

**CITY OF SOUTH PADRE ISLAND  
ECONOMIC DEVELOPMENT CORPORATION  
NOTICE OF REGULAR MEETING**

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**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, April 17th, 2018 at 9:00 a.m.** at the Paul Y. Cunningham Jr. Municipal Building, in the Joyce H. Adams Board Room, 2<sup>nd</sup> 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 March 27, 2018**
  - 4b. Financial Report for EDC- March 2018**
  - 4c. Approve the Financial Report for the Birding & Nature Center- March 2018**
  - 4d. Manager's Report for the Birding & Nature Center – March 2018**
- 5. Discussion and possible action to approve a funding request from Friends of RGV Reef in the amount of \$26,000**
- 6. Discussion and possible action to approve a Façade Improvement Grant application for SBWB Management LLC in the amount of \$25,000**
- 7. Discussion and possible action to approve the Birding and Nature Center proceeding with obtaining a beer and wine permit**
- 8. Discussion and possible action to approve a proposal from ED Suite for a new EDC website and/or enhancements to the current website**
- 9. Discussion and possible action regarding a paid summer intern in the amount of \$3000**

10. **Discussion and possible action to form an advisory committee to begin work on an artist/culinary/film incubator program**
11. **Report from the Executive Director including an update on the strategic work plan**
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, 551.087 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 13<sup>th</sup> day of April, 2018***

S E A L

  
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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  
March 27, 2018

**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, March 27<sup>th</sup> 2018, at the City Hall, Joyce H. Adams Board Room, 2<sup>nd</sup> floor, 4601 Padre Blvd., South Padre Island, Texas. President Irv Downing called the meeting to order at 9:00 a.m. Other Board members present were Vice-President Mickey Furcron, Secretary/Treasurer Thomas Bainter, and Directors Jerry Pace and Susan Guthrie. Director Theresa Metty was absent. Also present were Executive Director Darla Lapeyre, SPI Birding and Nature Center President Lynne Tate, Board member Mike Tidwell, and Manager Cristin Howard.

**2. PLEDGE OF ALLEGIANCE**

**3. PUBLIC COMMENTS AND ANNOUNCEMENTS**

There were no public comments or announcements.

**4. APPROVE THE CONSENT AGENDA**

- 4a. Approve the Minutes from Regular Meeting of February 20th, 2018**
- 4b. Financial Report for EDC-February 2018**
- 4c. Approve the Financial Report for the Birding and Nature Center – February 2018**
- 4d. Manager's Report for the Birding and Nature Center February 2018**

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 REQUEST FROM THE BIRDING AND NATURE CENTER BOARD TO APPLY FOR A BBER AND WINE PERMIT FROM TABC**

Susan Guthrie asked Ms. Lapeyre to check with TML risk pool regarding any issues. Upon a motion from Susan Guthrie and a second by Mickey Furcron the Board unanimously agreed to table this item until the April meeting.

**6. DISCUSSION AND ACTION TO APPROVE THE PROPOSAL IN THE AMOUNT OF \$15,700 FROM AARON ECONOMIC CONSULTING FOR THE ECONOMIC DEVELOPMENT CHAPTER OF THE CITY'S COMPREHENSIVE PLAN**

Upon a motion from Mickey Furcron and a second by Thomas Bainter the Board unanimously approved the proposal from Aaron Economic Consulting in the amount of \$15,700.

**7. DISCUSSION REGARDING AMENDING THE TIME LINE IN THE SAND DOLLARS FOR SUCCESS GRANT GUIDELINES AND PROCEDURES FOR THE APPLICANTS ORAL PRESENTATIONS**

The Board discussed the time line and agreed on the oral presentations May 7<sup>th</sup> and the morning of May 8<sup>th</sup> if needed.

**8. UPDATE REGARDING THE STRATEGIC PLAN FOR THE EXECUTIVE DIRECTOR AND THE BOARD OF DIRECTORS AND DISCUSSION REGARDING A WORKSHOP TO UPDATE THE STRATEGIC PLAN**

Ms. Lapeyre reviewed the strategic plan with the Board and will schedule a workshop to update the strategic plan in conjunction with the Comprehensive Plan chapter.

**9. Pursuant to TEXAS GOVERNMENT CODE, SECTION 551.087, Deliberations regarding economic development: an EXECUTIVE SESSION will be held to discuss:**

**a. Economic development venture associated with cruise lines**

At 9:43 a.m. the Board went into Executive Session. The Board returned to open session at 10:40 a.m.

**10. DISCUSSION AND ACTION REGARDING AN ECONOMIC DEVELOPMENT VENTURE ASSOCIATED WITH CRUISE LINES**

No action was taken.

**11. ADJOURNMENT**

There being no further business the meeting was adjourned at 10:40 a.m.

S E A L

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Darla Lapeyre  
Executive Director

APPROVED:

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Irv Downing  
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:** April 12, 2018  
**Re:** March 31, 2018 Operating Statement

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The March 31, 2018 Operating Statement for the South Padre Island Economic Development Corporation as well as the Balance Sheet as of March 31, 2018 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 February tax collections sent to the State of Texas in March and distributed to local governments in April. This April allocation payment is accrued for financial statement presentation purposes in the March operating statement.

Please contact me at [rgimenez@MYSPI.org](mailto:rgimenez@MYSPI.org) at your earliest convenience should you have any questions.

*"A Certified Retirement Community"*

**City of South Padre Island  
Economic Development Corporation  
Balance Sheet  
March 31, 2018/2017**

| <b>Assets</b>             | <b>2018</b>       | <b>2017</b>       |
|---------------------------|-------------------|-------------------|
| Cash and cash equivalents | \$ 768,294        | \$ 721,933        |
| Receivables - Sales Tax   | 51,532            | 49,176            |
| Revolving Loan Receivable | 40,734            | 51,642            |
| Due From General Fund     | -                 | -                 |
| Miscellaneous Receivables | -                 | -                 |
| Prepaid Expenses          | -                 | -                 |
| <b>TOTAL ASSETS</b>       | <b>\$ 860,560</b> | <b>\$ 822,751</b> |

| <b>Liabilities and Fund Balances</b>      |                   |                   |
|---|-------------------|-------------------|
| Deferred Revenue                          | \$ 40,734         | \$ 51,642         |
| Accounts Payable                          | -                 | -                 |
| Sales Tax Payable                         | -                 | -                 |
| Payroll Taxes Payable                     | -                 | -                 |
| Wages Payable                             | -                 | -                 |
| Due to General Fund                       | -                 | -                 |
| Reserved for Encumbrances                 | -                 | -                 |
| Other liabilities                         | 318               | 318               |
| <b>Total Liabilities</b>                  | <b>41,052</b>     | <b>51,960</b>     |
| <b>Fund Balance</b>                       | <b>819,508</b>    | <b>770,791</b>    |
| <b>Total Liabilities and Fund Balance</b> | <b>\$ 860,560</b> | <b>\$ 822,751</b> |



**City of South Padre Island**  
**Economic Development Corporation**  
**STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES**  
**March 31, 2018/2017**

|  | 2018              |                   | 2017              |
|--|-------------------|-------------------|-------------------|
|  | Budget            | Actual            | Actual            |
| <b><u>REVENUES</u></b>                                       |                   |                   |                   |
| Sales Tax  | \$ 770,000        | \$ 290,207        | \$ 278,581        |
| Revolving Loan Revenue                                       | 11,128            | 5,508             | 5,293             |
| Grant Revenue  | -                 | -                 | -                 |
| Interest Revenue   | 1,647             | 4,758             | 2,142             |
| BNC Expense Reimbursement                                    | -                 | -                 | -                 |
| Miscellaneous Revenues                                       | 10                | -                 | 10                |
| <b>Total Revenue</b>   | <b>782,785</b>    | <b>300,473</b>    | <b>\$ 286,026</b> |
| <b><u>EXPENDITURES</u></b>                                   |                   |                   |                   |
| General Administrative Expenses                              | 776,929           | 371,944           | 306,111           |
| BNC Cash Advances  | 17,856            | -                 | -                 |
| Birding Center Expenses                                      | 88,000            | 44,627            | 85,551            |
| <b>Total Expenditures</b>                                    | <b>882,785</b>    | <b>416,571</b>    | <b>\$391,662</b>  |
| Excess (Deficiency) of Revenues Over<br>(Under) Expenditures | (100,000)         | (116,098)         | \$ (105,637)      |
| Fund balance - beginning                                     | 935,606           | 935,606           | 876,428           |
| <b>Fund balance - ending</b>                                 | <b>\$ 835,606</b> | <b>\$ 819,508</b> | <b>\$ 770,791</b> |

MEMORANDUM

DATE: April 12, 2018  
 TO: EDC Board of Directors  
 FROM: Rodrigo Gimenez  
 SUBJECT: Financial Report for the Six Months Ended March, 2018

|   | Current Month  |                 |                | YEAR TO DATE     |                  |               | Annual Budget   |                  |                  | BUDGET PERCENT REMAINING |
|---|----------------|-----------------|----------------|------------------|------------------|---------------|-----------------|------------------|------------------|--------------------------|
|   | Actual         | Budget          | Variance       | Actual           | Budget           | Variance      | ORIGINAL BUDGET | AMENDED BUDGET   | REMAINING BUDGET |                          |
| <b>REVENUES</b>   |                |                 |                |                  |                  |               |                 |                  |                  |                          |
| SALES TAX   | 51,532         | 46,554          | 4,979          | 290,208          | 263,724          | 26,483        | 770,000         | 770,000          | 479,792          | 62%                      |
| REVOLVING LOAN REVENUE                                    | 926            | 927             | (2)            | 5,508            | 5,564            | (56)          | 11,128          | 11,128           | 5,620            | 50%                      |
| INTEREST REVENUE  | 836            | 137             | 698            | 4,758            | 824              | 3,934         | 1,647           | 1,647            | (3,111)          | -189%                    |
| MISCELLANEOUS   | -              | -               | -              | -                | -                | -             | 10              | 10               | 10               | 100%                     |
| TOTAL REVENUES  | 53,294         | 47,618          | 5,675          | 300,474          | 270,112          | 30,362        | 782,785         | 782,785          | 482,311          | 62%                      |
| <b>EXPENDITURES</b>                                       |                |                 |                |                  |                  |               |                 |                  |                  |                          |
| PERSONNEL SERVICES  | 5,713          | 6,240           | 527            | 34,194           | 37,439           | 3,245         | 74,878          | 77,022           | 42,828           | 56%                      |
| GOODS & SUPPLIES  | 27             | 317             | 289            | 508              | 1,900            | 1,392         | 3,800           | 3,800            | 3,292            | 87%                      |
| MISCELLANEOUS SERVICES                                    | 3,017          | 2,108           | (909)          | 14,025           | 12,650           | (1,375)       | 25,300          | 25,300           | 11,275           | 45%                      |
| DEBT SERVICE TRANSFERS                                    | 33,071         | 33,071          | -              | 198,425          | 198,425          | 0             | 396,850         | 396,850          | 198,425          | 50%                      |
| DESIGNATED PROJECTS                                       | 16,992         | 22,830          | 5,838          | 124,792          | 136,979          | 12,187        | 173,957         | 273,957          | 149,165          | 54%                      |
| BNC CASH ADVANCE  | -              | 1,667           | 1,667          | -                | 10,000           | 10,000        | 20,000          | 17,856           | 17,856           | 100%                     |
| BNC MAINTENANCE EXPENDITURES                              | -              | 7,333           | 7,333          | 44,627           | 44,000           | (627)         | 88,000          | 88,000           | 43,373           | 49%                      |
| <b>TOTAL EXPENDITURES GENERAL ADMINISTRATIVE EXPENSES</b> | <b>58,820</b>  | <b>73,565</b>   | <b>14,745</b>  | <b>416,571</b>   | <b>441,393</b>   | <b>24,822</b> | <b>782,785</b>  | <b>882,785</b>   | <b>486,214</b>   | <b>53%</b>               |
| <b>OPERATING RESULTS</b>                                  | <b>(5,526)</b> | <b>(25,947)</b> | <b>(9,070)</b> | <b>(116,098)</b> | <b>(171,281)</b> | <b>5,540</b>  | <b>-</b>        | <b>(100,000)</b> | <b>16,097</b>    |                          |



FUND :80 -ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 580 - EDC

NOTATION :

| ACCOUNT NUMBERS                     | ACCOUNT DESCRIPTION  | -- MONTH --   ----- |              | YEAR TO DATE ----- |            | CURRENT         | UNENCUMBERED | BUDGET            |
|-------------------------------------|----------------------|---------------------|--------------|--------------------|------------|-----------------|--------------|-------------------|
|                                     |                      | EXPENDITURES        | ENCUMBRANCES | EXPENDITURES       | TOTALS     | MODIFIED BUDGET | BALANCE      | PERCENT REMAINING |
| 580-0534-020                        | BNC LANDSCAPING PROJ | 0.00                | 0.00         | 0.00               | 0.00       | 0.00            | 0.00         | 0.00              |
| 580-0540                            | ADVERTISING          | 0.00                | 0.00         | 2,221.50           | 2,221.50   | 3,500.00        | 1,278.50     | 36.53             |
| 580-0550                            | TRAVEL               | 0.00                | 0.00         | 1,381.24           | 1,381.24   | 6,000.00        | 4,618.76     | 76.98             |
| 580-0551                            | DUES & MEMBERSHIPS   | 0.00                | 0.00         | 0.00               | 0.00       | 1,000.00        | 1,000.00     | 100.00            |
| 580-0555                            | PROMOTIONS           | 0.00                | 0.00         | 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              |
|                                     |                      | 3,017.29            | 0.00         | 14,024.87          | 14,024.87  | 25,300.00       | 11,275.13    | 44.57             |
| <u>EQUIPMNT &gt; \$5,000 OUTLAY</u> |                      |                     |              |                    |            |                 |              |                   |
| 580-1001                            | BUILDINGS & STRUCTUR | 0.00                | 0.00         | 0.00               | 0.00       | 0.00            | 0.00         | 0.00              |
| 580-1003                            | FURNITURE & FIXTURES | 0.00                | 0.00         | 0.00               | 0.00       | 0.00            | 0.00         | 0.00              |
| 580-1004                            | MACHINERY & EQUIPMEN | 0.00                | 0.00         | 0.00               | 0.00       | 0.00            | 0.00         | 0.00              |
| 580-1011                            | INFORMATION TECHNOLO | 0.00                | 0.00         | 0.00               | 0.00       | 0.00            | 0.00         | 0.00              |
|                                     |                      | 0.00                | 0.00         | 0.00               | 0.00       | 0.00            | 0.00         | 0.00              |
| <u>INTERFUND TRANSFERS</u>          |                      |                     |              |                    |            |                 |              |                   |
| 580-9470                            | TSF TO GENERAL FUND  | 0.00                | 0.00         | 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         | 198,424.98         | 198,424.98 | 396,850.00      | 198,425.02   | 50.00             |
|                                     |                      | 33,070.83           | 0.00         | 198,424.98         | 198,424.98 | 396,850.00      | 198,425.02   | 50.00             |
| <u>SPECIAL PROJECTS</u>             |                      |                     |              |                    |            |                 |              |                   |
| 580-9175                            | ELECTION EXPENSE     | 0.00                | 0.00         | 0.00               | 0.00       | 0.00            | 0.00         | 0.00              |
| 580-9178                            | DESIGNATED PROJECTS  | 16,991.56           | 0.00         | 124,791.56         | 124,791.56 | 273,957.00      | 149,165.44   | 54.45             |
| 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       | 17,856.00       | 17,856.00    | 100.00            |
|                                     |                      | 16,991.56           | 0.00         | 124,791.56         | 124,791.56 | 291,813.00      | 167,021.44   | 57.24             |
| DEPARTMENT TOTAL                    |                      | 58,820.15           | 0.00         | 371,943.81         | 371,943.81 | 794,785.00      | 422,841.19   | 53.20             |



FUND :80 -ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 581 - BIRD CENTER

NOTATION :

| ACCOUNT NUMBERS | ACCOUNT DESCRIPTION  | -- MONTH --  |              | YEAR TO DATE |           | CURRENT MODIFIED BUDGET | UNENCUMBERED BALANCE | BUDGET PERCENT REMAINING |
|-----------------|----------------------|--------------|--------------|--------------|-----------|-------------------------|----------------------|--------------------------|
|                 |                      | EXPENDITURES | ENCUMBRANCES | EXPENDITURES | TOTALS    |                         |                      |                          |
| 581-0540        | ADVERTISING          | 0.00         | 0.00         | 0.00         | 0.00      | 0.00                    | 0.00                 | 0.00                     |
| 581-0550        | TRAVEL EXPENSE       | 0.00         | 0.00         | 0.00         | 0.00      | 0.00                    | 0.00                 | 0.00                     |
| 581-0551        | DUES & MEMBERSHIPS   | 0.00         | 0.00         | 0.00         | 0.00      | 0.00                    | 0.00                 | 0.00                     |
| 581-0555        | PROMOTIONS           | 0.00         | 0.00         | 0.00         | 0.00      | 0.00                    | 0.00                 | 0.00                     |
| 581-0560        | RENTAL               | 0.00         | 0.00         | 0.00         | 0.00      | 0.00                    | 0.00                 | 0.00                     |
| 581-0580        | ELECTRICITY          | 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         | 40,656.01    | 40,656.01 | 43,000.00               | 2,343.99             | 5.45                     |

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 |  | 0.00 | 0.00 | 44,626.89 | 44,626.89 | 88,000.00 | 43,373.11 | 49.29 |
|------------------|--|------|------|-----------|-----------|-----------|-----------|-------|

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

04/10/18

## Balance Sheet

Accrual Basis

As of March 31, 2018

|                                 | Mar 31, 18        |
|---------------------------------|-------------------|
| <b>ASSETS</b>                   |                   |
| Current Assets                  |                   |
| Checking/Savings                |                   |
| \$BNC Operating 38458           | 28,510.76         |
| 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            | 19,660.91         |
| Total Checking/Savings          | 50,571.67         |
| Other Current Assets            |                   |
| Inventory Asset                 | 32,185.33         |
| Total Other Current Assets      | 32,185.33         |
| Total Current Assets            | 82,757.00         |
| Fixed Assets                    |                   |
| Accumulated Depreciation        | -32,531.00        |
| Boardwalk                       | 40,750.00         |
| Building Improvement            | 19,562.01         |
| Entrance Gate                   | 23,717.00         |
| Furniture and Equipment         | 10,600.00         |
| Landscape and Grounds           | 9,000.00          |
| Total Fixed Assets              | 71,098.01         |
| <b>TOTAL ASSETS</b>             | <b>153,855.01</b> |
| <b>LIABILITIES &amp; EQUITY</b> |                   |
| Liabilities                     |                   |
| Current Liabilities             |                   |
| Accounts Payable                |                   |
| Accounts Payable                | 11,348.82         |
| Total Accounts Payable          | 11,348.82         |
| Other Current Liabilities       |                   |
| INSURANCE                       |                   |
| HEALTH                          | 1,643.50          |
| Total INSURANCE                 | 1,643.50          |
| Payroll Liabilities             |                   |
| FIT and FICA-Medicare           | 5,712.73          |
| Total Payroll Liabilities       | 5,712.73          |
| Sales Tax Payable               | 1,114.41          |
| Total Other Current Liabilities | 8,470.64          |
| Total Current Liabilities       | 19,819.46         |
| Long Term Liabilities           |                   |
| EDC Loan 270101                 | 39,969.01         |
| Entrance Gate Loan FNB 292226   | 11,325.17         |
| Total Long Term Liabilities     | 51,294.18         |
| Total Liabilities               | 71,113.64         |
| Equity                          |                   |
| Fund Balances                   |                   |
| Board Designated                | 8,000.00          |

1:01 PM

**SOUTH PADRE ISLAND BIRDING & NATURE CENTER**

04/10/18

**Balance Sheet**

Accrual Basis

As of March 31, 2018

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|                                       | <u>Mar 31, 18</u>        |
|---------------------------------------|--------------------------|
| Total Fund Balances                   | 8,000.00                 |
| Unrestricted                          | 86,065.98                |
| Net Income                            | -11,324.61               |
| Total Equity                          | <u>82,741.37</u>         |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b><u>153,855.01</u></b> |



## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

## Profit &amp; Loss Prev Year Comparison

October 2017 through March 2018

04/10/18  
Accrual Basis

|   | Oct '17 - ... | Oct '16 - ... | \$ Change | % Change |
|---|---------------|---------------|-----------|----------|
| Ordinary Income/Expense                 |               |               |           |          |
| Income                                  |               |               |           |          |
| ADMISSIONS INCOME                       |               |               |           |          |
| DISCOUNT ADMISSIONS                     | 477.00        | 636.00        | -159.00   | -25.0%   |
| EXTENDED PASS ADMISSIONS                | 6,900.50      | 8,138.75      | -1,238.25 | -15.2%   |
| GENERAL ADMISSIONS                      | 104,376.75    | 104,293.60    | 83.15     | 0.1%     |
| GROUP ADMISSIONS                        | 1,680.00      | 2,062.00      | -382.00   | -18.5%   |
| Total ADMISSIONS INCOME                 | 113,434.25    | 115,130.35    | -1,696.10 | -1.5%    |
| BUILDING RENTAL INCOME                  | 5,450.00      | 3,900.00      | 1,550.00  | 39.7%    |
| CONTRIBUTIONS                           |               |               |           |          |
| CONTRIBUTIONS-GENERAL PUBLIC DESIGNATED | 1,274.54      | 0.00          | 1,274.54  | 100.0%   |
| 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%   |
| ANNUAL MEMBERSHIP GIVING - Other        | 0.00          | 4,050.00      | -4,050.00 | -100.0%  |
| Total ANNUAL MEMBERSHIP GIVING          | 5,000.00      | 4,050.00      | 950.00    | 23.5%    |
| HALLO WINGS                             | 21,415.00     | 0.00          | 21,415.00 | 100.0%   |
| SPECIAL EVENTS                          | 2,217.00      | 257.12        | 1,959.88  | 762.2%   |
| SPOONBILL MINI GOLF TOURNAMENT          | 0.00          | 4,677.02      | -4,677.02 | -100.0%  |
| W O W E                                 | 10,941.00     | 12,606.72     | -1,665.72 | -13.2%   |
| WEBSITE                                 | 558.45        | 0.00          | 558.45    | 100.0%   |
| DONATIONS - Other                       | 5,066.97      | 5,348.61      | -281.64   | -5.3%    |
| Total DONATIONS                         | 45,198.42     | 26,939.47     | 18,258.95 | 67.8%    |
| EVENT PARKING                           | 17,175.00     | 24,096.73     | -6,921.73 | -28.7%   |
| Total CONTRIBUTIONS                     | 63,647.96     | 51,211.53     | 12,436.43 | 24.3%    |
| GIFT SHOP INCOME                        |               |               |           |          |
| CONSIGNMENT SALES                       | 2,622.60      | 2,106.86      | 515.74    | 24.5%    |
| GIFT SHOP SALES                         | 63,260.22     | 67,759.73     | -4,499.51 | -6.6%    |
| VENDING INCOME                          | 0.00          | 23.64         | -23.64    | -100.0%  |
| Total GIFT SHOP INCOME                  | 65,882.82     | 69,890.23     | -4,007.41 | -5.7%    |
| 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                            | 248,415.03    | 240,132.11    | 8,282.92  | 3.5%     |
| Cost of Goods Sold                      |               |               |           |          |
| COST OF GOODS SOLD                      |               |               |           |          |
| COST OF GOODS CONSIGNMENT               | 1,612.20      | 1,422.50      | 189.70    | 13.3%    |
| COST OF GOODS GIFT SHOP                 | 35,441.47     | 35,239.30     | 202.17    | 0.6%     |
| Total COST OF GOODS SOLD                | 37,053.67     | 36,661.80     | 391.87    | 1.1%     |
| Total COGS                              | 37,053.67     | 36,661.80     | 391.87    | 1.1%     |
| Gross Profit                            | 211,361.36    | 203,470.31    | 7,891.05  | 3.9%     |
| Expense                                 |               |               |           |          |
| OPERATIONS EXPENSES                     |               |               |           |          |
| ADVERTISING & PROMOTION                 |               |               |           |          |
| BOOTH RENT                              | 250.00        | 0.00          | 250.00    | 100.0%   |
| GUIDES & DIRECTORIES                    | 830.00        | 2,456.00      | -1,626.00 | -66.2%   |
| PRINT                                   | 136.10        | 1,341.51      | -1,205.41 | -89.9%   |
| SOCIAL & INTERNET                       | 253.31        | 18.30         | 235.01    | 1,284.2% |

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

## Profit &amp; Loss Prev Year Comparison

October 2017 through March 2018

|                                | Oct '17 - ... | Oct '16 - ... | \$ Change | % Change |
|--------------------------------|---------------|---------------|-----------|----------|
| Total ADVERTISING & PROMOTION  | 1,469.41      | 3,815.81      | -2,346.40 | -61.5%   |
| BANK SERVICE CHARGES           | 0.00          | 0.00          | 0.00      | 0.0%     |
| CREDIT CARD FEES               | 9,892.28      | 8,700.61      | 1,191.67  | 13.7%    |
| DUES & SUBSCRIPTIONS           | 115.00        | 120.00        | -5.00     | -4.2%    |
| FUNDRAISING & EVENTS           |               |               |           |          |
| HALLO WINGS                    | 9,206.16      | 0.00          | 9,206.16  | 100.0%   |
| JOJO                           | 458.20        | 578.88        | -120.68   | -20.9%   |
| LETTERS & BROCHURES            | 0.00          | 179.86        | -179.86   | -100.0%  |
| PLAQUES & BRICKS               | 205.00        | 513.50        | -308.50   | -60.1%   |
| SPECIAL EVENTS                 | 962.67        | 607.14        | 355.53    | 58.6%    |
| SPOONBILL MINI GOLF TOURNAMENT | 0.00          | 396.88        | -396.88   | -100.0%  |
| W O W E                        | 7,179.33      | 6,546.93      | 632.40    | 9.7%     |
| Total FUNDRAISING & EVENTS     | 18,011.36     | 8,823.19      | 9,188.17  | 104.1%   |
| GIFT SHOP SUPPLIES             | 0.00          | 343.18        | -343.18   | -100.0%  |
| INSURANCE                      |               |               |           |          |
| DIRECTORS & OFFICERS           | 0.00          | 633.00        | -633.00   | -100.0%  |
| HEALTH                         | 2,249.10      | 0.00          | 2,249.10  | 100.0%   |
| WORKERS COMPENSATION           | 2,693.00      | 1,965.40      | 727.60    | 37.0%    |
| Total INSURANCE                | 4,942.10      | 2,598.40      | 2,343.70  | 90.2%    |
| LEGAL & PROFESSIONAL           | 5,053.75      | 3,535.00      | 1,518.75  | 43.0%    |
| LOAN EXPENSE                   | 1,021.82      | 1,077.11      | -55.29    | -5.1%    |
| LOCAL MEETINGS                 |               |               |           |          |
| MEALS & SNACKS                 | 388.27        | 171.00        | 217.27    | 127.1%   |
| VOLUNTEER APPRECIATION         | 246.51        | 299.00        | -52.49    | -17.6%   |
| Total LOCAL MEETINGS           | 634.78        | 470.00        | 164.78    | 35.1%    |
| MAINTENANCE & REPAIRS          |               |               |           |          |
| BUILDING                       | 3,695.47      | 2,994.96      | 700.51    | 23.4%    |
| GROUNDS                        | 10,175.05     | 4,259.84      | 5,915.21  | 138.9%   |
| HABITAT                        | 1,550.88      | 0.00          | 1,550.88  | 100.0%   |
| Total MAINTENANCE & REPAIRS    | 15,421.40     | 7,254.80      | 8,166.60  | 112.6%   |
| OFFICE & PRINTING              | 723.23        | 990.27        | -267.04   | -27.0%   |
| PAYROLL SERVICE                | 356.04        | 351.78        | 4.26      | 1.2%     |
| POSTAGE & FREIGHT              | 188.82        | 315.60        | -126.78   | -40.2%   |
| SOFTWARE                       | 107.17        | 620.29        | -513.12   | -82.7%   |
| SUPPLIES                       | 2,138.56      | 2,144.57      | -6.01     | -0.3%    |
| TRAINING                       |               |               |           |          |
| ANCA                           | 130.00        | 0.00          | 130.00    | 100.0%   |
| Total TRAINING                 | 130.00        | 0.00          | 130.00    | 100.0%   |
| TRAVEL                         | 1,897.03      | 1,971.01      | -73.98    | -3.8%    |
| Total OPERATIONS EXPENSES      | 62,102.75     | 43,131.62     | 18,971.13 | 44.0%    |
| POS Inventory Adjustments      | 0.00          | 0.00          | 0.00      | 0.0%     |
| RENT                           | 10.00         | 10.00         | 0.00      | 0.0%     |
| SALARIES AND TAXES             |               |               |           |          |
| GIFT SHOP ATTENDANTS           | 15,108.04     | 13,798.75     | 1,309.29  | 9.5%     |
| JANITOR                        | 9,591.99      | 6,983.20      | 2,608.79  | 37.4%    |
| MAINTENANCE                    | 13,606.42     | 13,000.00     | 606.42    | 4.7%     |
| MANAGER                        | 24,000.57     | 22,515.84     | 1,484.73  | 6.6%     |
| NATURALIST                     | 16,999.97     | 16,000.01     | 999.96    | 6.3%     |
| PAYROLL TAXES                  | 5,980.92      | 5,530.77      | 450.15    | 8.1%     |
| Total SALARIES AND TAXES       | 85,287.91     | 77,828.57     | 7,459.34  | 9.6%     |
| SERVICE CONTRACTS              |               |               |           |          |
| AIR CONDITIONING               | 3,089.12      | 2,170.00      | 919.12    | 42.4%    |
| BACKGROUND CHECKS              | 0.00          | 20.00         | -20.00    | -100.0%  |
| CLEANING SUPPLIES              | 1,210.34      | 1,688.65      | -478.31   | -28.3%   |
| DRINKING WATER                 | 413.70        | 272.80        | 140.90    | 51.7%    |

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

## Profit &amp; Loss Prev Year Comparison

October 2017 through March 2018

|                              | Oct '17 - ...     | Oct '16 - ...    | \$ Change         | % Change       |
|------------------------------|-------------------|------------------|-------------------|----------------|
| EBIRD TRAIL TRACKER          | 0.00              | 650.00           | -650.00           | -100.0%        |
| INFORMATION TECHNOLOGY       |                   |                  |                   |                |
| COMPUTER COPIER              | 14,090.42         | 8,575.97         | 5,514.45          | 64.3%          |
| KIOSK                        | 1,181.24          | 590.62           | 590.62            | 100.0%         |
| Total INFORMATION TECHNOLOGY | 15,271.66         | 9,166.59         | 6,105.07          | 66.6%          |
| KIOSK LEASE PURCHASE         | 3,459.20          | 3,754.51         | -295.31           | -7.9%          |
| PARKING EXPENSES & GATE      | 12,497.14         | 0.00             | 12,497.14         | 100.0%         |
| PEST CONTROL                 | 312.00            | 468.00           | -156.00           | -33.3%         |
| SECURITY                     | 1,643.21          | 1,895.07         | -251.86           | -13.3%         |
| TELEPHONE & INTERNET         |                   |                  |                   |                |
| ATT EMERGENCY LINES          | 1,229.37          | 1,399.48         | -170.11           | -12.2%         |
| ATT INTERNET                 | 7,881.89          | 8,003.11         | -121.22           | -1.5%          |
| ATT VOICE                    | 2,153.57          | 1,525.08         | 628.49            | 41.2%          |
| Total TELEPHONE & INTERNET   | 11,264.83         | 10,927.67        | 337.16            | 3.1%           |
| WEBSITE & CLOUD              | 605.63            | 0.00             | 605.63            | 100.0%         |
| Total SERVICE CONTRACTS      | 49,766.83         | 31,013.29        | 18,753.54         | 60.5%          |
| UTILITIES                    |                   |                  |                   |                |
| ELECTRICITY                  | 11,392.46         | 9,717.44         | 1,675.02          | 17.2%          |
| TRASH                        | 502.69            | 631.66           | -128.97           | -20.4%         |
| WATER / SEWER                | 8,113.32          | 9,237.65         | -1,124.33         | -12.2%         |
| Total UTILITIES              | 20,008.47         | 19,586.75        | 421.72            | 2.2%           |
| Total Expense                | 217,175.96        | 171,570.23       | 45,605.73         | 26.6%          |
| Net Ordinary Income          | -5,814.60         | 31,900.08        | -37,714.68        | -118.2%        |
| Other Income/Expense         |                   |                  |                   |                |
| Other Income                 |                   |                  |                   |                |
| INTEREST INCOME              | 17.99             | 3.30             | 14.69             | 445.2%         |
| Total Other Income           | 17.99             | 3.30             | 14.69             | 445.2%         |
| Other Expense                |                   |                  |                   |                |
| Balancing Adjustments        | 0.00              | 0.00             | 0.00              | 0.0%           |
| DEPRECIATION                 | 5,528.00          | 5,590.00         | -62.00            | -1.1%          |
| Total Other Expense          | 5,528.00          | 5,590.00         | -62.00            | -1.1%          |
| Net Other Income             | -5,510.01         | -5,586.70        | 76.69             | 1.4%           |
| Net Income                   | <u>-11,324.61</u> | <u>26,313.38</u> | <u>-37,637.99</u> | <u>-143.0%</u> |

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

## Profit &amp; Loss Budget vs. Actual

October 2017 through March 2018

|  | Oct '17 - ... | Budget     | \$ Over Bu... | % of Bud... |
|--|---------------|------------|---------------|-------------|
| Ordinary Income/Expense                |               |            |               |             |
| Income                                 |               |            |               |             |
| ADMISSIONS INCOME                      |               |            |               |             |
| DISCOUNT ADMISSIONS                    | 477.00        | 1,000.00   | -523.00       | 47.7%       |
| EXTENDED PASS ADMISSIONS               | 6,900.50      | 10,000.00  | -3,099.50     | 69.0%       |
| GENERAL ADMISSIONS                     | 104,376.75    | 198,900.00 | -94,523.25    | 52.5%       |
| GROUP ADMISSIONS                       | 1,680.00      | 6,500.00   | -4,820.00     | 25.8%       |
| Total ADMISSIONS INCOME                | 113,434.25    | 216,400.00 | -102,965.75   | 52.4%       |
| BUILDING RENTAL INCOME                 | 5,450.00      | 8,000.00   | -2,550.00     | 68.1%       |
| CONTRIBUTIONS                          |               |            |               |             |
| CONTRIBUTIONS-GENERAL PUBLIC DONATIONS | 1,274.54      |            |               |             |
| 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                         | 2,217.00      | 18,500.00  | -16,283.00    | 12.0%       |
| 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                                | 10,941.00     | 12,300.00  | -1,359.00     | 89.0%       |
| WEBSITE                                | 558.45        |            |               |             |
| DONATIONS - Other                      | 5,066.97      |            |               |             |
| Total DONATIONS                        | 45,198.42     | 62,300.00  | -17,101.58    | 72.5%       |
| EVENT PARKING                          | 17,175.00     | 25,000.00  | -7,825.00     | 68.7%       |
| PARKING GATE                           | 0.00          | 15,000.00  | -15,000.00    | 0.0%        |
| Total CONTRIBUTIONS                    | 63,647.96     | 102,300.00 | -38,652.04    | 62.2%       |
| GIFT SHOP INCOME                       |               |            |               |             |
| CONSIGNMENT SALES                      | 2,622.60      | 5,000.00   | -2,377.40     | 52.5%       |
| GIFT SHOP SALES                        | 63,260.22     | 125,000.00 | -61,739.78    | 50.6%       |
| VENDING INCOME                         | 0.00          | 0.00       | 0.00          | 0.0%        |
| Total GIFT SHOP INCOME                 | 65,882.82     | 130,000.00 | -64,117.18    | 50.7%       |
| Gift Shop Sales                        |               |            |               |             |
| 40201 - Gift Shop Sales                | 0.00          |            |               |             |
| Total Gift Shop Sales                  | 0.00          |            |               |             |
| Total Income                           | 248,415.03    | 456,700.00 | -208,284.97   | 54.4%       |
| Cost of Goods Sold                     |               |            |               |             |
| COST OF GOODS SOLD                     |               |            |               |             |
| COST OF GOODS CONSIGNMENT              | 1,612.20      | 3,600.00   | -1,987.80     | 44.8%       |
| COST OF GOODS GIFT SHOP                | 35,441.47     | 62,500.00  | -27,058.53    | 56.7%       |
| Total COST OF GOODS SOLD               | 37,053.67     | 66,100.00  | -29,046.33    | 56.1%       |
| Total COGS                             | 37,053.67     | 66,100.00  | -29,046.33    | 56.1%       |
| Gross Profit                           | 211,361.36    | 390,600.00 | -179,238.64   | 54.1%       |
| Expense                                |               |            |               |             |
| OPERATIONS EXPENSES                    |               |            |               |             |
| ADVERTISING & PROMOTION                |               |            |               |             |
| BOOTH RENT                             | 250.00        | 650.00     | -400.00       | 38.5%       |
| GUIDES & DIRECTORIES                   | 830.00        | 3,200.00   | -2,370.00     | 25.9%       |
| PHOTOGRAPHY & VIDEO                    | 0.00          | 0.00       | 0.00          | 0.0%        |
| PRINT                                  | 136.10        | 3,600.00   | -3,463.90     | 3.8%        |
| SOCIAL & INTERNET                      | 253.31        | 150.00     | 103.31        | 168.9%      |
| Total ADVERTISING & PROMOTION          | 1,469.41      | 7,600.00   | -6,130.59     | 19.3%       |

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

## Profit &amp; Loss Budget vs. Actual

04/10/18

Accrual Basis

October 2017 through March 2018

|                                | Oct '17 - ... | Budget    | \$ Over Bu... | % of Bud... |
|--------------------------------|---------------|-----------|---------------|-------------|
| BANK SERVICE CHARGES           | 0.00          | 0.00      | 0.00          | 0.0%        |
| CREDIT CARD FEES               | 9,892.28      | 18,000.00 | -8,107.72     | 55.0%       |
| DUES & SUBSCRIPTIONS           | 115.00        | 670.00    | -555.00       | 17.2%       |
| 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                           | 458.20        | 300.00    | 158.20        | 152.7%      |
| 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               | 205.00        | 1,200.00  | -995.00       | 17.1%       |
| SPECIAL EVENTS                 | 962.67        | 600.00    | 362.67        | 160.4%      |
| 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                        | 7,179.33      | 7,000.00  | 179.33        | 102.6%      |
| Total FUNDRAISING & EVENTS     | 18,011.36     | 12,700.00 | 5,311.36      | 141.8%      |
| 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                         | 2,249.10      | 5,380.00  | -3,130.90     | 41.8%       |
| WORKERS COMPENSATION           | 2,693.00      | 3,040.00  | -347.00       | 88.6%       |
| INSURANCE - Other              | 0.00          | 0.00      | 0.00          | 0.0%        |
| Total INSURANCE                | 4,942.10      | 9,070.00  | -4,127.90     | 54.5%       |
| LEGAL & PROFESSIONAL           | 5,053.75      | 9,100.00  | -4,046.25     | 55.5%       |
| LOAN EXPENSE                   | 1,021.82      | 2,810.00  | -1,788.18     | 36.4%       |
| LOCAL MEETINGS                 |               |           |               |             |
| MEALS & SNACKS                 | 388.27        | 400.00    | -11.73        | 97.1%       |
| VOLUNTEER APPRECIATION         | 246.51        | 600.00    | -353.49       | 41.1%       |
| Total LOCAL MEETINGS           | 634.78        | 1,000.00  | -365.22       | 63.5%       |
| MAINTENANCE & REPAIRS          |               |           |               |             |
| BUILDING                       | 3,695.47      | 10,000.00 | -6,304.53     | 37.0%       |
| GROUNDS                        | 10,175.05     | 7,000.00  | 3,175.05      | 145.4%      |
| HABITAT                        | 1,550.88      | 3,000.00  | -1,449.12     | 51.7%       |
| Total MAINTENANCE & REPAIRS    | 15,421.40     | 20,000.00 | -4,578.60     | 77.1%       |
| OFFICE & PRINTING              | 723.23        | 1,200.00  | -476.77       | 60.3%       |
| PAYROLL SERVICE                | 356.04        | 710.00    | -353.96       | 50.1%       |
| POSTAGE & FREIGHT              | 188.82        | 500.00    | -311.18       | 37.8%       |
| SOFTWARE                       | 107.17        | 1,400.00  | -1,292.83     | 7.7%        |
| SUPPLIES                       | 2,138.56      | 4,000.00  | -1,861.44     | 53.5%       |
| 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                         | 1,897.03      | 4,000.00  | -2,102.97     | 47.4%       |
| Total OPERATIONS EXPENSES      | 62,102.75     | 96,060.00 | -33,957.25    | 64.6%       |
| POS Inventory Adjustments      | 0.00          |           |               |             |
| RENT                           | 10.00         |           |               |             |
| SALARIES AND TAXES             |               |           |               |             |
| GIFT SHOP ATTENDANTS           | 15,108.04     | 33,000.00 | -17,891.96    | 45.8%       |
| JANITOR                        | 9,591.99      | 19,500.00 | -9,908.01     | 49.2%       |
| MAINTENANCE                    | 13,606.42     | 26,000.00 | -12,393.58    | 52.3%       |
| MANAGER                        | 24,000.57     | 48,000.00 | -23,999.43    | 50.0%       |
| NATURALIST                     | 16,999.97     | 34,000.00 | -17,000.03    | 50.0%       |
| PAYROLL TAXES                  | 5,980.92      | 12,500.00 | -6,519.08     | 47.8%       |

## SOUTH PADRE ISLAND BIRDING &amp; NATURE CENTER

04/10/18

## Profit &amp; Loss Budget vs. Actual

Accrual Basis

October 2017 through March 2018

|                                 | Oct '17 - ...     | Budget      | \$ Over Bu...     | % of Bud...   |
|---------------------------------|-------------------|-------------|-------------------|---------------|
| Total SALARIES AND TAXES        | 85,287.91         | 173,000.00  | -87,712.09        | 49.3%         |
| <b>SERVICE CONTRACTS</b>        |                   |             |                   |               |
| AIR CONDITIONING                | 3,089.12          | 3,800.00    | -710.88           | 81.3%         |
| BACKGROUND CHECKS               | 0.00              | 110.00      | -110.00           | 0.0%          |
| CLEANING SUPPLIES               | 1,210.34          | 2,800.00    | -1,589.66         | 43.2%         |
| DRINKING WATER                  | 413.70            | 600.00      | -186.30           | 69.0%         |
| EBIRD TRAIL TRACKER             | 0.00              | 650.00      | -650.00           | 0.0%          |
| ELEVATOR                        | 0.00              | 0.00        | 0.00              | 0.0%          |
| <b>INFORMATION TECHNOLOGY</b>   |                   |             |                   |               |
| COMPUTER COPIER                 | 14,090.42         | 19,500.00   | -5,409.58         | 72.3%         |
| KIOSK                           | 1,181.24          | 3,600.00    | -2,418.76         | 32.8%         |
| Total INFORMATION TECHNOLOGY    | 15,271.66         | 23,100.00   | -7,828.34         | 66.1%         |
| KIOSK LEASE PURCHASE            | 3,459.20          | 3,500.00    | -40.80            | 98.8%         |
| LAWN & GROUNDS                  | 0.00              | 0.00        | 0.00              | 0.0%          |
| LINENS MOPS MATS                | 0.00              | 0.00        | 0.00              | 0.0%          |
| PARKING EXPENSES & GATE         | 12,497.14         | 8,000.00    | 4,497.14          | 156.2%        |
| PEST CONTROL                    | 312.00            | 940.00      | -628.00           | 33.2%         |
| SECURITY                        | 1,643.21          | 2,470.00    | -826.79           | 66.5%         |
| <b>TELEPHONE &amp; INTERNET</b> |                   |             |                   |               |
| ATT EMERGENCY LINES             | 1,229.37          | 2,690.00    | -1,460.63         | 45.7%         |
| ATT INTERNET                    | 7,881.89          | 16,800.00   | -8,918.11         | 46.9%         |
| ATT VOICE                       | 2,153.57          | 4,480.00    | -2,326.43         | 48.1%         |
| Total TELEPHONE & INTERNET      | 11,264.83         | 23,970.00   | -12,705.17        | 47.0%         |
| WEBSITE & CLOUD                 | 605.63            | 1,000.00    | -394.37           | 60.6%         |
| Total SERVICE CONTRACTS         | 49,766.83         | 70,940.00   | -21,173.17        | 70.2%         |
| <b>UTILITIES</b>                |                   |             |                   |               |
| ELECTRICITY                     | 11,392.46         | 26,400.00   | -15,007.54        | 43.2%         |
| TRASH                           | 502.69            | 1,400.00    | -897.31           | 35.9%         |
| WATER / SEWER                   | 8,113.32          | 22,800.00   | -14,686.68        | 35.6%         |
| Total UTILITIES                 | 20,008.47         | 50,600.00   | -30,591.53        | 39.5%         |
| Total Expense                   | 217,175.96        | 390,600.00  | -173,424.04       | 55.6%         |
| Net Ordinary Income             | -5,814.60         | 0.00        | -5,814.60         | 100.0%        |
| <b>Other Income/Expense</b>     |                   |             |                   |               |
| Other Income                    |                   |             |                   |               |
| INTEREST INCOME                 | 17.99             |             |                   |               |
| Total Other Income              | 17.99             |             |                   |               |
| Other Expense                   |                   |             |                   |               |
| DEPRECIATION                    | 5,528.00          |             |                   |               |
| Total Other Expense             | 5,528.00          |             |                   |               |
| Net Other Income                | -5,510.01         |             |                   |               |
| Net Income                      | <u>-11,324.61</u> | <u>0.00</u> | <u>-11,324.61</u> | <u>100.0%</u> |

## South Padre Island Birding and Nature Center

### Monthly Directors Report

March

#### Visitors:

Paid entrances (kiosk): 3,771

Revenue generated: \$19,462

Paid entrances (Gift Shop):249

Revenue generated: \$2,042.

Annual Pass Holder Admissions: 117 includes 3 month pass holders

Annual Passes sold: 31

Complimentary Day: 3

*Ramada: 9*

*Hilton Garden Inn:0*

*The Inn at South Padre: 0*

*Super 8: 3*

*Holiday Inn: 1*

#### Maintenance/Grounds:

Expense over monthly budget: No Monthly Budget, Yearly Budget is \$8,000.00

*Robert Lewis \$960.00*

*Supplies for Maintenance: \$66.68*

#### Gift Shop:

Total revenue for month: \$5,118.19

Inventory assessment: \$32,000

Projected inventory needed: \$2,000.00

#### Rental/Event Booking

7/18 Wedding

7/19 Meeting

9/3 Bridal Shower Luncheon

6/23 & 6/24 Meeting room

7/23 meeting room

Wedding phone calls and emails: 37

#### Upcoming Events:

4/14 Eagle Scout Ceremony

5/19 Sandcastle HOA Meeting

5/4 Wedding

5/5 Wedding

**Current Programs:**

Weekly Bird Walks

Earth Day , April 21

**Marketing/Advertising: No paid advertising this month**

**ANCA Summit guide for September conference Ad \$400.00**

**Grants: No matches were found this month with our needs**

See Javier's report for Monarch Grant that was denied.

**Donations received from:**

**Darin Strong /Strong A/C \$450.00**

**Judith Macintyre \$100.00**

**Other Notes:**

Spring Break Parking: \$17,175    **March 10 – March 17**

March 31<sup>st</sup> concert \$2,00.00 (deposited on April 2, 2018)

**TOTAL PARKING FOR MARCH \$19,175.00**



**March 2017 Grand Total**

|                           |                    |
|---------------------------|--------------------|
| <i>Number of Visitors</i> | <i>3,882</i>       |
| Admissions                | \$19,714.00        |
| Donations                 | \$32.00            |
| Donation Jar              | \$450.00           |
| Outside Donation Box      | \$113.00           |
| Facility Rental           | \$2,000.00         |
| Parking                   | \$23,465.00        |
| Gift Shop                 | \$5,741.61         |
| Special Events            | \$450.00           |
| Binocular rentals         | \$405.00           |
| <b>Total Sales</b>        | <b>\$52,370.66</b> |

**\*\*Special events was sponsors from mini golf  
Tournament that paid from 2/17\***

**March 2018 Grand Totals**

|                           |                    |
|---------------------------|--------------------|
| <i>Number of Visitors</i> | <i>4,202</i>       |
| Admissions                | \$21,504.00        |
| Donations                 | \$203.00           |
| Donation Jar              | \$625.00           |
| Outside Donation Box      | \$0                |
| Habitat Donation          | \$20.00            |
| Facility Rental           | \$1,000.00         |
| Parking                   | \$19,175.00        |
| Gift Shop                 | \$5,188.19         |
| Special Events            | \$2,059.00         |
| Binocular rentals         | \$537.00           |
| <b>Total Sales</b>        | <b>\$50,311.19</b> |

**\*\*Special Event was Spring has Sprung on 3/20\*\*  
March 31<sup>st</sup> parking was \$2,000.00 but it was  
deposited in April**

## Naturalist Report for Feb-March 2018:

**School Field Trip Training – March 24 and 28:** Led two trainings for the volunteers that will be helping me with the school field trips this season. I thought them how to conduct the different hands-on activities that we are going to be doing with the students. Activities educate on coastal ecology and wildlife.

**Harlingen South Eco – Club Field Trip – March 7<sup>th</sup>:** First field trip to go through our new Audubon TERN Colonial Waterbird Research program. 20 HS students learned about the importance of colonial waterbirds as indicator species in an environment. They learned how to identify them and we held and we counted the numbers of species and individuals of each species and submitted our observations to Audubon TX databases for research.



**Cattail Maintenance of Wetlands/Front grounds:** Oversaw the cattail removal of several areas of our freshwater wetlands with the help of Robert Lewis and Alberto Matamoros. Albert brought an excavator to deviate the fresh water to our main channel and dry up the ponds. Once the ponds were dry, Robert and his crew took 10 days to cut and haul cattails from the wetlands. Cattails were also sprayed to keep them down. Robert and crew also helped to position logs on the northern wetlands that will serve as perches for birds. Logs were obtained from the beach with the help of the city's shoreline task force. Snags were also dug in for high perches. Water is being pumped back in Wednesday 4/11. Albert will be laying down pipe so we can drain the ponds without having to contract machinery to do it in the future, saving time and money. Pipe donated by Marvin. Also oversaw spring clean of front grounds by Robert's crew. **Costs: Break berm and drain ponds: \$2,600 Cut and remove cattails/place logs: \$3,600 Lay pipe and seal berm: \$1,950 Cost of front grounds spring clean: \$960 Total costs : \$9,110**

**I recommend that the ground/habitat budget be increased to \$15,000**



**Migration Fall out April 8th:** Migration starting out with a great day of birding on April 8<sup>th</sup>, a cold front dropped lots of birds all over SPI with 80+ species reported from the birding center. Also, I guided a tour for the CVB on that day with 12 people with the help of 1 volunteer.

**GTBC Big Sit! Pledge:** Organized a pledge fundraiser for our GTBC Big Sit! Donors pledge to donate a certain amount of money per bird species we record during our big sit!

**Monarch Grant:** Unfortunately, we were not invited to submit a full proposal.

## Upcoming: Earth Day 2018

**EARTH DAY!!** South Padre Island Birding and Nature Center  
Saturday, April 21st 10am-3pm

RECYCLED CRAFTS South Padre Island Birding & Nature Center WILDLIFE GAMES! and PROGRAMS

**Schedule** 53 admission, Kids 12 and under-FREE!!

Spring Migration Bird Walks:  
"Spring Migration" presentation plus walk-  
10:00am w/Marilyn Lorenz

Migration Watch from the back deck-- 9:30 - 3pm

Butterfly/Dragonfly Walks: 10:30am, 11:30am

**Witness the Spectacle of Migration!!!**  
spibirding.com 3pm

### Other Tasks:

- Coordinated Volunteers for Bird Walks and Info Desk
- Oversaw and coordinated Cattail maintenance
- Coordinating School Field Trips for April/May and reaching out to schools.
- Preparing supplies and curriculum for upcoming school field trips.
- GTBC Pledge

### Volunteer Hours:

- Info Desk and Habitat maintenance – 15 volunteer/120 hours
- Guided Bird Walks – Down to three guides : 22 hours of guided tours.

**Total volunteers: 16**

**Total volunteer hours: 144 volunteer hours**

**5.**

# **ECONOMIC IMPACT OF RIO GRANDE VALLEY REEF PROJECT**

PREPARED FOR  
THE SOUTH PADRE ISLAND ECONOMIC DEVELOPMENT CORPORATION  
BY  
AARON ECONOMIC CONSULTING, LLC.  
JANUARY, 2018

## EXECUTIVE SUMMARY

The primary goal of this report was to provide measures of overall economic value from the Rio Grande Valley Reef Project. To accomplish that goal the objective was to use current expenditure and artificial reef use information to determine overall spending levels associated with diving and fishing related artificial reef activities then use the obtained results as input into the IMPLAN models.

Survey research data was obtained from the National Survey of Fishing, Hunting, and Wildlife-Associated Recreation, saltwater fishing license holders data from the Texas Parks and Wildlife Department (TPWD), watercraft registration data from Data.Texas.Gov, and scuba divers data from the author's surveys. *Impact Planning for Analysis* (IMPLAN) models for Texas and Cameron County were used with the spending data collected from the surveys to estimate the economic impact for the Rio Grande Valley (RGV) Reef Project.

Results from the modeling indicated that fishing and diving activity on RGV Reef Project are expected to:

- provides 537 jobs for RGV residents.
- generates \$45.6 million of economic output.
- accrues \$13.9 million in income to RGV residents.
- produces \$3.6 million in state and local tax revenues.

Artificial reefs are undeniably important resources both from an ecological standpoint and an economic standpoint. RGV Reef Project is an ambitious unprecedented project that aims to create the largest artificial reef in Texas water combining low, medium and high profile structures. One of the principal objectives of the RGV Reef Project is to boost the population of red snapper and offer anglers the opportunity to fish for red snapper year round. There are over 751,000 licensed saltwater anglers in Texas and more than 44,000 anglers in Rio Grande Valley. The average spending by saltwater anglers statewide was \$1,303 in 2011 and the average spending per angler in Rio Grande Valley was \$1,186. Saltwater anglers in Texas had an average of 7 fishing trips per year and

spent on average 11 days fishing. RGV Reef Project could prove to be a very attractive fishing site for anglers especially if the prospect of catching red snapper and other prized fish species is greatly enhanced. In Addition, RGV Reef Project could attract a sizable number of scuba divers because its design combines different relief structure and provides a habitat for a large variety of fish and invertebrates.

The RGV Reef Project could be an economic catalyst for South Padre Island's economy especially if other marine related projects like the proposed marina in South Padre Island are constructed. Combining a marina project with RGV Reef project could magnify the multiplicative effects of increase economic activity at the island, especially if the marina is designed to accommodate large vessels.

Watercraft registration data show that Texas Gulf coast counties have more than 114,000 registered vessels. The average expenditure by each vessel owner is around \$2,500 and includes food and drinks, boat fuel, lodging, fishing supplies, boat launch fees, as well as maintenance and repair expenditures.



SPI EDC &lt;southpadreislandedc@gmail.com&gt;

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**Re: RGV Reef**

1 message

---

**Joshua Bennett** <jdbennett12@gmail.com>  
To: SPI EDC <southpadreislandedc@gmail.com>

Tue, Apr 10, 2018 at 8:28 AM

This is a good written synopsis to put in for those that will read before hand.

The first thing to remember that is the reef, at 1650 acres is huge, almost 3 square miles, 20 times larger than most Texas reefs, and is the first reef to have an industrial scale nursery. We can grow many more fish than we can attract from elsewhere. This is half of what makes the reef unique. The other half is the efficiency that Friends of RGV Reef has hammered together to populate the reef with graduated steppingstones of material to build the complex habitat needed to maximize the number of species and total fish population in the reef. By all accounts it is unique in the Gulf, probably in the world.

Last years deployment was immediately occupied by an estimated 240,000 hand sized young snapper, which have grown to about 12 to 14" according to the charter for hire "head" boats that are catching them. Please note that these boats previously left South Padre Island every winter for Port Mansfield, but stayed this winter. Those snapper will be 16" and legal size this summer. There are also enough adult snapper attracted from elsewhere that fishing is good on the reef this spring with limits of snapper being caught on the reef.

This spring there is an \$800,000 CMP grant, \$400,000 from the GLO and \$400,000 from the grant administrator, TPWD to place 750 tons of material, mostly Reefing Pyramids in the western 1/3rd of the reef. Please note that this is \$1066/ton.

Friends budget is about \$500,000 this summer, and our ability to expand that budget is closing fast as available concrete on the scale we deploy isn't available on instantaneous demand. We have 1500 tons of concrete rip rap on our Port of Brownsville site and we will be placing concrete RR ties donated by BNSF Railroad in pic-up-stix like piles, one of which will be 45 feet tall and reach within 30' of the surface.

The amount of RR ties are the variable in this summer's deployment, and which amount can be increased by additional donations. We have enough money for 7000 tons. For a sense of scale thats 350 diesel semi truckloads, or 90 railcars merely counting the RR ties. Yes, that's right, an entire train.

We can still expand our budget, and each \$13,000 or so moves one load on our deployment vessel. 180 tons/trip. Please note that this is \$72/ton.

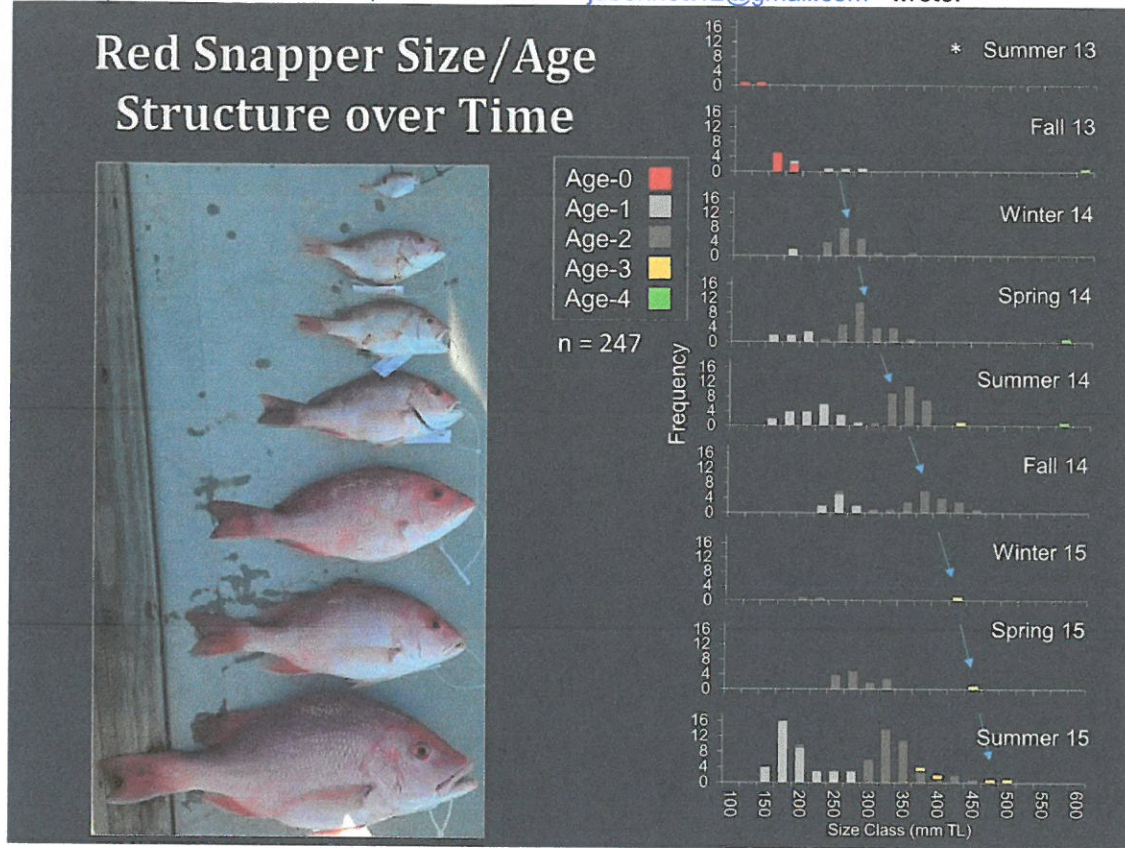
Friends has several donated assets in place this summer and will place from 9500 tons of material on the bottom. Please note that we will be placing material for approximately ONE TENTH THE COST of normal reefing contracting by TPWD or CCA. This is why the reef will be productive in a couple of years rather than the couple - three decades that were anticipated.

This efficiency is ephemeral; the confluence of donated managerial skill, donated railside and industrial dockside storage yards, donated or heavily discounted equipment and material and relatively cheap marine transport due to large economies of scale will probably not be available in the future. It takes an enormous amount of effort and skill, to mesh that many moving parts. We



therefore urge the City, the EDC, and the CCVB to proceed with all reasonable speed and at the highest level possible to fund the reef while it is efficient to do so.

On Tue, Apr 10, 2018 at 8:26 AM, Joshua Bennett <jdbennett12@gmail.com> wrote:





Darla

Here are two good pictures and a video to put in that will explain what we are currently doing. I will send another email as well that has a written break down of what we are doing.

On Mon, Apr 9, 2018 at 4:26 PM, SPI EDC <[southpadreislandedc@gmail.com](mailto:southpadreislandedc@gmail.com)> wrote:

The meeting is a week from tomorrow ( 9 am on 4/17 at City Hall) but I do need any handouts or presentation materials you are using by the end of the day this Thursday.

Let me know if you have any questions.

Darla

On Mon, Apr 9, 2018 at 4:16 PM, Joshua Bennett <[jdbennett12@gmail.com](mailto:jdbennett12@gmail.com)> wrote:

Darla What do you need from me to get us on the next agenda and when is it?

Thank you,

Josh Bennett

--

***Darla Lapeyre***

Executive Director

South Padre Island Economic Development Corporation

6801 Padre Blvd.

South Padre Island, TX 78597

(956) 761-6805

[southpadreislandedc@gmail.com](mailto:southpadreislandedc@gmail.com)

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **AUG 03 2015**

FRIENDS OF THE RIO GRANDE VALLEY  
REEF INC  
820 W NOLANA AVE STE C  
MC ALLEN, TX 78504-3043

Employer Identification Number:  
47-4622438  
DLN:  
26053610001595  
Contact Person:  
CUSTOMER SERVICE ID# 31954  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
509(a)(2)  
Form 990/990-EZ/990-N Required:  
Yes  
Effective Date of Exemption:  
April 29, 2015  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to [www.irs.gov/charities](http://www.irs.gov/charities). Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Letter 5436

FRIENDS OF THE RIO GRANDE VALLEY

Sincerely,

A handwritten signature in black ink, appearing to read "J. Cooper", written in a cursive style.

Jeffrey I. Cooper  
Director, Exempt Organizations  
Rulings and Agreements

**6.**



SPI EDC &lt;southpadreislandedc@gmail.com&gt;

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**Re: Facade Grant**

1 message

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**bobf228@aol.com** <bobf228@aol.com>  
To: southpadreislandedc@gmail.com

Thu, Apr 12, 2018 at 8:18 PM

Hi Darla,

I have attached the application and two estimates for the work. Ivo is not available until tomorrow at 1. I'll send you the signed copy as soon as I have it.

Thanks,  
Bob

-----Original Message-----

From: SPI EDC <southpadreislandedc@gmail.com>  
To: Bob Friedman <bobf228@aol.com>  
Sent: Thu, Apr 12, 2018 4:25 pm  
Subject: Facade Grant




Please use this email address. Thanks!

--

***Darla Lapeyre***Executive Director  
South Padre Island Economic Development Corporation  
6801 Padre Blvd.  
South Padre Island, TX 78597  
(956) 761-6805  
[southpadreislandedc@gmail.com](mailto:southpadreislandedc@gmail.com)

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**3 attachments**

-  **Greenwood Proposal 3821 .pdf**  
200K
-  **SPI EDC Facade Improvement Form (2).pdf**  
651K
-  **Walter Greenwood EXT .pdf**  
129K



## Facade Improvement Grant Program Application form

1. Applicant Name: Walter Greenwood
2. Contact Name: Walter Greenwood
3. Name of Tenant: SBWB Management LLC
4. Name of Business: F&B SPI
5. Telephone Number: 561-389-2112 Fax Number: 956-943-2318
6. Email Address: walterg.mem@gmail.com
7. Project Address: 3109 Padre Blvd. SPI Texas 78597
8. Mailing Address: 501 E. Maxan St. Port Isabel TX 78578
9. Does the applicant own the project building?  Yes  No

***If the answer to the above question is no, please attach a letter from the owner expressing approval of the project proposal.***

10. Will you be using the services of an architect, engineer, or contractor?  Yes  No
11. If yes, list your architect, engineer, or contractor of preference with name and contact number of business: Gus Gonzalez 956-454-7457 Contractor/Murray Farms 956-778-4110
12. Estimated Total Project Cost: (A) \$59,863.25 (attach itemized budget)
13. Owner to match 50% of Total: (B) \$34863.25  
Total Grant Requested from City: (A-B) \$25,000 (up to 50% of the project cost not to exceed \$25,000)

***Attach qualified contractor bid documents and all cost breakdowns by category such as masonry repair, window replacement, etc.***

14. Proposed Start Date: April 23, 2018
15. Proposed Completion Date: May 24, 2018
16. What is the existing use of the building?: Restaurant and bar
17. Will this project proposal cause change in the building use?  Yes  No
18. If so, please explain: \_\_\_\_\_
19. Please write a summary of the complete project scope. You may attach additional pages.

\_\_\_\_\_

This grant is being requested by SBWB Management LLC which will operate a  
 \_\_\_\_\_  
 new restaurant named F&B SPI. The grant funds will be used for outside painting of  
 \_\_\_\_\_  
 the building, parking lot resurface and striping, repair of damaged lattice work and on  
 \_\_\_\_\_  
 fencing on outside patio's, enlarging back patio and picket fencing for a new outdoor dining  
 \_\_\_\_\_  
 area. Landscaping will include new exterior lighting, new palm trees, flowers  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

|                             |      |                        |      |
|-----------------------------|------|------------------------|------|
| _____                       |      | _____                  |      |
| Print Name (Property Owner) |      | Print Name (Applicant) |      |
| _____                       |      | _____                  |      |
| Signature of Property Owner | Date | Signature of Applicant | Date |

**APPLICANTS WHO DEVIATE FROM THE APPROVED APPLICATION OR DO NOT PROVIDE COMPLETE APPLICATION WILL BE DISQUALIFIED FROM THIS GRANT PROGRAM**

**Submit completed application to South Padre Island EDC**

**For all questions please contact the EDC at 956-761-6805 or spiedc@aol.com**

***Applicant understands the Facade Improvement Grant is a matching grant, dollar for dollar. In kind contributions and profits generated by the applicant serving as contractor will not be considered as part of the required match.***





## FACADE IMPROVEMENT GRANT PROGRAM CHECKLIST

- Meet with the South Padre Island EDC to determine eligibility and review Facade Improvement Grant Instructions.
  
- Complete Facade Improvement Grant Application form and sign Agreement forms. (Include all required attachments: contractor estimates, if applicable; photographs of building exterior and project plans).
  
- Return Completed application and agreement with required attachments to the South Padre Island EDC for approval.
  
- Attend South Padre Island EDC meeting to respond to any questions.
  
- If approved, facade improvement work must commence within sixty (60) days of approval by the South Padre Island EDC and completed within six (6) months of approval.
  
- Obtain all applicable City permits and City approvals prior to starting any work on the approved project.
  
- During construction of the facade improvement project, provide copies of all paid invoices, including copies of canceled checks and/or credit card receipts, to receive payment reimbursement of the approved fund.
  
- Upon completion of facade improvement project, furnish photographs of the building's exterior.

F & B SPI RESTAURANT PROPOSAL

Murray Farms  
 P O Box 1472  
 Los Fresnos, TX 78566  
 956-778-4110 956-433-6950

Proposal: 3821  
 Date: 4/11/18  
 Page: 1

Work to be performed at: F & B SPI Restaurant

3109 Padre Blvd SPI, TX 78597

| ITEM/DESCRIPTION  | QUANTITY | UNIT COST | TOTAL COST |
|---|----------|-----------|------------|
| SOUTH AND WEST SIDE OF BUILDING IN EXISTING PLANTERS:         |          |           |            |
| 3 Gal African Iris  | 40       | 15.       | 600.       |
| 7 Gal Bird of Paradise  | 4        | 45.       | 180.       |
| 3 Gal Dwarf Oleander Hot Pink                                 | 8        | 15.       | 120.       |
| 3 Gal Xiora Red   | 20       | 15.       | 300.       |
| SOUTH SIDE PARKING LOT NEW PLANTERS:                          |          |           |            |
| 12' CT Roystonea regia (Cuban royal)                          | 10       | 360.      | 3,600.     |
| 3 Gal Dwarf Oleander Hot Pink                                 | 60       | 15.       | 900.       |
| White Limestone rock  |          |           | 250.       |
| Tie into existing irrigation and electrical from building for |          |           |            |
| Installation of new dripline and low voltage lighting to all  |          |           |            |
| New planters, including break up and repair of asphalt        |          |           |            |
|   |          |           | 2,820.     |
| Low voltage landscape lighting                                |          |           |            |
|   |          |           | 800.       |
| Beds and rock to match existing                               |          |           |            |
|   | 240'     |           | 600        |

F & B SPI RESTAURANT PROPOSAL

Murray Farms  
 P O Box 1472  
 Los Fresnos, TX 78566  
 956-778-4110 956-433-6950

Proposal: 3821  
 Date: 4/11/18  
 Page: 2

| ITEM/DESCRIPTION  | QUANTITY | UNIT COST | TOTAL COST |
|---|----------|-----------|------------|
| NORTH AND EAST SIDE OF BUILDING IN EXISTING PLANTERS:                               |          |           |            |
| 3 Gal African Iris  | 20       | 15.       | 300.       |
| 14' CT Roystonea regia (Cuban royal)  | 3        | 420.      | 1,260.     |
| White Limestone rock  |          |           | 300.       |
| Assorted plants (approximation)   |          |           | 1,000.     |
| Low voltage landscape lighting  |          |           | 1,000.     |
| WEST SIDE OF BUILDING:  |          |           |            |
| Hanging basket plants and hooks in existing patio                                   | 12       |           | 300.       |
| Ground cloth  |          |           | 500.       |
| Screened top soil/compost 80/20   |          |           | 1,200.     |
| Fertilizer and pre-emergent   |          |           | 300.       |
| Relocate existing light pole in south Side parking lot (not including CP&L charges) |          |           | 500.       |
| Remove and dispose of existing Mexican fan palm                                     |          |           | 300.       |
| Clean up and trim all existing palms on North and East sides                        |          |           | 200.       |
| Insurance   |          |           | 150.       |
| SPI City bond   |          |           | 100.       |

F & B SPI RESTAURANT PROPOSAL

Murray Farms  
 P O Box 1472  
 Los Fresnos, TX 78566  
 956-778-4110 956-433-6950

Proposal: 3821  
 Date: 4/11/18  
 Page: 3

| ITEM/DESCRIPTION   | QUANTITY | UNIT COST  | TOTAL COST |
|--|----------|------------|------------|
| ADDITIONAL LABOR:  |          |            |            |
| Clean out and remove debris from all existing planters                     |          |            |            |
| Prepare planters for new plant material                                    |          |            |            |
| Clean up and remove debris from perimeter of all parking lots and building |          |            |            |
| Trim and shape existing Mesquite tree                                      |          |            |            |
| Fuel and travel  |          |            |            |
| Installation of all landscape lighting                                     |          |            |            |
| Installation of posts and rope   |          |            |            |
| Installation of all palms and plants                                       |          |            | 8,520.     |
|  |          | SUBTOTAL:  | 26,100.00  |
|  |          | SALES TAX: | 2,153.25   |
|  |          | TOTAL:     | 28,253.25  |

NOTE: ANY REPAIRS TO EXISTIG IRRIGATION WILL BE AN ADDITIONAL CHARGE.

MURRAY FARMS: \_\_\_\_\_ DATE: \_\_\_\_\_

AUTHORIZED REPRESENTATIVE: \_\_\_\_\_ DATE: \_\_\_\_\_

## GONZALEZ CARPENTRY

Gonzalez Carpentry  
1601 East Bowie Ave.  
Harlingen TX 78550  
(956) 454-7457

Walter Greenwood  
Walter's Restaurant  
S. P. I. TX  
4-11-18

### EXTERIOR PROPOSAL

Remove old picket fence and move  
back to corner, build new picket fence  
around existing sidewalk (material included).....\$ 1,380.00  
pavers for back patio labor and material.....\$ 7,480.00  
resurface parking lot and striping.....\$ 8,850.00  
Painting;  
Pressure wash exterior of building  
Caulk  
Paint walls 1 color 2 coats  
Paint trim 1 color 2 coats.....\$ 9,500.00  
North side  
Pergola cover:  
Remove lattice  
Install plywood  
Install bitumen modify.....\$ 3,500.00  
West side  
Pergola cover:  
Remove lattice  
Install new treated lattice.....\$ 900.00

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Total.....\$ 31,610.00

**7.**

# SHEPARD WALTON KING

## INSURANCE GROUP

Bob Shepard • Raul Cabaza III • Chris Graham • Josh Fields • Cynthia Cabaza

### *PROPOSAL OF INSURANCE:*

SPI BIRDING & NATURE CENTER  
DARLA LAPEYRE  
6801 PADRE BLVD  
SOUTH PADRE ISLAND, TX 78597

### *PRESENTED BY:*

CHRISTOPHER GRAHAM, CIC  
VICE PRESIDENT  
SHEPARD WALTON KING INS. GROUP  
121 W. PECAN  
MCALLEN, TX 78501

PREPARED ON: FEBRUARY 26, 2018

121 W. Pecan / McAllen, Texas 78501 / (956) 682-2841 / Fax (956) 630-4015

1906-B East Tyler Avenue / Harlingen, Texas 78550 / (956) 423-8755 / Fax (956) 428-0730

# SHEPARD WALTON KING

## INSURANCE GROUP

Bob Shepard • Raul Cabaza III • Chris Graham • Josh Fields • Cynthia Cabaza



Shepard Walton King Insurance Group has been servicing insurance needs by offering over 185 years of combined experience and expertise in the insurance business. We are built on the principles of providing superior customer service and quality insurance solutions for our customers. As an independent agency, we work with select insurance companies that have proven their performance over the years.

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1906-B East Tyler Avenue / Harlingen, Texas 78550 / 956-423-8755 / Fax (956) 428-0730



# SHEPARD WALTON KING

## INSURANCE GROUP

Bob Shepard • Raul Cabaza III • Chris Graham • Josh Fields • Cynthia Cabaza

### YOUR SERVICING TEAM

| <u>NAME</u>             | <u>TITLE</u>      | <u>E-MAIL ADDRESS</u> |
|-------------------------|-------------------|-----------------------|
| Christopher Graham, CIC | Vice President    | cgraham@swkins.com    |
| Mary Pena               | Account Executive | mpena@swkins.com      |

This proposal of insurance is provided as an outline and summary of coverages and is not intended to replace the policy itself. It is intended to give general information only and is subject to the terms, conditions and exclusions stated in the actual policies. This proposal is valid for 30 days.

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1906-B East Tyler Avenue / Harlingen, Texas 78550 / 956-423-8755 / Fax (956) 428-0730

# Liquor Liability Proposal

Term: Annual – Dates to be determined

## COVERAGE WRITTEN ON:

Occurrence Form

## COVERAGE

## LIMITS

---

### *LIABILITY:*

|                                    |             |
|------------------------------------|-------------|
| Liquor Liability – each occurrence | \$1,000,000 |
| Liquor Liability - aggregate       | \$2,000,000 |

### **Endorsements:**

- Exclusion – New Entities
- Amendment of Premium Audit Conditions
- Absolute Pollution Exclusion
- Minimum Earned Premium Endorsement (25%) plus policy fee of \$250 fully earned at inception.
- Additional Insured – Liquor License Holder
- Punitive or Exemplary Damages Exclusion
- Limitation of Coverage to Insured Premises
- Absolute Firearms Exclusion

### **Conditions (as represented on the Liquor Policy Conditions Endorsement)**

- The insured has no knowledge of more than 1 liquor liability and/or assault or battery claims or notification of potential liquor liability and/or assault or battery claims for this locations arising out of occurrence within five years prior to the date the application is signed (excluding a liquor liability claim closed without payment because insured found not legally liable).
- Employees or other persons are not permitted to consume alcohol during their hours of employment or service.
- Only the insured and its authorized employees or members are permitted to serve alcohol. In the alternative, the insured agrees that persons serving alcohol who are not the insured's authorized employees or member are covered under a policy of liquor liability insurance with limits greater than or equal to the limits of this policy.
- All events end at 2:00 a.m.
- The insured does not offer beer for less than \$2.00.
- The insured does not offer liquor or wine for less than \$3.00.

121 W. Pecan / McAllen, Texas 78501 / (956) 682-2841 / Fax (956) 630-4015

1906-B East Tyler Avenue / Harlingen, Texas 78550 / 956-423-8755 / Fax (956) 428-0730

# Liquor Liability

**Subject to:**

- All owners and principals with a controlling interest have been financially solvent (i.e. no bankruptcy filing) for the last 12 months.
- A valid liquor license is maintained, if required by ordinance or law.
- Confirm no knowledge of any reported liquor liability and/or Assault or Battery claims or notification of potential liquor liability and/or Assault or Battery claims in the past 5 years
- Confirm that the applicant does not attract a predominately youthful clientele ranging from 21-25 years of age.
- The establishment does not permit "BYOB" (bring your own bottle)
- No drink specials/happy hours offered after 9:00 p.m.
- Completed and signed application
- Confirm the number of years the applicant has been in business at this location
- Quote is subject to audit results and/or inspection (if any) as well

# Liquor Liability Exposure

| LOC | CLASS | CLASSIFICATION  | PREM BASIS |
|-----|-------|---|------------|
| 1   | 00015 | On-Premises Catering/Banquet Halls – Insured sells/serves alcohol at events – with sale of alcoholic beverages that are 50% or more of the total food and alcohol receipts – based on annual receipts | \$25,000   |
| 1   | 01597 | Top Shelf including Assault or Battery at full limits – based on annual receipts  | \$25,000   |

## TEXAS SURPLUS LINES CLAUSE

**This insurance contract is with an insurer not licensed to transact insurance in this state and is issued and delivered as surplus line coverage under the Texas insurance statutes. The Texas Department of Insurance does not audit the finances or review the solvency of the surplus lines insurer providing this coverage, and the insurer is not a member of the property and casualty insurance guaranty association created under Chapter 462 Insurance Code. Chapter 225, Insurance Code, requires payment of a 4.85 percent tax on gross premium.**

121 W. Pecan / McAllen, Texas 78501 / (956) 682-2841 / Fax (956) 630-4015

1906-B East Tyler Avenue / Harlingen, Texas 78550 / 956-423-8755 / Fax (956) 428-0730

# Premium Quotation

Insured: SPI Birding & Nature Center

Policy Term: 12 months – dates to be determined

## COVERAGE

## ANNUAL PREMIUM

---

Liquor Liability Policy

\$1,235.85

121 W. Pecan / McAllen, Texas 78501 / (956) 682-2841 / Fax (956) 630-4015

1906-B East Tyler Avenue / Harlingen, Texas 78550 / 956-423-8755 / Fax (956) 428-0730



**Liquor Liability Representation Application**

**MLQ018F2016  
Version 2**

You or your agent provided the information used to complete the questions below. Please answer all remaining questions in the space provided. By signing this application you are representing that all information on this application is true and correct.

**I. General Information**

Applicant's Name: South Padre Island Economic Development Corp  
Form Of Business:  Individual  Corporation  Partnership  LLC  Other: \_\_\_\_\_  
Mailing Address: 6801 Padre Blvd  
City: South Padre Island State: TX Zip: 78597  
Phone Number: 956-761-6805 Fax Number: 956-761-3024  
Web Address: \_\_\_\_\_ E-mail Address: southpadreislandedc@gmail.com  
Inspection Contact: Darla Lapeyre

Coverage Desired:  Monoline Liability  Monoline Property  Monoline Liquor  
Policy Term:  3 Months  6 Months  9 Months  Annual  
Has coverage been cancelled or non-renewed in the last 3 years (not applicable in the state of MO)?  Yes  No

If Yes, provide complete details: \_\_\_\_\_

What year did the business start? \_\_\_\_\_

Loss Information for the past 5 years:  None or provide details below

Please advise all entities requesting to be added as Additional Insured on this policy:  Not Applicable

| Complete Name | Address | Interest |
|---------------|---------|----------|
|               |         |          |
|               |         |          |

Description of Operations:  
Birding and Nature Center selling beer and wine.

Are General Liability limits equal to or greater than Liquor Liability limits maintained?  Yes  No  
Have all owners and principals with a controlling interest been financially solvent (i.e. no bankruptcy filings) for the last 12 months?  Yes  No  
Is a valid liquor license maintained if required by ordinance or law?  Yes  No

**II. Locations of Coverage and Corresponding Classifications**

**Location #1**  
**Address** 6801 Padre Blvd **City** South Padre Island **State** TX **Zip** 78597  
Years At Current Location: \_\_\_\_\_

**Liquor Underwriting Information for Location 1**

| Classification   | Liquor Class Code | Premium Basis                 | Liquor Receipts | Food Receipts |
|--|-------------------|-------------------------------|-----------------|---------------|
| On-Premises Catering / Banquet Halls - insured sells/serves alcohol at events - with sale of alcoholic beverages that are 50% or more of the total food and alcohol receipts | 00015             | Per 100 Gross Liquor Receipts | 25000           | 0             |

- What is the latest time the establishment will cease the sale of alcohol? (enter format hh:mm PM or hh:mm AM) UNKNOWN
- Does the establishment cease the sale of alcohol daily?  Yes  No
- Does the establishment utilize an identification scanner on all patrons, regardless of age?  Yes  No
- Are all alcohol-serving employees certified in a formal alcohol training course not mandated by the state?  Yes  No
- Does the establishment attract a predominantly youthful clientele ranging from 21-25 years of age?  Yes  No
- Are bouncers, security or doorpersons ever employed?  Yes  No
- What is the lowest beer price offered, including happy hours or specials? Unknown
- What is the lowest price offered for a glass of wine/liquor, including happy hours or specials? Unknown
- How often does entertainment for banquets or receptions occur at this location annually? 0
- How many nights of major entertainment? (major entertainment is defined as - Bands with 3 or more members, excluding Jazz Bands; DJ with dancing; Dance Clubs; Dance Halls; or Adult or Exotic Dancing; not including banquet entertainment) 0
- What is the entertainment frequency type? Weekly
- Is the establishment open 24 hours?  Yes  No
- What is the latest time the establishment will close? (enter format hh:mm PM or hh:mm AM) unknown
- Are same-day memberships available; or are members permitted to bring more than 3 guests per day (excluding banquet activities and immediate family members)?  Yes  No
- Are drink specials/happy hours offered?  Yes  No
- Are drink specials/happy hours offered after 11:00 PM?  Yes  No
- Are drink specials/happy hours offered after 9:00 PM?  Yes  No
- Are only the establishment's authorized employees or members permitted to serve alcohol at all events?  Yes  No
- Are facilities available for banquets, receptions or private affairs?  Yes  No
- Has the independent contractor named the applicant as an Additional Insured?  Yes  No
- Are employees or other persons selling or serving alcohol permitted to consume alcohol during their hours of employment or service?  Yes  No
- Has Liquor Liability coverage been cancelled or non-renewed in the past five years?  Yes  No
- Does the establishment permit "BYOB" (bring your own bottle)?  Yes  No
- Does the applicant allow open-bar past midnight?  Yes  No
- Do the total annual events at this establishment exceed 200?  Yes  No
- Does the average event attendance exceed 300?  Yes  No

**III. Limits of Insurance**

**LIQUOR LIABILITY**

Each Common Cause \$1,000,000  
 Aggregate \$2,000,000

**IV. Additional Eligibility Information**

Does the Applicant engage in any operations or have any classifications on their premise(s) other than those listed in Item II Locations of Coverage and Corresponding Classifications?  Yes  No

**Fraud Statement:** Any person who knowingly and with intent to defraud any insurance company or other person, files an application for insurance or statement of claim containing any materially false information, or conceals for the purpose of misleading, information concerning any fact material thereto, commits a fraudulent insurance act, which is a crime and may subject such person to criminal and/or civil penalties and other sanctions.

**Applicant's Representation Statement:** I represent that the information provided in this Application, and any amendments or modifications to this Application are true and correct. I acknowledge that the information provided in this Application is material to acceptance of the risk and the issuance of the requested policy by Company. I agree that any claim, incident, occurrence, event or material change in the Applicant's operation taking place between the date this application was signed and the effective date of the insurance policy applied for which would render inaccurate, untrue or incomplete, any information provided in this Application, will immediately be reported in writing to the Company and the Company may withdraw or modify any outstanding quotations and/or void any authorization or agreement to bind the insurance. Company may, but is not required, to make investigation of the information provided in this Application. A decision by the Company not to make or to limit such investigation does not constitute a waiver or estoppel of Company's rights.

I acknowledge that this Application is deemed incorporated by reference in any policy issued by Company in reliance thereon whether or not the Application is attached to the policy.

I acknowledge and agree that a breach of this REPRESENTATION STATEMENT is grounds for Company to declare void any policy or policies issued in reliance thereon and/or deny any claim(s) for coverage thereunder.

Applicants Signature\*: X Title: X Date: X  
Brokers Signature: \_\_\_\_\_ (Must be Owner, Officer or Partner) \_\_\_\_\_ (Required) Date: \_\_\_\_\_ (Required)  
If your state requires that we have the name and address of your (insured's) authorized Agent or Broker.  
Name of Authorized Agent or Broker: Shepard Walton King Insurance Group  
Address: 1906-B East Tyler Avenue, Harlingen, TX 78550

**SUBMITTING THIS APPLICATION DOES NOT BIND THE APPLICANT TO PURCHASE INSURANCE.  
ACCEPTANCE OF THIS APPLICATION DOES NOT BIND THE COMPANY TO ISSUE INSURANCE.**



**8.**



SPI EDC &lt;southpadreislandedc@gmail.com&gt;

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**EDsuite Proposal**

1 message

**Joel Soape** <joel@edsuite.com>

Thu, Apr 12, 2018 at 4:51 PM

To: Darla Lapeyre &lt;southpadreislandedc@gmail.com&gt;

Darla,

So sorry this is so near your deadline, but I will give you a call and walk you through it. There are a number of recommended services in here that will give you an idea of what we can do and options to help you achieve your results. The most basic approach to this could just be to revamp your website and add a few new interactive features, but I hope your board is interested in investing in a broader and more interactive marketing approach than just that. We would love to work with you guys to help you drive the traffic you need to your site and ultimately result in measurable ROI. Let me know when you get this. Thank you Darla!

**Joel Soape**  
President.....  
EDsuite  
PO Box 3812  
Longview, Texas 75606w. [edsuite.com](http://edsuite.com)  
p. (866) 235-0811  
c. (903) 746-9431

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 **South Padre Island Proposal from EDsuite.pdf**  
2303K



# Website & Services Proposal

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South Padre Island Economic  
Development Corp.

April 12, 2018

Prepared By Joel Soape  
President, EDsuite

PO Box 3812  
Longview, TX 75606  
EDsuite.com  
(866) 235-0811

April 12, 2018

Darla Lapeyre  
Economic Development Coordinator  
South Padre Island Economic Development  
6801 Padre Boulevard  
South Padre Island, TX 78597

Dear Darla,

Thank you for allowing us to present this proposal for the development of a new website for South Padre Island Economic Development Corporation. We are honored to have the opportunity to discuss partnering with you, and appreciate your time in considering this proposal from us here at EDsuite.

I have included all the items we discussed in the way of specific tools, but if I missed anything you are interested in, just let me know.

Please take a look at the information provided and let me know if you have any questions regarding the details. You can reach me at (866) 235-0811, or by email at [joel@EDsuite.com](mailto:joel@EDsuite.com).

Sincerely,



Joel Soape  
President | EDsuite

## About Us

### Shaping Economic Development

#### Industry Professionals.

Founded in 2005, EDSuite serves the digital, web, and marketing needs of economic development organizations nationwide. We are experienced professionals who understand how to use and develop effective and modern marketing techniques and tools.

#### Everything is Bigger in Texas.

This is especially true when it comes to our passion and dedication to our clients and the economic development industry. Proudly headquartered in Texas since 2005, our work takes us all across this great country.

#### Tried and True Results Driven Process.

In 2017 EDSuite became a part of Encore Multimedia, a 22 year full service marketing agency. Together, with a combined team of dedicated people and partners, we bring a new level of expertise and quality to the table with every aspect of our expanded services.

### Awarded & Recognized

Our hard work and dedication to the economic development industry has been recognized by the International Economic Development Council with more than 17 Excellence in Economic Development Awards.

### Recent Launches



### Upcoming Launches to Watch For



# Our Approach

Economic development has evolved in so many ways over the years, and our world is moving faster than ever when it comes to digital marketing. Our approach to your web presence and marketing involves three key elements.

## Know Your Target Audience

As simple as this sounds, for EDC's it is often an overlooked aspect of site design. Who is your target audience? Every city has a unique blend of how their audiences interact with the EDC. We want to get to know your audience, or help you clarify it for yourself if you are not certain exactly who that is. When you combine your target markets that you want to speak to with your audience that you know you will speak to, you can take your content and design to the next level and achieve a site that draws in the right traffic.

## Tell Your Story

Every city has a story waiting to be told. A story of your successes, progress, strengths, working through weaknesses, personality as a community, and what makes you unique and worth investing in. Your story is driven by data and facts, but it goes well beyond that and gets on human level we all have. On the other end of the equation you ultimately have another human being looking for a reason beyond just the data to recommend your community as a location to be excited about. Do you know your story? Do you feature your successes in a way that others want to know that story? Does your data just live on pages or does it bring pages alive with the content around it and the flow of the site? We want to help you tell the story of your community to the right people in the right ways.

## Market Your Website

With a solid site as the starting point, the real work begins. You've built a solid brand backed by a vibrant staff and community as the foundation, with your website as the virtual peak of that work – the story visible to the world – but above that you need to create a marketing funnel that sends the right traffic through that site and into your community for a visit. We want to help you market your site and ultimately your community beyond just the launch of your web presence.

# Current Site Assessment

Basic review of Southpadreislandedc.com in its current state

## Technical

The current site is four years old. Although it still looks great, there are some advancements in programming and design that would make it much easier to edit and handle the things used on a regular basis.

Things like the indicators that are regularly updated, the agendas, and the programs can all be improved from a programming standpoint to be easier and more visually represented.

## Design

From a design perspective, the site could benefit from a refresh, but mostly the opportunity exists to take everything to the next level in style and branding.

Overall, the site is still a standout look when it comes to showing off the visual elements you have on the Island to be proud of.

## Content

The content is really one of the primary area the site can be improved. From messaging to story telling to targeted information based on what you are trying to attract to the Island, there is room to take a huge leap forward. We would recommend considering professional videography, some additional photography, and well written content to support the visual aids. Your content should answer questions for viewers like: What kind of businesses do you want to look your way? What opportunities do you have right now to invest in? How can you focus your site in on what your audience needs to see?

## Marketing Strategy

From Social Media to a full on marketing strategy, the EDC would greatly benefit from having a plan in place and a goal in mind to drive traffic to the website. You need to have a measurable goal for what success looks like for the EDC, and then establish how the marketing and digital presence can best drive those wins.

# Discovery Session

In order for your messaging, marketing, and website to truly tell the story and opportunity of the Island, our team goes through a discovery process with the EDC staff to start the project. The goal of this time is for our team to get to know your community, the unique challenges and strengths you have, the target markets and industries you are pursuing, and the audience you will be speaking to. This discovery session process looks like this:

1. **Discovery** - A full day of meetings, in person (at least one of our team), with our team and yours. We may request to meet with a few local business leaders or other people who can contribute to the process at your discretion. The focus of this meeting is for us to ask questions, listen a lot, perform some exercises like a SWOT analysis, and listen some more. This gives us a solid start to understanding your city, your story, and your audience.
2. **Research & Analyze** - We take what we learn from the kick-off meeting as the foundation and expand our research on your community even further. This enables our team to begin to truly gain a full picture of where your website and messaging should go.
3. **Strategize & Present** - At the end of the 3-4 week process, our team will present a keynote presentation of how we feel your story can best be presented to your audience. You will receive this in a visual hard copy form as well.

## Key Results

- This process lays the foundation for your brand, your marketing, and your website. Instead of just throwing some content and photos together into a website, you come away with a clear strategy for approaching your content and messaging.
- You will receive a hard copy and a digital keynote of the direction our team takes in how to tell your story.
- 2-3 pages of rich content resulting from our research. This content forms the foundation for your core website pages such as your About Us, Quality of Life, and Target Markets sections.
- Allows us to clearly estimate any additional content writing needed to support the rest of the site.

Total: \$8,500



# EDsuite Website

## Website Re-Design (\$3,600)

Every detail of your site is methodically thought out and put in place for a reason. With over 30 years design experience, our award winning team can help you tell the story of your community and set you apart by listening to your needs and giving your site the attention it deserves.

- Initial brand research and consultation to learn about your community and clearly convey your story and your data.
- Original front, active view, internal page, and responsive layout for review and revision.
- Use of client supplied copy, pictures auxiliary data to be displayed on static pages unless content writing is a part of the project scope.
- Online approval process until completely satisfied - sign off on design phase before programming phase.

## Website Build (\$4,800)

Once the design has been approved that design will need to be coded or programmed into a functioning website. When coding websites we will use the latest technology available. Your site will be built on a Drupal web platform utilizing SaSS programming language and fully optimized for mobile viewing on all screen sizes.

- Cross Browser testing to ensure complete compatibility with current versions
- SEO Optimized to allow clear search engine visibility
- Coding of approved design, navigation and internal pages
- Installation of CMS, included features, and any EDsuite tools
- Full mobile optimization and testing on various screen sizes

## Included Features

Our sites comes standard with these included features:

- Responsive Design for Mobile optimization
- Easy Editing CMS Integration
- Restricted User Accounts
- Unlimited Pages
- Scheduled Posting
- Unlimited Webforms
- Social Media Integrations
- Google Translate
- Google Analytics
- Multi-level user access and role management
- Full HTML or Simple editing options
- Printer friendly pages
- Advanced media library management
- Embed and iFrame compatible pages
- Compatible with any embeddable tools such as GIS Planning's Intelligence Components and more.

### Additional Custom Programmed Elements (\$100/hr.)

As we work through content and design, there is often room for adding some additional interactive or custom site elements (outside of the EDsuite tools you choose) that will enhance the presentation of your content dramatically. As we discover these options we will present those to you as possible additions to your site project. Elements like this are quoted on a \$100/hr cost based on any design and development time involved.

## Specific Custom Elements

### EDnews (\$900)

Keep web visitors engaged and returning to your site through the generation of unique blog content and news updates. Utilizing innovative design, EDnews facilitates fresh and engaging features and blog posts.

### EDprofiles (\$400)

It is so important that a site visitor can easily find out who they need to contact when they are ready to reach out to you. Our profiles tool allows easy listing of your staff and board members, with options like photos, social and email links, bio, and more.

### EDagendas (\$800)

Agendas are a regular part of Economic Development board meetings and a necessary part of your website. We make it easy to post your agendas, amended agendas, minutes, and even a link to meeting videos if needed. Not only is it easy to upload and post, but you can also create your agenda post ahead of time and schedule it to go live at a later date and time. On the viewer side of the tool, the downloads are made available in a very clean and stylish form through icons and you can narrow the list down to a specific year to simplify your search.

### Interactive Indicators (\$3000)

The current site has an economic indicators page that allows PDF downloads of information. This custom element would take these excel files and allow an easy upload that then converts the table into a visual and interactive chart right there on the page. Each indicator would still be downloadable, but the impact of the data would be much more immediate.

## Recommended Ideas

Some recommendations are impossible to price up front. If you are interested in pursuing some of these ideas we will set up a conversation to determine parameters of each one and specific price ranges to implement them.

### Interactive Island Map (\$\$)

An interactive map showing the attractions, general idea of the island layout, and maybe some concepts for possible investments by businesses. There are several ways to go about a map like this, but you it can really help potential investors to be able to visualize the area. The cost of a project like this is mostly dependent on the level of detail and the focus of the map. This can be determined based on a conversation with the EDC staff.

### Video Project (\$\$\$)

What can be shown and felt in a video vs just photography and words cannot be compared to. EDsuite's videography team can take the messaging and story of the Island that you want to communicate, and turn it into a visual masterpiece. We usually recommend a professional attraction video like this stick around 2-3 minutes. It is absolutely and investment, but the statistics on the impact of well done video speak for themselves.

### Strategic Marketing Plan (\$\$)

The messaging and plan to drive traffic to your site from the right audience is an art. The discovery session will give us a great start on knowing what to recommend in terms of marketing or targeted messaging, but to truly achieve the next step, there needs to be a concentrated effort put into researching and planning. This may mean we recommend an outside consultant, or this may be us taking the lead from the beginning. The overall goal cannot be just more visibility, but a conscious approach to answering specific needs and achieving measurable goals when it comes to attraction and ROI.

## EDsuite 365 Support (Required)

Once your website is live the work really begins. You have full capabilities and access to maintain your website but our client relations team is here to help any time. Whether it's a simple question or full staff training, we're ready to serve you.

**Here are some of the things included in our 365 Support:**

- Quarterly security updates on the site's programming
- Resolution and repair of any errors, compatibility issues, bugs, or hacks that come up on the site during regular use
- Support for EDC staff with content placement and editing when needed
- Monthly Google Analytics reports on site traffic to your email
- Training time whenever needed for future hires or refresher courses with existing staff
- Online help center for basic operation steps related to your site and tools

Total: \$2,399/yr

### Hosting

Through our partnership with Rackspace and Liquid Web, EDsuite provides a dedicated private cloud-based hosting environment. This premier hosting solution is included for all our EDsuite sites and features:

- Nightly backups
- 24/7 Premier server security & network monitoring
- Unlimited site storage space
- Unlimited Bandwidth

Total: \$600/yr

## Content & Setup

### Initial Content Migration & Setup

Content Migration is taking the existing content that is found on your current website, and transferring it into the empty shell of your new website. This is a task that requires someone to go through the website page by page, copy and paste the information, then modify the information to get the best visual layout for the new website. It may require restructuring tables and charts, updating information as directed by EDC staff and also placing fresh content as provided by EDC staff.

Total: \$1,625\*

*\*This is a set fee figured off of a time estimate of 25 hours at a rate of \$65/hr.*

### Content Writing & Creation

Need help working through and refreshing the content on your site? We have you covered. With our creative writers and experienced economic development practitioners, we will work with you to help create an easy to read, yet fully shaped ED site. During the process we will rely on you for the data and studies the site will need. Our goal will be to partner closely with you through the writing process to ensure an accurate and complete picture of your community is communicated through your site.

A fairly concise range for the recommended pages needed and writing time associated with that will be provided with the Discovery Session report.

Total: \$85/hr\*

*\*Amount of time needed will be determined between the client and EDSuite at the start of the project.*

# Photography

## Remote Professional Photo shoot

Two Full Days Shooting, Travel Needed

**Total: \$2,800 + Travel/Lodging**

**Additional Shoot Days: \$1,400 per day**

Remote Photo shoot with South Padre Island Economic Development (South Padre Island, TX) to obtain professional photos of the community, individual photos/headshots of EDC staff, photos of business parks or companies located in the city, and any other pertinent photos needed for the website project. Photos will be discussed with both the EDC staff and EDsuite designers responsible for the site creation and post shoot color correction and editing will be applied as well. Shooting days will be 8-10 hours in length. Client will be provided all final photos in high resolution format for future use.

## Travel & Lodging

*Covered by the client and additional to the below listed cost. EDsuite will arrange and the EDC can reimburse or the EDC can handle from start to finish.*

**Total: \$2,800.00 + Travel/Lodging**

## Your full service strategic partner

We bring so much more to the table than just a single project ability. We have structured our company and our services to meet as many of your needs as we possibly can. Here are a few more services we offer now, and if you do not see something on this list, be sure to ask us! Chances are we do it, or we know who to recommend.

### Services

**Strategic Marketing** – We offer strategic marketing as a broad skill that is narrowed down by our ability to analyze your marketing needs, whatever they may be, and execute the strategies that are most likely to be effective. We ask the right questions and help you create and implement a plan to achieve your organizations goals and bring measurable results.

**Digital Marketing**– We can help you spread your story and your brand across any platform you choose. Social media, AdWords, SEO, SEM, and digital ad campaigns are just a fraction of the full strategic marketing plans we can provide for you.

**Traditional Marketing** – EDSuite has the industry knowledge and expertise to make your media placements as effective as possible. The most commonly used traditional marketing strategies include billboards, signage, print ads, and more.

**Material Design** – Brochures and tradeshow assets are just a couple examples of the print materials that EDSuite can create for you. We have the design capabilities for optimizing the impressions you make when it comes to sharing your materials.

**Public Relations** – Shaping the impressions, opinions, and views of a company you are targeting or even the impression that your local community has about your EDO begins with a creative PR approach. We can help you navigate tough or challenging situations by helping you understand your audience and presenting your story in a way that positively resonates with them.

**Custom Maps** – In economic development, your location and the data that goes with it is key. We can help you make your community, business park, location, or points of interest stand out in a custom designed map that you can use across all your marketing platforms.

**Video** – With a digitally fluent workforce, having video collateral that is both storytelling yet informational can be a very important investment for your city. EDSuite, along with Encore Multimedia, is fully capable of handling all of your economic development video needs, with a skill set ranging from aerial drone footage to interview style videos.

**Our goal is not just to sell you a new service, but to offer solutions that will help you tell your story in a greater way. So let us know what you need from us as your partner. We are ready and listening.**



# Summary

|   |                        |
|---|------------------------|
| <input type="checkbox"/> <b>Discovery Session</b>             | <b>Total: \$8,500</b>  |
| The foundation of a successful project starts here            |                        |
| <input type="checkbox"/> <b>Primary Website Project</b>       | <b>Total: \$10,025</b> |
| Website Design  | \$3,600                |
| Website Build   | \$4,800                |
| Content Migration & Setup                                     | \$1,625                |
| <b>EDsuite 365 Support</b> (remains the same as current cost) | <b>\$2,399/yr</b>      |

## Custom Elements

- EDprofiles \$400
- EDagendas \$800
- EDnews \$900
- Interactive Indicators \$3000

*Payment Terms:* All custom design/development requires a 50% deposit upon agreement. Upon delivery of completed product EDsuite will bill the final 50% of the project.

## Optional Services

- Hosting \$600/yr
- Photography \$2,800\*
  - Additional Day \$1,400
- Content Writing \$85/hr

*Project Completion:* EDsuite will consider this project complete once the approved design has been coded, the content management system and EDsuite tools have been installed and tested and the new website is placed on a functioning beta link. Additionally, if EDsuite is responsible for migrating the content, once the bulk of the content is placed on the new site and ready for review and launch the site will be considered complete.

*Project Terms & Conditions:* Upon beginning your project with EDsuite you are also agreeing to our standard terms & conditions found at [EDsuite.com/agreement](http://EDsuite.com/agreement).

*\*Lodging not included in this price.*

## Acceptance

Date:

**Pricing is good for 120 days from April 12, 2018**



Joel Soape | President, EDsuite

Authorized Representative | South Padre EDC

9.



**Career Center**  
The University of Texas Rio Grande Valley

|  |  |
|--|--|
| <b>Brownsville Campus</b>  | <b>Edinburg Campus</b>   |
| One W. University Blvd.<br>Brownsville, TX 78520<br>(956) 852-5627 | 1201 W. University Dr.<br>Edinburg, TX 78539<br>(956) 665-2243 |

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## Viewing Job: 29574/Economic Development Intern

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[Document Categories](#) [Contact Information](#)

### Position Information [\[Edit\]](#)

\*Job ID: 29574

\*Job Title: Economic Development Intern

\*Official Job Title ⓘ :

**Provide the funding source/account information for this position:**

**Job Reference:**

**Employer Name:** [South Padre Island Economic Development Corporation](#)

**Linked Contact:** [Darla Lapeyre](#)

**# of Openings:** 1

\***Work Schedule:** Part-time/Flexible

**Hours/Week:** 20

\***Hourly Rate/Salary:** \$10.00

**Desired Start Date:**

**End Date:**

**Supervisor:** [Darla Lapeyre](#)

\***Job Description:** [Company Profile:](#)

We are a corporation for the City of South Padre Island to develop projects that promote the Island's economy and to assist in business recruitment and development. We work with potential investors and site selectors on recruitment and create and manage programs for business retention.

**Job Description:**

The South Padre Island EDC is looking for a qualified intern to assist the Executive Director with various tasks including website development, computer skills to create graphic charts on Excel, social media posts, writing news articles and press releases, and creating a database with available properties for lease. A business major will gain experience in computer skills, economic development, and community engagement.

**Responsibilities:**

- Collect and compile information regarding available commercial properties for lease
- Assist Executive Director and their website provider with developing a refresh of the EDC website
- Create graphics with provided metrics to be included in the City's dashboard
- Attend some City meetings, when available with the Executive Director
- Help organize the Executive Director's project files and create folders, prepare some files for retention
- Assist the Executive Director with materials for the Board of Directors
- Prepare presentations
- Post on Facebook and create PR through news articles, highlighting business activity on the Island
- Other administrative and creative tasks as assigned

**Learning Outcomes:**

- Knowledge of the economy of the Island including economic indicators, and seasonality issues
- Community engagement with the business sector
- Municipal government organization and policy
- Produce high-quality documents utilizing Word, Excel, PowerPoint
- Improved professional written and verbal communication

\***Qualifications:** **Candidate Qualifications:**

South Padre Island Economic Development Corporation is looking for an undergraduate student (Junior/Senior) who is majoring in Business / Marketing, Public Administration, minoring in Computer Science or with a similar degree

**Skills Requirement:**

- Proficient in Word, Excel, and PowerPoint
- Excellent soft skills- written and oral communication
- Knowledgeable with social media

**Additional Information:** **Academic Credit:**

If you decide to pursue this opportunity as a credit-bearing internship, you will need to get approval from

Admin - Job Profile

your academic department prior to the start of the academic semester in which you wish to register for the internship.

**\*Application Instructions:** To apply for this position, click on [Submit Resume] button at the top of this page and be sure to submit the following documents.

- 1.) Resume
- 2.) Cover Letter

Resumes posted on the Career Connection will be submitted so please ensure that your most updated one is uploaded. Please ensure that any messages to the employer are free of spelling or grammatical errors.

For additional questions you may contact Career Center at Edinburg: (956) 665-2243 / Brownsville: (956) 882-5627

Online Application Address:

Contact Information

[Edit]

**\*First Name:** Darla

**Middle Initial:**

**\*Last Name:** Lapeyre

**\*Address Line 1:** 6801 Padre Blvd.

**Address Line 2:**

**\*City:** South Padre Island

**\*State:** TX

**\*Zip:** 78597

**Map to Address Above :** [Online Map](#)

**\*Phone:** 956-761-6805

**\*Fax:**

**\*E-mail :** [southpadreislandcdc@gmail.com](mailto:southpadreislandcdc@gmail.com)

**Website (URL) :**

Posting Information

[Edit]

**\*Job Location:** South Padre Island, TX

**Job Category:**

**\*Position Type:** Co-op/Internship

**\*Applicant Type:** Internship

**Minimum GPA:**

**\*Citizenship:** Permanent Resident  
U.S. Citizen

**Graduation Start:**

**Graduation End:**

**\*Classification:** Junior  
Senior  
Sophomore

**Degrees:** Bachelor

**\*Major :** Business and Entrepreneurship  
Liberal Arts  
Computer Science  
Computer Information Systems Technology

**Screen Applicant Types:** Yes

**Screen Minimum GPA:** No

**Screen Citizenship:** Yes

**Screen Graduation Range:** No

**Screen Classification:** Yes

**Screen Degrees:** Yes

**Screen Majors:** Yes

**\*Post Date:** 3/29/2018

**Expire Date:** 5/28/2018

**Show Contact Information:** No

**Allow Student Self-Referral:** Yes

Miscellaneous Information

[Edit]

**Staff Comments:**

Document Categories

[Edit]

Document Categories Allow Selection

Document Categories Require Selection

Resumes

Resumes

Other Employment Documents

Class Schedule

**Control Information**

[Edit]

**Online Referrals Notify Employer:** Yes

**Online Referrals Require Documents:** Yes

**Allow Employer View of Referrals:** Yes

**FISAP Job Type:**

\* above required for FISAP

**Community Service Type:**

\* above required for FISAP, if applicable

**Flagged as Inappropriate:** No

**Flagged Job Approved:** No

\*Status: Open

**Created:** 3/29/2018 2:49 PM

**Modified:** 3/29/2018 2:49 PM

**11.**



**SOUTH PADRE ISLAND ECONOMIC DEVELOPMENT CORPORATION**

*Meets 3rd Tuesday @ 9:00 a.m. each month*

EDC Liaison: Darla Lapeyre, EDC Director

| <u>Member Information</u>  | <u>Phone Numbers</u>                 | <u>Appointed</u> | <u>Expires</u> |
|--|--------------------------------------|------------------|----------------|
| Thomas Bainter (01/01/18) Treasurer<br>P. O. Box 3562<br>South Padre Island, TX 78597<br><a href="mailto:Tbain94113@aol.com">Tbain94113@aol.com</a>                      | 956-761-3381                         | 01/01/18         | 12/31/19       |
| Irv Downing (06/01/16) President<br>P. O. Box 2865<br>South Padre Island, TX 78597<br><a href="mailto:iwdowning@gmail.com">iwdowning@gmail.com</a>                       | 956-456-4277                         | 01/18/17         | 12/31/18       |
| Mickey Furcron (01/18/17) Vice President<br>P. O. Box 2448<br>South Padre Island, TX 78597<br><a href="mailto:mickey@furcronrealtors.com">mickey@furcronrealtors.com</a> | 956-433-9815 (M)<br>956-761-6961 (O) | 01/18/17         | 12/31/18       |
| Susan Guthrie (01/18/17)<br>4601 Padre Boulevard<br>South Padre Island, TX 78597<br><a href="mailto:sguthrie@myspi.org">sguthrie@myspi.org</a>                           | 903-752-5744 (M)<br>956-761-8108 (W) | 01/18/17         | 12/31/18       |
| *Gayle Hood (04/04/18)<br>5101 Laguna Blvd.<br>South Padre Island, TX 78597<br><a href="mailto:gaylehood@me.com">gaylehood@me.com</a>                                    | 956-459-9536 (M)                     | 04/04/18         | 12/31/19       |
| Theresa Metty (01/01/18)<br>P. O. Box 3590<br>South Padre Island, TX 78597<br><a href="mailto:Theresa.metty@yahoo.com">Theresa.metty@yahoo.com</a>                       | 956-572-4038                         | 01/01/18         | 12/31/19       |
| Jerry Pace (01/18/17)<br>105 E. Campeche<br>South Padre Island, TX 78597<br><a href="mailto:tomjerrys@aol.com">tomjerrys@aol.com</a>                                     | 956-778-6229                         | 01/18/17         | 12/31/18       |

\*Filling the vacancy created by the resignation of Dan Seitz (March 2018)

| Goal   | Strategy   | Short/Mid/Long Term Goal | Champion     | Measured By   | Priority | Status   |
|--|--|--------------------------|--------------|---|----------|--|
| <p><b>To Sustain and Increase Business Including Educational Opportunities</b></p> | <p>1. Continue support for the Kauffman Entrepreneurship Class</p>                     | <p>Short Term</p>        | <p>Inv</p>   | <p>Number of participants and how many opened or stayed in business</p> | <p>A</p> | <p>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. Have data to build metrics table.</p>   |
|  | <p>2. Increase utilization of the SBA's Small Business Development Center at UTRGV</p> | <p>Short Term</p>        |              |   | <p>A</p> | <p>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 Fall 2018. Due to Arturo's heavy workload he can not make the business visits and is asking the businesses to go to him in Brownsville. I will continue to monitor and press for Island visits.</p> |
|  | <p>3. Initiate a Business Mentoring Program for existing businesses</p>                | <p>Page 1</p>            | <p>Susan</p> |   | <p>C</p> | <p>Research entrepreneurship mentoring- short term and 1 year positions. Have contacted the SCORE chapter and meeting with them late February. 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 canuse interns for 2 hours 2 days a week. Will discuss this option on my business visits.Developed a Mentor application for business people to signup for the Mentoring program.</p>  |



|  |  |            |        |  |    |   |
|--|--|------------|--------|--|----|---|
|  | 4. Create "How to do Business on SPI" feature on website | Short Term | Jerry  |  | B  | <p>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. Working on a website redo. There will be a proposal at our next meeting. Took a webinar on website and recruitment. <b>Proposal on April agenda.</b></p>  |
|  | 5. Continue Sand Dollars for Success - Round 2           | Short Term | Mickey |  | A+ | <p>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. ED Suite will update the information on the website and activate the application form on January 8. Placed ad in VBR Dec. &amp; Jan. editions. Ad will run in the Press and Parade magazine for three consecutive weeks beginning January 12th. Meeting with businesses going door to door. Posted on Facebook page and paid for a boost to reach a bigger market. Also post on Facebook Conclerge and on Chamber social media and newsletter. Received 11 applications to compete! Classes start this week 2/15. 3 classes completed. All 11 participated. Their written Business Plans are due 4/23. Agenda item to discuss the timeline for the oral presentations.</p> |
|  | 6. Address seasonality issue with CVB                    | Long Term  | Jerry  |  | B  | <p>List Destination projects: Aquarium, Adventure Park, Farmer's Market, etc and do an evaluation of existing businesses</p>  |
|  | 7. Façade Improvement Grant Program                      | Long Term  |        |  | B  | <p>Received application for 3109 Padre Blvd. restaurant. On April agenda for approval.</p>  |

|  |   |            |           |              |   |   |
|--|---|------------|-----------|--------------|---|---|
|  |   |            | Inv,Susan |              | A | <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. Mayor and Susan meeting with 3 cruise lines later this month in Florida and Sea Trade in March. Susan will brief Board on SeaTrade and discuss cruise ship next steps at the 3/27 meeting.</p> |
| <p><b>Take Strategic Actions to Actively Recruit New Businesses That Result in a Stronger Business Environment</b></p> | <p>8. Analysis of Cruise Ship Port of Call</p>                          | Short Term |           |              |   | COMPLETE Received licensing agreement for ESRI Business Analyst cost \$1295 annually  |
|  | <p>1. Investigate obtaining ESRI reports to analyze the marketplace</p> | Short Term | Daria L.  | New Openings | B |   |

|   |  |   |                 |            |            |                                |  |
|---|--|---|-----------------|------------|------------|--------------------------------|--|
| <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, Silvertown, 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. Focus on creating a walkable shopping market.</p>                                    |  | A | Hits on Website | Irv/Mickey | Short Term | 2. Conduct Retail Gap Analysis |  |
| <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. Emalied All In to see if business has to be in Brownsville as stated on their Facebook page. Andrea with UTRGV who handles interns said the All In program is for Brownsville only since their EDC pays but we can get interns through other channels. We are meeting 3/21 to discuss. Met with the Intern team at UTRGV on 3/21. I will submit a proposal to the Board 4/17 for a summer intern out of the business school to help with the website and social media. (\$3,000)ED Suite working on a proposal for a major refresh. <b>Proposal on April agenda.</b></p> |  | A | Track Leads     |            | Short Term | 3. Enhance online presence     |  |

|   |   |            |              |                       |   |   |
|---|---|------------|--------------|-----------------------|---|---|
|   | 4. Develop strategic approach for recruiting businesses | Short Term | Susan        | Sales Tax (by Sector) | A | <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. Localintel webinar on what site selectors want on your website. Summer intern to help with available propoerties and website refresh. <b>Proposals on April agenda.</b></p> |
| <p><b>Enhance and Grow Entrepreneurship</b></p> | 1. Look at shared workplace                             | Short Term | Mickey/Jerry | Sales Tax             | A | <p>Discussed shared workplace with Mickey on 9/27. I will research other communities who have this as a resource. 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. Susan and I looked at the Community Center which is small . UTRGV reps toured some available sites with Susan &amp; I. Met with EDA while in Austin regarding grants available. Board requested a field trip to the Brownsville incubator. This will be discussed at the January Board meeting with UTRGV. Make arrangements to see Chaos. Susan, Mickey and I toured Chaos. It needs a lot of work and is costly so we will look at other locations. Want to have Troy show me the Real Estate Center building. <b>Susan and I going to see the space on 4/20. Irv has been.</b></p>   |

|                         |  |           |       |                                     |   |   |
|-------------------------|--|-----------|-------|-------------------------------------|---|---|
|                         | 2. Assist City in DMAIC bandwidth  | Mid Term  |       |                                     | C | <p>CITY IT IS DOING A DMAIC ON THIS. DR. HARRISON AS 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. <b>Met with Dr. Harryson regarding his product The Giraffe.</b></p>  |
|                         | 3. Tie into regional incubators and business centers and develop local programming | Long Term | Irv   |                                     | A | <p>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. Irv, Susan, Mickey, Thomas and I toured the UTRGV Incubator. <b>Touring CEED 4/20. Item on April agenda to form committee for arts/culinary incubator.</b></p> |
| <b>Grow Eco-Tourism</b> | 1. Assist Birding Center to build capacity to be self sustaining                   | Long Term | Susan | Financial Reports<br>Assets created | B | <p>HalloWings, first fundraising event for the BNC was held. Accounting is pending. Lynne and Cristin working on a Membership program. 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.</p>  |

|  |   |                  |               |  |          |  |
|--|---|------------------|---------------|--|----------|--|
|  | <p>2. Support CVB efforts in development of marketing and assets for eco-tourism</p>        | <p>Long Term</p> | <p>Irv</p>    |  | <p>C</p> | <p>Marine Life Center Conceptual Design Plan Underway. 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. <b>Birding Center Board approved the concept of the Marine Life Center as provided by Richter Architects.</b></p> |
|  | <p>3. Look for opportunities to partner on the Padre Trails System / Wayfinding Project</p> | <p>Long Term</p> | <p>Mickey</p> |  | <p>B</p> | <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. <b>Attended the Wayfinding kickoff meeting at City Hall.</b></p>   |

|  |   |            |       |  |   |   |
|--|---|------------|-------|--|---|---|
|  | 4. RGV Reef - Artificial Reef Project   | Short Term | Susan |  |   | 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 Migr 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. Received draft report from Dr. Malki. Sent to reef leaders for feedback. Will send to EDC Board week of 1/22. Reef study received and distributed. Malki will present at our February Board meeting. <b>Friends of RGV funding request on the April agenda.</b> |
| <b>Support Regional Efforts for Business Development</b> | 1. Be proactive and check status and facilitate progress when possible and assess how we prepare for them when they happen: <b>SpaceX</b> | Short Term |       |  | A |   |
|  | <b>Second Causeway</b>  | Short Term |       |  | A | Having lunch with Pete Sepulveda, Executive Director, and Frank Parker, Chairman of the Cameron County RMA to discuss strategy.   |
|  | <b>Port of Brownsville Projects LNG and Steel Mill</b>  | Short Term |       |  | A | Met with Port Commissioner and got an update on the Steel Mill project. Decision should be made no later than May.  |
|  | <b>One MPO for the region- Consolidating the two we have and adding the Laguna Madre Area to the MPO</b>                                  | Short Term |       |  | A | Met with Christopher Allison, investment banker regarding opportunity zones and a regional MPO. Writing a letter to the MPOs, Senator Lucio and Representative Oliveira, and the District Engineer of TXDOT to express support.   |
|  |   | Short Term |       |  |   |   |

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. Surveys sent out. ECONOMIC DEVELOPMENT CHAPTER OF THE COMPREHENSIVE PLAN - Proposal from Dr. Malki at the 3/27 meeting. Will need to hold a budget workshop in May- Confirm with Board who should attend. Researching Opportunity Zones and MMDs for future development.

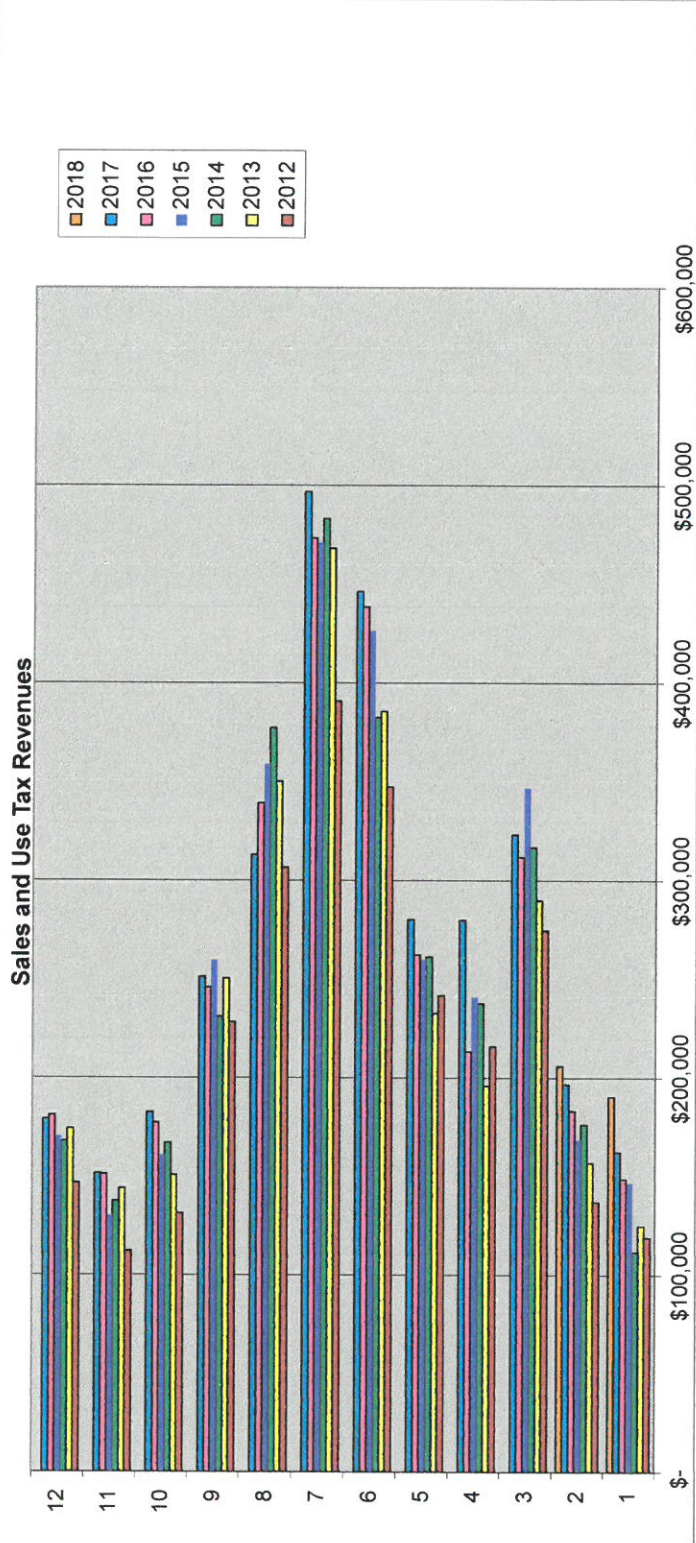
| South Padre Island Property Tax Revenue |                     |                     |                     |                     |                     |                     |            |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------|
|   | 2012                | 2013                | 2014                | 2015                | 2016                | 2017                | 2018       |
| January                                 | \$ 925,441          | \$ 768,980          | \$ 774,747          | \$ 775,106          | \$ 842,301          | \$ 809,677          | \$ 889,250 |
| February                                | 498,598             | 587,833             | 697,644             | 643,376             | 851,485             | 779,513             | 906,865    |
| March                                   | 488,209             | 154,633             | 129,345             | 126,429             | 133,534             | 245,531             | 243,804    |
| April                                   | 125,963             | 85,060              | 97,865              | 108,299             | 108,879             | 164,361             |            |
| May                                     | 117,171             | 100,790             | 74,555              | 68,063              | 54,257              | 88,915              |            |
| June                                    | 93,955              | 77,075              | 98,131              | 84,304              | 94,716              | 78,442              |            |
| July                                    | 222,631             | 135,249             | 125,279             | 111,522             | 85,053              | 70,064              |            |
| August                                  | 63,604              | 58,877              | 35,643              | 30,635              | 35,618              | 33,474              |            |
| September                               | 33,535              | 44,457              | 41,480              | 25,557              | 13,612              | 95,148              |            |
| October                                 | 1,716,909           | 1,953,119           | 2,035,083           | 1,344,874           | 1,699,349           | 522,220             |            |
| November                                | 2,287,424           | 1,925,829           | 1,828,594           | 2,797,154           | 2,639,129           | 3,863,902           |            |
| December                                | 493,478             | 462,976             | 645,800             | 584,920             | 802,241             | 793,295             |            |
| <b>TOTAL</b>                            | <b>\$ 7,066,918</b> | <b>\$ 6,354,878</b> | <b>\$ 6,584,166</b> | <b>\$ 6,700,239</b> | <b>\$ 7,360,174</b> | <b>\$ 7,544,542</b> |            |
| As of October 1:                        |                     |                     |                     |                     |                     |                     |            |
| Tax rate per \$100                      | 0.252071            | 0.254384            | 0.262754            | 0.28564             | 0.30564             | 0.31564             |            |
| Taxable value                           | \$ 2,606,119,273    | \$ 2,583,563,287    | \$ 2,516,386,826    | \$ 2,478,519,198    | \$ 2,495,811,088    | \$ 2,523,614,600    |            |



### South Padre Island Sales and Use Tax Revenues

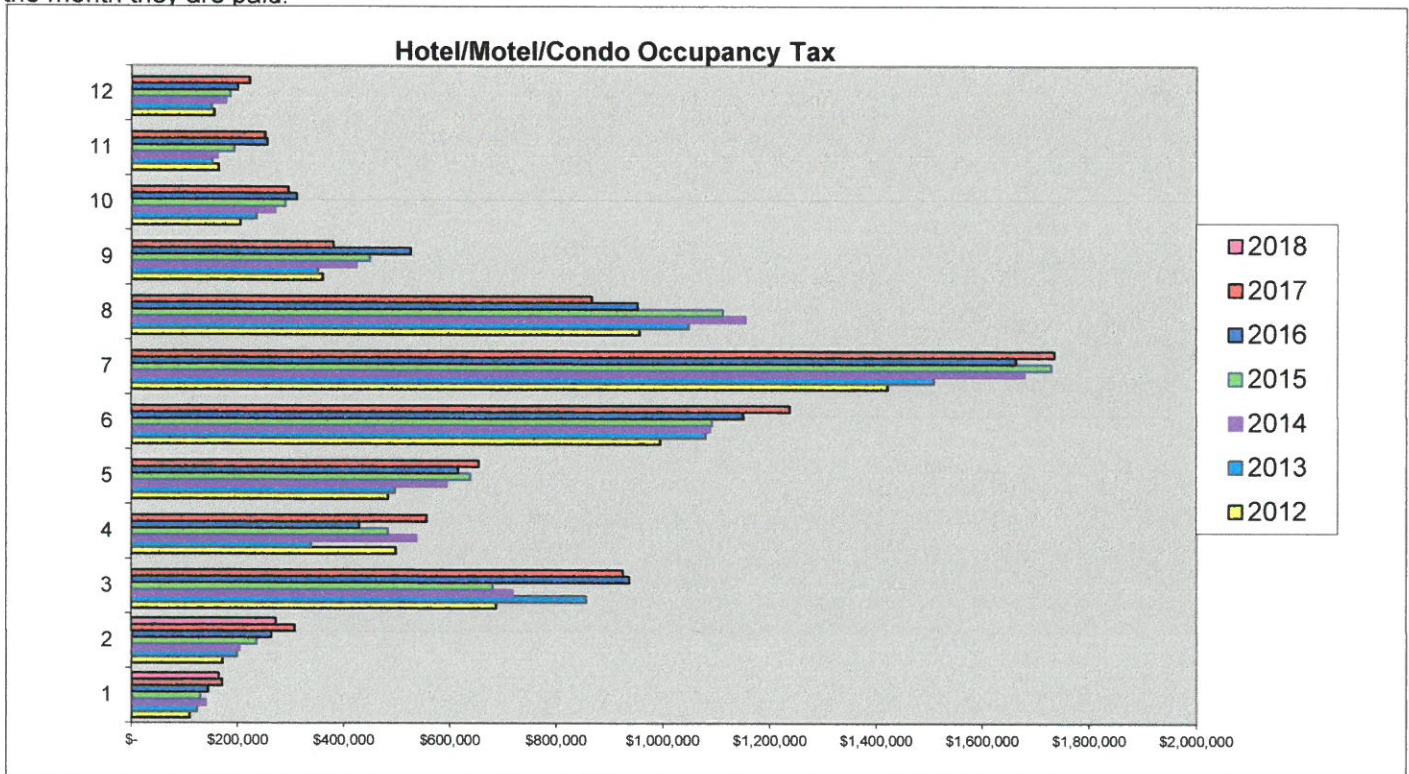
|              | 2012                | 2013                | 2014                | 2015                | 2016                | 2017                | 2018       |       |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------|-------|
| January      | \$ 119,092          | \$ 124,955          | \$ 111,837          | \$ 147,033          | \$ 148,673          | \$ 162,359          | \$ 190,422 | 17.28 |
| February     | 137,090             | 156,927             | 176,331             | 168,939             | 183,246             | 196,705             | 206,130    | 4.79  |
| March        | 274,677             | 289,849             | 316,834             | 346,948             | 311,867             | 323,169             |            |       |
| April        | 215,913             | 195,868             | 237,624             | 241,179             | 213,305             | 279,898             |            |       |
| May          | 241,670             | 232,586             | 261,170             | 260,265             | 262,341             | 280,107             |            |       |
| June         | 347,206             | 385,570             | 382,481             | 426,572             | 438,459             | 446,128             |            |       |
| July         | 390,920             | 467,989             | 483,156             | 471,196             | 473,223             | 496,833             |            |       |
| August       | 306,588             | 350,038             | 377,267             | 359,029             | 339,074             | 313,046             |            |       |
| September    | 228,185             | 250,437             | 231,042             | 259,809             | 245,959             | 251,213             |            |       |
| October      | 131,407             | 150,816             | 167,179             | 161,032             | 177,265             | 182,611             |            |       |
| November     | 112,229             | 143,930             | 137,595             | 130,352             | 151,043             | 151,463             |            |       |
| December     | 146,595             | 174,214             | 167,830             | 170,488             | 180,991             | 178,991             |            |       |
| <b>Total</b> | <b>\$ 2,651,572</b> | <b>\$ 2,923,179</b> | <b>\$ 3,050,346</b> | <b>\$ 3,142,842</b> | <b>\$ 3,125,446</b> | <b>\$ 3,262,523</b> |            |       |

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



| South Padre Island Hotel/Motel/Condo Occupancy Tax |                     |                     |                     |                     |                     |                     |                   |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-------------------|
|  | 2012                | 2013                | 2014                | 2015                | 2016                | 2017                | 2018              |
|  |                     |                     |                     |                     |                     |                     | % change          |
| January  | \$ 109,774          | \$ 123,289          | \$ 140,192          | \$ 130,054          | \$ 144,395          | \$ 171,097          | \$ 164,700 (3.74) |
| February   | 171,451             | 199,626             | 204,078             | 234,729             | 262,332             | 307,996             | 272,261 (11.60)   |
| March  | 687,275             | 855,873             | 718,514             | 680,389             | 936,915             | 925,001             |                   |
| April  | 497,202             | 338,337             | 535,518             | 482,346             | 428,171             | 554,854             |                   |
| May  | 482,275             | 494,883             | 593,135             | 637,343             | 614,276             | 653,664             |                   |
| June   | 994,101             | 1,078,509           | 1,086,514           | 1,090,245           | 1,149,624           | 1,236,747           |                   |
| July   | 1,420,513           | 1,507,657           | 1,679,092           | 1,728,733           | 1,662,906           | 1,734,025           |                   |
| August   | 955,899             | 1,046,929           | 1,153,488           | 1,111,051           | 951,521             | 865,453             |                   |
| September  | 359,467             | 350,530             | 422,559             | 447,169             | 524,272             | 379,134             |                   |
| October  | 205,150             | 234,719             | 268,955             | 288,878             | 311,226             | 295,670             |                   |
| November   | 163,655             | 152,042             | 161,516             | 193,079             | 254,499             | 251,333             |                   |
| December   | 155,338             | 149,820             | 177,192             | 185,416             | 199,886             | 221,956             |                   |
| <b>Total</b>                                       | <b>\$ 6,202,100</b> | <b>\$ 6,532,214</b> | <b>\$ 7,135,926</b> | <b>\$ 7,209,432</b> | <b>\$ 7,440,023</b> | <b>\$ 7,596,930</b> |                   |

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 Building Permit Valuations

|              | 2012                 | 2013                | 2014                 | 2015                 | 2016                 | 2017                 | 2018         | Commercial | Residential  |
|--------------|----------------------|---------------------|----------------------|----------------------|----------------------|----------------------|--------------|------------|--------------|
| January      | \$ 552,718           | \$ 703,791          | \$ 434,335           | \$ 4,490,817         | \$ 2,620,888         | \$ 1,800,672         | \$ 2,646,580 | \$ 123,000 | \$ 2,523,580 |
| February     | 1,968,904            | 330,425             | 2,117,014            | 1,887,739            | 1,675,855            | 5,039,127            | 863,730      | 70,000     | 793,730      |
| March        | 449,800              | 1,016,164           | 271,651              | 2,319,135            | 3,840,221            | 292,310              | 1,423,769    | 42,800     | 1,466,569    |
| April        | 268,337              | 554,688             | 412,515              | 8,676,090            | 816,823              | 683,307              |              |            |              |
| May          | 915,996              | 295,625             | 1,052,261            | 1,143,022            | 1,227,546            | 1,478,355            |              |            |              |
| June         | 1,243,528            | 177,150             | 1,717,942            | 842,403              | 595,320              | 1,318,655            |              |            |              |
| July         | 412,100              | 145,069             | 160,664              | 1,439,706            | 1,236,569            | 40,748,569           |              |            |              |
| August       | 459,314              | 2,525,727           | 500,475              | 1,799,928            | 1,973,961            | 1,431,102            |              |            |              |
| September    | 373,975              | 692,401             | 894,061              | 1,205,667            | 3,132,869            | 392,210              |              |            |              |
| October      | 950,100              | 885,901             | 2,322,681            | 792,963              | 963,435              | 480,367              |              |            |              |
| November     | 2,022,260            | 1,103,873           | 1,975,292            | 2,008,807            | 1,028,228            | -                    |              |            |              |
| December     | 773,540              | 162,116             | 1,894,849            | 2,855,683            | 582,797              | 1,201,460            |              |            |              |
| <b>Total</b> | <b>\$ 10,390,572</b> | <b>\$ 8,592,930</b> | <b>\$ 13,753,740</b> | <b>\$ 29,461,960</b> | <b>\$ 19,694,512</b> | <b>\$ 54,866,134</b> |              |            |              |

PROJECTS: 0 -ZZZZZZZZZZ  
 APPLIED DATES: 0/00/0000 THRU 99/99/9999  
 ISSUED DATES: 3/01/2018 THRU 3/31/2018 USE SEGMENT DATES  
 EXPIRE DATES: 0/00/0000 THRU 99/99/9999  
 STATUS: ALL

*March 2018  
 Building Projects*

| PROJECT<br>SEGMENT   | ISSUE DATE<br>SEGMENT DT | NAME<br>DESCRIPTION                                  | LOCATION<br>BUILDING CODE                          | CONTRACTOR<br>SEG. CONT. | DESCRIPTION<br>VALUATION               | PROJ TYPE<br>FEE     |
|----------------------|--------------------------|--|--|--------------------------|--|----------------------|
| 20180208<br>ROOF-RES | 3/01/2018<br>3/01/2018   | LAS COSTAS CONDOMINIUMS HOA<br>RESIDENTIAL ROOF      | 1900 GULF BLVD HOA<br>ROOF-RES - RESIDENTIAL ROOF  | ANDRES<br>ANDRES         | RESIDENTIAL ROOF<br>6,200.00           | ROOF-RES<br>43.40    |
| 20180210<br>BLDC-REM | 3/02/2018<br>3/02/2018   | FIRST AVENUE CONCEPTS<br>COMMERCIAL REMODEL          | 4000 PADRE BLVD<br>BLDC-REM - COMMERCIAL REMOD     | ROYAL RENO<br>ROYAL RENO | COMMERCIAL REMODEL<br>5,000.00         | BLDC-REM<br>35.00    |
| 20180223<br>BLDR-REP | 3/06/2018<br>3/06/2018   | GUTHRIE, SUSAN<br>RESIDENTIAL REPAIR                 | 132 E CONSTELLATION<br>BLDR-REP - RESIDENTIAL REPA | JOE VELA<br>JOE VELA     | RESIDENTIAL REPAIR<br>2,500.00         | BLDR-REP<br>25.00    |
| 20180224<br>BLDR-REP | 3/06/2018<br>3/06/2018   | MISSON, PATRICK<br>RESIDENTIAL REPAIR                | 146 KINGS COURT<br>BLDR-REP - RESIDENTIAL REPA     | JOE VELA<br>JOE VELA     | RESIDENTIAL REPAIR<br>16,000.00        | BLDR-REP<br>112.00   |
| 20180226<br>BLDR-REM | 3/06/2018<br>3/06/2018   | OLSEN, THOMAS & MARTHA<br>RESIDENTIAL REMODEL        | 116 E ARIES<br>BLDR-REM - RESIDENTIAL REMO         | MOREAU<br>MOREAU         | RESIDENTIAL REMODEL<br>3,000.00        | BLDR-REM<br>25.00    |
| 20180228<br>BLDR-REP | 3/07/2018<br>3/07/2018   | GONZALEZ, THOMAS A<br>RESIDENTIAL REPAIR             | 5514 GULF BLVD<br>BLDR-REP - RESIDENTIAL REPA      | JOHN RAMOS<br>JOHN RAMOS | RESIDENTIAL REPAIR<br>3,600.00         | BLDR-REP<br>25.20    |
| 20180229<br>BLDC-REP | 3/07/2018<br>3/07/2018   | BUNTIN, BRANDY<br>COMMERCIAL REPAIR                  | 204 W PALM<br>BLDC-REP - COMMERCIAL REPAI          | BUNTIN<br>BUNTIN         | COMMERCIAL REPAIR<br>2,500.00          | BLDC-REP<br>25.00    |
| 20180236<br>BLDR-REP | 3/08/2018<br>3/08/2018   | CRISTIANO, LUIGI<br>RESIDENTIAL REPAIR               | 128B E CAPRICORN<br>BLDR-REP - RESIDENTIAL REPA    | GOODRICH<br>GOODRICH     | RESIDENTIAL REPAIR<br>3,908.00         | BLDR-REP<br>27.36    |
| 20180245<br>BLDR-ADD | 3/09/2018<br>3/09/2018   | HERNANDEZ, ANDRES<br>RESIDENTIAL ADDITION            | 204 W CAROLYN<br>BLDR-ADD - RESIDENTIAL ADDI       | ANDRES<br>ANDRES         | RESIDENTIAL ADDITION<br>4,000.00       | BLDR-ADD<br>28.00    |
| 20180252<br>BLDC-ADD | 3/09/2018<br>3/09/2018   | BRASHEAR, CLAYTON<br>COMMERCIAL ADDITION             | 6900 PADRE BLVD<br>BLDC-ADD - COMMERCIAL ADDIT     | CLAYTON<br>CLAYTON       | COMMERCIAL ADDITION<br>5,000.00        | BLDC-ADD<br>35.00    |
| 20180257<br>BLDR-REM | 3/12/2018<br>3/12/2018   | COMISARENCO, ROBERTO<br>RESIDENTIAL REMODEL          | 122 E CAPRICORN<br>BLDR-REM - RESIDENTIAL REMO     | COMISARENC<br>COMISARENC | RESIDENTIAL REMODEL<br>2,500.00        | BLDR-REM<br>25.00    |
| 20180263<br>BLDR-REP | 3/12/2018<br>3/12/2018   | HUTTON, LEROY<br>RESIDENTIAL REPAIR                  | 109 W TARPON 301<br>BLDR-REP - RESIDENTIAL REPA    | BAYSIDE<br>OWNER         | RESIDENTIAL REPAIR<br>3,703.00         | BLDR-REP<br>25.92    |
| 20180264<br>BLDR-REM | 3/12/2018<br>3/12/2018   | FONTANA, RUDOLPH<br>RESIDENTIAL REMODEL              | 406 PADRE BLVD 4908<br>BLDR-REM - RESIDENTIAL REMO | MASSO<br>MASSO           | RESIDENTIAL REMODEL<br>12,200.00       | BLDR-REM<br>85.40    |
| 20180268<br>BLDC-REP | 3/14/2018<br>3/14/2018   | TASTY WAVES LP<br>COMMERCIAL REPAIR                  | 295 W PALM<br>BLDC-REP - COMMERCIAL REPAI          | FERRONE<br>FERRONE       | COMMERCIAL REPAIR<br>4,000.00          | BLDC-REP<br>28.00    |
| 20180270<br>BLDR-NEW | 3/14/2018<br>3/14/2018   | NUSSBAUMER, RUSS & KAREN<br>NEW RESIDENTIAL BUILDING | 214 W RETAMA<br>101 - SINGLE FAMILY                | VANN<br>VANN             | NEW RESIDENTIAL BUILDING<br>115,000.00 | BLDR-NEW<br>805.00   |
| 20180273<br>BLDR-NEW | 3/15/2018<br>3/15/2018   | A1 LAND AND PROPERTIES<br>NEW RESIDENTIAL BUILDING   | 5216A GULF BLVD<br>101 - SINGLE FAMILY             | E B MERIT<br>E B MERIT   | NEW RESIDENTIAL BUILDING<br>600,495.00 | BLDR-NEW<br>4,203.47 |

*SFH*

*Townhome*

PROJECTS: 0 -ZZZZZZZZZZ  
 APPLIED DATES: 0/00/0000 THRU 99/99/9999  
 ISSUED DATES: 3/01/2018 THRU 3/31/2018 USE SEGMENT DATES  
 EXPIRE DATES: 0/00/0000 THRU 99/99/9999  
 STATUS: ALL

| PROJECT<br>SEGMENT   | ISSUE DATE<br>SEGMENT DT | NAME<br>DESCRIPTION                                | LOCATION<br>BUILDING CODE                            | CONTRACTOR<br>SEG. CONT. | DESCRIPTION<br>VALUATION               | PROJ TYPE<br>FEE     |
|----------------------|--------------------------|--|--|--------------------------|--|----------------------|
| 20180274<br>BLDR-NEW | 3/15/2018<br>3/15/2018   | A1 LAND AND PROPERTIES<br>NEW RESIDENTIAL BUILDING | 5216B GULF BLVD<br>101 - SINGLE FAMILY               | E B MERIT<br>E B MERIT   | NEW RESIDENTIAL BUILDING<br>557,838.00 | BLDR-NEW<br>3,904.87 |
| 20180278<br>BLDR-REM | 3/16/2018<br>3/16/2018   | FLYNN, JANET<br>RESIDENTIAL REMODEL                | 406 PADRE BLVD 4703<br>BLDR-REM - RESIDENTIAL REMO   | DIAMOND<br>DIAMOND       | RESIDENTIAL REMODEL<br>21,875.00       | BLDR-REM<br>153.13   |
| 20180292<br>BLDC-REP | 3/21/2018<br>3/21/2018   | KOA<br>COMMERCIAL REPAIR                           | 1 PADRE BLVD KOA<br>BLDC-REP - COMMERCIAL REPAI      | GUS<br>GUS               | COMMERCIAL REPAIR<br>12,000.00         | BLDC-REP<br>84.00    |
| 20180293<br>BLDR-REP | 3/21/2018<br>3/21/2018   | MORRISON, GREGORY<br>RESIDENTIAL REPAIR            | 128 E WHITING<br>BLDR-REP - RESIDENTIAL REPA         | ASTRO<br>ASTRO           | RESIDENTIAL REPAIR<br>2,500.00         | BLDR-REP<br>200.00   |
| 20180297<br>BLDC-REP | 3/21/2018<br>3/21/2018   | TAFEL, ZEEV<br>COMMERCIAL REPAIR                   | 4200 PADRE BLVD<br>BLDC-REP - COMMERCIAL REPAI       | BERNARD'S<br>BERNARD'S   | COMMERCIAL REPAIR<br>300.00            | BLDC-REP<br>25.00    |
| 20180303<br>BLDR-REP | 3/22/2018<br>3/22/2018   | TORRES, RUBEN<br>RESIDENTIAL REPAIR                | 2600 GULF BLVD 204<br>BLDR-REP - RESIDENTIAL REPA    | CAMPOS<br>CAMPOS         | RESIDENTIAL REPAIR<br>14,950.00        | BLDR-REP<br>104.65   |
| 20180307<br>BLDR-REP | 3/26/2018<br>3/26/2018   | SURF DANCER HOA<br>RESIDENTIAL REPAIR              | 120 E SATURN HOA<br>BLDR-REP - RESIDENTIAL REPA      | IBARRA<br>IBARRA         | RESIDENTIAL REPAIR<br>6,500.00         | BLDR-REP<br>45.50    |
| 20180308<br>BLDC-REP | 3/26/2018<br>3/26/2018   | SOUTH PADRE GREAT WALLS LLC<br>COMMERCIAL REPAIR   | 2612 GULF BLVD<br>BLDC-REP - COMMERCIAL REPAI        | SURF MOTEL<br>SURF MOTEL | COMMERCIAL REPAIR<br>14,000.00         | BLDC-REP<br>200.00   |
| 20180314<br>BLDR-REM | 3/28/2018<br>3/28/2018   | NEW BAHIA MAR DEVELOPMENT<br>RESIDENTIAL REMODEL   | 6300 PADRE BLVD 725 &<br>BLDR-REM - RESIDENTIAL REMO | MOULEDOUS<br>MOULEDOUS   | RESIDENTIAL REMODEL<br>25,000.00       | BLDR-REM<br>175.00   |
| 20180315<br>BLDR-REP | 3/28/2018<br>3/28/2018   | BLANKINSHIP, JEFFREY<br>RESIDENTIAL REPAIR         | 5806 LAGUNA CIRCLE N<br>BLDR-REP - RESIDENTIAL REPA  | JASON<br>JASON           | RESIDENTIAL REPAIR<br>10,000.00        | BLDR-REP<br>70.00    |
| 20180322<br>BLDR-REM | 3/30/2018<br>3/30/2018   | COHEN, DAVID<br>RESIDENTIAL REMODEL                | 219 W ATOL 4<br>BLDR-REM - RESIDENTIAL REMO          | COHEN<br>COHEN           | RESIDENTIAL REMODEL<br>12,000.00       | BLDR-REM<br>84.00    |
| *** TOTALS ***       |                          | NUMBER OF PROJECTS: 27                             |  | VALUATION: 1,466,569.00  | FEES: 10,599.90                        |                      |

1- SFH  
 2- Townhomes - 1 Bldg

PROJECTS: 0 -ZZZZZZZZZZ  
 APPLIED DATES: 0/00/0000 THRU 99/99/9999  
 ISSUED DATES: 3/01/2018 THRU 3/31/2018 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    | FEEES     |
|---------------------------------|---------------|---------------|--------------|-----------|
| 101 - SINGLE FAMILY             | 3             | 3             | 1,273,333.00 | 8,913.34  |
| BLDC-ADD - COMMERCIAL ADDITION  | 1             | 1             | 5,000.00     | 35.00     |
| BLDC-REM - COMMERCIAL REMODEL   | 1             | 1             | 5,000.00     | 35.00     |
| BLDC-REP - COMMERCIAL REPAIR    | 5             | 5             | 32,800.00    | 362.00    |
| BLDR-ADD - RESIDENTIAL ADDITION | 1             | 1             | 4,000.00     | 28.00     |
| BLDR-REM - RESIDENTIAL REMODEL  | 6             | 6             | 76,575.00    | 547.53    |
| BLDR-REP - RESIDENTIAL REPAIR   | 9             | 9             | 63,661.00    | 635.63    |
| ROOF-RES - RESIDENTIAL ROOF     | 1             | 1             | 6,200.00     | 43.40     |
| *** TOTALS ***                  | 27            | 27            | 1,466,569.00 | 10,599.90 |



# Lone Star National Bank<sup>SM</sup>

P.O. Box 1127 • Pharr, Texas 78577-1127  
[www.lonestarnationalbank.com](http://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 3/30/18 Page 1  
Primary Account XXXXXXXXXXXX2005  
Enclosures 1

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

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 (800)580-0322 ext. 2440.

### CHECKING ACCOUNTS

We are Going Green!

Sign up for e-Statements today to avoid the paper statement fee!  
Effective May 1, 2018, the fee schedule is amended to include a fee of \$3.00 for receipt of paper statements. For more information, please contact us at (800)580-0322 ext. 2440.

|                         |                  |                              |                      |
|-------------------------|------------------|------------------------------|----------------------|
| NOW Checking Commercial |                  | Number of Enclosures         | 1                    |
| Account Number          | XXXXXXXXXXXX2005 | Statement Dates              | 3/01/18 thru 4/01/18 |
| Previous Balance        | 109,120.81       | Days in the statement period | 32                   |
| 1 Deposits/Credits      | 1,064.59         | Average Ledger               | 109,553.11           |
| 1 Checks/Debits         | 2.00             | Average Collected            | 109,526.09           |
| Service Charge          | .00              |                              |                      |
| Interest Paid           | 23.25            |                              |                      |
| Current Balance         | 110,206.65       | 2018 Interest Paid           | 67.04                |

#### Deposits and Additions

| Date | Description              | Amount   |
|------|--------------------------|----------|
| 3/20 | Over The Counter Deposit | 1,064.59 |
| 3/31 | Interest Deposit         | 23.25    |

#### Debits and Other Withdrawals

| Date | Description         | Amount |
|------|---------------------|--------|
| 3/30 | Paper Statement Fee | 2.00-  |

NOW Checking Commercial XXXXXXXXXXXXX2005 (Continued)

Daily Balance Information

| Date | Balance    | Date | Balance    |
|------|------------|------|------------|
| 3/01 | 109,120.81 | 3/30 | 110,183.40 |
| 3/20 | 110,185.40 | 3/31 | 110,206.65 |