

**NOTICE OF REGULAR MEETING OF THE
LAMPASAS ECONOMIC DEVELOPMENT BOARD
OF THE CITY OF LAMPASAS, TEXAS
WEDNESDAY, OCTOBER 16, 2019
CITY ADMINISTRATION BUILDING - CONFERENCE ROOM
312 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 16, 2019 at 5:30 p.m. in the City Administration Building-Conference Room located at 312 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. Presentation by Nextlink Internet
- IV. Discussion and possible action concerning the election of officers
- V. Discussion and possible action concerning approval of the minutes dated September 18, 2019
- VI. Update and possible action regarding September Financials
- VII. Discussion and possible action regarding funding amount in support of LCHEC, Vision Lampasas and Christmas on the Creek as budgeted
- VIII. Update on the following:
 - 1.) County and LISD Updates
 - 2.) Staff Updates
 - Beautification Projects
 - Internet Project
 - Workforce Dev Luncheon
 - TML
 - Hostess House
 - DDOCT
 - Retail Development
- IX. Adjourn into Executive Session

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:

1. 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.
2. Adjourn Executive Session and Reconvene Regular Session.

REGULAR SESSION

- X. Discussion and possible action regarding Executive Session items
- XI. Items that the Board Members may request to be placed on the next agenda
- XII. Adjourn

I, Vicki Tower, Assistant City Secretary 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, 2019 at 9:15a.m..



Vicki Tower, Assistant City Secretary

**MINUTES OF REGULAR MEETING OF THE
LAMPASAS ECONOMIC DEVELOPMENT CORPORATION BOARD
OF THE CITY OF LAMPASAS, TEXAS
WEDNESDAY, SEPTEMBER 18, 2019
CITY ADMINISTRATION BUILDING - CONFERENCE ROOM
312 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:

Misti Talbert
Steve Hudson
Ronnie Vineyard
TJ Monroe
Bobby Carroll - Ex-Officio
David Millican - Ex-Officio

LEDC Members Absent:

Neal Leavell
Roland Schaub

City Staff Present:

Gary Cox, Assistant City Manager
Mandy Walsh, Economic Development Director
Vicki Tower, Administrative Secretary

**REGULAR SESSION
5:30 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 21, 2019

Board member Hudson moved to approve the minutes as presented. The motion was seconded by Board member Vineyard with a vote of 6 in favor and one abstention (Pratus), the motion carried. (Leavell and Schaub absent)

IV. Update and possible action regarding June, July and August Financials

Mandy Walsh, Economic Development Director, reviewed the June, July and August Financials with the Board.

No action was taken.

Board member Talbert moved to table Item V. The motion was seconded by Board member Hudson and with a unanimous vote, the motion carried. (Leavell and Schaub absent)

V. Presentation by Mike Cour with Eco-Strong LLC

VI. Update on the following:

1.) County and LISD Updates

Bobby Carroll, County Ex-Officio member, reviewed the following:

- Working on Budget
- Jail project is moving along and should be ready by end of January 2020

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

- Enrollment keeps going up - mainly at Middle School and High School
- Enrollment was 3,421 as of September 13, 2019
- State mandated Pre-K program at each Elementary campus – plan to have program started by August 2020 – probably 50% State funded
- UIL numbers – should stay in 4A bracket

2.) Staff Updates

Mandy Walsh, Economic Development Director, reviewed the following:

- Congressman Meeting – Walsh told the Board that City Staff, the Mayor and members of Langford Community Management met with Congressman Roger Williams and his staff regarding the application for the ReConnect Pilot Program. Walsh told the Board that Congressman Williams believes that Lampasas has a very compelling story and could possibly receive Federal funding for the internet project; he stated he would work on this through his channels, but no guarantee.
- Downtown Development
 - Future occupancy of several downtown buildings including 317 E. Third, 415 E. Third, 511/513 E. Third, 406 E. Third and 405 S. Pecan
 - Existing downtown building/business owners want to “spruce up” their property due to the increased activity
- Workforce Development

- Career & Technology Education (CTE) Director, Julie Salvato, presented at the CTE Advisory Board meeting on September 10, 2019 concerning current CTE programs at Lampasas High School, projections for the future and TEA approved list of industry-based certifications that Lampasas High School offers
- Charley Ayres, Director of Industry/Education Partnerships with Central Texas Workforce Solutions, also presented at the CTE Advisory Board on September 10, 2019 regarding the Student Occupational Awareness & Recognition (SOAR) program
- Increased Interest
 - Commercial property in Lampasas and the Business Park
 - Residential development is spurring more retail development
 - Developers and site selectors looking for locations for clients – particularly along Key Avenue and Central Texas Expressway
 - Mike Irvin has expressed interest in developing a few properties that he has recently acquired – property near East 4th Street Bridge and the former Locker Plant
- Business Park
 - Eckermann Engineering is proceeding with developing the Business Park plans
 - Updated the models to reflect the wider ROW and flat area to accommodate future sidewalks
 - Have had several prospect inquiries in the past couple of months
- Comprehensive Plan
 - Great response from the community survey – over 600 completed online and over 20 hard copy responses
 - Extended deadline to September 16, 2019 to complete surveys
 - Gap in responses – 40 and under with children at home, particularly males
 - Next CPAC meeting tentatively scheduled for Tuesday, October 22 at 6:00 p.m., location to be determined

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

- Election of Officers for the LEDC Board

VIII. Adjourn

Board member Vineyard moved to adjourn the meeting at 5:55 p.m. The motion was seconded by Board member Talbert and with a unanimous vote, the motion carried. (Leavell and Schaub absent)

PASSED AND APPROVED this _____ day of _____, 2019.

Charlie Pratus III, President

Vicki Tower, Assistant City Secretary

CITY OF LAMPASAS
 FINANCIAL STATEMENT
 AS OF: SEPTEMBER 30TH, 2019

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
REVENUE SUMMARY							
OPERATING REVENUE							
	TAX REVENUE	295,000.00	28,406.09	313,229.40	106.18	0.00	(18,229.40)
	SERVICE REVENUE	0.00	2,000.00	2,000.00	0.00	0.00	(2,000.00)
	OTHER REVENUE	23,742.00	213.90	4,999.49	21.06	0.00	18,742.51
	TRANSFERS	<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 OPERATING REVENUE	318,742.00	30,619.99	320,228.89	100.47	0.00	(1,486.89)
BOND FUND REVENUE							
	OTHER REVENUE	538,040.00	5.33	7,992.04	1.49	0.00	530,047.96
	TRANSFERS	<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 BOND FUND REVENUE	<u>538,040.00</u>	<u>5.33</u>	<u>7,992.04</u>	<u>1.49</u>	<u>0.00</u>	<u>530,047.96</u>
	FUND TOTAL REVENUE	856,782.00	30,625.32	328,220.93	38.31	0.00	528,561.07
EXPENDITURE SUMMARY							
LEDC OPERATING FUNDS							
	SUPPLIES	500.00	45.00	802.85	160.57	0.00	(302.85)
	CONTRACTUAL SERVICES	38,176.00	2,287.99	25,528.60	66.95	28.62	12,618.78
	MAINTENANCE	6,900.00	0.00	1,973.26	28.60	0.00	4,926.74
	OTHER EXPENSES	68,500.00	0.00	25,932.08	37.86	0.00	42,567.92
	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	49,857.00	0.00	0.00	0.00	0.00	49,857.00
	DEBT SERVICE	<u>154,809.00</u>	<u>77,403.64</u>	<u>154,807.28</u>	<u>100.00</u>	<u>0.00</u>	<u>1.72</u>
	TOTAL LEDC OPERATING FUNDS	318,742.00	79,736.63	209,044.07	65.59	28.62	109,669.31
LAMPASAS EDC BOND FUNDS							
	CONTRACTUAL SERVICES	0.00	19,400.00	48,800.00	0.00	0.00	(48,800.00)
	CAPITAL EXPENDITURES	0.00	0.00	0.00	0.00	0.00	0.00
	CONTINGENCY AND RESERVES	<u>538,040.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>538,040.00</u>
	TOTAL LAMPASAS EDC BOND FUNDS	<u>538,040.00</u>	<u>19,400.00</u>	<u>48,800.00</u>	<u>9.07</u>	<u>0.00</u>	<u>489,240.00</u>
	FUND TOTAL EXPENDITURES	856,782.00	99,136.63	257,844.07	30.10	28.62	598,909.31
	TOTAL PROFIT / (LOSS)	0.00	(68,511.31)	70,376.86	0.00	(28.62)	(70,348.24)

CITY OF LAMPASAS
FINANCIAL STATEMENT
AS OF: SEPTEMBER 30TH, 2019

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
		=====	=====	=====	=====	=====	=====

6

CITY OF LAMPASAS
 FINANCIAL STATEMENT
 AS OF: SEPTEMBER 30TH, 2019

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	295,000.00	28,406.09	313,229.40	106.18	0.00	(18,229.40)
	TOTAL TAX REVENUE	295,000.00	28,406.09	313,229.40	106.18	0.00	(18,229.40)
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	1,200.00	213.90	4,999.49	416.62	0.00	(3,799.49)
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	22,542.00	0.00	0.00	0.00	0.00	22,542.00
	TOTAL OTHER REVENUE	23,742.00	213.90	4,999.49	21.06	0.00	18,742.51
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	318,742.00	30,619.99	320,228.89	100.47	0.00	(1,486.89)
BOND FUND REVENUE							
OTHER REVENUE							
410-4520	LOAN PROCEEDS	0.00	0.00	0.00	0.00	0.00	0.00
410-4710	BOND FUNDS	0.00	0.00	0.00	0.00	0.00	0.00
410-4820	INTEREST EARNED	6,000.00	5.33	7,992.04	133.20	0.00	(1,992.04)
410-4898	DESIGNATED RE/BOND FUNDS	532,040.00	0.00	0.00	0.00	0.00	532,040.00
	TOTAL OTHER REVENUE	538,040.00	5.33	7,992.04	1.49	0.00	530,047.96
TRANSFERS							
410-4999	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	538,040.00	5.33	7,992.04	1.49	0.00	530,047.96

CITY OF LAMPASAS
FINANCIAL STATEMENT
AS OF: SEPTEMBER 30TH, 2019

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 ***	856,782.00	30,625.32	328,220.93	38.31	0.00	528,561.07

8

CITY OF LAMPASAS
 FINANCIAL STATEMENT
 AS OF: SEPTEMBER 30TH, 2019

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	0.00	0.00	0.00	0.00	0.00	0.00
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	0.00	0.00	0.00	0.00
500-5270	SUPPLIES	500.00	45.00	672.85	134.57	0.00	(172.85)
500-5295	BOOKS & PUBLICATIONS	0.00	0.00	130.00	0.00	0.00	(130.00)
	TOTAL SUPPLIES	500.00	45.00	802.85	160.57	0.00	(302.85)
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	1,115.88	94.89	0.00	60.12
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	0.00	0.00	0.00	2,000.00
500-5373	PROMOTION AND ADVERTISING	7,500.00	0.00	3,875.22	52.05	28.62	3,596.16
500-5388	TAXES ON PROPERTY	0.00	0.00	0.00	0.00	0.00	0.00
500-5395	PROFESSIONAL SERVICES	5,500.00	1,250.00	8,537.50	155.23	0.00	(3,037.50)
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	38,176.00	2,287.99	25,528.60	66.95	28.62	12,618.78
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	1,900.00	0.00	1,973.26	103.86	0.00	(73.26)
	TOTAL MAINTENANCE	6,900.00	0.00	1,973.26	28.60	0.00	4,926.74
OTHER EXPENSES							
500-5451	BUSINESS EXPENSES	5,000.00	0.00	760.79	15.22	0.00	4,239.21
500-5452	TRAVEL & TRAINING	7,500.00	0.00	4,291.29	57.22	0.00	3,208.71
500-5453	DUES & MEMBERSHIPS	1,000.00	0.00	880.00	88.00	0.00	120.00
500-5499	ECONOMIC DEVELOPMENT PROGRAM	55,000.00	0.00	20,000.00	36.36	0.00	35,000.00
500-5499.01	ECON DVLPMT PROGRAM	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL OTHER EXPENSES	68,500.00	0.00	25,932.08	37.86	0.00	42,567.92
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

CITY OF LAMPASAS
FINANCIAL STATEMENT
AS OF: SEPTEMBER 30TH, 2019

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	49,857.00	0.00	0.00	0.00	0.00	49,857.00
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	49,857.00	0.00	0.00	0.00	0.00	49,857.00
<u>DEBT SERVICE</u>							
500-5800	PRINCIPAL PAYMENT	102,087.00	51,374.59	102,102.44	100.02	0.00	(15.44)
500-5801	INTEREST PAYMENT	<u>52,722.00</u>	<u>26,029.05</u>	<u>52,704.84</u>	<u>99.97</u>	<u>0.00</u>	<u>17.16</u>
	TOTAL DEBT SERVICE	154,809.00	77,403.64	154,807.28	100.00	0.00	1.72
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TOTAL LEDC OPERATING FUNDS		318,742.00	79,736.63	209,044.07	65.59	28.62	109,669.31
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CITY OF LAMPASAS
 FINANCIAL STATEMENT
 AS OF: SEPTEMBER 30TH, 2019

75 -LAMPASAS ECONOMIC DEV CRP
 LAMPASAS EDC BOND FUNDS
 DEPARTMENT EXPENSES

ACCT#	ACCOUNT NAME	ANNUAL BUDGET	CURRENT PERIOD	Y-T-D ACTUAL	% OF BUDGET	Y-T-D ENCUMB.	BUDGET BALANCE
<u>CONTRACTUAL SERVICES</u>							
510-5316	BANK CHARGES	0.00	0.00	0.00	0.00	0.00	0.00
510-5346	ENGINEERING/SERVEYING SERVIC	0.00	19,400.00	48,800.00	0.00	0.00	(48,800.00)
510-5361	LEGAL SERVICES	0.00	0.00	0.00	0.00	0.00	0.00
510-5395	PROFESSIONAL SERVICES	0.00	0.00	0.00	0.00	0.00	0.00
510-5399	OTHER SERVICES	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL CONTRACTUAL SERVICES	0.00	19,400.00	48,800.00	0.00	0.00	(48,800.00)
<u>CAPITAL EXPENDITURES</u>							
510-5505	BUILDING AND GROUNDS	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
<u>CONTINGENCY AND RESERVES</u>							
510-5600	CONTINGENCY/RESERVES	538,040.00	0.00	0.00	0.00	0.00	538,040.00
	TOTAL CONTINGENCY AND RESERVES	538,040.00	0.00	0.00	0.00	0.00	538,040.00
<hr/>							
TOTAL LAMPASAS EDC BOND FUNDS		538,040.00	19,400.00	48,800.00	9.07	0.00	489,240.00
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*** TOTAL EXPENSES ***		856,782.00	99,136.63	257,844.07	30.10	28.62	598,909.31
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TOTAL PROFIT / (LOSS)		0.00	(68,511.31)	70,376.86	0.00	(28.62)	(70,348.24)

*** END OF REPORT ***

11

CITY OF LAMPASAS
BALANCE SHEET
AS OF: SEPTEMBER 30TH, 2019

75 -LAMPASAS ECONOMIC DEV CRP

ACCT# ACCOUNT NAME

ASSETS

=====			
1020	FSB CHECKING 7001092 LEDC	413,122.85	
1021	FSB CAPITAL FD CHECKING7002363	8,338.13	
1025	FSB LEDC LOAN 2678	0.00	
1026	BUSINESS BANK OF TX 4001561	528,452.85	
1030	CLAIM ON CASH	50,018.66	
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	(82,253.00)	
1499	DUE FROM CASH & CONCENTRATION	0.00	
1999	LEDC CLEARING ACCOUNT	<u>0.00</u>	
	TOTAL ASSETS		2,661,271.10
			=====

LIABILITIES & FUND BALANCE

=====			
2209	ACCOUNTS PAYABLE CAPITAL ACCT	0.00	
2210	ACCOUNTS PAYABLE	0.00	
2220	ACCOUNTS PAYABLE PENDING	0.00	
2225	ACCRUED INTEREST PAYABLE	3,405.40	
2283	UNAPPLIED CREDIT	0.00	
2284	BONDS PAYABLE	1,435,861.80	
3009	DESIGNATED RE/DONATIONS	0.00	
3010	UNASSIGNED FUND BALANCE	970,896.57	
3030	ASSIGNED FUND BALANCE	180,730.47	
	CURRENT INCREASE / (DECREASE) IN FUND BALANCE	<u>70,376.86</u>	
	TOTAL LIABILITIES & FUND EQUITY		2,661,271.10
			=====

12

LEDC OPERATING BUDGET
2019-2020 Fiscal Year

Operating Revenues

Account Number	Revenue Description	Actual 2016-2017	Actual 2017-2018	Budget 2018-2019	Projected 2018-2019	Budget 2019-2020
400-4017	Sales Tax	295,760	298,357	295,000	295,000	301,000
	Tax Revenue Subtotal	\$295,760	\$298,357	\$295,000	\$295,000	\$301,000
400-4330	Lease Revenue	360	210	-	-	-
400-4330.01	Lease Revenue (Quonset Hut)	-	-	-	-	-
400-4383	Donations	2,000	2,000	-	-	-
	Service Revenue Subtotal	2,360	2,210	-	-	-
400-4820	Interest & Dividends	1,021	1,925	1,200	4,750	4,660
400-4821	Interest Note Bachmayer	-	-	-	-	-
400-4830	Sale of fixed Assets	-	-	-	-	-
400-4898	Undesignated Retained Earnings	-	-	22,542	-	-
400-4999	Miscellaneous Revenues	48,248	-	-	-	-
	Other Revenue Subtotal	49,269	1,925	23,742	4,750	4,660
	Total LEDC Revenues	347,389	302,492	318,742	299,750	305,660

Operating Expenses

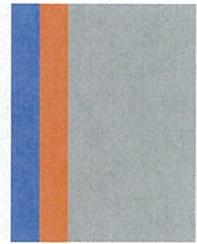
Account Number	Account Description	Actual 2016-2017	Actual 2017-2018	Budget 2018-2019	Projected 2018-2019	Budget 2019-2020
500-5230	Uniforms	\$ -	-	-	-	100
500-5250	Hand Tools & Small Equipment	-	195	-	-	-
500-5265	Computer Software & Equipment	4,000	0	-	-	-
500-5270	Supplies	552	174	500	628	500
500-5295	Books & Publications	115	120	-	-	-
	Supplies Subtotal	\$ 4,667	\$ 489	\$ 500	628	600
500-5300	Contract Labor	-	-	-	-	-
500-5320	Telephone Services	936	1176	1,176	1,176	1,176
500-5346	Engineering & Surveying Services	9,800	0	10,000	-	10,000
599-5355	Insurance - Property	-	-	-	-	-
500-5361	Legal Services	3,744	0	2,000	-	2,000
500-5373	Promotion & Advertising	5,120	6701	7,500	7,500	7,500
500-5388	Taxes on Property (Quonset Hut)	-	-	-	-	-
500-5395	Professional Services	37,500	39393	5,500	8,538	7,000
500-5397	Admin & Overhead	12,000	12000	12,000	12,000	12,000
500-5399	Other Services	1,000	0	-	-	-
	Contractual Services	70,100	\$ 59,270	\$ 38,176	29,214	39,676
500-5405	Building & Grounds Maintenance	350	0	5,000	-	5,000
500-5425	Office Equipment Maintenance	1,696	1736	1,900	1,948	2,065
	Maintenance Subtotal	2,046	\$ 1,736	\$ 6,900	1,948	7,065
500-5451	Business Expenses	1,582	1737	5,000	2,200	5,000
500-5452	Travel & Training	8,303	4690	7,500	7,500	7,500
500-5453	Dues & Memberships	565	775	1,000	1,000	1,000
500-5499	Economic Development Programs	45,025	20000	55,000	20,000	40,000
	Services Subtotal	55,475	\$ 27,202	68,500	30,700	53,500
500-5610	Depreciation	29,877	29877	-	-	-
	Contingency & Reserves Subtotal	29,877	\$ 29,877	-	-	-
500-5710	Transfer to General Fund	6,000	0	-	-	-
500-5722	Transfer to Fund 22	38,105	47806	49,857	49,758	50,011
	Transfers Subtotal	44,105	\$ 47,806	49,857	49,758	50,011
500-5800	Principal Payment - 2004 Series/2015 Series	94,914	98509	102,087	98,403	105,879
500-5801	Interest Payment - 2004 Series/2015 Series	59,650	56298	52,722	56,404	48,929
	Debt Service	154,564	\$ 154,807	154,809	154,807	154,808
	Total LEDC Expenses	360,834.00	321,187.00	318,742	267,055	305,660
	Balance	(13,445)	(18,695)	-	32,695	-

Lampasas Economic Development Corporation

From: Mandy Walsh

Re: Staff Report

Date: October 16, 2019



Beautification Projects

Currently working with Andy Fish (Keystone Hotel, Lampasas Auto) and Debbie Reynolds (Adelphia and former Rutland's building) on a number of downtown revitalizations, beautification and historic preservation projects. Some of the items we've discussed: historic buildings and ways to best address building renovation needs, building codes on historical structures, development of building official/fire marshal checklist for prospects looking at historical buildings in order to assess any issues upfront, offering free workshops, seminars and assistance on grants/tax information to those considering restoring a historic property, downtown beautification ideas as activity increases, volunteer clean up opportunities for community groups, Solar Eclipse Path of Totality Awareness campaign, creating a committee to inform public and promote what Lampasas has to offer while tourists are in town for this event, TXDoT items regarding banners and decorations during the holidays, strategies involving positioning Lampasas as a wedding destination and hosting wedding planners for a day to see the various venues and offerings in Lampasas. We've seen an uptick in prospects interested in restoring historic properties for business, which is why we've concluded we need a checklist compiled by the economic development department, building official and fire marshal. We have a two-page document we will continue working through and prioritizing in the coming months.

Internet Project

Staff recently met with Nextlink Internet, a Texas-based company that won the largest share of the FCC's \$1.98 billion rural broadband program, which will bring high-speed internet and voice services to underserved rural communities. The company utilizes fixed wireless and fiber optic technologies to deliver voice and data services to rural communities and is ranked as one of the fastest growing privately held companies by the Inc. 5000. The Connect America Fund is supported by rate-payers instead of tax appropriations, and the FCC requires Nextlink and fellow providers to build out to 40% of the assigned homes and businesses within three years of becoming authorized to receive support. Buildout must increase by 20% in each subsequent year until completion is reached by end of the sixth year. Nextlink is obligated to serve a large portion of Lampasas County through the CAF with possible future benefits to serving residents and businesses within the City.



Workforce Dev Luncheon

Staff met with the workforce development committee recently and discussed a future luncheon schedule for Friday, November 15th. The intent is to bring together our business owners/executives/HR representatives to discuss the various local workforce skills training and courses we are providing. The presenters will be LCHEC, LHS CTE, CTC and Workforce Solutions of Central Texas. We hosted this a couple of years ago and it was a great success, and we have new training programs we need to share with our local HR reps.

TML

Staff is attending the Texas Municipal League conference again this year. Sessions will include What Did Amazon Have to Do with Planning, Community Preparedness for the Unpredictable, Construction Issues from the 86th Legislature, Preparing for the 2020 Census & How Cities Work Toward Complete Count, Public Finance, Cultivating Community Capital One Building at a Time, Communication & Marketing on a Budget, Open Meetings & the New Law on Walking Quorums and Community Resilience. We will also be competing again in the Texas Cities Got Talent, hosted by Waste Connections. This is the competition where we won a \$5,000 beautification grant for the City last year. Looking forward to the sessions and the networking opportunities this conference provides.

Hostess House

The City has taken over management of the Hostess House. Staff did a walk-through with the building official and fire marshal to assess the overall condition. Staff will be promoting it as a destination event venue once we take care of a few minor repairs and maintenance issues. We are also hoping to give it a facelift with some minor interior/exterior décor, particularly for weddings and around the holidays. Our hope is to begin promoting heavily and booking for weddings and events within the next 3-6 months.

DDOCT

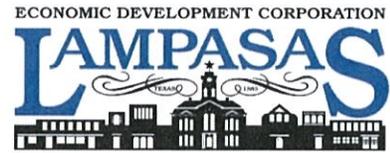
My intern, Cole Wheeler, will be creating a video regarding his internship with the LEDC. The Development District of Central Texas asked that he submit a video and I will give a presentation regarding his internship on October 17th in Belton. I plan to apply for this grant again this next year, but proud of the job Cole did and the experience we were able to provide him in economic development. I will be happy to share the video once he's submitted.

Retail Development

There is new retail development located at 1702 Central Texas Expressway represented by Retail Solutions. Development should be complete by Summer 2020, featuring a Golden Chick along with a pizza concept. They will also have space for 1-2 additional tenants with 1,500-3,000 SF available. I'll have this up on the LEDC site soon to assist in recruitment and keep the board informed on their progress and additional tenants.

Memo

To: Mandy Walsh, LEDC Director
 From: Monica Wright, Director of Information Systems
 Date: Thursday, October 3, 2019
 Re: September Website/Social Media Analytics Report



Information Systems

September 1-30, 2019

Communication

	September 2018	September 2019
'Contact Us" Submissions	0	0
Notify Me Subscribers (Calendar)	43	43
Notify Me Subscribers (News Flash)	44	43
Notify Me Subscribers (News Carousel)	5	6
Notify Me Subscribers (Local Business Profile & Community Spotlight)	38	38
Notify Me Subscribers (Property Listings)	42	41
Notify Me (Jobs)	11	11
Facebook Likes	1,518	1,770
Twitter (Followers)	95	135

LEDC Website

	September 2018	September 2019
Page Views	1,149	508
Page Visits	432	271
Total Searches	40	13
Total Downloads	139	259

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	160
Smartphone	86
Tablet	21
Unknown	4

Browser Views

Chrome	98
Mobile Safari	65
Chrome Mobile	26
Microsoft Edge	24
Firefox	14
Internet Explorer	14
Safari	11
Samsung Browser	9
Unknown	6
Chrome Mobile iOS	2

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

Unknown	107
El Paso, TX	15
Leander, TX	14
Vancouver, British Columbia, Canada	11
San Antonio, TX	10
Copperas Cove, TX	9
Dallas, TX	9
Burnet, TX	6
Forney, TX	6
Anadarko, Oklahoma	4
Austin, TX	4
Fort Worth, TX	4
Grand Prairie, TX	4
Lampasas, TX	4
Cheyenne, Wyoming	3
San Markos, TX	3
Aliso Viejo, California	2
Houston, TX	2
Killeen, TX	2
Las Vegas, Nevada	2

Site Search Keywords

Bids	1	Procurement	1
Deer Lease	1		
Elementary School	1		
Jobs	1		

Top Visits

Lampasas Economic Development Official Website	262
Demographics	24
Lampasas Business Park	24
Top Employers	19
History of Lampasas	14
Labor Force	14
Local Incentives	11
Incentives & Financing	10
About Your EDC Director	9
About Us	8
Lampasas Dining	8
2019 Fast Facts	7
Parks & Recreation	7
Site Selection	7
Business Climate	6
EDC Board	6
Quarterly Reports	6
Consumer Spending	5