

**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 16th, 2018 at 9:00 a.m.** at the Paul Y. Cunningham Jr. Municipal Building, in the Joyce H. Adams Board Room, 2nd floor, 4601 Padre Blvd., South Padre Island, Texas. Following is the agenda on which action may be taken:

1. **Call to order**
2. **Pledge of Allegiance**
3. **Public Comments and Announcements**
This is an opportunity for citizens to speak to the Board relating to agenda or non-agenda items. Speakers are required to give their name before addressing their concerns. (Note: State law will not permit the Board to discuss, debate, or consider items that are not on the agenda. Citizen comments may be referred to staff or may be placed on the agenda of a future Board meeting)
4. **Approve the Consent Agenda:**
 - 4a. **Approve the Minutes from the Regular Meeting of November 28th, 2017**
 - 4b. **Financial Reports for EDC- November and December 2017**
 - 4c. **Approve the Financial Reports for the Birding & Nature Center- November and December 2017**
 - 4d. **Manager's Report for the Birding & Nature Center December 2017**
5. **Discussion regarding the UTRGV Kauffman Entrepreneurship Fall Class and new Business Incubator Project with Linda Ufland and Maria Julia Villalon from UTRGV's Entrepreneurship and Commercialization Center**
6. **Discussion and action to approve a consulting contract with Muniservices LLC regarding STARS (Sales Tax Analysis and Reporting) platform in the amount of \$3000**
7. **Discussion and action regarding the results of the Facility Maintenance Reserves Study from Texas Reserves for the South Padre Island Birding and Nature Center**
8. **Update on the Cruise Ship Study with the Passenger and Shipping Institute**

9. Election of Officers for 2018

President

Vice-President

Secretary/Treasurer

10. Discussion and action to approve and sign a letter stating the Officers of the Corporation are the authorized signers on the Revolving Loan Fund Account at Lone Star National Bank and to replace the existing signers with the 2018 Officers of the Corporation

11. Update regarding the Strategic Plan for the Executive Director and the Board of Directors

12. Adjournment

We reserve the right to go into Executive Session regarding any of the items posted on this agenda, pursuant to Sections 551-071, Consultation with Attorney; 551.072, Deliberations about Real Property; 551.073, Deliberations about Gifts & Donations; 551-074, Personnel Matters; 551-076, Deliberations about Security Devices; and/or 551.086, Deliberation regarding Economic Development Negotiations (1) to discuss or deliberate regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or (2) to deliberate the offer of a financial or other incentive to a business prospect described by Subdivision (1)

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

Dated this the 12th day of January, 2018

SEAL



Darla Lapeyre, Executive Director

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

4.

DRAFT

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

MINUTES

Regular Meeting
November 28th, 2017

1. CALL TO ORDER

A regular meeting of the Board of Directors of the City of South Padre Island Economic Development Corporation was held on Tuesday, November 28th 2017, at the City Hall, Joyce H. Adams Board Room, 2nd floor, 4601 Padre Blvd., South Padre Island, Texas. Vice-President Ron Pitcock called the meeting to order at 9:04 a.m. Other Board members present were Directors Dan Seitz, Jerry Pace, and Mickey Furcron, and Susan Guthrie. President Irv Downing and Secretary/Treasurer Bob Friedman were absent. Also present were Executive Director Darla Lapeyre, SPI Birding and Nature Center Manager Cristin Howard, City Councilman Paul Munarriz, and Native Plant Center Executive Director Thoren (Teebs) Thorbjornsen.

2. PLEDGE OF ALLEGIANCE

3. PUBLIC COMMENTS AND ANNOUNCEMENTS

Thoren Thorbjornsen gave the Board an update on the Native Plant Center.

4. APPROVE THE CONSENT AGENDA

- 4a. Approve the Minutes from Regular Meeting of October 24th, 2017**
- 4b. Financial Report for EDC-October 2017**
- 4c. Approve the Financial Report for the Birding and Nature Center – October 2017**
- 4d. Manager's Report for the Birding and Nature Center October 2017**

Upon a motion from Jerry Pace and a second by Mickey Furcron, the consent agenda was unanimously approved.

5. DISCUSSION AND ACTION TO APPROVE THE PROPOSAL FROM AARON ECONOMIC CONSULTING IN THE AMOUNT OF \$7,350 FOR AN ECONOMIC BENEFIT AND IMPACT STUDY FOR THE ARTIFICIAL REEF PROJECT

Upon a motion from Ron Pitcock and a second by Mickey Furcron the Board unanimously approved the proposal from Aaron Economic Consulting in the amount of \$7,350.

6. DISCUSSION AND ACTION TO APPROVE FUNDING FOR AN AMOUNT UP TO \$100,000 TO THE PASSENGER AND SHIPPING INSTITUTE, INC. TO COMPLETE THE NECESSARY PREPARATIONS IN ORDER TO SELL SPI TO THE CRUISE LINE INDUSTRY AS A PORT OF CALL

Upon a motion from Ron Pitcock and a second by Mickey Furcron, the Board unanimously approved the consulting contract with The Passenger & Shipping Institute, Inc. for an amount up to \$100,000 plus expenses.

7. UPDATE REGARDING THE STATUS OF THE STRATEGIC PLAN GOALS FOR THE EXECUTIVE DIRECTOR AND BOARD OF DIRECTORS FOR 2017-18

The Board reviewed the Strategic Plan Goals status report and Darla Lapeyre highlighted the completed tasks for the monthly period.

8. ADJOURNMENT

There being no further business the meeting was adjourned at 9.39 a.m.

S E A L

Darla Lapeyre
Executive Director

APPROVED:

Ron Pitcock
Vice-President



Memo

To: South Padre Island Economic Development Corporation Board of Directors
From: Rodrigo Gimenez, Chief Financial Officer
City of South Padre Island
CC: Darla Lapeyre
Date: December 14, 2017
Re: November 30, 2017 Operating Statement

The November 30, 2017 Operating Statement for the South Padre Island Economic Development Corporation as well as the Balance Sheet as of November 30, 2017 are attached for your review. **Transactions summarized in the statements are those processed through the Finance Department of the City.**

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

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

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

"A Certified Retirement Community"

City of South Padre Island
Economic Development Corporation
Balance Sheet
November 30, 2017/2016

Assets	2017	2016
Cash and cash equivalents	\$ 917,270	\$ 852,592
Receivables - Sales Tax	45,653	44,316
Revolving Loan Receivable	45,332	55,182
Due From General Fund	-	-
Miscellaneous Receivables	-	-
Prepaid Expenses	-	-
TOTAL ASSETS	\$ 1,008,255	\$ 952,090

Liabilities and Fund Balances		
Deferred Revenue	\$ 45,332	\$ 55,182
Accounts Payable	-	-
Sales Tax Payable	-	-
Payroll Taxes Payable	-	298
Wages Payable	-	-
Due to General Fund	-	-
Reserved for Encumbrances	-	-
Other liabilities	477	476
Total Liabilities	45,809	55,956
Fund Balance	962,446	896,134
Total Liabilities and Fund Balance	\$ 1,008,255	\$ 952,090

City of South Padre Island
Economic Development Corporation
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES
November 30, 2017/2016

	2017		2016
	Budget	Actual	Actual
<u>REVENUES</u>			
Sales Tax	\$ 770,000	\$ 108,456	\$ 105,806
Revolving Loan Revenue	11,128	910	1,753
Grant Revenue	-	-	-
Interest Revenue	1,647	229	736
BNC Expense Reimbursement	-	-	-
Miscellaneous Revenues	10	-	10
Total Revenue	782,785	109,595	\$ 108,305
<u>EXPENDITURES</u>			
General Administrative Expenses	774,785	81,575	85,358
BNC Cash Advances	20,000	-	-
Birding Center Expenses	88,000	1,180	3,241
Total Expenditures	882,785	82,755	\$88,599
Excess (Deficiency) of Revenues Over (Under) Expenditures	(100,000)	26,840	\$ 19,706
Fund balance - beginning	935,606	935,606	876,428
Fund balance - ending	\$ 835,606	\$ 962,446	\$ 896,134

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

NOTATION :

[illegible]

FUND : 80 - ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 580 - EDC

NOTATION :

ACCOUNT NUMBERS	ACCOUNT DESCRIPTION	EXPENDITURES	ENCUMBRANCES	YEAR TO DATE EXPENDITURES	TOTALS	CURRENT MODIFIED BUDGET	UNENCUMBERED BALANCE	BUDGET PERCENT REMAINING
580-0534-020	BNC LANDSCAPING PROJ	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0540	ADVERTISING	1,356.50	0.00	1,651.50	1,651.50	3,500.00	1,848.50	52.81
580-0550	TRAVEL	1,312.02	0.00	1,312.02	1,312.02	6,000.00	4,687.98	78.13
580-0551	DUES & MEMBERSHIPS	0.00	0.00	0.00	0.00	1,000.00	1,000.00	100.00
580-0555	PROMOTIONS	39.00	0.00	789.00	789.00	3,000.00	2,211.00	73.70
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
		2,948.18	0.00	4,189.38	4,189.38	25,300.00	21,110.62	83.44

EQUIPMNT > \$5,000 OUTLAY

580-1001	BUILDINGS & STRUCTUR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1003	FURNITURE & FIXTURES	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1004	MACHINERY & EQUIPMEN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1011	INFORMATION TECHNOLO	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00

INTERFUND TRANSFERS

580-9470	TSF TO GENERAL FUND	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9476	BEACH NOURISHMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9480	TRANSFER TO EDC DEBT	33,070.83	0.00	66,141.66	66,141.66	396,850.00	330,708.34	83.33
		33,070.83	0.00	66,141.66	66,141.66	396,850.00	330,708.34	83.33

SPECIAL PROJECTS

580-9175	ELECTION EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9178	DESIGNATED PROJECTS	0.00	0.00	0.00	0.00	273,957.00	273,957.00	100.00
580-9178-001	TOMPKINS CHANNEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9181	BNC CASH ADVANCE	0.00	0.00	0.00	0.00	20,000.00	20,000.00	100.00
		0.00	0.00	0.00	0.00	293,957.00	293,957.00	100.00

DEPARTMENT TOTAL	43,222.28	0.00	81,575.32	81,575.32	794,785.00	713,209.68	89.74
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FUND : 80 - ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 581 - BIRD CENTER

NOTATION :

[illegible]

FUND :80 -ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 581 - BIRD CENTER

NOTATION :

		-- MONTH --	YEAR TO DATE		CURRENT		BUDGET	
ACCOUNT NUMBERS	ACCOUNT DESCRIPTION	EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS	MODIFIED BUDGET	UNENCUMBERED BALANCE	PERCENT 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
		0.00	0.00	0.00	0.00	43,000.00	43,000.00	100.00
<u>EQUIPMNT > \$5,000 OUTLAY</u>								
581-1001	BUILDINGS & STRUCTUR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1003	FURNITURE & FIXTURES	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1004	MACHINERY & EQUIPMEN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
581-1011	INFORMATION TECHNOLO	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00
DEPARTMENT TOTAL								
		0.00	0.00	1,180.44	1,180.44	88,000.00	86,819.56	98.66



Memo

To: South Padre Island Economic Development Corporation Board of Directors
From: Rodrigo Gimenez, Chief Financial Officer
City of South Padre Island
CC: Darla Lapeyre
Date: January 10, 2018
Re: December 31, 2017 Operating Statement

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

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

Sales Tax amounts include the 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.

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

"A Certified Retirement Community"

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

Assets	2017	2016
Cash and cash equivalents	\$ 816,702	\$ 813,480
Receivables - Sales Tax	37,866	37,761
Revolving Loan Receivable	43,502	54,301
Due From General Fund	-	-
Miscellaneous Receivables	-	-
Prepaid Expenses	-	-
TOTAL ASSETS	\$ 898,070	\$ 905,542
Liabilities and Fund Balances		
Deferred Revenue	\$ 43,502	\$ 54,301
Accounts Payable	-	-
Sales Tax Payable	-	-
Payroll Taxes Payable	297	-
Wages Payable	-	-
Due to General Fund	-	-
Reserved for Encumbrances	-	-
Other liabilities	318	318
Total Liabilities	44,116	54,619
Fund Balance	853,954	850,923
 Total Liabilities and Fund Balance	 \$ 898,070	 \$ 905,542

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

	2017		2016
	Budget	Actual	Actual
<u>REVENUES</u>			
Sales Tax	\$ 770,000	\$ 146,322	\$ 143,567
Revolving Loan Revenue	11,128	2,740	2,633
Grant Revenue	-	-	-
Interest Revenue	1,647	552	1,157
BNC Expense Reimbursement	-	-	-
Miscellaneous Revenues	10	-	10
Total Revenue	782,785	149,614	\$ 147,367
<u>EXPENDITURES</u>			
General Administrative Expenses	774,785	188,279	132,572
BNC Cash Advances	20,000	-	-
Birding Center Expenses	88,000	42,987	40,300
Total Expenditures	882,785	231,266	\$172,872
Excess (Deficiency) of Revenues Over (Under) Expenditures	(100,000)	(81,652)	\$ (25,505)
Fund balance - beginning	935,606	935,606	876,428
Fund balance - ending	\$ 835,606	\$ 853,954	\$ 850,923

PERIOD ENDING: DECEMBER 31ST, 2017

THE CITY OF SOUTH PADRE ISLAND

PAGE: 2

FUND :80 -ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 580 - EDC

NOTATION :

ACCOUNT NUMBERS	ACCOUNT DESCRIPTION	EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS	CURRENT MODIFIED BUDGET	UNENCUMBERED BALANCE	BUDGET PERCENT REMAINING
580-0534-020	BNC LANDSCAPING PROJ	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0540	ADVERTISING	0.00	0.00	1,651.50	1,651.50	3,500.00	1,848.50	52.81
580-0550	TRAVEL	0.00	0.00	1,312.02	1,312.02	6,000.00	4,687.98	78.13
580-0551	DUES & MEMBERSHIPS	0.00	0.00	0.00	0.00	1,000.00	1,000.00	100.00
580-0555	PROMOTIONS	1,260.00	0.00	2,049.00	2,049.00	3,000.00	951.00	31.70
580-0560	RENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0576	BEACH RENOURISHMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0580	INTEREST EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-0599	PROMOTIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		5,356.14	0.00	9,545.52	9,545.52	25,300.00	15,754.48	62.27

EQUIPMNT > \$5,000 OUTLAY

580-1001	BUILDINGS & STRUCTUR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1003	FURNITURE & FIXTURES	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1004	MACHINERY & EQUIPMEN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-1011	INFORMATION TECHNOLO	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00

INTERFUND TRANSFERS

580-9470	TSF TO GENERAL FUND	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9476	BEACH NOURISHMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9480	TRANSFER TO EDC DEBT	33,070.83	0.00	99,212.49	99,212.49	396,850.00	297,637.51	75.00
		33,070.83	0.00	99,212.49	99,212.49	396,850.00	297,637.51	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	61,800.00	0.00	61,800.00	61,800.00	273,957.00	212,157.00	77.44
580-9178-001	TOMPKINS CHANNEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580-9181	BNC CASH ADVANCE	0.00	0.00	0.00	0.00	20,000.00	20,000.00	100.00
		61,800.00	0.00	61,800.00	61,800.00	293,957.00	232,157.00	78.98

DEPARTMENT TOTAL		106,703.80	0.00	188,279.12	188,279.12	794,785.00	606,505.88	76.31
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PERIOD ENDING: DECEMBER 31ST, 2017

THE CITY OF SOUTH PADRE ISLAND

PAGE: 4

FUND :80 -ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 581 - BIRD CENTER

NOTATION :

		-- MONTH -- -----		YEAR TO DATE -----		CURRENT	UNENCUMBERED	BUDGET
ACCOUNT	ACCOUNT	EXPENDITURES	ENCUMBRANCES	EXPENDITURES	TOTALS	MODIFIED	BALANCE	PERCENT
NUMBERS	DESCRIPTION					BUDGET		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
		40,596.16	0.00	40,596.16	40,596.16	43,000.00	2,403.84	5.59

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		41,806.16	0.00	42,986.60	42,986.60	88,000.00	45,013.40	51.15
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11:51 AM

12/12/17

Accrual Basis

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

As of November 30, 2017

	Nov 30, 17
ASSETS	
Current Assets	
Checking/Savings	
\$BNC Operating 38458	26,500.78
Cash on Hand	
Cash Box	300.00
Kiosk Cash	1,600.00
Register Drawer	500.00
Total Cash on Hand	2,400.00
SPI BNC MMAcct 38415	24,649.06
Total Checking/Savings	53,549.84
Other Current Assets	
Inventory Asset	41,964.50
Total Other Current Assets	41,964.50
Total Current Assets	95,514.34
Fixed Assets	
Accumulated Depreciation	-27,003.00
Boardwalk	40,750.00
Building Improvement	19,562.01
Furniture and Equipment	10,600.00
Landscape and Grounds	9,000.00
Total Fixed Assets	52,909.01
TOTAL ASSETS	148,423.35
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	10,431.43
Total Accounts Payable	10,431.43
Other Current Liabilities	
INSURANCE	
HEALTH	865.00
Total INSURANCE	865.00
Payroll Liabilities	
FIT and FICA-Medicare	4,551.68
Total Payroll Liabilities	4,551.68
Sales Tax Payable	1,153.64
Total Other Current Liabilities	6,570.32
Total Current Liabilities	17,001.75
Long Term Liabilities	
EDC Loan 270101	43,653.49
Entrance Gate Loan	-11,500.00
Total Long Term Liabilities	32,153.49
Total Liabilities	49,155.24
Equity	
Fund Balances	
Board Designated	8,000.00
Total Fund Balances	8,000.00

11:51 AM

12/12/17

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Balance Sheet

As of November 30, 2017

	Nov 30, 17
Unrestricted	85,275.08
Net Income	5,993.03
Total Equity	99,268.11
TOTAL LIABILITIES & EQUITY	<u>148,423.35</u>

11:54 AM

12/12/17

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October through November 2017

	Oct - Nov...	Budget	\$ Over Bu...	% of Bud...
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	250.00	1,000.00	-750.00	25.0%
EXTENDED PASS ADMISSIONS	1,458.00	10,000.00	-8,542.00	14.6%
GENERAL ADMISSIONS	30,674.75	198,900.00	-168,225.25	15.4%
GROUP ADMISSIONS	546.00	6,500.00	-5,954.00	8.4%
Total ADMISSIONS INCOME	32,928.75	216,400.00	-183,471.25	15.2%
BUILDING RENTAL INCOME	3,050.00	8,000.00	-4,950.00	38.1%
CONTRIBUTIONS				
DONATIONS				
ANNUAL MEMBERSHIP GIVING				
FOUNDATION	5,000.00			
ANNUAL MEMBERSHIP GIVING - Other	0.00	25,000.00	-25,000.00	0.0%
Total ANNUAL MEMBERSHIP GIVING	5,000.00	25,000.00	-20,000.00	20.0%
HALLO WINGS	21,415.00	0.00	21,415.00	100.0%
SPECIAL EVENTS	8.00	18,500.00	-18,492.00	0.0%
SPOONBILL MINI GOLF TOURNAMENT	0.00	5,500.00	-5,500.00	0.0%
SUMMER CAMP	0.00	1,000.00	-1,000.00	0.0%
W O W E	400.00	12,300.00	-11,900.00	3.3%
WEBSITE	558.45			
DONATIONS - Other	2,012.00			
Total DONATIONS	29,393.45	62,300.00	-32,906.55	47.2%
EVENT PARKING	0.00	25,000.00	-25,000.00	0.0%
PARKING GATE	0.00	15,000.00	-15,000.00	0.0%
Total CONTRIBUTIONS	29,393.45	102,300.00	-72,906.55	28.7%
GIFT SHOP INCOME				
CONSIGNMENT SALES	543.85	5,000.00	-4,456.15	10.9%
GIFT SHOP SALES	22,500.56	125,000.00	-102,499.44	18.0%
VENDING INCOME	0.00	0.00	0.00	0.0%
Total GIFT SHOP INCOME	23,044.41	130,000.00	-106,955.59	17.7%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00			
Total Gift Shop Sales	0.00			
Total Income	88,416.61	456,700.00	-368,283.39	19.4%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	364.50	3,600.00	-3,235.50	10.1%
COST OF GOODS GIFT SHOP	11,004.25	62,500.00	-51,495.75	17.6%
Total COST OF GOODS SOLD	11,368.75	66,100.00	-54,731.25	17.2%
Total COGS	11,368.75	66,100.00	-54,731.25	17.2%
Gross Profit	77,047.86	390,600.00	-313,552.14	19.7%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	250.00	650.00	-400.00	38.5%
GUIDES & DIRECTORIES	606.00	3,200.00	-2,594.00	18.9%
PHOTOGRAPHY & VIDEO	0.00	0.00	0.00	0.0%
PRINT	136.10	3,600.00	-3,463.90	3.8%
SOCIAL & INTERNET	146.56	150.00	-3.44	97.7%
Total ADVERTISING & PROMOTION	1,138.66	7,600.00	-6,461.34	15.0%
BANK SERVICE CHARGES	0.00	0.00	0.00	0.0%

11:54 AM

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

12/12/17

Accrual Basis

October through November 2017

	Oct - Nov...	Budget	\$ Over Bu...	% of Bud...
CREDIT CARD FEES	2,739.58	18,000.00	-15,260.42	15.2%
DUES & SUBSCRIPTIONS	75.00	670.00	-595.00	11.2%
FUNDRAISING & EVENTS				
DESIGNATED REIMBURSEMENTS	0.00	0.00	0.00	0.0%
GREAT TEXAS BIRDING CLASSIC	0.00	600.00	-600.00	0.0%
HALLO WINGS	9,206.16	0.00	9,206.16	100.0%
JOJO	0.00	300.00	-300.00	0.0%
LETTERS & BROCHURES	0.00	2,000.00	-2,000.00	0.0%
MONARCH CELEBRATION	0.00	300.00	-300.00	0.0%
PHOTOGRAPHY WORKSHOP	0.00	0.00	0.00	0.0%
PLAQUES & BRICKS	10.00	1,200.00	-1,190.00	0.8%
SPECIAL EVENTS	210.29	600.00	-389.71	35.0%
SPOONBILL MINI GOLF TOURNAMENT	0.00	400.00	-400.00	0.0%
SUMMER CAMP	0.00	300.00	-300.00	0.0%
W O W E	490.60	7,000.00	-6,509.40	7.0%
Total FUNDRAISING & EVENTS	9,917.05	12,700.00	-2,782.95	78.1%
GIFT SHOP SUPPLIES	0.00	1,500.00	-1,500.00	0.0%
INSURANCE				
DIRECTORS & OFFICERS	0.00	650.00	-650.00	0.0%
HEALTH	374.85	5,380.00	-5,005.15	7.0%
WORKERS COMPENSATION	-96.00	3,040.00	-3,136.00	-3.2%
INSURANCE - Other	0.00	0.00	0.00	0.0%
Total INSURANCE	278.85	9,070.00	-8,791.15	3.1%
LEGAL & PROFESSIONAL	1,673.75	9,100.00	-7,426.25	18.4%
LOAN EXPENSE	305.25	2,810.00	-2,504.75	10.9%
LOCAL MEETINGS				
MEALS & SNACKS	43.94	400.00	-356.06	11.0%
VOLUNTEER APPRECIATION	0.00	600.00	-600.00	0.0%
Total LOCAL MEETINGS	43.94	1,000.00	-956.06	4.4%
MAINTENANCE & REPAIRS				
BUILDING	2,741.38	10,000.00	-7,258.62	27.4%
GROUNDS	1,205.39	7,000.00	-5,794.61	17.2%
HABITAT	408.89	3,000.00	-2,591.11	13.6%
Total MAINTENANCE & REPAIRS	4,355.66	20,000.00	-15,644.34	21.8%
OFFICE & PRINTING	271.88	1,200.00	-928.12	22.7%
PAYROLL SERVICE	117.26	710.00	-592.74	16.5%
POSTAGE & FREIGHT	78.75	500.00	-421.25	15.8%
SOFTWARE	278.21	1,400.00	-1,121.79	19.9%
SUPPLIES	989.54	4,000.00	-3,010.46	24.7%
TRAINING				
ANCA	130.00	1,500.00	-1,370.00	8.7%
OTHER	0.00	300.00	-300.00	0.0%
TRAINING - Other	0.00	0.00	0.00	0.0%
Total TRAINING	130.00	1,800.00	-1,670.00	7.2%
TRAVEL	850.50	4,000.00	-3,149.50	21.3%
Total OPERATIONS EXPENSES	23,243.88	96,060.00	-72,816.12	24.2%
POS Inventory Adjustments	0.00			
SALARIES AND TAXES				
GIFT SHOP ATTENDANTS	4,759.91	33,000.00	-28,240.09	14.4%
JANITOR	3,035.30	19,500.00	-16,464.70	15.6%
MAINTENANCE	4,057.69	26,000.00	-21,942.31	15.6%
MANAGER	7,385.22	48,000.00	-40,614.78	15.4%
NATURALIST	5,230.76	34,000.00	-28,769.24	15.4%
PAYROLL TAXES	1,845.39	12,500.00	-10,654.61	14.8%
Total SALARIES AND TAXES	26,314.27	173,000.00	-146,685.73	15.2%

11:54 AM

12/12/17

Accrual Basis

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

October through November 2017

	Oct - Nov...	Budget	\$ Over Bu...	% of Bud...
SERVICE CONTRACTS				
AIR CONDITIONING	620.00	3,800.00	-3,180.00	16.3%
BACKGROUND CHECKS	0.00	110.00	-110.00	0.0%
CLEANING SUPPLIES	252.50	2,800.00	-2,547.50	9.0%
DRINKING WATER	101.42	600.00	-498.58	16.9%
EBIRD TRAIL TRACKER	0.00	650.00	-650.00	0.0%
ELEVATOR	0.00	0.00	0.00	0.0%
INFORMATION TECHNOLOGY				
COMPUTER COPIER	3,159.51	19,500.00	-16,340.49	16.2%
KIOSK	590.62	3,600.00	-3,009.38	16.4%
Total INFORMATION TECHNOLOGY	3,750.13	23,100.00	-19,349.87	16.2%
KIOSK LEASE PURCHASE	1,729.60	3,500.00	-1,770.40	49.4%
LAWN & GROUNDS	0.00	0.00	0.00	0.0%
LINENS MOPS MATS	0.00	0.00	0.00	0.0%
PARKING GATE	0.00	8,000.00	-8,000.00	0.0%
PEST CONTROL	78.00	940.00	-862.00	8.3%
SECURITY	1,060.81	2,470.00	-1,409.19	42.9%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	251.01	2,690.00	-2,438.99	9.3%
ATT INTERNET	1,962.14	16,800.00	-14,837.86	11.7%
ATT VOICE	738.20	4,480.00	-3,741.80	16.5%
Total TELEPHONE & INTERNET	2,951.35	23,970.00	-21,018.65	12.3%
WEBSITE & CLOUD	21.30	1,000.00	-978.70	2.1%
Total SERVICE CONTRACTS	10,565.11	70,940.00	-60,374.89	14.9%
UTILITIES				
ELECTRICITY	6,639.24	26,400.00	-19,760.76	25.1%
TRASH	99.19	1,400.00	-1,300.81	7.1%
WATER / SEWER	4,199.28	22,800.00	-18,600.72	18.4%
Total UTILITIES	10,937.71	50,600.00	-39,662.29	21.6%
Total Expense	71,060.97	390,600.00	-319,539.03	18.2%
Net Ordinary Income	5,986.89	0.00	5,986.89	100.0%
Other Income/Expense				
Other Income				
INTEREST INCOME	6.14			
Total Other Income	6.14			
Net Other Income	6.14			
Net Income	5,993.03	0.00	5,993.03	100.0%

11:48 AM

12/12/17

Accrual Basis

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

	Oct - Nov 17	Oct - Nov 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	250.00	6.00	244.00	4,066.7%
EXTENDED PASS ADMISSIONS	1,458.00	1,812.50	-354.50	-19.6%
GENERAL ADMISSIONS	30,674.75	25,796.10	4,878.65	18.9%
GROUP ADMISSIONS	546.00	93.00	453.00	487.1%
Total ADMISSIONS INCOME	32,928.75	27,707.60	5,221.15	18.8%
BUILDING RENTAL INCOME	3,050.00	200.00	2,850.00	1,425.0%
CONTRIBUTIONS				
DESIGNATED				
JOJO	0.00	175.33	-175.33	-100.0%
Total DESIGNATED	0.00	175.33	-175.33	-100.0%
DONATIONS				
ANNUAL MEMBERSHIP GIVING				
FOUNDATION	5,000.00	0.00	5,000.00	100.0%
Total ANNUAL MEMBERSHIP GIVING	5,000.00	0.00	5,000.00	100.0%
HALLO WINGS	21,415.00	0.00	21,415.00	100.0%
SPECIAL EVENTS	8.00	0.00	8.00	100.0%
W O W E	400.00	1,500.00	-1,100.00	-73.3%
WEBSITE	558.45	0.00	558.45	100.0%
DONATIONS - Other	2,012.00	3,710.00	-1,698.00	-45.8%
Total DONATIONS	29,393.45	5,210.00	24,183.45	464.2%
Total CONTRIBUTIONS	29,393.45	5,385.33	24,008.12	445.8%
GIFT SHOP INCOME				
CONSIGNMENT SALES	543.85	536.20	7.65	1.4%
GIFT SHOP SALES	22,500.56	17,937.60	4,562.96	25.4%
VENDING INCOME	0.00	23.64	-23.64	-100.0%
Total GIFT SHOP INCOME	23,044.41	18,497.44	4,546.97	24.6%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00	0.00	0.00	0.0%
Total Gift Shop Sales	0.00	0.00	0.00	0.0%
Total Income	88,416.61	51,790.37	36,626.24	70.7%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	364.50	442.40	-77.90	-17.6%
COST OF GOODS GIFT SHOP	11,004.25	10,154.29	849.96	8.4%
Total COST OF GOODS SOLD	11,368.75	10,596.69	772.06	7.3%
Total COGS	11,368.75	10,596.69	772.06	7.3%
Gross Profit	77,047.86	41,193.68	35,854.18	87.0%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	250.00	0.00	250.00	100.0%
GUIDES & DIRECTORIES	606.00	1,704.00	-1,098.00	-64.4%
PRINT	136.10	335.00	-198.90	-59.4%
SOCIAL & INTERNET	146.56	4.22	142.34	3,373.0%
Total ADVERTISING & PROMOTION	1,138.66	2,043.22	-904.56	-44.3%
BANK SERVICE CHARGES	0.00	0.00	0.00	0.0%
CREDIT CARD FEES	2,739.58	2,312.86	426.72	18.5%
DUES & SUBSCRIPTIONS	75.00	80.00	-5.00	-6.3%

11:48 AM

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

12/12/17

Accrual Basis

October through November 2017

	Oct - Nov 17	Oct - Nov 16	\$ Change	% Change
FUNDRAISING & EVENTS				
HALLO WINGS	9,206.16	0.00	9,206.16	100.0%
JOJO	0.00	578.88	-578.88	-100.0%
LETTERS & BROCHURES	0.00	51.94	-51.94	-100.0%
PLAQUES & BRICKS	10.00	183.50	-173.50	-94.6%
SPECIAL EVENTS	210.29	96.64	113.65	117.6%
W O W E	490.60	195.00	295.60	151.6%
Total FUNDRAISING & EVENTS	9,917.05	1,105.96	8,811.09	796.7%
GIFT SHOP SUPPLIES	0.00	75.01	-75.01	-100.0%
INSURANCE				
DIRECTORS & OFFICERS	0.00	633.00	-633.00	-100.0%
HEALTH	374.85	0.00	374.85	100.0%
WORKERS COMPENSATION	-96.00	0.00	-96.00	-100.0%
Total INSURANCE	278.85	633.00	-354.15	-56.0%
LEGAL & PROFESSIONAL	1,673.75	662.50	1,011.25	152.6%
LOAN EXPENSE	305.25	370.81	-65.56	-17.7%
LOCAL MEETINGS				
MEALS & SNACKS	43.94	75.95	-32.01	-42.2%
Total LOCAL MEETINGS	43.94	75.95	-32.01	-42.2%
MAINTENANCE & REPAIRS				
BUILDING	2,741.38	395.95	2,345.43	592.4%
GROUND	1,205.39	1,084.00	121.39	11.2%
HABITAT	408.89	0.00	408.89	100.0%
Total MAINTENANCE & REPAIRS	4,355.66	1,479.95	2,875.71	194.3%
OFFICE & PRINTING	271.88	72.04	199.84	277.4%
PAYROLL SERVICE	117.26	117.26	0.00	0.0%
POSTAGE & FREIGHT	78.75	196.62	-117.87	-60.0%
SOFTWARE	278.21	278.21	0.00	0.0%
SUPPLIES	989.54	477.81	511.73	107.1%
TRAINING				
ANCA	130.00	0.00	130.00	100.0%
Total TRAINING	130.00	0.00	130.00	100.0%
TRAVEL	850.50	693.90	156.60	22.6%
Total OPERATIONS EXPENSES	23,243.88	10,675.10	12,568.78	117.7%
POS Inventory Adjustments	0.00	0.00	0.00	0.0%
RENT	0.00	10.00	-10.00	-100.0%
SALARIES AND TAXES				
GIFT SHOP ATTENDANTS	4,759.91	4,091.46	668.45	16.3%
JANITOR	3,035.30	2,176.00	859.30	39.5%
MAINTENANCE	4,057.69	4,000.00	57.69	1.4%
MANAGER	7,385.22	6,938.91	446.31	6.4%
NATURALIST	5,230.76	4,923.08	307.68	6.3%
PAYROLL TAXES	1,845.39	1,692.91	152.48	9.0%
Total SALARIES AND TAXES	26,314.27	23,822.36	2,491.91	10.5%
SERVICE CONTRACTS				
AIR CONDITIONING	620.00	930.00	-310.00	-33.3%
BACKGROUND CHECKS	0.00	20.00	-20.00	-100.0%
CLEANING SUPPLIES	252.50	299.33	-46.83	-15.6%
DRINKING WATER	101.42	113.92	-12.50	-11.0%
INFORMATION TECHNOLOGY				
COMPUTER COPIER	3,159.51	3,334.46	-174.95	-5.3%
KIOSK	590.62	0.00	590.62	100.0%
Total INFORMATION TECHNOLOGY	3,750.13	3,334.46	415.67	12.5%
KIOSK LEASE PURCHASE	1,729.60	1,729.60	0.00	0.0%

11:48 AM

12/12/17

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October through November 2017

	Oct - Nov 17	Oct - Nov 16	\$ Change	% Change
PEST CONTROL	78.00	156.00	-78.00	-50.0%
SECURITY	1,060.81	532.81	528.00	99.1%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	251.01	466.62	-215.61	-46.2%
ATT INTERNET	1,962.14	1,757.04	205.10	11.7%
ATT VOICE	738.20	746.42	-8.22	-1.1%
Total TELEPHONE & INTERNET	2,951.35	2,970.08	-18.73	-0.6%
WEBSITE & CLOUD	21.30	0.00	21.30	100.0%
Total SERVICE CONTRACTS	10,565.11	10,086.20	478.91	4.8%
UTILITIES				
ELECTRICITY	6,639.24	4,363.36	2,275.88	52.2%
TRASH	99.19	189.84	-90.65	-47.8%
WATER / SEWER	4,199.28	3,214.14	985.14	30.7%
Total UTILITIES	10,937.71	7,767.34	3,170.37	40.8%
Total Expense	71,060.97	52,361.00	18,699.97	35.7%
Net Ordinary Income	5,986.89	-11,167.32	17,154.21	153.6%
Other Income/Expense				
Other Income				
INTEREST INCOME	6.14	1.11	5.03	453.2%
Total Other Income	6.14	1.11	5.03	453.2%
Other Expense				
Balancing Adjustments	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	6.14	1.11	5.03	453.2%
Net Income	5,993.03	-11,166.21	17,159.24	153.7%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

01/08/18

Balance Sheet

Accrual Basis

As of December 31, 2017

	Dec 31, 17
ASSETS	
Current Assets	
Checking/Savings	
\$\$BNC Operating 38458	15,987.90
Cash on Hand	
Cash Box	300.00
Kiosk Cash	1,600.00
Register Drawer	500.00
Total Cash on Hand	2,400.00
SPI BNC MMAcct 38415	24,652.20
Total Checking/Savings	43,040.10
Other Current Assets	
Inventory Asset	33,082.86
Total Other Current Assets	33,082.86
Total Current Assets	76,122.96
Fixed Assets	
Accumulated Depreciation	-32,593.00
Boardwalk	40,750.00
Building Improvement	19,562.01
Furniture and Equipment	10,600.00
Landscape and Grounds	9,000.00
Total Fixed Assets	47,319.01
TOTAL ASSETS	123,441.97
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	9,963.83
Total Accounts Payable	9,963.83
Other Current Liabilities	
INSURANCE	
HEALTH	1,038.00
Total INSURANCE	1,038.00
Payroll Liabilities	
FIT and FICA-Medicare	4,402.66
Total Payroll Liabilities	4,402.66
Sales Tax Payable	860.80
Total Other Current Liabilities	6,301.46
Total Current Liabilities	16,265.29
Long Term Liabilities	
EDC Loan 270101	41,817.38
Entrance Gate Loan	-11,500.00
Total Long Term Liabilities	30,317.38
Total Liabilities	46,582.67
Equity	
Fund Balances	
Board Designated	8,000.00
Total Fund Balances	8,000.00

3:03 PM

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

01/08/18

Balance Sheet

Accrual Basis

As of December 31, 2017

	Dec 31, 17
Unrestricted	73,494.38
Net Income	-4,635.08
Total Equity	76,859.30
TOTAL LIABILITIES & EQUITY	123,441.97

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October through December 2017

	Oct - Dec...	Budget	\$ Over Bu...	% of Bu...
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	250.00	1,000.00	-750.00	25.0%
EXTENDED PASS ADMISSIONS	2,624.50	10,000.00	-7,375.50	26.2%
GENERAL ADMISSIONS	39,962.75	198,900.00	-158,937.25	20.1%
GROUP ADMISSIONS	681.00	6,500.00	-5,819.00	10.5%
Total ADMISSIONS INCOME	43,518.25	216,400.00	-172,881.75	20.1%
BUILDING RENTAL INCOME	3,350.00	8,000.00	-4,650.00	41.9%
CONTRIBUTIONS				
DONATIONS				
ANNUAL MEMBERSHIP GIVING				
FOUNDATION	5,000.00			
ANNUAL MEMBERSHIP GIVING - Other	0.00	25,000.00	-25,000.00	0.0%
Total ANNUAL MEMBERSHIP GIVING	5,000.00	25,000.00	-20,000.00	20.0%
HALLO WINGS	21,415.00	0.00	21,415.00	100.0%
SPECIAL EVENTS	8.00	18,500.00	-18,492.00	0.0%
SPOONBILL MINI GOLF TOURNAMENT	0.00	5,500.00	-5,500.00	0.0%
SUMMER CAMP	0.00	1,000.00	-1,000.00	0.0%
W O W E	650.00	12,300.00	-11,650.00	5.3%
WEBSITE	558.45			
DONATIONS - Other	4,366.00			
Total DONATIONS	31,997.45	62,300.00	-30,302.55	51.4%
EVENT PARKING	0.00	25,000.00	-25,000.00	0.0%
PARKING GATE	0.00	15,000.00	-15,000.00	0.0%
Total CONTRIBUTIONS	31,997.45	102,300.00	-70,302.55	31.3%
GIFT SHOP INCOME				
CONSIGNMENT SALES	743.85	5,000.00	-4,256.15	14.9%
GIFT SHOP SALES	30,899.88	125,000.00	-94,100.12	24.7%
VENDING INCOME	0.00	0.00	0.00	0.0%
Total GIFT SHOP INCOME	31,643.73	130,000.00	-98,356.27	24.3%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00			
Total Gift Shop Sales	0.00			
Total Income	110,509.43	456,700.00	-346,190.57	24.2%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	482.50	3,600.00	-3,117.50	13.4%
COST OF GOODS GIFT SHOP	14,272.24	62,500.00	-48,227.76	22.8%
Total COST OF GOODS SOLD	14,754.74	66,100.00	-51,345.26	22.3%
Total COGS	14,754.74	66,100.00	-51,345.26	22.3%
Gross Profit	95,754.69	390,600.00	-294,845.31	24.5%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	250.00	650.00	-400.00	38.5%
GUIDES & DIRECTORIES	662.00	3,200.00	-2,538.00	20.7%
PHOTOGRAPHY & VIDEO	0.00	0.00	0.00	0.0%
PRINT	136.10	3,600.00	-3,463.90	3.8%
SOCIAL & INTERNET	150.55	150.00	0.55	100.4%
Total ADVERTISING & PROMOTION	1,198.65	7,600.00	-6,401.35	15.8%
BANK SERVICE CHARGES	0.00	0.00	0.00	0.0%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October through December 2017

	Oct - Dec...	Budget	\$ Over Bu...	% of Bu...
CREDIT CARD FEES	3,805.26	18,000.00	-14,194.74	21.1%
DUES & SUBSCRIPTIONS	75.00	670.00	-595.00	11.2%
FUNDRAISING & EVENTS				
DESIGNATED REIMBURSEMENTS	0.00	0.00	0.00	0.0%
GREAT TEXAS BIRDING CLASSIC	0.00	600.00	-600.00	0.0%
HALLO WINGS	9,206.16	0.00	9,206.16	100.0%
JOJO	210.75	300.00	-89.25	70.3%
LETTERS & BROCHURES	0.00	2,000.00	-2,000.00	0.0%
MONARCH CELEBRATION	0.00	300.00	-300.00	0.0%
PHOTOGRAPHY WORKSHOP	0.00	0.00	0.00	0.0%
PLAQUES & BRICKS	10.00	1,200.00	-1,190.00	0.8%
SPECIAL EVENTS	210.29	600.00	-389.71	35.0%
SPOONBILL MINI GOLF TOURNAMENT	0.00	400.00	-400.00	0.0%
SUMMER CAMP	0.00	300.00	-300.00	0.0%
W O W E	799.36	7,000.00	-6,200.64	11.4%
Total FUNDRAISING & EVENTS	10,436.56	12,700.00	-2,263.44	82.2%
GIFT SHOP SUPPLIES	0.00	1,500.00	-1,500.00	0.0%
INSURANCE				
DIRECTORS & OFFICERS	0.00	650.00	-650.00	0.0%
HEALTH	374.85	5,380.00	-5,005.15	7.0%
WORKERS COMPENSATION	2,210.00	3,040.00	-830.00	72.7%
INSURANCE - Other	0.00	0.00	0.00	0.0%
Total INSURANCE	2,584.85	9,070.00	-6,485.15	28.5%
LEGAL & PROFESSIONAL	2,498.75	9,100.00	-6,601.25	27.5%
LOAN EXPENSE	598.32	2,810.00	-2,211.68	21.3%
LOCAL MEETINGS				
MEALS & SNACKS	388.27	400.00	-11.73	97.1%
VOLUNTEER APPRECIATION	0.00	600.00	-600.00	0.0%
Total LOCAL MEETINGS	388.27	1,000.00	-611.73	38.8%
MAINTENANCE & REPAIRS				
BUILDING	2,927.69	10,000.00	-7,072.31	29.3%
GROUNDS	1,259.27	7,000.00	-5,740.73	18.0%
HABITAT	408.89	3,000.00	-2,591.11	13.6%
Total MAINTENANCE & REPAIRS	4,595.85	20,000.00	-15,404.15	23.0%
OFFICE & PRINTING	271.88	1,200.00	-928.12	22.7%
PAYROLL SERVICE	175.89	710.00	-534.11	24.8%
POSTAGE & FREIGHT	94.87	500.00	-405.13	19.0%
SOFTWARE	363.73	1,400.00	-1,036.27	26.0%
SUPPLIES	736.05	4,000.00	-3,263.95	18.4%
TRAINING				
ANCA	130.00	1,500.00	-1,370.00	8.7%
OTHER	0.00	300.00	-300.00	0.0%
TRAINING - Other	0.00	0.00	0.00	0.0%
Total TRAINING	130.00	1,800.00	-1,670.00	7.2%
TRAVEL	872.10	4,000.00	-3,127.90	21.8%
Total OPERATIONS EXPENSES	28,826.03	96,060.00	-67,233.97	30.0%
POS Inventory Adjustments	0.00			
SALARIES AND TAXES				
GIFT SHOP ATTENDANTS	6,842.23	33,000.00	-26,157.77	20.7%
JANITOR	4,487.30	19,500.00	-15,012.70	23.0%
MAINTENANCE	6,096.15	26,000.00	-19,903.85	23.4%
MANAGER	11,077.52	48,000.00	-36,922.48	23.1%
NATURALIST	7,846.14	34,000.00	-26,153.86	23.1%
PAYROLL TAXES	2,741.01	12,500.00	-9,758.99	21.9%
Total SALARIES AND TAXES	39,090.35	173,000.00	-133,909.65	22.6%

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01/08/18

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Budget vs. Actual

October through December 2017

	Oct - Dec...	Budget	\$ Over Bu...	% of Bu...
SERVICE CONTRACTS				
AIR CONDITIONING	859.56	3,800.00	-2,940.44	22.6%
BACKGROUND CHECKS	0.00	110.00	-110.00	0.0%
CLEANING SUPPLIES	252.50	2,800.00	-2,547.50	9.0%
DRINKING WATER	130.90	600.00	-469.10	21.8%
EBIRD TRAIL TRACKER	0.00	650.00	-650.00	0.0%
ELEVATOR	0.00	0.00	0.00	0.0%
INFORMATION TECHNOLOGY				
COMPUTER COPIER	7,071.36	19,500.00	-12,428.64	36.3%
KIOSK	885.93	3,600.00	-2,714.07	24.6%
Total INFORMATION TECHNOLOGY	7,957.29	23,100.00	-15,142.71	34.4%
KIOSK LEASE PURCHASE	1,729.60	3,500.00	-1,770.40	49.4%
LAWN & GROUNDS	0.00	0.00	0.00	0.0%
LINENS MOPS MATS	0.00	0.00	0.00	0.0%
PARKING GATE	0.00	8,000.00	-8,000.00	0.0%
PEST CONTROL	78.00	940.00	-862.00	8.3%
SECURITY	1,207.48	2,470.00	-1,262.52	48.9%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	495.23	2,690.00	-2,194.77	18.4%
ATT INTERNET	3,105.35	16,800.00	-13,694.65	18.5%
ATT VOICE	1,028.62	4,480.00	-3,451.38	23.0%
Total TELEPHONE & INTERNET	4,629.20	23,970.00	-19,340.80	19.3%
WEBSITE & CLOUD	101.24	1,000.00	-898.76	10.1%
Total SERVICE CONTRACTS	16,945.77	70,940.00	-53,994.23	23.9%
UTILITIES				
ELECTRICITY	9,139.24	26,400.00	-17,260.76	34.6%
TRASH	198.38	1,400.00	-1,201.62	14.2%
WATER / SEWER	6,199.28	22,800.00	-16,600.72	27.2%
Total UTILITIES	15,536.90	50,600.00	-35,063.10	30.7%
Total Expense	100,399.05	390,600.00	-290,200.95	25.7%
Net Ordinary Income	-4,644.36	0.00	-4,644.36	100.0%
Other Income/Expense				
Other Income				
INTEREST INCOME	9.28			
Total Other Income	9.28			
Net Other Income	9.28			
Net Income	-4,635.08	0.00	-4,635.08	100.0%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

01/08/18

Profit & Loss Prev Year Comparison

Accrual Basis

October through December 2017

	Oct - Dec 17	Oct - Dec 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
ADMISSIONS INCOME				
DISCOUNT ADMISSIONS	250.00	6.00	244.00	4,066.7%
EXTENDED PASS ADMISSIONS	2,624.50	3,197.50	-573.00	-17.9%
GENERAL ADMISSIONS	39,962.75	39,099.60	863.15	2.2%
GROUP ADMISSIONS	681.00	495.00	186.00	37.6%
Total ADMISSIONS INCOME	43,518.25	42,798.10	720.15	1.7%
BUILDING RENTAL INCOME	3,350.00	1,150.00	2,200.00	191.3%
CONTRIBUTIONS				
DESIGNATED				
JOJO	0.00	175.33	-175.33	-100.0%
Total DESIGNATED	0.00	175.33	-175.33	-100.0%
DONATIONS				
ANNUAL MEMBERSHIP GIVING				
FOUNDATION	5,000.00	0.00	5,000.00	100.0%
Total ANNUAL MEMBERSHIP GIVING	5,000.00	0.00	5,000.00	100.0%
HALLO WINGS	21,415.00	0.00	21,415.00	100.0%
SPECIAL EVENTS	8.00	0.00	8.00	100.0%
W O W E	650.00	2,150.00	-1,500.00	-69.8%
WEBSITE	558.45	0.00	558.45	100.0%
DONATIONS - Other	4,366.00	8,009.00	-3,643.00	-45.5%
Total DONATIONS	31,997.45	10,159.00	21,838.45	215.0%
EVENT PARKING	0.00	570.00	-570.00	-100.0%
Total CONTRIBUTIONS	31,997.45	10,904.33	21,093.12	193.4%
GIFT SHOP INCOME				
CONSIGNMENT SALES	743.85	749.60	-5.75	-0.8%
GIFT SHOP SALES	30,899.88	24,427.26	6,472.62	26.5%
VENDING INCOME	0.00	23.64	-23.64	-100.0%
Total GIFT SHOP INCOME	31,643.73	25,200.50	6,443.23	25.6%
Gift Shop Sales				
40201 - Gift Shop Sales	0.00	0.00	0.00	0.0%
Total Gift Shop Sales	0.00	0.00	0.00	0.0%
Total Income	110,509.43	80,052.93	30,456.50	38.1%
Cost of Goods Sold				
COST OF GOODS SOLD				
COST OF GOODS CONSIGNMENT	482.50	505.60	-23.10	-4.6%
COST OF GOODS GIFT SHOP	14,272.24	14,995.29	-723.05	-4.8%
Total COST OF GOODS SOLD	14,754.74	15,500.89	-746.15	-4.8%
Total COGS	14,754.74	15,500.89	-746.15	-4.8%
Gross Profit	95,754.69	64,552.04	31,202.65	48.3%
Expense				
OPERATIONS EXPENSES				
ADVERTISING & PROMOTION				
BOOTH RENT	250.00	0.00	250.00	100.0%
GUIDES & DIRECTORIES	662.00	1,704.00	-1,042.00	-61.2%
PRINT	136.10	477.80	-341.70	-71.5%
SOCIAL & INTERNET	150.55	10.32	140.23	1,358.8%
Total ADVERTISING & PROMOTION	1,198.65	2,192.12	-993.47	-45.3%
BANK SERVICE CHARGES	0.00	0.00	0.00	0.0%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

01/08/18

Accrual Basis

October through December 2017

	Oct - Dec 17	Oct - Dec 16	\$ Change	% Change
CREDIT CARD FEES	3,805.26	3,491.40	313.86	9.0%
DUES & SUBSCRIPTIONS	75.00	120.00	-45.00	-37.5%
FUNDRAISING & EVENTS				
HALLO WINGS	9,206.16	0.00	9,206.16	100.0%
JOJO	210.75	578.88	-368.13	-63.6%
LETTERS & BROCHURES	0.00	73.26	-73.26	-100.0%
PLAQUES & BRICKS	10.00	183.50	-173.50	-94.6%
SPECIAL EVENTS	210.29	96.64	113.65	117.6%
W O W E	799.36	989.91	-190.55	-19.3%
Total FUNDRAISING & EVENTS	10,436.56	1,922.19	8,514.37	443.0%
GIFT SHOP SUPPLIES	0.00	113.80	-113.80	-100.0%
INSURANCE				
DIRECTORS & OFFICERS	0.00	633.00	-633.00	-100.0%
HEALTH	374.85	0.00	374.85	100.0%
WORKERS COMPENSATION	2,210.00	291.00	1,919.00	659.5%
Total INSURANCE	2,584.85	924.00	1,660.85	179.8%
LEGAL & PROFESSIONAL	2,498.75	1,287.50	1,211.25	94.1%
LOAN EXPENSE	598.32	551.81	46.51	8.4%
LOCAL MEETINGS				
MEALS & SNACKS	388.27	75.95	312.32	411.2%
Total LOCAL MEETINGS	388.27	75.95	312.32	411.2%
MAINTENANCE & REPAIRS				
BUILDING	2,927.69	842.69	2,085.00	247.4%
GROUNDS	1,259.27	1,363.46	-104.19	-7.6%
HABITAT	408.89	0.00	408.89	100.0%
Total MAINTENANCE & REPAIRS	4,595.85	2,206.15	2,389.70	108.3%
OFFICE & PRINTING	271.88	372.14	-100.26	-26.9%
PAYROLL SERVICE	175.89	175.89	0.00	0.0%
POSTAGE & FREIGHT	94.87	196.62	-101.75	-51.8%
SOFTWARE	363.73	363.73	0.00	0.0%
SUPPLIES	736.05	1,075.09	-339.04	-31.5%
TRAINING				
ANCA	130.00	0.00	130.00	100.0%
Total TRAINING	130.00	0.00	130.00	100.0%
TRAVEL	872.10	1,007.64	-135.54	-13.5%
Total OPERATIONS EXPENSES	28,826.03	16,076.03	12,750.00	79.3%
POS Inventory Adjustments	0.00	0.00	0.00	0.0%
RENT	0.00	10.00	-10.00	-100.0%
SALARIES AND TAXES				
GIFT SHOP ATTENDANTS	6,842.23	6,119.56	722.67	11.8%
JANITOR	4,487.30	3,168.00	1,319.30	41.6%
MAINTENANCE	6,096.15	6,000.00	96.15	1.6%
MANAGER	11,077.52	10,400.45	677.07	6.5%
NATURALIST	7,846.14	7,384.62	461.52	6.3%
PAYROLL TAXES	2,741.01	2,530.06	210.95	8.3%
Total SALARIES AND TAXES	39,090.35	35,602.69	3,487.66	9.8%
SERVICE CONTRACTS				
AIR CONDITIONING	859.56	930.00	-70.44	-7.6%
BACKGROUND CHECKS	0.00	20.00	-20.00	-100.0%
CLEANING SUPPLIES	252.50	808.50	-556.00	-68.8%
DRINKING WATER	130.90	160.38	-29.48	-18.4%
INFORMATION TECHNOLOGY				
COMPUTER COPIER	7,071.36	2,165.18	4,906.18	226.6%
KIOSK	885.93	0.00	885.93	100.0%

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October through December 2017

	Oct - Dec 17	Oct - Dec 16	\$ Change	% Change
Total INFORMATION TECHNOLOGY	7,957.29	2,165.18	5,792.11	267.5%
KIOSK LEASE PURCHASE	1,729.60	1,729.60	0.00	0.0%
PEST CONTROL	78.00	234.00	-156.00	-66.7%
SECURITY	1,207.48	679.48	528.00	77.7%
TELEPHONE & INTERNET				
ATT EMERGENCY LINES	495.23	699.89	-204.66	-29.2%
ATT INTERNET	3,105.35	2,581.78	523.57	20.3%
ATT VOICE	1,028.62	1,117.86	-89.24	-8.0%
Total TELEPHONE & INTERNET	4,629.20	4,399.53	229.67	5.2%
WEBSITE & CLOUD	101.24	0.00	101.24	100.0%
Total SERVICE CONTRACTS	16,945.77	11,126.67	5,819.10	52.3%
UTILITIES				
ELECTRICITY	9,139.24	6,428.45	2,710.79	42.2%
TRASH	198.38	189.84	8.54	4.5%
WATER / SEWER	6,199.28	4,044.27	2,155.01	53.3%
Total UTILITIES	15,536.90	10,662.56	4,874.34	45.7%
Total Expense	100,399.05	73,477.95	26,921.10	36.6%
Net Ordinary Income	-4,644.36	-8,925.91	4,281.55	48.0%
Other Income/Expense				
Other Income				
INTEREST INCOME	9.28	1.67	7.61	455.7%
Total Other Income	9.28	1.67	7.61	455.7%
Other Expense				
Balancing Adjustments	0.00	0.00	0.00	0.0%
DEPRECIATION	0.00	5,590.00	-5,590.00	-100.0%
Total Other Expense	0.00	5,590.00	-5,590.00	-100.0%
Net Other Income	9.28	-5,588.33	5,597.61	100.2%
Net Income	-4,635.08	-14,514.24	9,879.16	68.1%

**South Padre Island Birding and Nature Center
Monthly Directors Report
November 9 – December 9, 2017**

Visitors:

<u>Paid entrances (kiosk): 3,475</u>	<u>Revenue generated: \$15,113.00</u>
<u>Paid entrances (Gift Shop): 583</u>	<u>Revenue generated: \$3,130.00</u>
Annual Pass Holder Admissions: 67	
Annual Passes sold: 11	Complimentary Day: 6
<i>Ramada: 4</i>	<i>Hilton Garden Inn: 0</i>
<i>The Inn at South Padre: 0</i>	<i>Super 8: 0</i>

Gift shop Sales : \$5,307.47

Volunteers:

Number of active volunteers: 30
New Volunteers needed: Habitat Maintenance, Info desk
Total volunteer hours: 224 at the information desk.
Interns –
Guides: 18
Phillip: 60

Maintenance:

Expense over monthly budget: *No Monthly Budget, Yearly Budget is \$8,000.00*
Notes: \$938.63 Toilet Repair Part, Fence for Gator, Storage Racks
TV for conference room \$989.00 includes 5 yr. Warrenty

Gift Shop:

Total revenue for month: 5,307.47
Inventory assessment: \$36,000

Projected inventory needed: *Notecards from Daniel Adams, books, few misc items*

Rental/Event Booking

US Fish & Wildlife Meeting 3 days in November
Wedding November 4, 5:01 Club, Jim Foster Workshop
December 11 VA Office Harlingen Quarterly meeting

Upcoming Events:

WOWE January 23 -27 This year Ridley Boat Trip bookings for Saturday, 27th
February 10 Pancake Breakfast for Winter Visitors

Notes:

Programming: Habitat Friday Volunteer working days – See Javier's report

Current Programs:

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

Marketing/Advertising:

Facebook, Instagram, Twitter. Listing of birds walks in the Parade, Welcome home
RGV listing

Ads: Will be posting ads for WOWE

Texas Parks and Wildlife December issue

Outreach/Contacts: Sponsor Letter to raise money for WOWE

Meetings Attended: None

Grants: None

Other:

Wedding emails 17

Donations received from:

Charles Schmidt's family \$100.00 (volunteer on back up list)

Cathy & Jay Willimann \$50.00

(Christmas thank you card for a wonderful job we are doing here).

November 2016 Grand Totals

<i>Number of Visitors</i>	<i>2,809</i>
Admissions	\$15,596
Donations	\$2,900.00
Letter Donations	\$750.00
Donation Jar	\$467.00
Outside Donation Box	\$68.00
Facility Rental	\$0
Parking	\$0
Gift Shop	\$5,379.04
Special Events	\$156.00
Binocular Rental	\$33.00
<i>Total Sales</i>	<i>\$25,349.04</i>

November 2017 Grand Totals

<i>Number of Visitors</i>	<i>3,643</i>
Admissions	\$18,243.75
Donations	\$250.00
Donations (Habitat)	\$110.00
Wish Fish List	\$0
Donation Jar	\$602.70
Outside Donation Box	\$30.00
Facility Rental	\$300.00
Parking	\$0
Gift Shop	\$5,307.47
Special Events	\$520.00
Binocular Rental	\$317.25
<i>Total Sales</i>	<i>\$25,681.17</i>

South Padre Island Birding and Nature Center
Monthly Directors Report
December 10 -January 8, 2017/2018

Visitors: For Month of December

<u>Paid entrances (kiosk):2,775</u>	<u>Revenue generated: \$14,402.00</u>
<u>Paid entrances (Gift Shop):481</u>	<u>Revenue generated: \$3,373.00</u>
Annual Pass Holder Admissions: 83	
Annual Passes sold:24	Complimentary Day:4
<i>Ramada:11</i>	<i>Hilton Garden Inn:0</i>
<i>The Inn at South Padre: 0</i>	<i>Super 8: 0</i>

Total annual and 3 month passes in system:

Maintenance:

Expense : \$317.12

Notes: Misc. Supplies, hardware, oil for teak tables, light bulbs

Gift Shop:

Total revenue for month: \$3,286.03

Inventory assessment: \$32,800.00

Projected inventory needed: \$3,000.00

Rental/Event Booking:

May 5th Wedding for 100ppl

Upcoming Events:

WOWE January 23 -27 This year Ridley Boat Trip bookings for Saturday, 27th

February 10 Pancake Breakfast for Winter Visitors

Programming: Habitat Friday Volunteer working days – See Javier's report

Current Programs:

Bird walks every day.

Marketing/Advertising:

Facebook, Instagram, Twitter. Listing of birds walks in the Parade, Welcome home RGV listing

Ads: WOWE ads for the Port Isabel Press, Parade, Coastal Current, Brownsville Herald, Valley Morning Star and McAllen Monitor.

Posters for Wowe in Chamber eblast and posters in hotels this week.

Outreach/Contacts: Sent out 17 Sponsor Letter to raise money for WOWE. Need \$3,000.00 to pay for Jonathon Wood. Donations over \$3,000.00 will help with advertising costs.

January 11 PIHS Community Challenge. BNC will have booth promoting center, walks and wowe.

Meetings Attended: WOWE Committee Meetings

Grants: None

Other:

Wedding emails : 16

Donations received from:

Sharon Meurer \$1,000.00 from Paypal

Helen & Curtis Pinnell Foundation \$2,000.00

Denetta Moore \$200.00

December 2016 Grand Totals

<i>Number of Visitors</i>	<i>3,630</i>
Admissions	\$19,055.00
Donations	\$2,099.00
Letter Donations	\$2,700.00
Donation Jar	\$488.50
Outside Donation Box	\$98.00
Facility Rental	\$950.00
Parking	\$0
Gift Shop	\$5,090.28
Special Events	\$922.00
Binocular Rental	\$45.00
<i>Total Sales</i>	<i>\$31,447.78</i>

December 2017 Grand Totals

<i>Number of Visitors</i>	<i>3,153</i>
Admissions	\$16,759.50
Donations	\$2,354.00
Donations (Habitat)	\$932.00
Wish Fish List	\$0
Donation Jar	\$518.00
Outside Donation Box	\$15.00
Facility Rental	\$300.00
Parking	\$0
Gift Shop	\$3,286.03
Special Events	\$490.00
Binocular Rental	\$354.00
<i>Total Sales</i>	<i>\$25,008.53</i>

6.



SPI EDC <southpadreislandcdc@gmail.com>

Fwd: Here's the replay of this weeks STARS webinar...

2 messages

Rodrigo Gimenez <rgimenez@myspi.org>

Wed, Dec 27, 2017 at 9:21 AM

To: SPI EDC <southpadreislandcdc@gmail.com>, Susan Guthrie <sguthrie@myspi.org>

Darla/Susan,

I was wondering if EDC would be interested in this sales tax analysis and reporting software. It provides a deep analysis of sales tax variances by business segments as well as rankings of top tax payers, among other interesting reports. You can start watching it around the 16 minute of the presentation to see the reports.

The relevance of this service is that they obtain the sales tax information directly from the Comptrollers Office and process thousands of records for us.

Please give a look at it at your convenience and let me know if you would like to discuss. This service could certainly benefit both EDC (sales tax represents about 98% of the EDC revenue) and the city.

Thanks,

----- Forwarded message -----

From: **MuniServices** <succeed@muniservices.com>

Date: Tue, Oct 17, 2017 at 12:08 PM

Subject: Here's the replay of this weeks STARS webinar...

To: rgimenez@myspi.org

Hi Rodrigo,

This week's webinar on [Sales Tax Analysis and Reporting \(STARS\)](#) platform for Local Governments went really well! It was a huge success as we had over 50 people register and join us for the live presentation.

I personally want to say **THANK YOU** to everyone who sent in all of the awesome feedback!

Those who joined us learned how the STARS platform provides accurate analysis of trends and remittance of Sales Tax Revenues.

We discussed the current trends that are affecting sales tax revenues and how the accurate analysis can have significant impact on maintaining stability and growth in your jurisdiction.

Join us here to watch the replay of last weeks webinar now:
No password required :)



We'd love to hear your feedback... please contact us at succeed@muniservices.com for additional questions and comments!



Brenda Anderson
Client Services Manager, MuniServices
brenda.anderson@muniservices.com



You are in charge! We would hate to see you go but you can update subscription preferences [here!](#)

Rodrigo Gimenez | Chief Financial Officer

MBA

City of South Padre Island

4601 Padre Blvd. South Padre Island, Texas 78597

Office: 956-761-8130 | Fax: 956-761-3892

E-mail: RGimenez@MySPI.org www.MySPI.org

How did I do? Please take our Customer Service Survey by [clicking here](#).



The information transmitted, including attachments, is intended only for the person(s) or entity to which it is addressed and may contain confidential and/or privileged material. Any review, retransmission, dissemination or other use of, or taking of any action in reliance upon this information by persons or entities other than the intended recipient is prohibited. If you received this in error, please contact the sender and destroy any copies of this information.

SPI EDC <southpadreislandedc@gmail.com>

Wed, Dec 27, 2017 at 12:23 PM

To: Rodrigo Gimenez <rgimenez@myspi.org>

Thank you for sharing this! I think it would be very good to have access to this info. I will review further.

[Quoted text hidden]

[Quoted text hidden]

[Quoted text hidden]

Rodrigo Gimenez | Chief Financial Officer

MBA

City of South Padre Island

4601 Padre Blvd. South Padre Island, Texas 78597

Office: 956-761-8130 | Fax: 956-761-3892

E-mail: RGimenez@MySPI.org www.MySPI.org

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MUNISERVICES, LLC
CONSULTANT SERVICES AGREEMENT

This Consultant Services Agreement (the "Agreement") is made as of the _____ day of _____, 2017 ("Effective Date") by and between MuniServices, LLC, a Delaware limited liability company ("CONSULTANT") and The City of South Padre Island, a municipal corporation of the State of Texas ("CITY"). In consideration of the mutual promises herein contained and other good and valuable consideration, the adequacy and receipt of which is hereby acknowledged, the parties agree as follows:

A. Services

1. CONSULTANT will provide CITY with the services described in EXHIBIT A which is attached hereto and incorporated by reference. CONSULTANT shall provide said services at the time, place, and in the manner specified in EXHIBIT A.
2. CONSULTANT shall furnish at its own expense all labor, materials, equipment and other items necessary to carry out the terms of this Agreement.

B. Compensation

1. Upon execution of this Agreement, CITY will pay CONSULTANT as outlined in EXHIBIT B, incorporated and included herein.

C. General Provisions

1. Term of the Agreement: The initial term of this Agreement shall be for a period of one (1) year following the date of execution, and automatically renew for two subsequent one year terms if neither party has cancelled (the "Term"). Either party shall have the right to terminate this Agreement in the event of a material breach by the other party. Any such termination may be made only by providing sixty (60) days written notice to the other party, specifically identifying the breach or breaches on which termination is based. Following receipt of such notice, the party in breach shall have thirty (30) days to cure such breach or breaches. In the event that such cure is not made, this Agreement shall terminate in accordance with the initial sixty (60) days' notice. Notwithstanding the foregoing, either party may terminate the Agreement at any time and for any reason by providing thirty-days (30) written notice to the other party; provided however, that if CONSULTANT has not breached the Agreement and has commenced services identified in EXHIBIT A prior to the date of termination, CONSULTANT shall be entitled to payment as described in EXHIBIT B.
2. Effect of Termination: Notwithstanding non-renewal or termination of this Agreement, CITY shall be obligated to pay CONSULTANT for services performed through the effective date of termination for which CONSULTANT has not been previously paid. In addition, because the services performed by CONSULTANT prior to termination or non-renewal of this Agreement may result in the CITY's receipt of revenue after termination which are subject to CONSULTANT's fee, the CITY shall remain obligated after termination or non-renewal to provide to CONSULTANT such information as is necessary for CONSULTANT to calculate compensation due as a result of the receipt of revenue by the CITY.
3. Independent Contractor: It is understood that CONSULTANT and its subcontractors, if any, in the performance of the work and services agreed to be performed, shall act as and be an independent contractor and shall not act as an agent or employee of the CITY. CITY understands that CONSULTANT may perform similar services for others during the term of this Agreement and agrees that CONSULTANT representation of other government sector

clients is not a conflict of interest. CONSULTANT shall obtain no rights to retirement benefits or other benefits which accrue to CITY's employees, and CONSULTANT hereby expressly waives any claim it may have to any such rights.

4. **Subcontractors:** CONSULTANT shall have the right to hire subcontractors to provide the services described herein. CONSULTANT, in rendering performance under this Agreement shall be deemed an independent contractor and nothing contained herein shall constitute this arrangement to be employment, a joint venture, or a partnership. CONSULTANT shall be solely responsible for and shall hold CITY harmless from any and all claims for any employee related fees and costs including without limitation employee insurance, employment taxes, workman's compensation, withholding taxes or income taxes.
5. **Notice:** Any notice required to be given under this Agreement shall be in writing and either served personally, sent prepaid first class mail, or by express mail courier (i.e. FedEx, UPS, etc.). Any such notice shall be addressed to the other party at the address set forth below. All notices, including notices of address changes, provided under this Agreement are deemed received on the third day after mailing if sent by regular mail, or the next day if sent overnight delivery.

If to CITY:

City of So. Padre Island
Attn: Eddie Salazar, Asst. Finance Director
4601 Padre Blvd.
So. Padre Island, TX 78597
Phone: 956.761.6456
Facsimile: 956.761.3888
Email: esalazar@myspi.org

If to CONSULTANT:

MuniServices, LLC
Attn: Contracts Department
7625 N. Palm Ave., Ste. 108
Fresno, CA 93711
Phone: 559.271.6852
Facsimile: 559.312.2852
Email: contracts@muniservices.com

6. **Representative or designees:** CONSULTANT Primary Representative/Project Manager shall be:

Ted Kamel, Client Services Manager
12301Kurland Drive, Suite 150, Houston, TX 77034
Phone: 903.597.3352/Email: Ted.Kamel@MuniServices.com

For the convenience of the CITY, a short list of helpful contacts is attached and incorporated herein as EXHIBIT C.

7. **Indemnity:** CONSULTANT shall indemnify, defend, and hold harmless the CITY, its officers, agents, and employees, from and against any and all claims, liabilities, and losses whatsoever (including damages to property and injuries to or death of persons, court costs, and reasonable attorneys' fees) to extent occurring or resulting from CONSULTANT's negligent or unlawful performance of its obligations under or breach of the terms of this Agreement, unless such claims, liabilities, or losses arise out of, or are caused at least in part by the sole negligence or willful misconduct of the CITY. "CONSULTANT's performance" includes CONSULTANT's action or inaction and the action or inaction of CONSULTANT's officers, employees, agents and subcontractors.
8. **Limitation of Liability:** In no event shall CONSULTANT, its employees, contractors, directors, affiliates and/or agents be liable for any special, incidental, or consequential damages, such as, but not limited to, delay, lost data, disruption, and loss of anticipated profits or revenue arising from or related to the services, whether liability is asserted in contract or tort, and whether or not CONSULTANT has been advised of the possibility of any such loss or damage. In addition, CONSULTANT's total liability hereunder, including reasonable attorneys' fees and costs, shall in no event exceed an amount equal to the fees described in EXHIBIT B. The foregoing sets forth the CITY's exclusive remedy for claims arising from or out of this Agreement. The provisions of this section allocate the risks

between CONSULTANT and the CITY and CONSULTANT's pricing reflects the allocation of risk and limitation of liability specified herein.

9. Insurance: CONSULTANT shall keep in full force and effect insurance coverage during the term of this Agreement, including without limitation statutory workers' compensation insurance; employer's liability and commercial general liability insurance; comprehensive automobile liability insurance; professional liability and fidelity insurance. The insurance certificate shall name the City, its agents, officers, servants and employees as additional insureds under the CGL and Automobile policies with respect to the operations and work performed by the named insured as required by written contract. The General Liability policy is Primary & Non-Contributory. Waiver of Subrogation applies under the General Liability and Workers' Compensation policies. The CGL insurance minimum coverage shall be at least \$1,000,000 per incident, claim or occurrence and \$2,000,000 aggregate. The Automobile Liability insurance minimum coverage shall be at least \$1,000,000 covering all owned, non-owned, and hired vehicles. The certificate shall provide that there will be no cancellation, termination, or non-renewal of the insurance coverage without a minimum 30-day written notice to the CITY, except in the case of cancellation for non-payment of premium which shall be at least 10-days written notice.
10. Equal Opportunity to Draft: The parties have participated and had an equal opportunity to participate in the drafting of this Agreement. No ambiguity shall be construed against any party upon a claim that that party drafted the ambiguous language.
11. Assignment: This Agreement shall be binding upon and inure to the benefit of the parties, their successors, representatives and assigns. CONSULTANT shall not assign this Agreement, or delegate its duties or obligations under this Agreement, without the prior written consent of CITY, which consent shall not be unreasonably withheld, delayed or conditioned. Notwithstanding the foregoing, CONSULTANT may assign this Agreement, in whole or in part, without the consent of CITY to any corporation or entity into which or with which CONSULTANT has merged or consolidated; any parent, subsidiary, successor or affiliated corporation of CONSULTANT; or any corporation or entity which acquires all or substantially all of the assets of CONSULTANT. Subject to the foregoing, this Agreement shall be binding upon and inure to the benefit of the parties and their successors or assigns.
12. Ownership of Documents: Except for CONSULTANT's preexisting proprietary information and processes, any and all documents, including draft documents where completed documents are unavailable, or materials prepared or caused to be prepared by CONSULTANT pursuant to this agreement shall be the property of the CITY at the moment of their completed preparation.
13. Intellectual Property Rights: The entire right, title and interest in and to CONSULTANT's database and all copyrights, patents, trade secrets, trademarks, trade names, and all other intellectual property rights associated with any and all ideas, concepts, techniques, inventions, processes, or works of authorship including, but not limited to, all materials in written or other tangible form developed or created in the course of this Agreement (collectively, the "Work Product") shall vest exclusively in CONSULTANT or its subcontractors. The foregoing notwithstanding, in no event shall any CITY-owned data provided to CONSULTANT be deemed included within the Work Product.
14. Public Release and Statements: Neither party or its representatives or agents shall disseminate any oral or written advertisement, endorsement or other marketing material relating to each other's activities under this Agreement without the prior written approval of the other party. Neither party shall make any public release or statement concerning the subject matter of this Agreement without the express written consent and approval of the other party. No party or its agent will use the name, mark or logo of the other party in any advertisement or printed solicitation without first having prior written approval of the other party. The parties shall take reasonable efforts to ensure that its subcontractors shall not disseminate any oral or written advertisement, endorsement or other marketing materials referencing or relating to the other party without that party's prior written approval. In

addition, the parties agree that their contracts with all subcontractors will include appropriate provisions to ensure compliance with the restrictions of this Section.

15. Force Majeure: CONSULTANT shall not be in default of its obligations hereunder to the extent that its performance is delayed or prevented by causes beyond its control, including but not limited to acts of God, government, weather, fire, power or telecommunications failures, inability to obtain supplies, breakdown of equipment or interruption in vendor services or communications.
16. Entire Agreement: This Agreement constitutes the entire agreement between the parties hereto and supersedes any prior understandings or written or oral agreements between the parties respecting the subject matter contained herein. Said Agreement shall not be amended, altered, or changed, except by a written amendment signed by both parties.
17. Counterparts: This Agreement may be signed in separate counterparts including facsimile copies. Each counterpart (including facsimile copies) is deemed an original and all counterparts are deemed on and the same instrument and legally binding on the parties.
18. Invalidity: If any one or more of the provisions contained in this Agreement shall for any reason be held to be invalid, illegal, or unenforceable in any respect, such invalidity, illegality, or unenforceability shall not affect any other provision thereof, and this Agreement shall be construed as if such invalid, illegal, or unenforceable provision had never been contained herein.
19. Implementation: Implementation should begin as soon as possible from the signing of this Agreement (the "Effective Date") for the performance of services under the terms of this Agreement.

[SIGNATURES ON FOLLOWING PAGE]

IN WITNESS HEREOF, the parties have caused this Agreement to be executed on the date first written above.

"CITY"

City of South Padre Island
a Municipal Corporation

By: _____

Name: _____

Title: _____

ATTEST:

Name: _____

Title: _____

APPROVED AS TO FORM:

Name: _____

Title: _____

"CONSULTANT"

MuniServices, LLC
a Delaware limited liability company

By: Lisa Broussard _____

Lisa Broussard, CTE, CPA

Senior Vice President Central Operations

SALES/USE TAX ANALYSIS & REPORTING SERVICE PACKAGE (STARS)

Scope of Work

1. Stars Reports. Within thirty (30) days of receipt of monthly and/or quarterly sales tax data from the applicable governmental authorities, CONSULTANT shall provide CITY with electronic access (Online Report Platform) to updated STARS Reports.

1.1 General Reporting Contents. The STARS Reports are dependent on availability of data received from applicable governmental authorities. The online STARS Reports allow CITY's staff to interact with sales tax data from the permit level to citywide level; on a cash or economic basis; by month, quarter, or year; and by classification grouping include economic category and segment. The STARS Reports provide CITY with access to sales and use tax data online and via mobile devices. In addition, reports can be exported to Microsoft Excel or Adobe PDF formats. The reports available may include:

- A monthly Cash Dashboard.
- A monthly Economic Dashboard.
- A monthly Economic Change Report.
- A monthly Cash Report
- A business look-up report.
- A Taxpayer Ranking Report.
- Geo-Areas.

1.2 Sales Tax Forecast. CONSULTANT also provides a Sales Tax Forecast that identifies historical sales tax and projected sales tax for pessimistic, most likely and optimistic scenarios.

1.3 Accuracy. The STARS Reports rely on information provided by applicable governmental authorities and third-parties. CONSULTANT has no obligation to verify, remove redundancies, or otherwise clean or standardize the information provided by state authorities or any third parties.

1.4 Timing. CONSULTANT's obligation to provide the STARS Reports is conditioned on CITY's delivery of required, signed documentation to CONSULTANT to access the proper data from the applicable governmental authorities.

CITY Assistance

1. Confidentiality. The information provided to the CITY in the STARS Reports is confidential. It is not open to public inspection. A CITY may use the information only for lawfully permitted purposes. (Tex. Tax Code §321.3022(f)). Unauthorized distribution of confidential information by an officer or employee of a government agency is punishable by 6 months in jail and a \$1,000 fine (Tex. Govt. Code § 552.352). CITY shall not use the STARS Reports for any purpose other than economic forecasting and shall not distribute the STARS Reports to any person unless that person is legally entitled to access the information in the STARS Reports, or except as may otherwise be required by law or court order.

2. Data. In order for us to provide the STARS reports the CITY will need to deliver to CONSULTANT annually the signed documents required to access the proper data from the State Comptroller.

3. Additional Terms.

a. License. CONSULTANT grants to CITY a license for each of CITY's designated users to access the New STARS reports service for so long as this Agreement is in effect. Each of CITY's designated users must be submitted in writing to CONSULTANT. CONSULTANT will provide the user with the necessary log-in information. Any passwords issued for this service may only be used by the person to whom the password is issued; sharing of passwords is STRICTLY PROHIBITED. CITY has the obligation to protect those passwords.

b. Limitations of Liability. CONSULTANT is not responsible for any breach of data resulting from CITY's failure to protect passwords or systems used to access the Service. CONSULTANT does not warrant that the service is error free. CONSULTANT disclaims all other warranties with respect to the software, either express or implied, including but not limited to implied warranties of merchantability, fitness for a particular purpose and non-infringement of third party rights. Some jurisdictions do not allow the exclusion of implied warranties or limitations of how long an implied warranty may last, or the exclusion of limitation

of incidental damages, so the above limitations or exclusions may not apply to CITY. In no event shall CONSULTANT or its licensors, suppliers, or licensees be liable to CITY for any consequential, special, incidental, or indirect damages of any kind arising out of the performance or use of the service, even if CONSULTANT has been advised of the possibility of such damages.

c. **Non-disclosure.** CITY's use of the New STARS services is conditioned on CITY's agreement not to make the service or any of output of the system available to CONSULTANT's competitors. Nothing in this provision prohibits the CITY from exporting data and formatting it for its own use or from making documents marked as 'public' known to the public.

PROPRIETARY and CONFIDENTIAL

EXHIBIT B –COMPENSATION SALES TAX COMPLIANCE REVIEW

Provided that the Effective Date is on or before December 29, 2017 in exchange for CONSULTANT performing the work indicated above, the CITY will pay CONSULTANT as follows:

The CITY shall pay CONSULTANT a 30% contingency fee. The fee applies to the sales and use tax revenue received by the CITY from correction of taxpayer reporting errors detected and documented by the Sales Tax Compliance Review. The Contingency Fee applies to both: (a) past compliance (as applicable) -- sales and use tax revenues received by the CITY from prior periods; and (b) prospective compliance (as applicable) -- incremental increase in sales and use tax revenues received for the first eight consecutive reporting quarters (24 months) following correction of the errors and confirmation of receipt of revenue by the CITY. An incremental increase is calculated as the current month's correct tax remittance less the monthly average of the prior 12 months immediately prior to the first month of correct tax remittance.

CONSULTANT will invoice CITY quarterly based on past and/or prospective compliance secured on behalf of CITY. Invoices are due and payable upon receipt.

All expenses incurred by CONSULTANT in providing the Sales Tax Compliance Review are the sole and exclusive responsibility of CONSULTANT, except those expenses that receive prior written approval by CITY.

Completion of Services

Notwithstanding anything else in this Agreement to the contrary, the CITY will pay CONSULTANT per the terms of this Agreement for services begun before termination or expiration of the Agreement even if the monies are received after termination or expiration. CONSULTANT will provide CITY with a list of accounts submitted but not yet corrected as of the expiration or termination within a reasonable time after the expiration or termination ("completion list"). CONSULTANT is allowed to continue working those accounts on the completion list for a reasonable time to obtain a correction.

Additional Consulting

CITY may request that CONSULTANT provide additional consulting services at any time during the term of this Agreement. If CONSULTANT and CITY agree on the scope of the additional consulting services requested, then CONSULTANT shall provide the additional consulting on a Time and Materials basis. Depending on the personnel assigned to perform the work, standard hourly rates range from \$75 per hour to \$200 per hour. These additional consulting services will be invoiced at least monthly based on actual time and expenses incurred.

SALES/USE TAX ANALYSIS & REPORTING SERVICE PACKAGE (STARS)

1. **Base Package Annual fee.** For the STARS Reports, CITY shall pay CONSULTANT an annual fee of \$3,000 per year ("annual fee"). CITY shall pay the annual fee in four equal quarterly payments of \$750. Included in the annual fee are the Quarterly STARS Reports, and the Monthly Cash Report.
2. CONSULTANT will invoice the CITY on a quarterly basis in sequence with the production of the Quarterly STARS Reports. Invoices are due and payable within thirty (30) days of receipt. The CITY shall pay the quarterly payment even if CONSULTANT does not provide a STARS Reports due to any failure by a state authority to provide the data necessary to generate a STARS Reports. If this Agreement is terminated for any reason, the CITY remains obligated to pay CONSULTANT the quarterly payments of the annual fee for the quarters before the effective date of termination and for one quarter after the effective date of termination.
3. **Adjustments.** CONSULTANT will adjust the Base Package Annual Fee and any of the optional fees at the beginning of each calendar year by the percentage change in the Consumer Price Index that pertains to CITY's particular geographic area as reported by the Bureau of Labor Statistics. Each Annual Fee adjustment shall not be less than two percent (2%) or greater than ten percent (10%).
4. **Additional Geo Area reports.** Upon CITY's request, CONSULTANT will provide additional Geo Area reports for a one-time set-up fee of \$1,000 per geo area and \$500 annual fee per Geo Area. At any time, the CITY may request changes in the Geo Areas for an

additional one-time fee of \$500 per Geo Area. If the addresses in the permit file have not been standardized thru CONSULTANT Sales Tax Compliance Review service, CITY shall pay an additional one-time setup fee of \$750 for address standardization. The CITY requests # _____ Geo Area reports be provided along with the quarterly STARS Reports.

5. **Additional Consulting.** CITY may request that CONSULTANT provide additional consulting services at any time during the term of this Agreement. If CONSULTANT and CITY agree on the scope of the additional consulting services requested, then CONSULTANT shall provide the additional consulting on a Time and Materials basis. Depending on the personnel assigned to perform the work, standard hourly rates range from \$75 per hour to \$200 per hour.

The following are sample hourly rates based on the job classification:

- Principal: \$200 per hour
- Client Services: \$175 per hour
- Information Technology (IT) support: \$150 per hour
- Operational Support:
 - Director or Manager: \$175 per hour
 - Senior Analyst: \$125 per hour
 - Analyst: \$100 per hour
 - Administrative: \$75 per hour

These additional consulting services will be invoiced at least monthly based on actual time and expenses incurred.

EXHIBIT C
CONSULTANT Helpful Contacts

Contact	Project Role	Phone	Email
Ted Kamel, MBA	Client Services Manager	903.952.9794	ted.kamel@muniservices.com
Lisa Broussard, CTE, CPA	SVP Central Operations	281.335.8100	lisa.broussard@muniservices.com
Chris Yeary, CPA	VP, Sales & Use Tax Audit	972.447.4953	chris.yeary@muniservices.com
Irene Reynolds	Client Relations Manager	559.271.6867	irene.reynolds@muniservices.com
Francesco Mancia, MBA	VP Government Relations	559.288.7296	fran.mancia@muniservices.com
Patricia A. Dunn, MSHR	Contracts Manager	559.271.6852	patricia.dunn@muniservices.com

7.

SPI Birding & Nature Center
South Padre Island, Texas
Current Assessment Funding Model • Owners' Summary

		<i>Report Parameters</i>	
Report Date	October 05, 2017	Inflation	2.00%
Account Number	5068	Interest Rate on Reserve Deposit	0.00%
Version	001	Tax Rate on Interest	30.00%
Budget Year Beginning	October 01, 2016	Contingency	5.00%
Budget Year Ending	September 30, 2017		
Total Units	1	2016 Beginning Balance	\$1
Phase Development	1 of 1		

TxR has used the year of 2008 for the aging of asset components unless noted otherwise.

TxR shows that the Client had \$1.00 in reserves on 10/01/2017, the start of the fiscal year. The contribution to reserves for each year will match the estimated expenditure for that year.

TxR was on site at the SPI Birding & Nature Center for inspection/inventory of asset components on 9/13-15/2017.

Current Assessment Funding Model Summary of Calculations

No Required Annual Contribution
Average Net Annual Interest Earned
Total Annual Allocation to Reserves

SPI Birding & Nature Center
Current Assessment Funding Model | Owners' Summary

Description	Replacement Year	Useful Life	Adjustment	Remaining Life	Current Cost	Assigned Reserves	Fully Funded
Concrete Driveway							
Concrete - Driveway, Repair	2019	10	2	3	2,860	0	2,145
Parking - Concrete, Stall Restriping	2018	3	0	2	<u>1,081</u>	0	<u>360</u>
Concrete Driveway - Total					\$3,942		\$2,506
Concrete Curbs & Gutters							
Concrete - Curb and Gutter, Repair	2022	15	0	6	<u>1,853</u>	0	<u>1,112</u>
Concrete Curbs & Gutters - Total					\$1,853		\$1,112
Pavers Drives/Walks							
Pavers - Driveway, Rpl	2037	30	0	21	22,500	0	6,750
Pavers - Walks, Rpl	2047	40	0	31	<u>7,740</u>	0	<u>1,741</u>
Pavers Drives/Walks - Total					\$30,240		\$8,491
Roofing							
Roofs - Metal, Standing Seam, Bird Blinds, ..	2032	25	0	16	20,240	0	7,286
Roofs - Metal, Standing Seam, Nature Center..	2042	35	0	26	<u>86,240</u>	0	<u>22,176</u>
Roofing - Total					\$106,480		\$29,462
Painting							
Paint - Exterior, Power Wash, Nature Center	2018	2	2	2	7,550	0	3,775
Paint - Exterior, Siding, Nature Center	2018	8	3	2	31,912	0	26,110
Paint - Interior, Stairwells	2026	18	1	10	6,645	0	3,148
Paint - Interior, Urathane, Stairs	2020	12	1	4	1,500	0	1,038
Paint - Interior, Walls and Ceilings	2020	12	1	4	<u>24,975</u>	0	<u>17,290</u>
Painting - Total					\$72,582		\$51,362
Lighting							
Lighting - Driveway, Rpl	2028	20	1	12	6,000	0	2,571
Lighting - Exterior, Bollard Fixtures, Alum, ..	2025	18	0	9	5,100	0	2,550
Lighting - Exterior, Sconces, Decks, Nature ..	2028	20	1	12	7,200	0	3,086
Lighting - Interior, Ceiling, Rpl, Unf		<i>Unfunded</i>					
Lighting - Interior, Security, Rpl.	2023	15	1	7	3,000	0	1,687
Lighting - Monument Entry, Accent Fixtures,..	2020	5	1	4	<u>4,800</u>	0	<u>1,600</u>
Lighting - Total					\$26,100		\$11,495
Fencing							
Fencing - Perimeter, 'TREX', White, Rpl	2036	25	0	20	<u>18,315</u>	0	<u>3,663</u>
Fencing - Total					\$18,315		\$3,663
Railings							
Railing - Interior, Stair, Pipe, Stairwells, Rpl,..	2057	50	0	41	0	0	0

SPI Birding & Nature Center
Current Assessment Funding Model | Owners' Summary

Description	Replacement Year	Useful Life	Adjustment	Remaining Life	Current Cost	Assigned Reserves	Fully Funded
HVAC							
HVAC - Exterior Fans, FCU-1, 1/2 HP, Unf					Unfunded		
HVAC - Exterior Fans, FCU-2, 1/2 HP, Unf					Unfunded		
HVAC - Exterior Fans, FCU-3, 2 HP, Unf					Unfunded		
HVAC - Exterior Fans, FCU-4, 1 HP, Unf					Unfunded		
HVAC - Exterior Fans, FCU-5, 1.5 HP, Unf					Unfunded		
HVAC - Exterior Fans, FCU-6, 1 HP, Unf					Unfunded		
HVAC - Exterior Fans, FCU-7, 1 HP, Unf					Unfunded		
HVAC - Exterior, ACCU-1, 3 1/2 T, Rpl	2019	10	2	3	1,800	0	1,350
HVAC - Exterior, ACCU-2, 3 1/2 T, Rpl	2019	10	2	3	1,800	0	1,350
HVAC - Exterior, ACCU-3A, 5 T, Rpl	2019	10	2	3	5,400	0	4,050
HVAC - Exterior, ACCU-3B, 5 T, Rpl	2019	10	2	3	5,400	0	4,050
HVAC - Exterior, ACCU-4, 5 T, Rpl	2019	10	2	3	5,400	0	4,050
HVAC - Exterior, ACCU-5A, 3 1/2 T, Rpl	2020	10	3	4	1,800	0	1,246
HVAC - Exterior, ACCU-5B, 3 1/2 T, Rpl	2020	10	3	4	1,800	0	1,246
HVAC - Exterior, ACCU-6, 5 T, Rpl	2020	10	3	4	5,400	0	3,738
HVAC - Exterior, ACCU-7, 5 T, Rpl	2020	10	3	4	5,400	0	3,738
HVAC - Exterior, ACCU-8, 7 1/2 T, Rpl	2020	10	3	4	10,000	0	6,923
HVAC - Total					\$44,200		\$31,742
Equipment							
Elevator - Maintenance	2017 D	2	-1	1	10,500	1	5,250
Elevator - Replace	2031	25	-1	15	90,000	0	33,750
Equipment - Total					\$100,500	\$1	\$39,000
Monument							
Monument - Maintenance	2019	3	1	3	2,500	0	625
Monument - Total					\$2,500		\$625
Signs							
Signs - Entry, Rpl	2021	6	0	5	1,000	0	167
Signs - Total					\$1,000		\$167
Landscape							
Landscape - Modifications	2017	3	0	1	3,000	0	2,000
Landscape - Pond Maintenance	2018	2	1	2	1,000	0	333
Landscape - Total					\$4,000		\$2,333
Doors							
Doors - Exterior, Entry, Metal/Glass, Dbl. D..	2020	5	1	4	6,000	0	2,000
Doors - Interior, Roll-Up Metal Curtins, Gift..	2037	30	0	21	4,000	0	1,200
Doors - Interior, Roll-Up Metal Curtin, Exhi..	2037	30	0	21	1,600	0	480
Doors - Total					\$11,600		\$3,680

SPI Birding & Nature Center
Current Assessment Funding Model | Owners' Summary

Description	Replacement Year	Useful Life	Adjustment	Remaining Life	Current Cost	Assigned Reserves	Fully Funded
Windows							
Window Cover - Interior, Solar Shades, Rpl	2027	20	0	11	3,000	0	1,350
Windows - Exterior, Nature Center, Rpl	2017 D	1	0	1	<u>1,500</u>	0	<u>750</u>
Windows - Total					<u>\$4,500</u>		<u>\$2,100</u>
Floor Cover							
Floor Cover - Interior, Carpet, Rpl	2020	12	1	4	20,704	0	14,334
Floor Cover - Interior, Polished Concrete, M..		<i>Unfunded</i>					
Floor Cover - Interior, Porcelain Tile, Lobby..	2031	24	0	15	33,211	0	12,454
Floor Cover - Interior, Porcelain Tile, Restro..	2031	24	0	15	<u>15,341</u>	0	<u>5,753</u>
Floor Cover - Total					<u>\$69,256</u>		<u>\$32,541</u>
Wall Cover							
Wall Cover - Interior, Ceramic Tile, Restroo..	2031	24	0	15	<u>16,425</u>	0	<u>6,159</u>
Wall Cover - Total					<u>\$16,425</u>		<u>\$6,159</u>
Ceiling							
Ceilings - Interior, Acoustic Panels, Rpl	2027	20	0	11	<u>4,960</u>	0	<u>2,232</u>
Ceiling - Total					<u>\$4,960</u>		<u>\$2,232</u>
Nature Exhibits							
Nature Center - Exhibits, Maintenance Service	2017	4	2	1	<u>8,000</u>	0	<u>6,667</u>
Nature Exhibits - Total					<u>\$8,000</u>		<u>\$6,667</u>
Furniture							
Furniture - Exterior, Deck, Rpl	2027	20	0	11	25,080	0	11,286
Furniture - Interior, Auditorium, Rpl	2022	15	0	6	6,875	0	4,125
Furniture - Interior, Conference Room, Rpl	2027	20	0	11	11,975	0	5,389
Furniture - Interior, Office, Rpl, Unf		<i>Unfunded</i>					
Furniture - Interior, Reception Desk, Lobby, ..	2028	20	1	12	4,500	0	1,929
Furniture - Interior, Rolling Display Cabinets..	2020	15	-2	4	7,000	0	4,846
Furniture - Interior, Sales Counter, Gift Shop..	2028	20	1	12	3,500	0	1,500
Furniture - Interior, Shelving Wall Display, ..	2022	15	0	6	4,000	0	2,400
Furniture -Interior, Lobby, 1st Floor, Rpl	2027	20	0	11	<u>2,219</u>	0	<u>998</u>
Furniture - Total					<u>\$65,149</u>		<u>\$32,473</u>
Interior Furnishings							
Cabinets - Wood, Break Room, Rpl	2037	30	0	21	<u>4,080</u>	0	<u>1,224</u>
Interior Furnishings - Total					<u>\$4,080</u>		<u>\$1,224</u>
Plumbing Fixtures							
Plumbing Fixtures - Interior, Drinking Fount..	2022	15	0	6	2,500	0	1,500
Plumbing Fixtures - Interior, Drinking Fount..	2022	15	0	6	2,500	0	1,500
Plumbing Fixtures - Interior, Restrooms, Rpl	2031	24	0	15	36,800	0	13,800
Plumbing Fixtures - Nature Trail, Drinking F..	2032	25	0	16	<u>1,600</u>	0	<u>576</u>
Plumbing Fixtures - Total					<u>\$43,400</u>		<u>\$17,376</u>

SPI Birding & Nature Center
Current Assessment Funding Model | Owners' Summary

Description	Replacement Year	Useful Life	Adjustment	Remaining Life	Current Cost	Assigned Reserves	Fully Funded
Fire Protection							
Fire Protection - Alarms, Rpl, Unf		<i>Unfunded</i>					
Fire Protection - Control Panel, Rpl	2027	20	0	11	<u>12,500</u>	0	<u>5,625</u>
Fire Protection - Total					<u>\$12,500</u>		<u>\$5,625</u>
Security							
Security - System, Rpl	2020	10	3	4	<u>5,000</u>	0	<u>3,462</u>
Security - Total					<u>\$5,000</u>		<u>\$3,462</u>
Boardwalk							
Nature Trail - Board Walk, Rpl	2035	25	3	19	<u>1,091,097</u>	0	<u>350,710</u>
Boardwalk - Total					<u>\$1,091,097</u>		<u>\$350,710</u>
Bird Blinds							
Nature Trail - Bird Blinds, Rpl	2035	25	3	19	<u>125,000</u>	0	<u>40,179</u>
Bird Blinds - Total					<u>\$125,000</u>		<u>\$40,179</u>
Wetlands							
Nature Trail - Wetland, Refurbishment	2017 D	2	0	1	<u>25,000</u>	0	<u>16,667</u>
Wetlands - Total					<u>\$25,000</u>		<u>\$16,667</u>
Nature Trail							
Nature Trail - Repairs	2018	3	1	2	<u>1,000</u>	0	<u>500</u>
Nature Trail - Total					<u>\$1,000</u>		<u>\$500</u>
Total Asset Summary					<u>\$1,898,678</u>	<u>\$1</u>	<u>\$703,551</u>
Contingency at 5.00%							<u>\$37,029</u>
Summary Total						<u>\$1</u>	<u>\$740,580</u>

'D' Component Deferred, Life Extended One Year

SPI Birding & Nature Center
Current Assessment Funding Model | 30 Year Projection | Owners' Summary

Put in Excel + send to Susan + Rodrigo

Beginning Balance: \$1

will revise

Year	Current Cost	Annual Contribution	Annual Interest	Annual Expenditures	Projected Ending Reserves	Fully Funded Reserves	Percent Funded
2016	1,898,678				1	858,536	0%
2017	1,936,652	48,960		48,960	1	934,461	0%
2018	1,975,385	45,823		45,823	1	1,021,102	0%
2019	2,014,893	65,965		65,965	1	1,090,861	0%
2020	2,055,190	116,285		116,285	1	1,111,865	0%
2021	2,096,294	53,086		53,086	1	1,203,626	0%
2022	2,138,220	34,098		34,098	1	1,320,140	0%
2023	2,180,984	49,393		49,393	0	1,425,158	0%
2024	2,224,604	14,214		14,214	0	1,572,681	0%
2025	2,269,096	75,769		75,769	1	1,659,750	0%
2026	2,314,478	62,909		62,909	0	1,765,132	0%
2027	2,360,768	124,108		124,108	1	1,809,708	0%
2028	2,407,983	42,803		42,803	1	1,945,391	0%
2029	2,456,143	91,406		91,406	0	2,034,511	0%
2030	2,505,266	69,050		69,050	-0	2,144,947	0%
2031	2,555,371	297,136		297,136	-0	2,019,153	0%
2032	2,606,478	112,664		112,664	-0	2,091,915	0%
2033	2,658,608	67,326		67,326	0	2,221,825	0%
2034	2,711,780	63,503		63,503	-0	2,361,644	0%
2035		1,250,000	Board Walk & Bird Blinds				
2035	2,766,016	605,827		1,855,827	0	591,294	0%
2036	2,821,336	45,242		45,242	0	733,032	0%
2037	2,877,763	147,638		147,638	0	771,235	0%
2038	2,935,318	24,813		24,813	0	945,717	0%
2039	2,994,024	98,937		98,937	0	1,047,818	0%
2040	3,053,905	84,845		84,845	0	1,170,879	0%
2041	3,114,983	78,749		78,749	-0	1,306,810	0%
2042	3,177,282	218,020		218,020	0	1,299,869	0%
2043	3,240,828	76,127		76,127	0	1,449,157	0%
2044	3,305,645	116,430		116,430	0	1,562,258	0%
2045	3,371,758	116,430		104,564	11,866	1,694,544	1%

Bond paid

-divided

** Will Be Revised By meeting Date EDC*

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
<i>No Replacement in 2016</i>	
Replacement Year 2017	
1010 Elevator - Maintenance	10,710
1001 Landscape - Modifications	3,060
1006 Nature Center - Exhibits, Maintenance Service	8,160
1007 Nature Trail - Wetland, Refurbishment	25,500
1058 Windows - Exterior, Nature Center, Rpl	1,530
Total for 2017	\$48,960
Replacement Year 2018	
1079 Landscape - Pond Maintenance	1,040
1078 Nature Trail - Repairs	1,040
1019 Paint - Exterior, Power Wash, Nature Center	7,855
1020 Paint - Exterior, Siding, Nature Center	33,202
1013 Parking - Concrete, Stall Restriping	1,125
1058 Windows - Exterior, Nature Center, Rpl	1,561
Total for 2018	\$45,823
Replacement Year 2019	
1005 Concrete - Driveway, Repair	3,035
1010 Elevator - Maintenance	11,143
1021 HVAC - Exterior, ACCU-1, 31/2 T, Rpl	1,910
1022 HVAC - Exterior, ACCU-2, 31/2 T, Rpl	1,910
1023 HVAC - Exterior, ACCU-3A, 5 T, Rpl	5,731
1024 HVAC - Exterior, ACCU-3B, 5 T, Rpl	5,731
1025 HVAC - Exterior, ACCU-4, 5 T, Rpl	5,731
1002 Monument - Maintenance	2,653
1007 Nature Trail - Wetland, Refurbishment	26,530
1058 Windows - Exterior, Nature Center, Rpl	1,592
Total for 2019	\$65,965
Replacement Year 2020	
1059 Doors - Exterior, Entry, Metal/Glass, Dbl. Doors, Rpl	6,495
1047 Floor Cover - Interior, Carpet, Rpl	22,411
1069 Furniture - Interior, Rolling Display Cabinets, Gift Shop, Rpl	7,577
1026 HVAC - Exterior, ACCU-5A, 31/2 T, Rpl	1,948
1027 HVAC - Exterior, ACCU-5B, 31/2 T, Rpl	1,948
1028 HVAC - Exterior, ACCU-6, 5 T, Rpl	5,845
1029 HVAC - Exterior, ACCU-7, 5 T, Rpl	5,845

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
<i>Replacement Year 2020 continued...</i>	
1030 HVAC - Exterior, ACCU-8, 71/2 T, Rpl	10,824
1001 Landscape - Modifications	3,247
1079 Landscape - Pond Maintenance	1,082
1004 Lighting - Monument Entry, Accent Fixtures, Rpl	5,196
1019 Paint - Exterior, Power Wash, Nature Center	8,172
1046 Paint - Interior, Urathane, Stairs	1,624
1045 Paint - Interior, Walls and Ceilings	27,034
1041 Security - System, Rpl	5,412
1058 Windows - Exterior, Nature Center, Rpl	1,624
Total for 2020	\$116,285
Replacement Year 2021	
1010 Elevator - Maintenance	11,593
1006 Nature Center - Exhibits, Maintenance Service	8,833
1078 Nature Trail - Repairs	1,104
1007 Nature Trail - Wetland, Refurbishment	27,602
1013 Parking - Concrete, Stall Restriping	1,194
1003 Signs - Entry, Rpl	1,104
1058 Windows - Exterior, Nature Center, Rpl	1,656
Total for 2021	\$53,086
Replacement Year 2022	
1014 Concrete - Curb and Gutter, Repair	2,087
1066 Furniture - Interior, Auditorium, Rpl	7,742
1070 Furniture - Interior, Shelving Wall Display, Gift Shop, Rpl	4,505
1079 Landscape - Pond Maintenance	1,126
1002 Monument - Maintenance	2,815
1019 Paint - Exterior, Power Wash, Nature Center	8,503
1042 Plumbing Fixtures - Interior, Drinking Fountains, 1st Floor, Rpl	2,815
1043 Plumbing Fixtures - Interior, Drinking Fountains, 2nd Floor, Rpl	2,815
1058 Windows - Exterior, Nature Center, Rpl	1,689
Total for 2022	\$34,098
Replacement Year 2023	
1010 Elevator - Maintenance	12,061
1001 Landscape - Modifications	3,446
1057 Lighting - Interior, Security, Rpl.	3,446
1007 Nature Trail - Wetland, Refurbishment	28,717
1058 Windows - Exterior, Nature Center, Rpl	1,723
Total for 2023	\$49,393

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
Replacement Year 2024	
1079 Landscape - Pond Maintenance	1,172
1078 Nature Trail - Repairs	1,172
1019 Paint - Exterior, Power Wash, Nature Center	8,846
1013 Parking - Concrete, Stall Restriping	1,267
1058 Windows - Exterior, Nature Center, Rpl	1,757
Total for 2024	\$14,214
Replacement Year 2025	
1059 Doors - Exterior, Entry, Metal/Glass, Dbl. Doors, Rpl	7,171
1010 Elevator - Maintenance	12,548
1075 Lighting - Exterior, Bollard Fixtures, Alum, Rpl	6,095
1004 Lighting - Monument Entry, Accent Fixtures, Rpl	5,736
1002 Monument - Maintenance	2,988
1006 Nature Center - Exhibits, Maintenance Service	9,561
1007 Nature Trail - Wetland, Refurbishment	29,877
1058 Windows - Exterior, Nature Center, Rpl	1,793
Total for 2025	\$75,769
Replacement Year 2026	
1001 Landscape - Modifications	3,657
1079 Landscape - Pond Maintenance	1,219
1019 Paint - Exterior, Power Wash, Nature Center	9,203
1020 Paint - Exterior, Siding, Nature Center	38,901
1071 Paint - Interior, Stairwells	8,100
1058 Windows - Exterior, Nature Center, Rpl	1,828
Total for 2026	\$62,909
Replacement Year 2027	
1038 Ceilings - Interior, Acoustic Panels, Rpl	6,167
1010 Elevator - Maintenance	13,055
1039 Fire Protection - Control Panel, Rpl	15,542
1063 Furniture - Exterior, Deck, Rpl	31,184
1065 Furniture - Interior, Conference Room, Rpl	14,889
1064 Furniture -Interior, Lobby, 1st Floor, Rpl	2,759
1078 Nature Trail - Repairs	1,243
1007 Nature Trail - Wetland, Refurbishment	31,084
1013 Parking - Concrete, Stall Restriping	1,345
1003 Signs - Entry, Rpl	1,243
1076 Window Cover - Interior, Solar Shades, Rpl	3,730

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
Replacement Year 2027 continued...	
1058 Windows - Exterior, Nature Center, Rpl	1,865
Total for 2027	\$124,108
Replacement Year 2028	
1067 Furniture - Interior, Reception Desk, Lobby, Rpl	5,707
1068 Furniture - Interior, Sales Counter, Gift Shop, Rpl	4,439
1079 Landscape - Pond Maintenance	1,268
1015 Lighting - Driveway, Rpl	7,609
1055 Lighting - Exterior, Sconces, Decks, Nature Center, Rpl	9,131
1002 Monument - Maintenance	3,171
1019 Paint - Exterior, Power Wash, Nature Center	9,575
1058 Windows - Exterior, Nature Center, Rpl	1,902
Total for 2028	\$42,803
Replacement Year 2029	
1005 Concrete - Driveway, Repair	3,700
1010 Elevator - Maintenance	13,583
1021 HVAC - Exterior, ACCU-1, 3 1/2 T, Rpl	2,328
1022 HVAC - Exterior, ACCU-2, 3 1/2 T, Rpl	2,328
1023 HVAC - Exterior, ACCU-3A, 5 T, Rpl	6,985
1024 HVAC - Exterior, ACCU-3B, 5 T, Rpl	6,985
1025 HVAC - Exterior, ACCU-4, 5 T, Rpl	6,985
1001 Landscape - Modifications	3,881
1006 Nature Center - Exhibits, Maintenance Service	10,349
1007 Nature Trail - Wetland, Refurbishment	32,340
1058 Windows - Exterior, Nature Center, Rpl	1,940
Total for 2029	\$91,406
Replacement Year 2030	
1059 Doors - Exterior, Entry, Metal/Glass, Dbl. Doors, Rpl	7,917
1026 HVAC - Exterior, ACCU-5A, 3 1/2 T, Rpl	2,375
1027 HVAC - Exterior, ACCU-5B, 3 1/2 T, Rpl	2,375
1028 HVAC - Exterior, ACCU-6, 5 T, Rpl	7,125
1029 HVAC - Exterior, ACCU-7, 5 T, Rpl	7,125
1030 HVAC - Exterior, ACCU-8, 7 1/2 T, Rpl	13,195
1079 Landscape - Pond Maintenance	1,319
1004 Lighting - Monument Entry, Accent Fixtures, Rpl	6,333
1078 Nature Trail - Repairs	1,319
1019 Paint - Exterior, Power Wash, Nature Center	9,962

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
<i>Replacement Year 2030 continued...</i>	
1013 Parking - Concrete, Stall Restriping	1,427
1041 Security - System, Rpl	6,597
1058 Windows - Exterior, Nature Center, Rpl	1,979
Total for 2030	\$69,050
Replacement Year 2031	
1009 Elevator - Replace	121,128
1054 Floor Cover - Interior, Porcelain Tile, Lobbys, Rpl	44,698
1052 Floor Cover - Interior, Porcelain Tile, Restrooms, Rpl	20,647
1002 Monument - Maintenance	3,365
1007 Nature Trail - Wetland, Refurbishment	33,647
1050 Plumbing Fixtures - Interior, Restrooms, Rpl	49,528
1053 Wall Cover - Interior, Ceramic Tile, Restrooms, Rpl	22,105
1058 Windows - Exterior, Nature Center, Rpl	2,019
Total for 2031	\$297,136
Replacement Year 2032	
1047 Floor Cover - Interior, Carpet, Rpl	28,423
1001 Landscape - Modifications	4,118
1079 Landscape - Pond Maintenance	1,373
1019 Paint - Exterior, Power Wash, Nature Center	10,365
1046 Paint - Interior, Urathane, Stairs	2,059
1045 Paint - Interior, Walls and Ceilings	34,285
1060 Plumbing Fixtures - Nature Trail, Drinking Fountains, Rpl	2,196
1017 Roofs - Metal, Standing Seam, Bird Blinds, Rpl	27,785
1058 Windows - Exterior, Nature Center, Rpl	2,059
Total for 2032	\$112,664
Replacement Year 2033	
1010 Elevator - Maintenance	14,703
1006 Nature Center - Exhibits, Maintenance Service	11,202
1078 Nature Trail - Repairs	1,400
1007 Nature Trail - Wetland, Refurbishment	35,006
1013 Parking - Concrete, Stall Restriping	1,514
1003 Signs - Entry, Rpl	1,400
1058 Windows - Exterior, Nature Center, Rpl	2,100
Total for 2033	\$67,326

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
Replacement Year 2034	
1079 Landscape - Pond Maintenance	1,428
1002 Monument - Maintenance	3,571
1019 Paint - Exterior, Power Wash, Nature Center	10,783
1020 Paint - Exterior, Siding, Nature Center	45,579
1058 Windows - Exterior, Nature Center, Rpl	2,142
Total for 2034	\$63,503
Replacement Year 2035	
1059 Doors - Exterior, Entry, Metal/Glass, Dbl. Doors, Rpl	8,741
1010 Elevator - Maintenance	15,297
1069 Furniture - Interior, Rolling Display Cabinets, Gift Shop, Rpl	10,198
1001 Landscape - Modifications	4,370
1004 Lighting - Monument Entry, Accent Fixtures, Rpl	6,993
1062 Nature Trail - Bird Blinds, Rpl	182,101
1061 Nature Trail - Board Walk, Rpl	1,589,522
1007 Nature Trail - Wetland, Refurbishment	36,420
1058 Windows - Exterior, Nature Center, Rpl	2,185
Total for 2035	\$1,855,827
Replacement Year 2036	
1016 Fencing - Perimeter, 'TREX', White, Rpl	27,215
1079 Landscape - Pond Maintenance	1,486
1078 Nature Trail - Repairs	1,486
1019 Paint - Exterior, Power Wash, Nature Center	11,219
1013 Parking - Concrete, Stall Restriping	1,607
1058 Windows - Exterior, Nature Center, Rpl	2,229
Total for 2036	\$45,242
Replacement Year 2037	
1051 Cabinets - Wood, Break Room, Rpl	6,184
1014 Concrete - Curb and Gutter, Repair	2,808
1073 Doors - Interior, Roll-Up Metal Curtains, Gift Shop, Rpl	6,063
1072 Doors - Interior, Roll-Up Metal Curtin, Exhibit Hall, Rpl	2,425
1010 Elevator - Maintenance	15,914
1066 Furniture - Interior, Auditorium, Rpl	10,420
1070 Furniture - Interior, Shelving Wall Display, Gift Shop, Rpl	6,063
1002 Monument - Maintenance	3,789
1006 Nature Center - Exhibits, Maintenance Service	12,125
1007 Nature Trail - Wetland, Refurbishment	37,892

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
Replacement Year 2037 continued...	
1011 Pavers - Driveway, Rpl	34,102
1042 Plumbing Fixtures - Interior, Drinking Fountains, 1st Floor, Rpl	3,789
1043 Plumbing Fixtures - Interior, Drinking Fountains, 2nd Floor, Rpl	3,789
1058 Windows - Exterior, Nature Center, Rpl	2,273
Total for 2037	\$147,638
Replacement Year 2038	
1001 Landscape - Modifications	4,638
1079 Landscape - Pond Maintenance	1,546
1057 Lighting - Interior, Security, Rpl.	4,638
1019 Paint - Exterior, Power Wash, Nature Center	11,672
1058 Windows - Exterior, Nature Center, Rpl	2,319
Total for 2038	\$24,813
Replacement Year 2039	
1005 Concrete - Driveway, Repair	4,510
1010 Elevator - Maintenance	16,557
1021 HVAC - Exterior, ACCU-1, 31/2 T, Rpl	2,838
1022 HVAC - Exterior, ACCU-2, 31/2 T, Rpl	2,838
1023 HVAC - Exterior, ACCU-3A, 5 T, Rpl	8,515
1024 HVAC - Exterior, ACCU-3B, 5 T, Rpl	8,515
1025 HVAC - Exterior, ACCU-4, 5 T, Rpl	8,515
1078 Nature Trail - Repairs	1,577
1007 Nature Trail - Wetland, Refurbishment	39,422
1013 Parking - Concrete, Stall Restriping	1,705
1003 Signs - Entry, Rpl	1,577
1058 Windows - Exterior, Nature Center, Rpl	2,365
Total for 2039	\$98,937
Replacement Year 2040	
1059 Doors - Exterior, Entry, Metal/Glass, Dbl. Doors, Rpl	9,651
1026 HVAC - Exterior, ACCU-5A, 31/2 T, Rpl	2,895
1027 HVAC - Exterior, ACCU-5B, 31/2 T, Rpl	2,895
1028 HVAC - Exterior, ACCU-6, 5 T, Rpl	8,686
1029 HVAC - Exterior, ACCU-7, 5 T, Rpl	8,686
1030 HVAC - Exterior, ACCU-8, 71/2 T, Rpl	16,084
1079 Landscape - Pond Maintenance	1,608
1004 Lighting - Monument Entry, Accent Fixtures, Rpl	7,720
1002 Monument - Maintenance	4,021

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
<i>Replacement Year 2040 continued...</i>	
1019 Paint - Exterior, Power Wash, Nature Center	12,144
1041 Security - System, Rpl	8,042
1058 Windows - Exterior, Nature Center, Rpl	2,413
Total for 2040	\$84,845
Replacement Year 2041	
1010 Elevator - Maintenance	17,226
1001 Landscape - Modifications	4,922
1006 Nature Center - Exhibits, Maintenance Service	13,125
1007 Nature Trail - Wetland, Refurbishment	41,015
1058 Windows - Exterior, Nature Center, Rpl	2,461
Total for 2041	\$78,749
Replacement Year 2042	
1079 Landscape - Pond Maintenance	1,673
1078 Nature Trail - Repairs	1,673
1019 Paint - Exterior, Power Wash, Nature Center	12,634
1020 Paint - Exterior, Siding, Nature Center	53,403
1013 Parking - Concrete, Stall Restriping	1,810
1018 Roofs - Metal, Standing Seam, Nature Center, Rpl	144,316
1058 Windows - Exterior, Nature Center, Rpl	2,510
Total for 2042	\$218,020
Replacement Year 2043	
1010 Elevator - Maintenance	17,922
1075 Lighting - Exterior, Bollard Fixtures, Alum, Rpl	8,705
1002 Monument - Maintenance	4,267
1007 Nature Trail - Wetland, Refurbishment	42,672
1058 Windows - Exterior, Nature Center, Rpl	2,560
Total for 2043	\$76,127
Replacement Year 2044	
1047 Floor Cover - Interior, Carpet, Rpl	36,047
1001 Landscape - Modifications	5,223
1079 Landscape - Pond Maintenance	1,741
1019 Paint - Exterior, Power Wash, Nature Center	13,145
1071 Paint - Interior, Stairwells	11,569
1046 Paint - Interior, Urathane, Stairs	2,612

**SPI Birding & Nature Center
Annual Expenditure Detail**

Description	Expenditures
<i>Replacement Year 2044 continued...</i>	
1045 Paint - Interior, Walls and Ceilings	43,482
1058 Windows - Exterior, Nature Center, Rpl	2,612
Total for 2044	\$116,430
Replacement Year 2045	
1059 Doors - Exterior, Entry, Metal/Glass, Dbl. Doors, Rpl	10,655
1010 Elevator - Maintenance	18,646
1004 Lighting - Monument Entry, Accent Fixtures, Rpl	8,524
1006 Nature Center - Exhibits, Maintenance Service	14,207
1078 Nature Trail - Repairs	1,776
1007 Nature Trail - Wetland, Refurbishment	44,396
1013 Parking - Concrete, Stall Restriping	1,921
1003 Signs - Entry, Rpl	1,776
1058 Windows - Exterior, Nature Center, Rpl	2,664
Total for 2045	\$104,564

8.

South Padre Island Takes First Step Toward Becoming the Western Caribbean's Newest Cruise Port of Call

Texas leisure destination contracts seasoned team to create a plan to attract cruise ship calls

MIAMI (Jan. 4, 2017) — The South Padre Island, Texas, City Council recently approved a proposal by SPI Cruise Group — a partnership of cruise port design, maritime operations and marketing professionals — to create a plan to develop the destination into an attractive port of call on western Caribbean cruise itineraries.

With increasing emphasis on tourism sustainability and concerns of over-tourism in some eastern and southern Caribbean ports of call, cruise lines are seeking alternative destinations with existing tourism infrastructure to add to their cruise itineraries. With the rising popularity of western Caribbean cruises from the Port of Galveston, Texas, South Padre Island is well-positioned to provide a fresh new port with attractive shore excursion opportunities that explore the land, sea and sky, as well as some of the most attractive beaches in the region.

"South Padre Island has been a hidden U.S. jewel for many years," said Mayor Dennis Stahl. "We are looking forward to sharing our unique ecotourism sites, like Sea Turtle Inc., a renowned sea turtle rescue center, and the Birding and Nature Center, a world-class birdwatching destination, in addition to our pristine beaches and adventure activities."

SPI Cruise Group is composed of four companies experienced in the port development, cruise and maritime industries:

MarketScope Global brings more than 30 years of combined cruise industry experience to bear on understanding the market forces at work in the travel industry's most complex and fastest-growing business sector. Project manager Jay Lewis created the cruise industry's first scannable "comment card" system and its first automated brochure-ordering system. He has served as adjunct professor of marketing at the University of Miami and as a lecturer at Oxford and Cambridge for the Seatrade Academy.

IDEA is a well-known international design and planning firm that conceives conceptual designs and then facilitates production of branded destinations for the cruise, hospitality, entertainment and tourism industries. IDEA currently is working on the design of Port Grand Lucaya on Grand Bahama Island and has completed port-design projects for Falmouth, Jamaica; Harvest Caye, Belize; and Icy Strait Point, Alaska; among others.

Cruise and Port Advisors, led by cruise industry veteran Roger Blum, helps clients in multiple industries tailor their products and services to meet the needs of today's cruise industry. Clients include destinations, port authorities, shore excursion operators, medical facilities, manning agents and onboard revenue partners. Blum's long-standing close relationships with top cruise

executives create marketing opportunities for his clients. One destination client increased its cruise business by over 1,000 percent in just a few years.

NewmanPR has been providing clients in the leisure travel, maritime and cruise industries creative, customized and cost-effective marketing communications services for more than 70 years. Clients include the Florida Keys tourism council, Carnival Cruise Line, Holland America Line and port-development projects Icy Strait Point, Alaska, and Banana Coast, Honduras.

The initial stage of the project is expected to take four months to complete, and includes an aggressive marketing and communications plan to raise awareness of South Padre Island's potential among cruise industry executives.

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About South Padre Island

With 34 miles of white sand and clear emerald water, South Padre Island is Texas' only tropical island paradise. Calm weather and water and more than 300 days of sunshine make South Padre Island a year-round destination offering a variety of nature tourism attractions, watersports and activities for the entire family. www.sopadre.com

About SPI Cruise Group

The SPI Cruise Group consultancy is composed of experts in marketing, port and destination development, cruise, maritime and hotel operations and communications from MarketScope Global, IDEA, Cruise and Port Advisors, and NewmanPR. The group was formed to develop a strategic vision and action plan to turn South Padre Island into the western Caribbean's newest cruise ship port of call.

MEDIA CONTACT

Buck Banks
NewmanPR
305-461-3300
buck@newmanpr.com

11.

Goal	Strategy	Short/Mid/Long Term Goal	Champion	Measured By	Status
To Sustain and Increase Business Including Educational Opportunities	1. Continue support for the Kauffman Entrepreneurship Class	Short Term	Irv	Number of participants and how many opened or stayed in business	Kauffman class planning underway and will run through November 16th. The cohort is engaged and the speakers have been informative. Course was completed on 11/16. Instructors will be at January Board meeting to give a report. Asked them to furnish a historical report of the program with identified metrics. Will begin working on 2018 Fall class in June
	2. Increase utilization of the SBA's Small Business Development Center at UTRGV	Short Term			COMPLETED-SBDC used for Sand Dollars and Chamber classes. Scheduled a meeting with representatives from UTRGV SBDC and Ron 10/26. Discussed various areas of the strategic plan where they might be of assistance. Met with SBDC and Ron and signed an MOU for training classes. They will be instructing the Sand Dollars courses again and sent information on training for existing businesses "Listening to Your Business" and for potential start-ups they offer "The Intentional Entrepreneur". The SBDC is 80% advising to clients (business owners) and 20% training. UTRGV Entrepreneurship Center also teaches these courses and prefer to use their instructors. Compiling a list of businesses for SBDC to visit for assistance and holding entrepreneurship classes in late Spring 2018
	3. Look at training resources from national vendors (Sysco)	Short Term			Discussed with Bob at our meeting on 10/13 to partner with the Chamber and work with SYSCO on bringing the class to the Island businesses after the holidays in January or February. I have had one meeting with the Chamber and they are on board. The EDC will partner with the Chamber Business Services to conduct some of the Sysco Hospitality classes. Diana and I will be reaching out to Donna with Sysco to schedule classes in early Spring.

	4. Initiate a Business Mentoring Program <i>for existing businesses</i>	Mid Term	Susan		Research entrepreneurship mentoring- short term and 1 year positions. Have contacted the SCORE chapter and meeting with them late January. Susan to outline a program to rollout with incubator. Attended a meeting with Port Isabel High School Principal and educators to discuss their internship program for Bus Mgt, Graphics Artists and IT, and Culinary Arts. Businesses can use interns for 2 hours 2 days a week. Will discuss this option on my business visits.
	5. Create "How to do Business on SPI" feature on website	Short Term	Jerry		Research other communities and see what they have on their websites. ED Suite our website provider just merged with a PR Marketing firm and will be meeting with them to assist with this task.
	6. Continue Sand Dollars for Success - Round 2	Short Term	Mickey		Developed the guidelines for the 2017-18 Sand Dollars program and met with Mickey on 9/27 to go over. Will place on the October Board meeting for approval. The Board approved. Met with SBDC to give them the course schedule. Confirmed with Arturo from SBDC the schedule. Marketing the program December and January in the Port Isabel Press, Valley Business Report, various websites and social media. Spoke to ED Suite our web master who will update the information on the EDC website and activate the application form on January 8. Placed ad in Valley Business Report December and January editions. Ad will run in Port Isabel Press and Parade magazine for three consecutive weeks beginning January 12th. Meeting with businesses going door to door and have distributed 10 guideline packets so far and have 20 to do the week of January 15th. Posted on EDC Facebook page and paid for a boost to reach a bigger market. Also post on Facebook Concierge and asking Chamber to post on their social media and in newsletter.
	7. Address seasonality issue with CVB	Long Term	Jerry		Destination Development with CVB ? Ask Susan

					<p>Meetings with Susan and Irv to look at the possibility of SPI becoming a Port of Call for the cruise line industry. Mayor Stahl and Susan have been discussing with the Port of Brownsville. Picking up where the consortium left off with the cruise line industry consultant. Consulting Agreement and background will be on the next agenda for full Board discussion. EDC Board approved contract for \$100,000 with Passenger and Shipping Institute to work with a team of consultants to make a run at getting SPI as a Port of Call. Site visit by the consultants was held in early December and went very well. Mayor and Susan will attend the SeaTrade conference in Miami first weekend in March to meet with cruise line executives. Press release was issued on the efforts and SPI has received a good amount of publicity regarding the issue.</p>
	8. Analysis of Cruise Ship Port of Call	Short Term	Irv,Susan		
Take Strategic Actions to Actively Recruit New Businesses That Result in a Stronger Business Environment	1. Investigate obtaining ESRI reports to analyze the marketplace	Short Term	Darla L.	New Openings	COMPLETE Received licensing agreement for ESRI Business Analyst cost \$1295 annually
	2. Conduct Retail Gap Analysis	Short Term	Irv/Mickey	Hits on Website	<p>Will look at other resort communities ESRI retail marketplace to identify possible businesses to recruit. Port Aransas, Galveston, Rockport, Panama City Beach, Marco Island, Estes Park, Silverton, Telluride, San Juan Islands WA . Adding Irv as a licensed user to ESRI to assist in the analysis. Conduct new surveys of what property owners and residents might suggest for new businesses. Periodically conduct online surveys w/special targeting to hotel owners, property mgt companies that lease to visitors and residential properties. Meeting with UTRGV at their facility in Brownville on 10/25. At meeting with Julie and Linda they connected me with Michael Uhrbrock. I spoke to him and he is going to investigate research options for the retail gap analysis. They have been hired by the CVB to conduct some research on visitors and special events and some of the survey questions will provide data we can use in retail recruitment. Met with The Retail Coach and discussed using cell phone data analysis to obtain information on visitors retail spending. Susan and CVB are doing a Marketing DMAIC and looking at a VISA program that will analyze the visitors spending on VISA purchases. Attending a webinar from the Retail Coach in February about the cell phone analysis.</p>

					<p>Meeting with Irv he suggested I meet with the UTRGV Kauffman instructors regarding developing broader uses of the EDC website to more effectively link users to SPI business. Meeting with them on 10/25. Contacted the web service provider for assessing metrics of the site and examples of how other communities use the website and social media more effectively. Initiate more social media, blog, feature businesses. Look into hiring an intern to assist. UTRGV has a program to supply interns called All In and Andrea will be emailing me the info. ED Suite gave a google log in now for retrieving analytics. Julie sending me the Kauffman module regarding this topic of linking social media to your website. Will follow up with UTRGV to request the Kauffman module again on linking social media to websites. Emailed All In to see if business has to be in Brownsville as stated on their Facebook page.</p>
	3. Enhance online presence	Short Term		Track Leads	
	4. Develop strategic approach for recruiting businesses	Short Term	Susan	Sales Tax (by Sector)	<p>Review materials and see what other communities use. Schedule a meeting with Retail Coach. Business survey in retail gap analysis will be used here. Researching IEDC awards for marketing materials and website., i.e. City of Kyle and Bastrop Kendall County won awards. Reach out to successful communities to request their marketing materials and pull from their websites. Met with Retail Coach while in Austin and asking for a proposal for his assistance. Will be concentrating my efforts on this task. I am working with a potential business owner for a French bakery and bistro and have given them a Sand Dollars application. Talking to fine dining chef in McAllen. Flower shop opened and is also applying for Sand Dollars. Dry Cleaner is coming in the Spring.</p>

					Discussed shared workplace with Mickey on 9/27. I will research other communities who have this as a resource. I suggested the Birding Center conference room as one option. Meeting with Kauffman instructors to discuss 10/25. Discussing this in the DMAIC for the Visitors Center. Visiting the UTRGV Incubator in Brownsville was informative. They will be coming to the Island to look at available spaces and give their recommendations. Susan Guthrie and I looked at the Community Center which is small but a good option to reduce initial costs to try the concept. UTRGV reps toured some available sites with myself and Susan. The location they preferred is the office building located at 3401 Padre Blvd leasing for \$1800/month. Met with EDA while in Austin regarding grants available. Board requested a field trip to the Brownsville incubator at the last meeting and now that UTRGV is back from their Holiday break we can get it scheduled. This will be discussed at the January Board meeting with UTRGV.
Enhance and Grow Entrepreneurship	1. Look at shared workplace	Short Term	Mickey/Jerry	Sales Tax	
	2. Assist City in DMAIC bandwidth	Mid Term			City IT is doing a DMAIC on this. Dr. Malki has a contact of someone who can assist the City and he will be contacting Susan to see if arrangements can be made to have him visit from San Francisco.
	3. Tie into regional incubators and business centers and develop local programming	Long Term	Irv		Meeting with Kauffman instructors 10/25 at their Brownsville facility. Visit Mission EDC facility. Susan and Irv to join in the visit to Mission. Irv and I discussed with Susan on 10/30. Several types of incubators were discussed including food and art incubators. See Item 1 above. Met with Alex and Cristina from the Mission EDC to schedule a field trip there in February. Discussing with UTRGV at our January Board meeting. They are working currently incubating people from the Island (from Kauffman) and working on a similar concept for an incubator in Brownsville. Will tour Brownsville incubator with Board.

	4. Look at free shuttle directly to the Island from airport	Mid Term	Dan/Susan		Met with Dan 10/13 to discuss shuttle and airports. Dennis Stahl and Keith are talking to Marv at VIA and meeting with airlines. Dan would like to be included in the meetings with the airlines. I am researching a Brownsville airport shuttle. Emailed Jesse with the Transit dept. to start the dialogue. Harlingen shuttle has changed to Platinum co. South Padre Shuttle from the VIA is no longer running and has been replaced with Platinum Shuttle Company. Will research their services and look at ride sharing availability from the airports to the Island especially during peak times. <i>Uber and Lyft gaining traction lessening the need for the shuttle. Metro needs to be researched.</i>
	5. Mentoring/Networking	Long Term	Susan/Dan	# of Businesses served	As part of the incubator investigation we are discussing how mentoring will be provided to those who go through the incubator program. Will discuss a mixer with graduates of Kauffman and other business owners who can form a local resource for mentoring. <i>Attended meeting with PIISD educators and Principal regarding internship and mentoring high school students. All in at UTRGV being investigated. Kauffman instructors do this on an ongoing basis.</i>
Grow Eco-Tourism	1. Assist Birding Center to build capacity to be self sustaining	Long Term	Susan	Financial Reports Assets created	HalloWings, first fundraising event for the BNC was held. Accounting is pending. Lynne and Cristin working on a Membership program. <i>HalloWings proceeds were \$15,000 and are being used for habitat. BNC Board approved Membership program guidelines and database was created to send out the membership requests. Waiting on the materials to be printed up.</i>

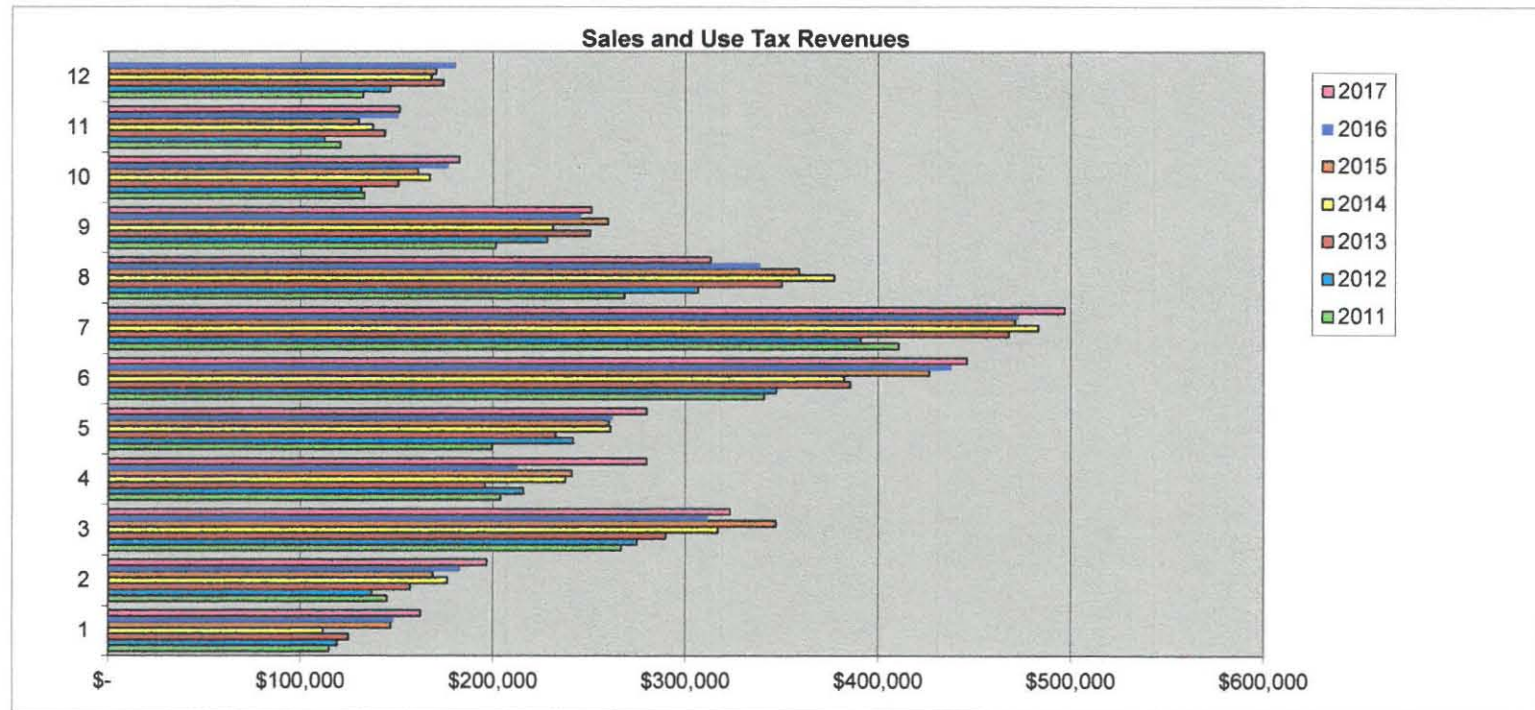
					<p>Marine Life Center Conceptual Design Plan Underway. LRGV Active Plan Involvement Second stakeholder meeting for the Design Concept has been scheduled for Nov. 6th. I will develop an agenda and be the main facilitator as requested by Susan. In meeting with Irv we discussed developing new retail businesses around the Active Plan and ecotourism. I will obtain the pdf of the complete Active Plan and review any business opportunities outlined in the study completed in 2016. Received a copy of the Active Plan from Michael at UTRGV and will review for any information dealing with active tourist businesses that could be developed here on SPI. Irv, Ron and I met with the architect on preliminary design. Next meeting with the stakeholder group was changed to 11/29 to allow more time for design development. Final stakeholder meetings took place and the architect will be at the February EDC Board meeting to present the design concept for the Marine Life Center/Aquarium. Attended a Rails to Trails Conservancy meeting in Brownsville regarding implementation of the Active Plan.</p>
	2. Support CVB efforts in development of marketing and assets for eco-tourism	Long Term	Irv		
	3. Look for opportunities to partner on the Padre Trails System / Wayfinding Project	Long Term	Mickey		<p>As requested by the City Manager, working with the CVB, Put an email out to the Texas Downtown Association Listserve to solicit firms other communities used to develop a Wayfinding system. Received contacts on three Wayfinding firms. Was added to the Wayfinding Committee and we are meeting on 10/26. Attended two Wayfinding Committee meetings. Emailed communities to get sample RFQ. Sent Darla Jones several consultants names so she can send them RFQ. Wayfinding Committee met and selected a firm to design the Wayfinding program and will be going to City Council for a vote at their next meeting.</p>

					Am researching source for an economic impact study for the artificial reef. Working with Keith Arnold and Dr. Malki as well as Joshua from the RGV Reef group. Found Sports fishing of America economic study used by Alabama reef project and shared with City Mgr and CVB Director. Getting a proposal from Malki. Met with Dr. Malki. He will send email with questions he has to get the proposal for the study. Received his proposal and it will be on the agenda. Malki proposal for Economic Impact Study was approved by the EDC at their November meeting and the study should be complete by the end of January. In constant contact with Reef reps on project.
	4. RGV Reef - Artificial Reef Project	Short Term	Susan		

Working on the Committee DMAIC for the Visitors Center- Have already attended 5 meetings. Working with Keith and Roxanne on Survey questions to the business owners

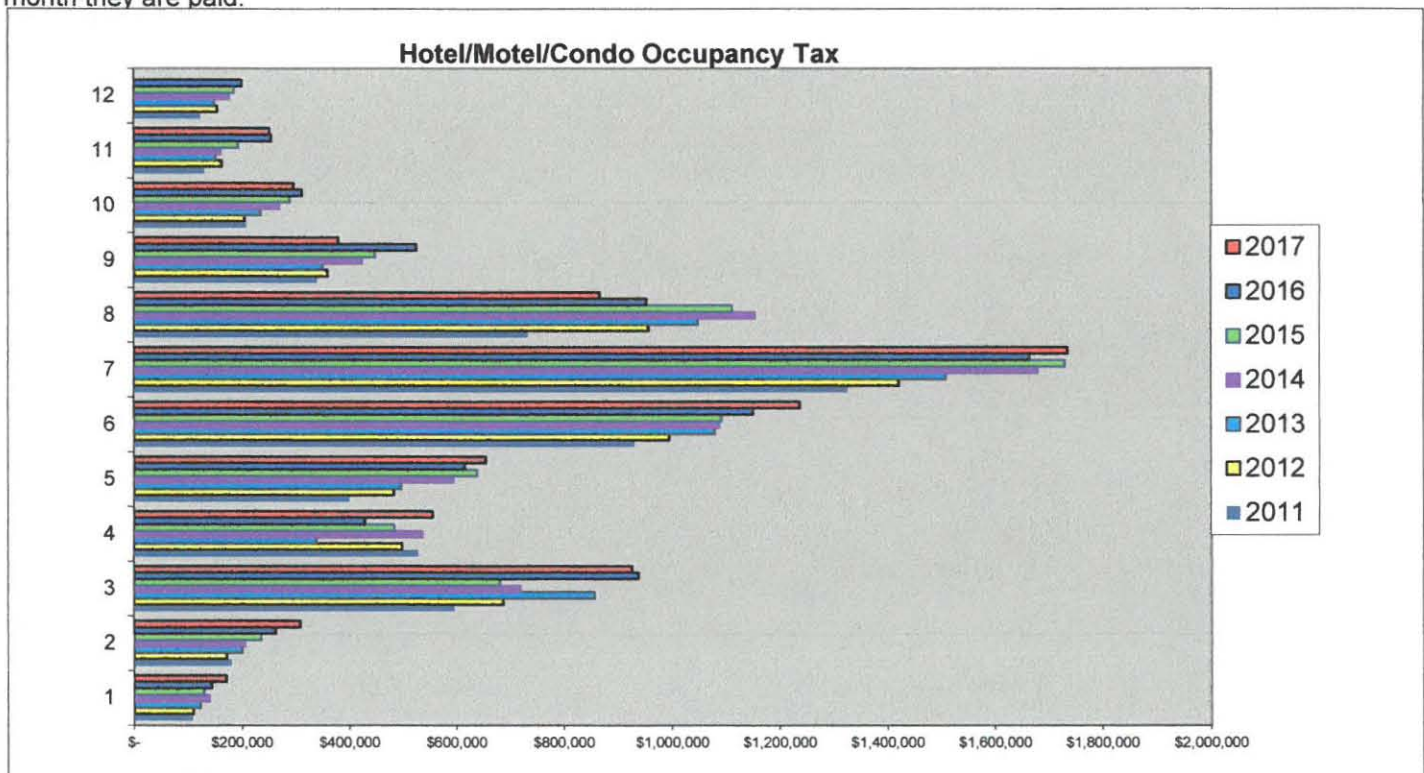
South Padre Island Sales and Use Tax Revenues								
	2011	2012	2013	2014	2015	2016	2017	%
January	\$ 114,865	\$ 119,092	\$ 124,955	\$ 111,837	\$ 147,033	\$ 148,673	\$ 162,359	9.21
February	145,004	137,090	156,927	176,331	168,939	183,246	196,705	7.34
March	266,620	274,677	289,849	316,834	346,948	311,867	323,169	3.62
April	203,962	215,913	195,868	237,624	241,179	213,305	279,898	31.22
May	199,176	241,670	232,586	261,170	260,265	262,341	280,107	6.77
June	340,811	347,206	385,570	382,481	426,572	438,459	446,128	1.75
July	410,556	390,920	467,989	483,156	471,196	473,223	496,833	4.99
August	268,233	306,588	350,038	377,267	359,029	339,074	313,046	(7.68)
September	201,328	228,185	250,437	231,042	259,809	245,959	251,213	2.14
October	133,115	131,407	150,816	167,179	161,032	177,265	182,611	3.02
November	120,696	112,229	143,930	137,595	130,352	151,043	151,463	0.28
December	132,467	146,595	174,214	167,830	170,488	180,991		
Total	\$ 2,536,833	\$ 2,651,572	\$ 2,923,179	\$ 3,050,346	\$ 3,142,842	\$ 3,125,446		

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



South Padre Island Hotel/Motel/Condo Occupancy Tax							
	2011	2012	2013	2014	2015	2016	2017
							%
							change
January	\$ 109,440	\$ 109,774	\$ 123,289	\$ 140,192	\$ 130,054	\$ 144,395	\$ 171,097 18.49
February	180,476	171,451	199,626	204,078	234,729	262,332	307,996 17.41
March	595,805	687,275	855,873	718,514	680,389	936,915	925,001 (1.27)
April	528,026	497,202	338,337	535,518	482,346	428,171	554,854 29.59
May	399,279	482,275	494,883	593,135	637,343	614,276	653,664 6.41
June	929,372	994,101	1,078,509	1,086,514	1,090,245	1,149,624	1,236,747 7.58
July	1,325,927	1,420,513	1,507,657	1,679,092	1,728,733	1,662,906	1,734,025 4.28
August	731,489	955,899	1,046,929	1,153,488	1,111,051	951,521	865,453 (9.05)
September	340,030	359,467	350,530	422,559	447,169	524,272	379,134 (27.68)
October	208,442	205,150	234,719	268,955	288,878	311,226	295,670 (5.00)
November	131,812	163,655	152,042	161,516	193,079	254,499	251,333 (1.24)
December	123,799	155,338	149,820	177,192	185,416	199,886	
Total	\$ 5,603,897	\$ 6,202,100	\$ 6,532,214	\$7,135,926	\$7,209,432	\$7,440,023	

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



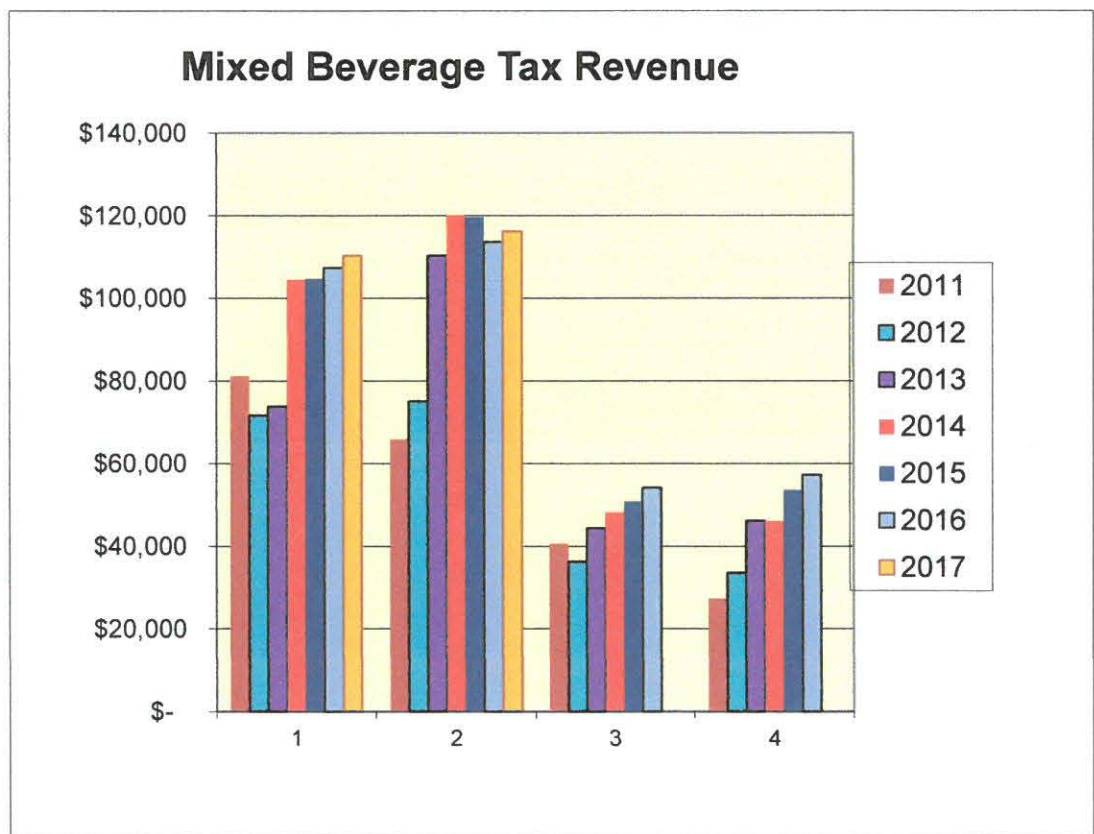
South Padre Island Property Tax Revenue														
	2011		2012		2013		2014		2015		2016		2017	
January	\$	955,624	\$	925,441	\$	768,980	\$	774,747	\$	775,106	\$	842,301	\$	809,677
February		376,594		498,598		587,833		697,644		643,376		851,485		779,513
March		211,177		488,209		154,633		129,345		126,429		133,534		245,531
April		134,539		125,963		85,060		97,865		108,299		108,879		164,361
May		104,032		117,171		100,790		74,555		68,063		54,257		88,915
June		97,986		93,955		77,075		98,131		84,304		94,716		78,442
July		164,458		222,631		135,249		125,279		111,522		85,053		70,064
August		37,832		63,604		58,877		35,643		30,635		35,618		33,474
September		56,310		33,535		44,457		41,480		25,557		13,612		95,148
October		552,062		1,716,909		1,953,119		2,035,083		1,344,874		1,699,349		522,220
November		1,558,168		2,287,424		1,925,829		1,828,594		2,797,154		2,639,129		3,863,902
December		1,672,881		493,478		462,976		645,800		584,920		802,241		793,295
TOTAL	\$	5,921,663	\$	7,066,918	\$	6,354,878	\$	6,584,166	\$	6,700,239	\$	7,360,174	\$	7,544,542
As of October 1:														
Tax rate per \$100		0.2504		0.252071		0.254384		0.262754		0.28564		0.30564		0.31564
Taxable value	\$	2,608,645,628	\$	2,606,119,273	\$	2,583,563,287	\$	2,516,386,826	\$	2,478,519,198	\$	2,495,811,088		

Tax rate per \$100	0.2504	0.252071	0.254384	0.262754	0.28564	0.30564	0.31564
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Taxable value	\$ 2,608,645,628	\$ 2,606,119,273	\$ 2,583,563,287	\$2,516,386,826	\$ 2,478,519,198	\$ 2,495,811,088
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South Padre Island Mixed Beverage Tax Revenue							
	2011	2012	2013	2014	2015	2016	2017
First Quarter	\$ 81,200	\$ 71,650	\$ 73,839	\$ 104,506	\$ 104,712	\$ 107,355	\$ 110,355
Second Quarter	65,941	75,022	110,336	120,183	119,690	113,584	116,264
Third Quarter	40,628	36,263	44,381	48,216	50,873	54,184	
Fourth Quarter	27,343	33,534	46,128	46,148	53,660	57,300	
Total	\$ 215,112	\$ 216,469	\$ 274,684	\$ 319,053	\$ 328,935	\$ 332,423	

South Padre Island receives 10.7143% of collected mixed beverage taxes. Figures above are reported as of the quarter in which the sales were generated.



South Padre Island Building Permit Valuations

	2011	2012	2013	2014	2015	2016	2017	Commercial	Residential
January	\$ 243,630	\$ 552,718	\$ 703,791	\$ 434,335	\$ 4,490,817	\$ 2,620,888	\$ 1,800,672	\$ 170,000	\$ 1,630,672
February	423,259	1,968,904	330,425	2,117,014	1,887,739	1,675,855	5,039,127	4,525,827	513,300
March	627,539	449,800	1,016,164	271,651	2,319,135	3,840,221	292,310	7,000	285,310
April	12,105,395	268,337	554,688	412,515	8,676,090	816,823	683,307	118,660	564,647
May	1,009,344	915,996	295,625	1,052,261	1,143,022	1,227,546	1,478,355	635,169	843,186
June	1,821,047	1,243,528	177,150	1,717,942	842,403	595,320	1,318,655	981,650	337,005
July	5,411,225	412,100	145,069	160,664	1,439,706	1,236,569	40,748,569	60,010	40,688,559
August	899,292	459,314	2,525,727	500,475	1,799,928	1,973,961	1,431,102	818,127	612,975
September	192,228	373,975	692,401	894,061	1,205,667	3,132,869	392,210	234,750	157,460
October	280,511	950,100	885,901	2,322,681	792,963	963,435	480,367	249,163	231,204
November	8,549,789	2,022,260	1,103,873	1,975,292	2,008,807	1,028,228	587,548	51,300	638,848
December	1,093,434	773,540	162,116	1,894,849	2,855,683	582,797	1,201,460	2,770	1,198,690
Total	\$ 32,656,693	\$ 10,390,572	\$ 8,592,930	\$ 13,753,740	\$ 29,461,960	\$ 19,694,512	\$ 55,453,682		

01/04/2018 10:35 AM

PROJECT VALUATION AND FEE REPORT

PAGE: 1

PROJECTS: 0 -2222222222
 APPLIED DATES: 0/00/0000 THRU 99/99/9999
 ISSUED DATES: 12/01/2017 THRU 12/31/2017 USE SEGMENT DATES
 EXPIRE DATES: 0/00/0000 THRU 99/99/9999
 STATUS: ALL

*December - 2017
 Building Projects*

PROJECT SEGMENT	ISSUE DATE SEGMENT DT	NAME DESCRIPTION	LOCATION BUILDING CODE	CONTRACTOR SEG. CONT.	DESCRIPTION VALUATION	PROJ TYPE FEE
20171271 BLDC-REM	12/01/2017 12/01/2017	KARLA SCIMECA COMMERCIAL REMODEL	3311 PADRE BLVD B BLDC-REM - COMMERCIAL REMOD	JUAN'S JUAN'S	COMMERCIAL REMODEL 5,000.00	BLDC-REM 35.00
20171280 BLDC-REM	12/04/2017 12/04/2017	SALAZAR, CAMERON COMMERCIAL REMODEL	1800 PADRE BLVD BLDC-REM - COMMERCIAL REMOD	CAMERON CAMERON	COMMERCIAL REMODEL 2,000.00	BLDC-REM 25.00
20171282 BLDC-REM	12/05/2017 12/05/2017	KRAWCZYSKI, DOUGLAS COMMERCIAL REMODEL	100 E SWORDFISH A BLDC-REM - COMMERCIAL REMOD	DOS LOERA	COMMERCIAL REMODEL 6,200.00	BLDC-REM 43.40
20171283 BLDR-REP	12/05/2017 12/05/2017	RUDOLPH, THERESA RESIDENTIAL REPAIR	200A W HIBISCUS BLDR-REP - RESIDENTIAL REPA	SHAMROCK SHAMROCK	RESIDENTIAL REPAIR 2,500.00	BLDR-REP 25.00
20171284 BLDR-REP	12/05/2017 12/05/2017	BARRERA, HORACIO RESIDENTIAL REPAIR	200B W HIBISCUS BLDR-REP - RESIDENTIAL REPA	SHAMROCK SHAMROCK	RESIDENTIAL REPAIR 2,500.00	BLDR-REP 25.00
20171287 BLDC-REP	12/06/2017 12/06/2017	TURGEMAN, EYAL COMMERCIAL REPAIR	3900 PADRE BLVD BLDC-REP - COMMERCIAL REPAI	JARAMILLO JARAMILLO	COMMERCIAL REPAIR 2,500.00	BLDC-REP 25.00
20171288 BLDR-REM	12/07/2017 12/07/2017	CONEGYS, JOHN RESIDENTIAL REMODEL	5101 LAGUNA BLVD 901 BLDR-REM - RESIDENTIAL REMO	WILLIS WILLIS	RESIDENTIAL REMODEL 15,000.00	BLDR-REM 105.00
20171299 BLDR-NEW	12/12/2017 12/12/2017	BES MERIT PROPERTIES NEW RESIDENTIAL BUILDING	5703A GULF BLVD 101 - SINGLE FAMILY	E B MERIT E B MERIT	NEW RESIDENTIAL BUILDING 200,000.00	BLDR-NEW 1,400.00
20171300 BLDR-NEW	12/12/2017 12/12/2017	BES MERIT PROPERTIES NEW RESIDENTIAL BUILDING	5703B GULF BLVD 101 - SINGLE FAMILY	E B MERIT E B MERIT	NEW RESIDENTIAL BUILDING 250,000.00	BLDR-NEW 1,750.00
20171301 BLDR-NEW	12/12/2017 12/12/2017	BES MERIT PROPERTIES NEW RESIDENTIAL BUILDING	5705A GULF BLVD 101 - SINGLE FAMILY	E B MERIT E B MERIT	NEW RESIDENTIAL BUILDING 300,000.00	BLDR-NEW 2,100.00
20171302 BLDR-NEW	12/12/2017 12/12/2017	BES MERIT PROPERTIES NEW RESIDENTIAL BUILDING	5705B GULF BLVD 101 - SINGLE FAMILY	E B MERIT E B MERIT	NEW RESIDENTIAL BUILDING 300,000.00	BLDR-NEW 2,100.00
20171303 BLDR-REP	12/13/2017 12/13/2017	SWAIN, DAVID RESIDENTIAL REPAIR	6412 BEACH DR BLDR-REP - RESIDENTIAL REPA	DIAMOND 6 DIAMOND 6	RESIDENTIAL REPAIR 3,190.00	BLDR-REP 25.00
20171304 BLDC-REP	12/13/2017 12/13/2017	THE VILLAS OF SOUTH PADRE COMMERCIAL REPAIR	6500 PADRE BLVD CAREA BLDC-REP - COMMERCIAL REPAI	MUNOZ MUNOZ	COMMERCIAL REPAIR 3,170.00	BLDC-REP 25.00
20171318 BLDR-REP	12/21/2017 12/21/2017	GARZA, RUBEN RESIDENTIAL REPAIR	107 E DOLPHIN BLDR-REP - RESIDENTIAL REPA	CASSO CASSO	RESIDENTIAL REPAIR 5,200.00	BLDR-REP 36.40
20171319 BLDC-REM	12/21/2017 12/21/2017	REGENCY CONDOMINIUMS HOA COMMERCIAL REMODEL	1800 GULF BLVD HOA BLDC-REM - COMMERCIAL REMOD	MUNOZ MUNOZ	COMMERCIAL REMODEL 5,200.00	BLDC-REM 36.40
20171322 BLDR-REM	12/22/2017 12/22/2017	VANCE, PAUL RESIDENTIAL REMODEL	1300 GULF BLVD 1802 BLDR-REM - RESIDENTIAL REMO	RAYDEAN RAYDEAN	RESIDENTIAL REMODEL 80,000.00	BLDR-REM 560.00

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PROJECT VALUATION AND FEE REPORT

PAGE: 2

PROJECTS: 0 -ZZZZZZZZZZ

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

ISSUED DATES: 12/01/2017 THRU 12/31/2017 USE SEGMENT DATES

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

STATUS: ALL

PROJECT SEGMENT	ISSUE DATE SEGMENT DT	NAME DESCRIPTION	LOCATION BUILDING CODE	CONTRACTOR SEG. CONT.	DESCRIPTION VALUATION	PROJ TYPE FEE
20171324 BLDR-REM	12/22/2017 12/22/2017	JENNINGS, WESLEY RESIDENTIAL REMODEL	116 E GEORGIA RUTH BLDR-REM - RESIDENTIAL REMO	JAIME JAIME	RESIDENTIAL REMODEL 12,000.00	BLDR-REM 84.00
20171329 BLDC-REM	12/27/2017 12/27/2017	KRAWCZYNSKI, DOUGLAS COMMERCIAL REMODEL	100 E SWORDFISH A BLDC-REM - COMMERCIAL REMOD	LOERA LOERA	COMMERCIAL REMODEL 3,000.00	BLDC-REM 25.00
20171332 BLDR-REP	12/28/2017 12/28/2017	YOUNGGREN, NORMAN RESIDENTIAL REPAIR	6606 PADRE BLVD 254 BLDR-REP - RESIDENTIAL REPA	JOHN RAMOS JOHN RAMOS	RESIDENTIAL REPAIR 4,000.00	BLDR-REP 200.00
*** TOTALS ***	NUMBER OF PROJECTS:	19		VALUATION:	1,201,460.00	FEE: 8,625.20

4 - new townhomes

01/04/2019 10:35 AM

PROJECT VALUATION AND FEE REPORT

PAGE: 4

PROJECTS: 0 -ZZZZZZZZZZ

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

ISSUED DATES: 12/01/2017 THRU 12/31/2017 USE SEGMENT DATES

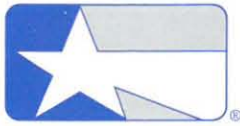
EXPIRE DATES: 0/00/0000 THRU 99/99/9999

STATUS: ALL

*** BUILDING CODE RECAP ***

BUILDING CODE - DESCRIPTION	# OF PROJECTS	# OF SEGMENTS	VALUATION	FEES
101 - SINGLE FAMILY	4	4	1,050,000.00	7,350.00
BLDC-REM - COMMERCIAL REMODEL	5	5	21,400.00	164.80
BLDC-REP - COMMERCIAL REPAIR	2	2	5,670.00	50.00
BLDR-REM - RESIDENTIAL REMODEL	3	3	107,000.00	749.00
BLDR-REP - RESIDENTIAL REPAIR	5	5	17,390.00	311.40
*** TOTALS ***	19	19	1,201,460.00	8,625.20

4- new townhomes



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 12/29/17 Page 1
Primary Account XXXXXXXXXXXXX2005
Enclosures 2

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

As of January 1, 2018, the following motor bank locations will officially close. 1201 S. Cage Blvd, Pharr, Texas and 918 W. Harrison Ave, Harlingen, Texas. All services offered at these locations will be available at any Lone Star National Bank location across South Texas. To find the nearest location please call Customer Service at 1-800-580-0322 or visit our website at lonestarnationalbank.com.

NOW Checking Commercial		Number of Enclosures	2
Account Number	XXXXXXXXXXXX2005	Statement Dates	12/01/17 thru 12/31/17
Previous Balance	104,802.12	Days in the statement period	31
2 Deposits/Credits	2,129.18	Average Ledger	106,209.93
1 Checks/Debits	2.00	Average Collected	106,154.15
Service Charge	.00		
Interest Paid	22.54		
Current Balance	106,951.84	2017 Interest Paid	251.13

Deposits and Additions

Date	Description	Amount
12/11	Over The Counter Deposit	1,064.59
12/12	Over The Counter Deposit	1,064.59
12/31	Interest Deposit	22.54

Debits and Other Withdrawals

Date	Description	Amount
12/29	Paper Statement Fee	2.00-

ACCOUNT STATEMENT

Date 12/29/17 Page 2
Primary Account XXXXXXXXXXXXX2005
Enclosures 2

NOW Checking Commercial XXXXXXXXXXXXX2005 (Continued)

Daily Balance Information

Date	Balance	Date	Balance	Date	Balance
12/01	104,802.12	12/12	106,931.30	12/31	106,951.84
12/11	105,866.71	12/29	106,929.30		

If you have overdrawn your account, be advised we have other less expensive methods to handle NSF item payments. Presenting transactions against NSFs is an expensive practice. To discuss other alternatives, call us at 1.800.580.0322 ext. 2440.