table Sponsorship Includes:**

- Reserved Seating for a Table of 10
- Recognition in the Event Program
- Special Signage at the Event
- Exposure in all Press Releases
- SPI Chamber of Commerce Website Listing
- Complimentary Bottle of Wine

**In addition, you will enjoy:**

- Classic, Cultural Cuban Cuisine
- Music performed by *The Bongo Dogs*
- Access to Outdoor Cigar Lounge
- Selection of Silent Auction Items
- Special Accommodation Rates at Schlitterbahn Beach Resort

**Sponsorship Commitment: \$500 per table**

Business Name: SOUTH PADRE ISLAND EDC

Contact Person: DARLA LAPEYRE

Mailing Address: 6801 Padre Blvd, South Padre Island, TX 78597

Email Address: spiedc@aol.com

Signature: Darla Lapeyre Date: 1/15/16

Solicited By: Susan Hill

*The annual class project benefits Leadership Laguna Madre which is a program of the Laguna Madre Education Foundation 501(c)3 and overseen by the South Padre Island Chamber of Commerce. Leadership Laguna Madre Class XX has also chosen **El Paseo Arts Foundation** and **The Boys and Girls Club of the Laguna Madre** to benefit from the success of their project.*

Please mail completed form along with payment to: Leadership Laguna Madre Class XX  
c/o Jacqui Dempsey, 5800 Padre Blvd., Suite 115, South Padre Island, Texas 78597



# HAVANA NIGHTS

## SCHLITTERBAHN 100 PADRE BLVD • SOUTH PADRE ISLAND • TEXAS BEACH RESORT

**\$40** Per Person

**\$149** Per Couple  
includes overnight accommodations at  
Schlitterbahn Beach Resort

**\$500** Sponsorship Table  
Reserved Table for 10  
Sponsorship Recognition  
Complimentary Bottle of Wine

- cuban cuisine
- bongo dogs
- cigar lounge
- silent auction

Ticket Info:

Jacqui Dempsey

[jacquid@rgvabstract.com](mailto:jacquid@rgvabstract.com)

956-761-2116

All Proceeds Benefit:

• Leadership Laguna Madre

JANUARY 6, 2016  
4 PM





# Lone Star National Bank

P.O. Box 1127 • Pharr, Texas 78577-1127  
www.lonestarnationalbank.com



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 12/31/15 Page 1  
Primary Account XXXXXXXXXXXX2005  
Enclosures 1

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

Happy New Year!  
May Your New Year Be Blessed And Full Of Joy!  
With Immense Gratitude We Thank You For Your Patronage.

## 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              | 12/01/15 thru 12/31/15 |
| Previous Balance        | 79,897.33        | Days in the statement period | 31                     |
| 1 Deposits/Credits      | 2,129.18         | Average Ledger               | 80,652.78              |
| 1 Checks/Debits         | 2.00             | Average Collected            | 80,590.54              |
| Service Charge          | .00              |                              |                        |
| Interest Paid           | 17.11            |                              |                        |
| Current Balance         | 82,041.62        | 2015 Interest Paid           | 184.29                 |

### Deposits and Additions

| Date  | Description              | Amount   |
|-------|--------------------------|----------|
| 12/21 | Over The Counter Deposit | 2,129.18 |
| 12/31 | Interest Deposit         | 17.11    |

### Debits and Other Withdrawals

| Date  | Description         | Amount |
|-------|---------------------|--------|
| 12/31 | Paper Statement Fee | 2.00-  |

Date 12/31/15 Page 2  
Primary Account XXXXXXXXXXXXX2005  
Enclosures 1

\_\_\_\_\_  
NOW Checking Commercial XXXXXXXXXXXXX2005 (Continued)

\_\_\_\_\_  
Daily Balance Information

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Date Balance Date Balance Date Balance  
12/01 79,897.33 12/21 82,026.51 12/31 82,041.62