

**NOTICE OF REGULAR MEETING OF THE
LAMPASAS ECONOMIC DEVELOPMENT BOARD
OF THE CITY OF LAMPASAS, TEXAS
WEDNESDAY, OCTOBER 21, 2020
JACK CALVERT MUNICIPAL BUILDING BOARD ROOM
302 EAST THIRD STREET
5:30 PM**

Notice is hereby given that the regular meeting of the Lampasas Economic Development Corporation Board of the City of Lampasas will be held on Wednesday, October 21, 2020 at 5:30 p.m. in the Jack Calvert Municipal Building located at 302 East Third Street, Lampasas, Texas. The Lampasas Economic Development Corporation reserves the right to adjourn into Executive Session at any time during the course of this meeting to discuss any of the matters listed, as authorized by the Texas Government Code sections 551.071 (consultation with the attorney), 551.072 (deliberations about real property), 551.073 (deliberations about gifts and donations), 551.074 (personnel matters), 551.076 (deliberations about security devices), and 551.087 (economic development).

**REGULAR SESSION
5:30 p.m.**

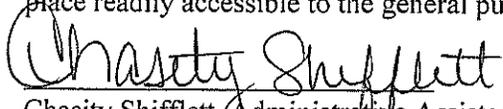
- I. Call to Order
- II. Open forum for citizen comments and questions (limited to five (5) minutes per person)
- III. Discussion and possible action regarding approval of the minutes dated September 16, 2020
- IV. Discussion and possible action regarding development & funding of Phase 1 infrastructure for the LEDC Business Park
- V. Update and possible action regarding Financials for September 2020
- VI. Update on the following:
 - 1.) County Update
 - 2.) LISD Update
 - 3.) Staff Update
- VII. Items that the Board Members may request to be placed on the next agenda
- VIII. Adjourn

EXECUTIVE SESSION

The Board of the Lampasas Economic Development Corporation will meet in closed Executive Session pursuant to the Texas Government Code, Chapter 551, as follows:

- IX. Section 551.087 (economic development) - (1) to receive and evaluate financial information received from a business prospect, to discuss same, and /or to deliberate regarding commercial or financial information that the LEDC has received from a business prospect that the LEDC seeks to have locate, stay, or expand in or near the city, with which the LEDC is conducting economic development negotiations; and/or (2) to deliberate an offer of any financial or other incentives to any business prospect described above.
- X. Adjourn Executive Session and Reconvene Regular Session.

I, Chasity Shifflett, Administrative Assistant of the City of Lampasas, Texas, do hereby certify that this Notice of Meeting was posted on the bulletin board/front window of City Hall, 312 East Third Street, Lampasas, Texas, at a place readily accessible to the general public at all times, on the 11th day of October, 2020 at 4:19 pm.


Chasity Shifflett, Administrative Assistant

**MINUTES OF REGULAR MEETING OF THE
LAMPASAS ECONOMIC DEVELOPMENT CORPORATION BOARD
OF THE CITY OF LAMPASAS, TEXAS
WEDNESDAY, SEPTEMBER 16, 2020
JACK CALVERT MUNICIPAL BUILDING BOARD ROOM
302 EAST THIRD STREET
5:30 P.M.**

The Lampasas Economic Development Corporation of the City of Lampasas met in regular session on the above date with President Charlie Pratus, III presiding.

LEDC Members Present:

Steve Hudson
TJ Monroe
Roland Schaub
David Millican - Ex-Officio
Neal Leavell
Misti Talbert

LEDC Members Absent:

Ronnie Vineyard
Bobby Carroll – Ex-Officio

City Staff Present:

Finley deGraffenried, City Manager/Executive Director
Mandy Walsh, Economic Development Director
Chasity Shifflett, Administrative Assistant

**REGULAR SESSION
12:00 p.m.**

I. Call to Order

President Pratus called the meeting to order at 5:30 p.m.

II. Open forum for citizen comments and questions (limited to five (5) minutes per person)

There were no citizen comments.

III. Discussion and possible action concerning approval of the minutes dated August 19, 2020

Board President Pratus moved to approve the minutes as presented. The motion was seconded by Board member Talbert. The motion carried unanimously. (Vineyard and Carroll absent)

IV. Discussion and possible action regarding the Lampasas County Higher Education Center request for funding FY 20-21

Presentation with Derrick Berrios, Director of the Lampasas County Higher Education Center (LCHEC), included:

- Mission – to provide high quality education and job training
- Over 1,000 Central Texas College students have taken courses at the LCHEC facility since 2010.
- Since 2011, over 550 students have been certified through Allied healthcare training courses with an average starting wage of \$11.25 per hour.
- 545 students have attended adult community education courses.
- Since 2012, over 700 children have participated in “College for Kids” program.
- Overall, more than 3,000 have participated in programs at LCHEC since 2010.
- Only institution offering GED preparation within 33-mile radius.
- Berrios thanked LEDC for their support.
- Requesting \$8,500.00 from LEDC because LCHEC received \$1,500 from LEDC earlier this year from the Covid Relief Grant.
- Covid closed LCHEC from early March to early May.
- Learning suspended for over 75 students at that time.
- There were two (2) active Allied Health classes, a GED prep and CTC classes being held at LCHEC at that time.
- The Allied Health classes were able to resume in late May and graduate by early August, CTC classes and the GED prep program has not returned to LCHEC and is suspended for the foreseeable future.
- LCHEC lost two (2) instructors due to them being frontline workers and three (3) students permanently during this time; was able to replace one (1) instructor recently and actively searching for another.

Board member Talbert advised that the \$1,500 LCHEC received earlier this year for Covid relief should not be deducted from the amount of \$10,000 the LEDC budgeted to give them this year.

Board member Talbert moved to give \$10,000 to LCHEC. The motion was seconded by Board member Schaub and with a unanimous vote, the motion carried. (Vineyard and Carroll absent)

V. Discussion and possible action regarding development & funding of Phase 1 infrastructure for the LEDC Business Park

Mandy Walsh reviewed the development and funding with the Board.

Topics of discussion included:

- Walsh reported the grant writers hope to have application completed to submit in October.
- Walsh has been working with the prospect on information for the impact study
- Walsh advised the Board that she has received approximately ten (10) support letters

and five (5) impact letters from other businesses.

No action taken.

VI. Discussion and possible action regarding the election of officers for the LEDC Board

Board Member Talbert moved to recommend reappointment of Charlie Pratus, III as Board President for the Lampasas Economic Development Corporation Board, Steve Hudson as Vice President and Roland Schaub as Treasurer of the Board. The motion was seconded by Board Member Leavell. The motion carried unanimously. (Vineyard and Carroll absent)

VII. Update and possible action regarding Financials for August 2020

Mandy Walsh reviewed the financials with the Board. Receipt was acknowledged without formal action.

No action taken.

VIII. Update on the following:

1.) County Updates

There were no updates on the County due to the absence of Ex-officio member Carroll.

2.) Lampasas Independent School District Updates

David Millican, LISD Ex-officio member, reviewed the following:

- Enrollment is 3,390
- 25-30% of students are learning remotely and are required to stay in remote learning for the first nine (9) weeks.
- Eight (8) confirmed Covid cases that affected the district; 256 quarantined and none tested positive or showed symptoms.
- Survey for Pre-K through fourth grade students resulted in those students not being required to wear a mask.

3.) Staff Updates

Mandy Walsh, Economic Development Director, reviewed the following:

- Internet Project – Walsh discussed with the Board that Roll Call and NextLink have finalized their pole attachment agreements. NextLink will start on west side of town, while RollCall will begin southeast of town.
- EDA Grant - Walsh reminded the Board that they are planning to have the grant submitted by October.

- Development – Walsh advised the Board that Alamo Coffee has relocated and will now have a drive through. Walsh informed the Board that Heritage Funeral Home is moving forward with their building plans. The prospect interested in the Aaron’s Rentals building is getting more information for Walsh so she can help them oversee the project.
- IEDC/TDA – Walsh advised that IEDC is holding their first virtual conference this year. Rates for the conference have decreased due to it being virtual this year. The Texas Downtown Association is also holding a virtual conference this year. She welcomed Board members to attend any of the sessions with her.
- Ladies’ Night – Ladies’ Night on the Square is scheduled for October 1st. Walsh advised the Board that stores will be following CDC guidelines and they are hoping for another successful event.

IX. Items that the Board Members may request to be placed on the next agenda

- EDA Grant Update
- CARES Act Update
- Strategic Plan

X. Adjourn

Board member Hudson moved to adjourn the meeting at 6:09 p.m. The motion was seconded by Board member Leavell and with a unanimous vote, the motion carried. (Vineyard and Carroll absent)

PASSED AND APPROVED this _____ day of _____, 2020.

Charlie Pratus III, President

Chasity Shifflett, Administrative Assistant

CITY OF LAMPASAS
 FINANCIAL STATEMENT
 AS OF: SEPTEMBER 30TH, 2020

75 -LAMPASAS ECONOMIC DEV CRP
 FINANCIAL SUMMARY

ACCT#	ACCOUNT NAME	ANNUAL BUDGET	CURRENT PERIOD	Y-T-D ACTUAL	% OF BUDGET	Y-T-D ENCUMB.	BUDGET BALANCE
<u>REVENUE SUMMARY</u>							
<u>OPERATING REVENUE</u>							
	TAX REVENUE	301,000.00	32,033.26	348,835.47	115.89	0.00	(47,835.47)
	SERVICE REVENUE	0.00	2,000.00	2,000.00	0.00	0.00	(2,000.00)
	OTHER REVENUE	4,660.00	49.78	1,507.71	32.35	0.00	3,152.29
	TRANSFERS	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL OPERATING REVENUE	305,660.00	34,083.04	352,343.18	115.27	0.00	(46,683.18)
<u>BOND FUND REVENUE</u>							
	OTHER REVENUE	439,040.00	60.46	3,197.05	0.73	0.00	435,842.95
	TRANSFERS	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL BOND FUND REVENUE	439,040.00	60.46	3,197.05	0.73	0.00	435,842.95
	FUND TOTAL REVENUE	744,700.00	34,143.50	355,540.23	47.74	0.00	389,159.77
<u>EXPENDITURE SUMMARY</u>							
<u>LEDC OPERATING FUNDS</u>							
	SUPPLIES	600.00	33.94	408.83	68.14	0.00	191.17
	CONTRACTUAL SERVICES	39,676.00	1,037.99	20,729.18	52.25	0.00	18,946.82
	MAINTENANCE	7,065.00	0.00	2,071.92	29.33	0.00	4,993.08
	OTHER EXPENSES	53,500.00	1,979.00	127,430.42	238.91	385.00	(74,315.42)
	CAPITAL EXPENDITURES	0.00	0.00	0.00	0.00	0.00	0.00
	CONTINGENCY AND RESERVES	0.00	0.00	0.00	0.00	0.00	0.00
	TRANSFERS	50,011.00	0.00	0.00	0.00	0.00	50,011.00
	DEBT SERVICE	154,808.00	77,403.64	154,807.28	100.00	0.00	0.72
	TOTAL LEDC OPERATING FUNDS	305,660.00	80,454.57	305,447.63	100.06	385.00	(172.63)
<u>LAMPASAS EDC BOND FUNDS</u>							
	CONTRACTUAL SERVICES	10,000.00	0.00	51,788.00	517.88	0.00	(41,788.00)
	CAPITAL EXPENDITURES	0.00	0.00	0.00	0.00	0.00	0.00
	CONTINGENCY AND RESERVES	429,040.00	0.00	0.00	0.00	0.00	429,040.00
	TOTAL LAMPASAS EDC BOND FUNDS	439,040.00	0.00	51,788.00	11.80	0.00	387,252.00
	FUND TOTAL EXPENDITURES	744,700.00	80,454.57	357,235.63	48.02	385.00	387,079.37
	TOTAL PROFIT / (LOSS)	0.00	(46,311.07)	(1,695.40)	0.00	(385.00)	2,080.40

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CITY OF LAMPASAS
FINANCIAL STATEMENT
AS OF: SEPTEMBER 30TH, 2020

75 -LAMPASAS ECONOMIC DEV CRP
FINANCIAL SUMMARY

ACCT#	ACCOUNT NAME	ANNUAL BUDGET	CURRENT PERIOD	Y-T-D ACTUAL	% OF BUDGET	Y-T-D ENCUMB.	BUDGET BALANCE
=====	=====	=====	=====	=====	=====	=====	=====

CITY OF LAMPASAS
FINANCIAL STATEMENT
AS OF: SEPTEMBER 30TH, 2020

75 -LAMPASAS ECONOMIC DEV CRP
REVENUES

ACCT#	ACCOUNT NAME	ANNUAL BUDGET	CURRENT PERIOD	Y-T-D ACTUAL	% OF BUDGET	Y-T-D ENCUMB.	BUDGET BALANCE
OPERATING REVENUE							
TAX REVENUE							
400-4017	SALES TAX	301,000.00	32,033.26	348,835.47	115.89	0.00	(47,835.47)
	TOTAL TAX REVENUE	301,000.00	32,033.26	348,835.47	115.89	0.00	(47,835.47)
SERVICE REVENUE							
400-4330	LEASE REVENUE	0.00	0.00	0.00	0.00	0.00	0.00
400-4330.01	LEASE REVENUE (QUONSET HUT)	0.00	0.00	0.00	0.00	0.00	0.00
400-4335	WEBSITE REVENUES	0.00	0.00	0.00	0.00	0.00	0.00
400-4383	DONATIONS	0.00	2,000.00	2,000.00	0.00	0.00	(2,000.00)
	TOTAL SERVICE REVENUE	0.00	2,000.00	2,000.00	0.00	0.00	(2,000.00)
OTHER REVENUE							
400-4710	BONDS	0.00	0.00	0.00	0.00	0.00	0.00
400-4820	INTEREST & DIVIDENDS	4,660.00	49.78	1,507.71	32.35	0.00	3,152.29
400-4821	INTEREST NOTE BACHMAYER	0.00	0.00	0.00	0.00	0.00	0.00
400-4822	INTEREST NOTE - HVM PECAN CR	0.00	0.00	0.00	0.00	0.00	0.00
400-4830	SALE OF FIXED ASSETS	0.00	0.00	0.00	0.00	0.00	0.00
400-4897	DESIGNATED RE/DONATIONS	0.00	0.00	0.00	0.00	0.00	0.00
400-4898	UNDESIGNATED RETAINED EARNIN	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL OTHER REVENUE	4,660.00	49.78	1,507.71	32.35	0.00	3,152.29
TRANSFERS							
400-4910	TRANSFER FROM GENERAL FUND	0.00	0.00	0.00	0.00	0.00	0.00
400-4999	MISCELLANEOUS REVENUES	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL TRANSFERS	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL OPERATING REVENUE	305,660.00	34,083.04	352,343.18	115.27	0.00	(46,683.18)
BOND FUND REVENUE							
OTHER REVENUE							
110-4520	LOAN PROCEEDS	0.00	0.00	0.00	0.00	0.00	0.00
110-4710	BOND FUNDS	0.00	0.00	0.00	0.00	0.00	0.00
110-4820	INTEREST EARNED	7,000.00	60.46	3,197.05	45.67	0.00	3,802.95
110-4898	DESIGNATED RE/BOND FUNDS	432,040.00	0.00	0.00	0.00	0.00	432,040.00
	TOTAL OTHER REVENUE	439,040.00	60.46	3,197.05	0.73	0.00	435,842.95
TRANSFERS							
110-4999	MISCELLANEOUS REVENUE	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL TRANSFERS	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL BOND FUND REVENUE	439,040.00	60.46	3,197.05	0.73	0.00	435,842.95

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CITY OF LAMPASAS
FINANCIAL STATEMENT
AS OF: SEPTEMBER 30TH, 2020

75 -LAMPASAS ECONOMIC DEV CRP
REVENUES

ACCT#	ACCOUNT NAME	ANNUAL BUDGET	CURRENT PERIOD	Y-T-D ACTUAL	% OF BUDGET	Y-T-D ENCUMB.	BUDGET BALANCE
***	FUND TOTAL REVENUE ***	744,700.00	34,143.50	355,540.23	47.74	0.00	389,159.77

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CITY OF LAMPASAS
 FINANCIAL STATEMENT
 AS OF: SEPTEMBER 30TH, 2020

75 -LAMPASAS ECONOMIC DEV CRP
 LEDC OPERATING FUNDS
 DEPARTMENT EXPENSES

ACCT#	ACCOUNT NAME	ANNUAL BUDGET	CURRENT PERIOD	Y-T-D ACTUAL	% OF BUDGET	Y-T-D ENCUMB.	BUDGET BALANCE
SUPPLIES							
500-5230	UNIFORMS	100.00	0.00	0.00	0.00	0.00	100.00
500-5250	HAND TOOLS & SMALL EQUIPMENT	0.00	0.00	0.00	0.00	0.00	0.00
500-5260	POSTAGE	0.00	0.00	0.00	0.00	0.00	0.00
500-5265	COMPUTER SOFTWARE & EQUIPMEN	0.00	0.00	236.92	0.00	0.00	(236.92)
500-5270	SUPPLIES	500.00	33.94	171.91	34.38	0.00	328.09
500-5295	BOOKS & PUBLICATIONS	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL SUPPLIES	600.00	33.94	408.83	68.14	0.00	191.17
CONTRACTUAL SERVICES							
500-5300	CONTRACT LABOR	0.00	0.00	0.00	0.00	0.00	0.00
500-5316	BOND AGENT FEES	0.00	0.00	0.00	0.00	0.00	0.00
500-5320	TELEPHONE SERVICES	1,176.00	37.99	455.88	38.77	0.00	720.12
500-5325	UTILITIES	0.00	0.00	0.00	0.00	0.00	0.00
500-5346	ENGINEERING/SURVEYING SERVIC	10,000.00	0.00	0.00	0.00	0.00	10,000.00
500-5355	INSURANCE-PROPERTY	0.00	0.00	0.00	0.00	0.00	0.00
500-5361	LEGAL SERVICES	2,000.00	0.00	533.75	26.69	0.00	1,466.25
500-5373	PROMOTION AND ADVERTISING	7,500.00	0.00	1,589.55	21.19	0.00	5,910.45
500-5388	TAXES ON PROPERTY	0.00	0.00	0.00	0.00	0.00	0.00
500-5395	PROFESSIONAL SERVICES	7,000.00	0.00	6,150.00	87.86	0.00	850.00
500-5397	ADMIN & OVERHEAD	12,000.00	1,000.00	12,000.00	100.00	0.00	0.00
500-5398	VISION LAMPASAS	0.00	0.00	0.00	0.00	0.00	0.00
500-5399	OTHER SERVICES	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL CONTRACTUAL SERVICES	39,676.00	1,037.99	20,729.18	52.25	0.00	18,946.82
MAINTENANCE							
500-5405	BUILDING & GROUNDS MAINTENAN	5,000.00	0.00	0.00	0.00	0.00	5,000.00
500-5425	OFFICE EQUIPMENT MAINTENANCE	2,065.00	0.00	2,071.92	100.34	0.00	(6.92)
	TOTAL MAINTENANCE	7,065.00	0.00	2,071.92	29.33	0.00	4,993.08
OTHER EXPENSES							
500-5451	BUSINESS EXPENSES	5,000.00	0.00	696.73	13.93	0.00	4,303.27
500-5452	TRAVEL & TRAINING	7,500.00	0.00	4,029.69	58.86	385.00	3,085.31
500-5453	DUES & MEMBERSHIPS	1,000.00	0.00	725.00	72.50	0.00	275.00
500-5499	ECONOMIC DEVELOPMENT PROGRAM	40,000.00	1,979.00	121,979.00	304.95	0.00	(81,979.00)
500-5499.01	ECON DVLPMNT PROGRAM	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL OTHER EXPENSES	53,500.00	1,979.00	127,430.42	238.91	385.00	(74,315.42)
CAPITAL EXPENDITURES							
500-5505	BUILDING & GROUNDS	0.00	0.00	0.00	0.00	0.00	0.00
500-5530	WATER SYSTEMS	0.00	0.00	0.00	0.00	0.00	0.00
500-5535	ELECTRIC SYSTEMS	0.00	0.00	0.00	0.00	0.00	0.00
500-5540	SEWER SYSTEMS	0.00	0.00	0.00	0.00	0.00	0.00
500-5545	STREETS & DRAINAGE	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL CAPITAL EXPENDITURES	0.00	0.00	0.00	0.00	0.00	0.00

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CITY OF LAMPASAS
FINANCIAL STATEMENT
AS OF: SEPTEMBER 30TH, 2020

75 -LAMPASAS ECONOMIC DEV CRP
LEDC OPERATING FUNDS
DEPARTMENT EXPENSES

ACCT#	ACCOUNT NAME	ANNUAL BUDGET	CURRENT PERIOD	Y-T-D ACTUAL	% OF BUDGET	Y-T-D ENCUMB.	BUDGET BALANCE
<u>CONTINGENCY AND RESERVES</u>							
500-5600	CONTINGENCY/RESERVES	0.00	0.00	0.00	0.00	0.00	0.00
500-5601	DONATION RESERVES	0.00	0.00	0.00	0.00	0.00	0.00
500-5610	DEPRECIATION	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
	TOTAL CONTINGENCY AND RESERVES	0.00	0.00	0.00	0.00	0.00	0.00
<u>TRANSFERS</u>							
500-5710	TRANSFER TO GENERAL FUND	0.00	0.00	0.00	0.00	0.00	0.00
500-5722	TRANSFER TO FUND 22	50,011.00	0.00	0.00	0.00	0.00	50,011.00
500-5751	TRANSFER TO FUND 51 (EDUCATI	0.00	0.00	0.00	0.00	0.00	0.00
500-5759	TRANSFER TO FUND 59	0.00	0.00	0.00	0.00	0.00	0.00
500-5776	TRANSFER TO LEDC DESIGNATED	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
	TOTAL TRANSFERS	50,011.00	0.00	0.00	0.00	0.00	50,011.00
<u>DEBT SERVICE</u>							
500-5800	PRINCIPAL PAYMENT	105,879.00	53,365.62	105,901.22	100.02	0.00	(22.22)
500-5801	INTEREST PAYMENT	<u>48,929.00</u>	<u>24,038.02</u>	<u>48,906.06</u>	<u>99.95</u>	<u>0.00</u>	<u>22.94</u>
	TOTAL DEBT SERVICE	154,808.00	77,403.64	154,807.28	100.00	0.00	0.72
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	TOTAL LEDC OPERATING FUNDS	305,660.00	80,454.57	305,447.63	100.06	385.00	(172.63)
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75 -LAMPASAS ECONOMIC DEV CRP

ACCT# ACCOUNT NAME

ASSETS

=====		
1020	FSB CHECKING 7001092 LEDC	409,034.88
1021	FSB CAPITAL FD CHECKING7002363	2,591.02
1025	FSB LEDC LOAN 2678	0.00
1026	BUSINESS BANK OF TX 4001561	486,195.67
1030	CLAIM ON CASH	51,269.96
1210	ACCOUNTS RECEIVABLE	0.00
1222	ACCOUNTS RECEIVABLE	0.00
1235	NOTE RECEIVABLE BACHMAYER	0.00
1236	NOTE RECEIVABLE-PECAN CRK HVM	0.00
1300	LAND PURCHASE/IMPROVEMENTS	1,725,616.61
1310	FAG-BUILDINGS & IMPROVEMENTS	17,975.00
1396	ACCUMULATED DEPRECIATION	(112,129.00)
1499	DUE FROM CASH & CONCENTRATION	0.00
1999	LEDC CLEARING ACCOUNT	<u>0.00</u>
	TOTAL ASSETS	2,580,554.14
		=====

LIABILITIES & FUND BALANCE

=====		
2209	ACCOUNTS PAYABLE CAPITAL ACCT	0.00
2210	ACCOUNTS PAYABLE	71.93
2220	ACCOUNTS PAYABLE PENDING	0.00
2225	ACCRUED INTEREST PAYABLE	3,397.85
2283	UNAPPLIED CREDIT	0.00
2284	BONDS PAYABLE	1,333,759.36
3009	DESIGNATED RE/DONATIONS	0.00
3010	UNASSIGNED FUND BALANCE	1,064,289.93
3030	ASSIGNED FUND BALANCE	180,730.47
	CURRENT INCREASE / (DECREASE) IN FUND BALANCE	(<u>1,695.40</u>)
	TOTAL LIABILITIES & FUND EQUITY	2,580,554.14
		=====

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Lampasas Economic Development Corporation

From: Mandy Walsh

Re: Staff Report

Date: October 21, 2020

Internet

Both ISPs have executed their pole attachment agreements with the City and have begun initial work (make-ready assessment). Our electric department is working closely with both parties assessing and replacing any necessary poles along their routes. Construction will begin within the next 1-2 weeks with one ISP beginning in Fawn Acres/Stone Valley/Horseshoe Bend area and working inward, while the other plans to begin southeast of town, then out to Sunrise Hills subdivision and working back into the City. Door hangers and additional online methods will be used for outreach so residents and commercial businesses are aware of the new providers, service packages and timing of buildout.

Sales Tax

Sales tax collections for the month of October totaled \$185,110.58, an increase of \$22,442.61 (13.80%) over the prior year. The twelve-month moving average is 11.80% higher than this time last year. We've seen an increase in the retail industry by 24.42%. The top 10 taxpayers had gains of \$11,817 and for October there was \$3,214 in new payments.

EDA

We've submitted data for an impact study through Impact DataSource. We hope to have the information back in a timely manner in order to package the grant submission. The prospect is pulling together market-study data to illustrate the sales forecast/potential, as well as a high-level schedule for construction. According to our grant writer, this grant program is built to highlight negative impacts on communities from the COVID-19 disaster, but then present a solution that will help the community to respond (economic development projects, jobs, etc.) in a way that will make the community more resilient to economic disruptions in the future. Most of the remaining material for the application is contingent on receiving data and financial information from the prospect.

Development

Endeavor came to City Council on October 12th and received approval (first reading) on vacating the alley for their project at 1003 S Key Ave. Additionally, we've had an introductory meeting with developers on the former Triangle Motel property. I am also assisting with Hillside Acres and their development agreement for a 27-home subdivision in two separate phases on 580 West. I've also met with (3) separate prospects bringing new business and interested in available properties on Key Ave.

BRE

Melissa Unger and I recently met with a business owner to discuss ideas for a business showcase event. We are evaluating the interest and comfort

level, but hope to have an event hosting local businesses willing to participate, set up booths and showcase their goods/services in a neutral location, possibly along the creek in W.M. Brook Park (similar to the set up for vendors at Spring Ho). Several years ago, the Chamber hosted a similar event at the Hostess House and it was hugely popular and successful. With so many new businesses in town, and current businesses still feeling the impacts of COVID, we think early in the first quarter of 2021 might be a good time to reintroduce this event. We, Melissa and I, plan to publicize it heavily in hopes of introducing as much of the community as we can to all of the current and new businesses in town.

TDA

Most training sessions are still virtual, but I've signed up for a few in the coming weeks and months. The Texas Downtown Association hosted Hope for the Holidays: Tips and strategies for getting through the season and supporting small business on October 15. The webinar included a panel discussion of TDA members who are reimagining activities, bolstering shop local campaigns, and engaging small businesses in new ways. Cost for virtual workshops is minimal so I look to share with business owners that may be interested in attending, and benefit from certain topics and practices.

Ladies' Night

Ladies' Night on the Square was held on October 1st with a great turnout. Merk & Tilley's reported their entries for the door giveaway, which was limited to one entry per person, exceeded 400. There are plans to host another before the end of the year. Shop owners were very pleased with the crowd and the bump in sales. Also, CDC guidelines were followed by businesses and shoppers.

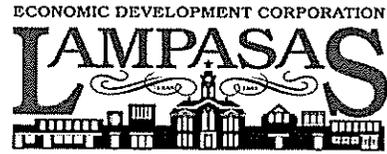
Congressman Williams

Congressman Williams visited with several business owners, as well as the LISD, Chamber, City staff and elected officials regarding impacts of COVID-19 on our local economy on Friday, October 16th. Business owners spoke regarding the PPP funding and impact of COVID related to their specific business. Congressman Williams spoke in detail about relief funding and the need for business liability insurance. State Representative Brad Buckley was also in attendance.



Memo

To: Mandy Walsh, LEDC Director
From: Monica Wright, Director of Information Systems
Date: Wednesday, October 7, 2020
Re: September Website/Social Media Analytics Report



Information Systems

September 1-30, 2020

Communication

	September 2019	September 2020
'Contact Us" Submissions	0	0
Notify Me Subscribers (Calendar)	43	44
Notify Me Subscribers (News Flash)	43	44
Notify Me Subscribers (News Carousel)	6	5
Notify Me Subscribers (Local Business Profile & Community Spotlight)	38	38
Notify Me Subscribers (Property Listings)	41	41
Notify Me (Jobs)	11	11
Facebook (Followers)	1,770	2,130
Twitter (Followers)	135	151

LEDC Website

	September 2019	September 2020
Page Views	508	1,443
Page Visits	271	558
Total Searches	13	22
Total Downloads	259	330

A page view is a visit to a page on your website. If the visitor reloads a page, this counts as an additional page view. If the user navigates to a different page and then returns to the original page, this will count as another page view. A visit is defined as a sequence of consecutive page views without a 30-minute break. A visit always contains one or more page views.

Mobile vs Desktop

Desktop	447
Smartphone	92
Tablet	11
Unknown	8

Browser Views

Internet Explorer	209
Chrome	175
Mobile Safari	51
Firefox	40
Chrome Mobile	36
Safari	14
Unknown	12
Chrome Mobile iOS	8
Microsoft Edge	5
QQ Browser	4

Geo Map Overlay- Visits (top 20 Country/Region/City)

Unknown	202
Leander, TX	16
Atlanta, Georgia	13
Austin, TX	13
Buffalo, Nevada	13
El Paso, TX	12
Evanston, Wyoming	12
San Antonio, TX	11
Dallas, TX	10
San Jose, California	10
Houston, TX	8
Las Vegas, Nevada	7
Los Angeles, California	7
Chicago, Illinois	6
Copperas Cove, TX	6
Forney, TX	6
Georgetown, TX	6
Lampasas, TX	5
New York, New York	5
Oakland, California	5

Site Search Keywords

Agenda	1	Hancock Park Golf Course	1
Board	1	New Business	1
Building Permit	1	Number of Businesses	1
Grocery Stores	1	Permit Application	1

Top Visits

Lampasas Economic Development Corporation	921
Demographics	24
Top Employers	23
About Your EDC Director	22
History of Lampasas	19
Local Incentives	19
About Us	18
Incentives & Financing	18
Living Here	16
Wineries	16
Quarterly Reports	15
Lampasas Business Park	14
News & Media	14
Location	13
Municipal Airport	13
Tourism	13
City Governance	11
EDC Board	11
Labor Force	11
Local Clubs & Organizations	11