

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

Note: One or more members of the South Padre Island City Council may attend this meeting. If so, this statement satisfies the requirements of the Open Meetings Act

Notice is hereby given that the Economic Development Corporation Board of Directors of the City of South Padre Island, Texas, will hold its **Regular Meeting Tuesday, June 19th, 2018 at 9:00 a.m.** at the Paul Y. Cunningham Jr. Municipal Building, in the Joyce H. Adams Board Room, 2nd floor, 4601 Padre Blvd., South Padre Island, Texas. Following is the agenda on which action may be taken:

1. **Call to order**
2. **Pledge of Allegiance**
3. **Public Comments and Announcements**
This is an opportunity for citizens to speak to the Board relating to agenda or non-agenda items. Speakers are required to give their name before addressing their concerns. (Note: State law will not permit the Board to discuss, debate, or consider items that are not on the agenda. Citizen comments may be referred to staff or may be placed on the agenda of a future Board meeting)
4. **Approve the Consent Agenda:**
 - 4a. **Approve the Minutes from the Regular Meeting of May 15, 2018**
 - 4b. **Financial Report for EDC- May 2018**
 - 4c. **Approve the Financial Report for the Birding & Nature Center- May 2018**
 - 4d. **Manager's and Naturalist's Report for the Birding & Nature Center – May 2018**
5. **Quarterly Report regarding the operations of the South Padre Island Birding and Nature Center from President Alita Bagley**
6. **Discussion and action to approve the 2018-19 Annual Budget**
7. **Discussion and possible action to allocate \$100,000 from the EDC's Fund Balance to the City in order to fund costs associated with a Cruise Ship Port of Call; including a consulting contract to Cruise & Port Advisors, Inc., a wetlands delineation and other work on the project**
8. **Report from the Executive Director including an update on the 2017-18 strategic work plan**
9. **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 15th day of June, 2018

S E A L



Darla Lapeyre, Executive Director

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

**ECONOMIC DEVELOPMENT
CORPORATION
AGENDA ITEM COVER PAGE**

MEETING DATE: June 19th, 2018

ITEM

Approve the Consent Agenda

BACKGROUND

Review the items on the consent agenda for approval.

RECOMMENDATIONS/COMMENTS

DRAFT

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

MINUTES
Regular Meeting
May 15th, 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, May 15th 2018, at the Paul Y. Cunningham, Jr. City Hall, Joyce H. Adams Board Room, 2nd floor, 4601 Padre Blvd., South Padre Island, Texas. Vice-President Mickey Furcron called the meeting to order at 8:30 a.m. Other Board members present were Directors Jerry Pace, Theresa Metty, Susan Guthrie and Gayle Hood. President Irv Downing and Secretary/Treasurer Thomas Bainter were absent. Also present was EDC Executive Director Darla Lapeyre.

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 April 17th, 2018**
- 4b. Financial Report for EDC-April 2018**
- 4c. Approve the Financial Report for the Birding and Nature Center – April 2018**
- 4d. Manager’s and Naturalist’s Report for the Birding and Nature Center April 2018**

Upon a motion from Theresa Metty and a second by Gayle Hood, the consent agenda was unanimously approved.

5. DISCUSSION AND POSSIBLE ACTION TO APPROVE AWARDING THE SAND DOLLARS FOR SUCCESS GRANT TO ISLAND CINEMA IN THE AMOUNT OF \$25,000

Upon a motion from Theresa Metty and a second by Gayle Hood the Board unanimously approved awarding the \$25,000 Sand Dollars for Success Grant to Island Cinema.

6. DISCUSSION AND POSSIBLE ACTION REGARDING THE 2018-19 DRAFT ANNUAL BUDGET

The Board reviewed the draft of the 2018-19 annual budget and instructed Ms. Lapeyre to set up a budget workshop the first week of June in order to work on the final draft of the budget. No formal action was taken.

7. REPORT FROM THE EXECUTIVE DIRECTOR INCLUDING AN UPDATE ON THE STRATEGIC WORK PLAN

Ms. Lapeyre discussed the strategic plan matrix, sales tax, occupancy tax, and upcoming meetings on the budget and the comprehensive plan.

8. ADJOURNMENT

There being no further business the meeting was adjourned at 9:10 a.m.

S E A L

Darla Lapeyre
Executive Director

APPROVED:

Mickey Furcron
Vice-President



Memo

To: South Padre Island Economic Development Corporation Board of Directors
From: Rodrigo Gimenez, Chief Financial Officer
City of South Padre Island
CC: Darla Lapeyre
Date: June 13, 2018
Re: May 31, 2018 Operating Statement

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

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

"A Certified Retirement Community"

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

| Assets | 2018 | 2017 |
|---|-------------------|-------------------|
| Cash and cash equivalents | \$ 767,382 | \$ 764,923 |
| Receivables - Sales Tax | 58,960 | 69,974 |
| Revolving Loan Receivable | 38,873 | 49,854 |
| Due From General Fund | - | - |
| Miscellaneous Receivables | - | - |
| Prepaid Expenses | - | - |
| TOTAL ASSETS | \$ 865,215 | \$ 884,751 |
| | | |
| Liabilities and Fund Balances | | |
| Deferred Revenue | \$ 38,873 | \$ 49,854 |
| Accounts Payable | - | - |
| Sales Tax Payable | - | - |
| Payroll Taxes Payable | 491 | 263 |
| Wages Payable | - | - |
| Due to General Fund | - | - |
| Reserved for Encumbrances | - | - |
| Other liabilities | - | 509 |
| Total Liabilities | 39,364 | 50,626 |
| Fund Balance | 825,851 | 834,125 |
| Total Liabilities and Fund Balance | \$ 865,215 | \$ 884,751 |

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

| | 2018 | | 2017 |
|--|-------------------|-------------------|-------------------|
| | Budget | Actual | Actual |
| <u>REVENUES</u> | | | |
| Sales Tax | \$ 770,000 | \$ 442,174 | \$ 429,347 |
| Revolving Loan Revenue | 11,128 | 7,369 | 7,081 |
| Grant Revenue | - | - | - |
| Interest Revenue | 1,647 | 6,611 | 3,045 |
| BNC Expense Reimbursement | - | - | - |
| Miscellaneous Revenues | 10 | 10 | 10 |
| Total Revenue | 782,785 | 456,164 | \$ 439,483 |
| <u>EXPENDITURES</u> | | | |
| General Administrative Expenses | 779,929 | 518,641 | 391,394 |
| BNC Cash Advances | 14,856 | - | - |
| Birding Center Expenses | 88,000 | 47,278 | 90,392 |
| Total Expenditures | 882,785 | 565,919 | \$481,786 |
| Excess (Deficiency) of Revenues Over (Under) Expenditures | (100,000) | (109,755) | \$ (42,303) |
| Fund balance - beginning | 935,606 | 935,606 | 876,428 |
| Fund balance - ending | \$ 835,606 | \$ 825,851 | \$ 834,125 |

PERIOD ENDING: MAY 31ST, 2018

THE CITY OF SOUTH PADRE ISLAND

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 MODIFIED BUDGET | UNENCUMBERED BALANCE | BUDGET PERCENT REMAINING |
|-------------------------------------|----------------------|---------------------|--------------|--------------------|------------|-------------------------|----------------------|--------------------------|
| | | EXPENDITURES | ENCUMBRANCES | EXPENDITURES | TOTALS | | | |
| 580-0534-019 | BUSINESS RECRUITMENT | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 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 | 2,371.50 | 2,371.50 | 3,500.00 | 1,128.50 | 32.24 |
| 580-0550 | TRAVEL | 0.00 | 0.00 | 1,535.08 | 1,535.08 | 6,000.00 | 4,464.92 | 74.42 |
| 580-0551 | DUES & MEMBERSHIPS | 350.00 | 0.00 | 950.00 | 950.00 | 1,000.00 | 50.00 | 5.00 |
| 580-0555 | PROMOTIONS | 100.00 | 0.00 | 2,149.00 | 2,149.00 | 3,000.00 | 851.00 | 28.37 |
| 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 |
| | | 660.34 | 0.00 | 15,813.61 | 15,813.61 | 25,300.00 | 9,486.39 | 37.50 |
| <u>EQUIPMNT > \$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 | 264,566.64 | 264,566.64 | 396,850.00 | 132,283.36 | 33.33 |
| | | 33,070.83 | 0.00 | 264,566.64 | 264,566.64 | 396,850.00 | 132,283.36 | 33.33 |
| <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 | 51,000.00 | 0.00 | 188,291.56 | 188,291.56 | 273,957.00 | 85,665.44 | 31.27 |
| 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 | 14,856.00 | 14,856.00 | 100.00 |
| | | 51,000.00 | 0.00 | 188,291.56 | 188,291.56 | 288,813.00 | 100,521.44 | 34.81 |
| DEPARTMENT TOTAL | | 93,423.52 | 0.00 | 518,640.86 | 518,640.86 | 794,785.00 | 276,144.14 | 34.74 |

PERIOD ENDING: MAY 31ST, 2018

THE CITY OF SOUTH PADRE ISLAND

FUND :80 -ECONOMIC DEVELOPMENT CORP

SCHEDULE OF BUDGETED, ACTUAL AND ENCUMBERED EXPENDITURES

DEPARTMENT : DEPT 581 - BIRD CENTER

NOTATION :

| ACCOUNT NUMBERS | ACCOUNT DESCRIPTION | EXPENDITURES | ENCUMBRANCES | EXPENDITURES | TOTALS | CURRENT MODIFIED BUDGET | UNENCUMBERED BALANCE | BUDGET PERCENT REMAINING |
|-------------------------------------|----------------------|--------------|--------------|--------------|-----------|-------------------------|----------------------|--------------------------|
| 581-0540 | ADVERTISING | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 581-0550 | TRAVEL EXPENSE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 581-0551 | DUES & MEMBERSHIPS | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 581-0555 | PROMOTIONS | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 581-0560 | RENTAL | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 581-0580 | ELECTRICITY | 1,272.90 | 0.00 | 1,272.90 | 1,272.90 | 0.00 | (1,272.90) | 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 |
| | | 1,470.30 | 0.00 | 42,126.31 | 42,126.31 | 43,000.00 | 873.69 | 2.03 |
| <u>EQUIPMNT > \$5,000 OUTLAY</u> | | | | | | | | |
| 581-1001 | BUILDINGS & STRUCTUR | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 581-1003 | FURNITURE & FIXTURES | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 581-1004 | MACHINERY & EQUIPMEN | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 581-1011 | INFORMATION TECHNOLO | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| DEPARTMENT TOTAL | | 1,470.30 | 0.00 | 47,277.63 | 47,277.63 | 88,000.00 | 40,722.37 | 46.28 |

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Balance Sheet

As of May 31, 2018

| | May 31, 18 |
|---------------------------------|-------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| \$\$BNC Operating 38458 | 30,071.86 |
| Cash on Hand | |
| Cash Box | 300.00 |
| Clearing, In-transit | 64.92 |
| Kiosk Cash | 1,600.00 |
| Register Drawer | 500.00 |
| Total Cash on Hand | 2,464.92 |
| SPI BNC MMAcct 38415 | 19,665.91 |
| Total Checking/Savings | 52,202.69 |
| Other Current Assets | |
| Inventory Asset | 35,976.80 |
| Total Other Current Assets | 35,976.80 |
| Total Current Assets | 88,179.49 |
| Fixed Assets | |
| Accumulated Depreciation | -32,531.00 |
| Boardwalk | 40,750.00 |
| Building Improvement | 19,562.01 |
| Entrance Gate | 36,034.50 |
| Furniture and Equipment | 10,600.00 |
| Landscape and Grounds | 9,000.00 |
| Total Fixed Assets | 83,415.51 |
| TOTAL ASSETS | 171,595.00 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| Accounts Payable | 12,303.49 |
| Total Accounts Payable | 12,303.49 |
| Other Current Liabilities | |
| INSURANCE | |
| HEALTH | 1,989.50 |
| Total INSURANCE | 1,989.50 |
| Payroll Liabilities | |
| FIT and FICA-Medicare | 4,507.85 |
| Total Payroll Liabilities | 4,507.85 |
| Sales Tax Payable | 1,224.49 |
| Total Other Current Liabilities | 7,721.84 |
| Total Current Liabilities | 20,025.33 |
| Long Term Liabilities | |
| EDC Loan 270101 | 38,108.29 |
| Entrance Gate Loan FNB 292226 | 10,444.16 |
| Total Long Term Liabilities | 48,552.45 |
| Total Liabilities | 68,577.78 |
| Equity | |
| Fund Balances | |
| Board Designated | 8,000.00 |

12:35 PM

06/11/18

Accrual Basis

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Balance Sheet
As of May 31, 2018

| | <u>May 31, 18</u> |
|---------------------------------------|--------------------------|
| Total Fund Balances | 8,000.00 |
| Unrestricted | 86,065.98 |
| Net Income | 8,951.24 |
| Total Equity | <u>103,017.22</u> |
| TOTAL LIABILITIES & EQUITY | <u>171,595.00</u> |

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October 1, 2017 through June 15, 2018

| | Oct 1, '17... | Oct 1, '16... | \$ Change | % Chan... |
|---|---------------|---------------|-----------|-----------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| ADMISSIONS INCOME | | | | |
| DISCOUNT ADMISSIONS | 477.00 | 636.00 | -159.00 | -25.0% |
| EXTENDED PASS ADMISSIONS | 8,175.50 | 9,640.25 | -1,464.75 | -15.2% |
| GENERAL ADMISSIONS | 146,487.75 | 152,371.10 | -5,883.35 | -3.9% |
| GROUP ADMISSIONS | 6,641.00 | 5,549.00 | 1,092.00 | 19.7% |
| Total ADMISSIONS INCOME | 161,781.25 | 168,196.35 | -6,415.10 | -3.8% |
| BUILDING RENTAL INCOME | 15,400.00 | 6,685.00 | 8,715.00 | 130.4% |
| 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 | 300.00 | 4,500.00 | -4,200.00 | -93.3% |
| Total ANNUAL MEMBERSHIP GIVING | 5,300.00 | 4,500.00 | 800.00 | 17.8% |
| 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 | 12,941.00 | 12,606.72 | 334.28 | 2.7% |
| WEBSITE | 558.45 | 0.00 | 558.45 | 100.0% |
| DONATIONS - Other | 6,526.97 | 10,443.83 | -3,916.86 | -37.5% |
| Total DONATIONS | 48,958.42 | 32,484.69 | 16,473.73 | 50.7% |
| EVENT PARKING | 20,315.00 | 24,746.73 | -4,431.73 | -17.9% |
| PARKING GATE | 40.00 | 0.00 | 40.00 | 100.0% |
| Total CONTRIBUTIONS | 70,587.96 | 57,406.75 | 13,181.21 | 23.0% |
| GIFT SHOP INCOME | | | | |
| CONSIGNMENT SALES | 3,402.10 | 2,878.61 | 523.49 | 18.2% |
| GIFT SHOP SALES | 97,079.11 | 99,590.30 | -2,511.19 | -2.5% |
| VENDING INCOME | 0.00 | 23.64 | -23.64 | -100.0% |
| Total GIFT SHOP INCOME | 100,481.21 | 102,492.55 | -2,011.34 | -2.0% |
| Gift Shop Sales | | | | |
| 40201 - Gift Shop Sales | 8.00 | 0.00 | 8.00 | 100.0% |
| Total Gift Shop Sales | 8.00 | 0.00 | 8.00 | 100.0% |
| Total Income | 348,258.42 | 334,780.65 | 13,477.77 | 4.0% |
| Cost of Goods Sold | | | | |
| COST OF GOODS SOLD | | | | |
| COST OF GOODS CONSIGNMENT | 1,992.36 | 1,914.40 | 77.96 | 4.1% |
| COST OF GOODS GIFT SHOP | 50,706.39 | 51,001.13 | -294.74 | -0.6% |
| Total COST OF GOODS SOLD | 52,698.75 | 52,915.53 | -216.78 | -0.4% |
| Total COGS | 52,698.75 | 52,915.53 | -216.78 | -0.4% |
| Gross Profit | 295,559.67 | 281,865.12 | 13,694.55 | 4.9% |
| Expense | | | | |
| OPERATIONS EXPENSES | | | | |
| ADVERTISING & PROMOTION | | | | |
| BOOTH RENT | 435.00 | 0.00 | 435.00 | 100.0% |
| GUIDES & DIRECTORIES | 1,398.00 | 2,624.00 | -1,226.00 | -46.7% |
| PRINT | 472.75 | 2,211.51 | -1,738.76 | -78.6% |

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October 1, 2017 through June 15, 2018

06/15/18

Accrual Basis

| | Oct 1, '17... | Oct 1, '16... | \$ Change | % Chan... |
|--------------------------------|---------------|---------------|-----------|-----------|
| SOCIAL & INTERNET | 367.07 | 26.28 | 340.79 | 1,296.8% |
| Total ADVERTISING & PROMOTION | 2,672.82 | 4,861.79 | -2,188.97 | -45.0% |
| BANK SERVICE CHARGES | 0.00 | 0.00 | 0.00 | 0.0% |
| CREDIT CARD FEES | 14,668.74 | 11,265.59 | 3,403.15 | 30.2% |
| 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 | 660.77 | 2,609.04 | -1,948.27 | -74.7% |
| LETTERS & BROCHURES | 0.00 | 275.80 | -275.80 | -100.0% |
| MEMBERSHIP DRIVE | 0.00 | 467.10 | -467.10 | -100.0% |
| PLAQUES & BRICKS | 205.00 | 717.50 | -512.50 | -71.4% |
| SPECIAL EVENTS | 962.67 | 607.14 | 355.53 | 58.6% |
| SPOONBILL MINI GOLF TOURNAMENT | 0.00 | 396.88 | -396.88 | -100.0% |
| SUMMER CAMP | 483.23 | 0.00 | 483.23 | 100.0% |
| W O W E | 7,179.33 | 6,546.93 | 632.40 | 9.7% |
| Total FUNDRAISING & EVENTS | 18,697.16 | 11,620.39 | 7,076.77 | 60.9% |
| GIFT SHOP SUPPLIES | 345.18 | 343.18 | 2.00 | 0.6% |
| GRANT WRITING | 1,189.00 | 0.00 | 1,189.00 | 100.0% |
| INSURANCE | | | | |
| DIRECTORS & OFFICERS | 0.00 | 633.00 | -633.00 | -100.0% |
| HEALTH | 3,016.44 | 749.70 | 2,266.74 | 302.4% |
| WORKERS COMPENSATION | 2,693.00 | 2,305.60 | 387.40 | 16.8% |
| Total INSURANCE | 5,709.44 | 3,688.30 | 2,021.14 | 54.8% |
| LEGAL & PROFESSIONAL | 7,291.25 | 5,192.50 | 2,098.75 | 40.4% |
| LOAN EXPENSE | 1,639.03 | 1,578.63 | 60.40 | 3.8% |
| LOCAL MEETINGS | | | | |
| MEALS & SNACKS | 370.27 | 328.60 | 41.67 | 12.7% |
| VOLUNTEER APPRECIATION | 440.58 | 299.00 | 141.58 | 47.4% |
| Total LOCAL MEETINGS | 810.85 | 627.60 | 183.25 | 29.2% |
| MAINTENANCE & REPAIRS | | | | |
| BUILDING | 5,740.19 | 7,938.61 | -2,198.42 | -27.7% |
| GROUNDS | 11,941.61 | 5,250.55 | 6,691.06 | 127.4% |
| HABITAT | 5,900.44 | 0.00 | 5,900.44 | 100.0% |
| Total MAINTENANCE & REPAIRS | 23,582.24 | 13,189.16 | 10,393.08 | 78.8% |
| OFFICE & PRINTING | 1,048.24 | 1,025.69 | 22.55 | 2.2% |
| PAYROLL SERVICE | 537.26 | 469.04 | 68.22 | 14.5% |
| POSTAGE & FREIGHT | 238.82 | 427.66 | -188.84 | -44.2% |
| SOFTWARE | 107.17 | 791.33 | -684.16 | -86.5% |
| SUPPLIES | 3,440.23 | 3,599.68 | -159.45 | -4.4% |
| TRAINING | | | | |
| ANCA | 1,520.00 | 1,116.40 | 403.60 | 36.2% |
| OTHER | 495.00 | 0.00 | 495.00 | 100.0% |
| Total TRAINING | 2,015.00 | 1,116.40 | 898.60 | 80.5% |
| TRAVEL | 2,380.33 | 2,379.79 | 0.54 | 0.0% |
| Total OPERATIONS EXPENSES | 86,487.76 | 62,296.73 | 24,191.03 | 38.8% |
| POS Inventory Adjustments | -5,747.17 | -6,726.88 | 979.71 | 14.6% |
| RENT | 10.00 | 10.00 | 0.00 | 0.0% |
| SALARIES AND TAXES | | | | |
| GIFT SHOP ATTENDANTS | 22,409.94 | 19,438.59 | 2,971.35 | 15.3% |
| JANITOR | 13,447.22 | 10,204.00 | 3,243.22 | 31.8% |
| MAINTENANCE | 20,418.06 | 18,468.75 | 1,949.31 | 10.6% |
| MANAGER | 33,231.32 | 31,169.69 | 2,061.63 | 6.6% |
| NATURALIST | 23,538.42 | 22,153.86 | 1,384.56 | 6.3% |
| PAYROLL TAXES | 8,528.80 | 7,759.75 | 769.05 | 9.9% |

SOUTH PADRE ISLAND BIRDING & NATURE CENTER

Profit & Loss Prev Year Comparison

October 1, 2017 through June 15, 2018

06/15/18

Accrual Basis

| | Oct 1, '17... | Oct 1, '16... | \$ Change | % Chan... |
|------------------------------|---------------|---------------|------------|-----------|
| Total SALARIES AND TAXES | 121,573.76 | 109,194.64 | 12,379.12 | 11.3% |
| SERVICE CONTRACTS | | | | |
| AIR CONDITIONING | 4,329.12 | 2,790.00 | 1,539.12 | 55.2% |
| BACKGROUND CHECKS | 0.00 | 20.00 | -20.00 | -100.0% |
| CLEANING SUPPLIES | 1,405.90 | 3,307.97 | -1,902.07 | -57.5% |
| DRINKING WATER | 508.62 | 410.12 | 98.50 | 24.0% |
| EBIRD TRAIL TRACKER | 0.00 | 650.00 | -650.00 | -100.0% |
| INFORMATION TECHNOLOGY | | | | |
| COMPUTER COPIER | 15,643.09 | 15,908.55 | -265.46 | -1.7% |
| KIOSK | 5,520.89 | 1,476.55 | 4,044.34 | 273.9% |
| Total INFORMATION TECHNOLOGY | 21,163.98 | 17,385.10 | 3,778.88 | 21.7% |
| KIOSK LEASE PURCHASE | 3,459.20 | 5,484.11 | -2,024.91 | -36.9% |
| PARKING EXPENSES & GATE | 1,347.14 | 0.00 | 1,347.14 | 100.0% |
| PEST CONTROL | 468.00 | 624.00 | -156.00 | -25.0% |
| SECURITY | 1,976.02 | 2,374.55 | -398.53 | -16.8% |
| TELEPHONE & INTERNET | | | | |
| ATT EMERGENCY LINES | 2,221.63 | 2,100.53 | 121.10 | 5.8% |
| ATT INTERNET | 8,534.89 | 11,550.41 | -3,015.52 | -26.1% |
| ATT VOICE | 2,428.64 | 2,090.36 | 338.28 | 16.2% |
| Total TELEPHONE & INTERNET | 13,185.16 | 15,741.30 | -2,556.14 | -16.2% |
| WEBSITE & CLOUD | 728.20 | 522.77 | 205.43 | 39.3% |
| Total SERVICE CONTRACTS | 48,571.34 | 49,309.92 | -738.58 | -1.5% |
| UTILITIES | | | | |
| ELECTRICITY | 12,659.74 | 13,294.75 | -635.01 | -4.8% |
| TRASH | 707.81 | 786.44 | -78.63 | -10.0% |
| WATER / SEWER | 11,870.59 | 13,415.11 | -1,544.52 | -11.5% |
| Total UTILITIES | 25,238.14 | 27,496.30 | -2,258.16 | -8.2% |
| Total Expense | 276,133.83 | 241,580.71 | 34,553.12 | 14.3% |
| Net Ordinary Income | 19,425.84 | 40,284.41 | -20,858.57 | -51.8% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| INTEREST INCOME | 22.99 | 4.41 | 18.58 | 421.3% |
| Total Other Income | 22.99 | 4.41 | 18.58 | 421.3% |
| 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 | -5,505.01 | -5,585.59 | 80.58 | 1.4% |
| Net Income | 13,920.83 | 34,698.82 | -20,777.99 | -59.9% |

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Profit & Loss Budget vs. Actual
October 2017 through May 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 | 8,130.50 | 10,000.00 | -1,869.50 | 81.3% |
| GENERAL ADMISSIONS | 145,002.75 | 198,900.00 | -53,897.25 | 72.9% |
| GROUP ADMISSIONS | 5,702.00 | 6,500.00 | -798.00 | 87.7% |
| Total ADMISSIONS INCOME | 159,312.25 | 216,400.00 | -57,087.75 | 73.6% |
| BUILDING RENTAL INCOME | 13,700.00 | 8,000.00 | 5,700.00 | 171.3% |
| CONTRIBUTIONS | | | | |
| CONTRIBUTIONS-GENERAL PUBLIC | 1,274.54 | | | |
| DONATIONS | | | | |
| ANNUAL MEMBERSHIP GIVING | | | | |
| CORPORATE | 0.00 | 0.00 | 0.00 | 0.0% |
| FOUNDATION | 5,000.00 | 0.00 | 5,000.00 | 100.0% |
| INDIVIDUAL | 0.00 | 0.00 | 0.00 | 0.0% |
| ANNUAL MEMBERSHIP GIVING - Other | 200.00 | 25,000.00 | -24,800.00 | 0.8% |
| Total ANNUAL MEMBERSHIP GIVING | 5,200.00 | 25,000.00 | -19,800.00 | 20.8% |
| 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 | 12,941.00 | 12,300.00 | 641.00 | 105.2% |
| WEBSITE | 558.45 | | | |
| DONATIONS - Other | 6,526.97 | | | |
| Total DONATIONS | 48,858.42 | 62,300.00 | -13,441.58 | 78.4% |
| EVENT PARKING | 20,315.00 | 25,000.00 | -4,685.00 | 81.3% |
| PARKING GATE | 40.00 | 15,000.00 | -14,960.00 | 0.3% |
| Total CONTRIBUTIONS | 70,487.96 | 102,300.00 | -31,812.04 | 68.9% |
| GIFT SHOP INCOME | | | | |
| CONSIGNMENT SALES | 3,357.10 | 5,000.00 | -1,642.90 | 67.1% |
| GIFT SHOP SALES | 90,757.81 | 125,000.00 | -34,242.19 | 72.6% |
| VENDING INCOME | 0.00 | 0.00 | 0.00 | 0.0% |
| Total GIFT SHOP INCOME | 94,114.91 | 130,000.00 | -35,885.09 | 72.4% |
| Gift Shop Sales | | | | |
| 40201 - Gift Shop Sales | 0.00 | | | |
| Total Gift Shop Sales | 0.00 | | | |
| Total Income | 337,615.12 | 456,700.00 | -119,084.88 | 73.9% |
| Cost of Goods Sold | | | | |
| COST OF GOODS SOLD | | | | |
| COST OF GOODS CONSIGNMENT | 1,966.86 | 3,600.00 | -1,633.14 | 54.6% |
| COST OF GOODS GIFT SHOP | 48,210.00 | 62,500.00 | -14,290.00 | 77.1% |
| Total COST OF GOODS SOLD | 50,176.86 | 66,100.00 | -15,923.14 | 75.9% |
| Total COGS | 50,176.86 | 66,100.00 | -15,923.14 | 75.9% |
| Gross Profit | 287,438.26 | 390,600.00 | -103,161.74 | 73.6% |
| Expense | | | | |
| OPERATIONS EXPENSES | | | | |
| ADVERTISING & PROMOTION | | | | |
| BOOTH RENT | 435.00 | 650.00 | -215.00 | 66.9% |
| GUIDES & DIRECTORIES | 1,342.00 | 3,200.00 | -1,858.00 | 41.9% |
| PHOTOGRAPHY & VIDEO | 0.00 | 0.00 | 0.00 | 0.0% |
| PRINT | 136.10 | 3,600.00 | -3,463.90 | 3.8% |

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Profit & Loss Budget vs. Actual
 October 2017 through May 2018

| | Oct '17 - ... | Budget | \$ Over Bu... | % of Bud... |
|--------------------------------|---------------|-----------|---------------|-------------|
| SOCIAL & INTERNET | 367.07 | 150.00 | 217.07 | 244.7% |
| Total ADVERTISING & PROMOTION | 2,280.17 | 7,600.00 | -5,319.83 | 30.0% |
| BANK SERVICE CHARGES | 0.00 | 0.00 | 0.00 | 0.0% |
| CREDIT CARD FEES | 14,668.74 | 18,000.00 | -3,331.26 | 81.5% |
| 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 | 660.77 | 300.00 | 360.77 | 220.3% |
| LETTERS & BROCHURES | 0.00 | 2,000.00 | -2,000.00 | 0.0% |
| MONARCH CELEBRATION | 0.00 | 300.00 | -300.00 | 0.0% |
| PHOTOGRAPHY WORKSHOP | 0.00 | 0.00 | 0.00 | 0.0% |
| PLAQUES & BRICKS | 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 | 483.23 | 300.00 | 183.23 | 161.1% |
| W O W E | 7,179.33 | 7,000.00 | 179.33 | 102.6% |
| Total FUNDRAISING & EVENTS | 18,697.16 | 12,700.00 | 5,997.16 | 147.2% |
| GIFT SHOP SUPPLIES | 345.18 | 1,500.00 | -1,154.82 | 23.0% |
| GRANT WRITING | 1,189.00 | 0.00 | 1,189.00 | 100.0% |
| INSURANCE | | | | |
| DIRECTORS & OFFICERS | 0.00 | 650.00 | -650.00 | 0.0% |
| EVENT LIABILITY | 0.00 | 0.00 | 0.00 | 0.0% |
| HEALTH | 3,016.44 | 5,380.00 | -2,363.56 | 56.1% |
| WORKERS COMPENSATION | 2,693.00 | 3,040.00 | -347.00 | 88.6% |
| INSURANCE - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total INSURANCE | 5,709.44 | 9,070.00 | -3,360.56 | 62.9% |
| LEGAL & PROFESSIONAL | 7,291.25 | 9,100.00 | -1,808.75 | 80.1% |
| LOAN EXPENSE | 1,426.79 | 2,810.00 | -1,383.21 | 50.8% |
| LOCAL MEETINGS | | | | |
| MEALS & SNACKS | 370.27 | 400.00 | -29.73 | 92.6% |
| VOLUNTEER APPRECIATION | 440.58 | 600.00 | -159.42 | 73.4% |
| Total LOCAL MEETINGS | 810.85 | 1,000.00 | -189.15 | 81.1% |
| MAINTENANCE & REPAIRS | | | | |
| BUILDING | 5,740.19 | 10,000.00 | -4,259.81 | 57.4% |
| GROUNDS | 11,941.61 | 7,000.00 | 4,941.61 | 170.6% |
| HABITAT | 5,900.44 | 3,000.00 | 2,900.44 | 196.7% |
| Total MAINTENANCE & REPAIRS | 23,582.24 | 20,000.00 | 3,582.24 | 117.9% |
| OFFICE & PRINTING | 1,048.24 | 1,200.00 | -151.76 | 87.4% |
| PAYROLL SERVICE | 537.26 | 710.00 | -172.74 | 75.7% |
| POSTAGE & FREIGHT | 238.82 | 500.00 | -261.18 | 47.8% |
| SOFTWARE | 107.17 | 1,400.00 | -1,292.83 | 7.7% |
| SUPPLIES | 3,440.23 | 4,000.00 | -559.77 | 86.0% |
| TRAINING | | | | |
| ANCA | 1,520.00 | 1,500.00 | 20.00 | 101.3% |
| OTHER | 495.00 | 300.00 | 195.00 | 165.0% |
| TRAINING - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total TRAINING | 2,015.00 | 1,800.00 | 215.00 | 111.9% |
| TRAVEL | 2,380.33 | 4,000.00 | -1,619.67 | 59.5% |
| Total OPERATIONS EXPENSES | 85,882.87 | 96,060.00 | -10,177.13 | 89.4% |
| POS Inventory Adjustments | 0.00 | | | |
| RENT | 10.00 | 0.00 | 10.00 | 100.0% |
| SALARIES AND TAXES | | | | |
| GIFT SHOP ATTENDANTS | 20,803.00 | 33,000.00 | -12,197.00 | 63.0% |

SOUTH PADRE ISLAND BIRDING & NATURE CENTER
Profit & Loss Budget vs. Actual
 October 2017 through May 2018

| | Oct '17 - ... | Budget | \$ Over Bu... | % of Bud... |
|---------------------------------------|-------------------|-------------------|--------------------|---------------|
| JANITOR | 12,721.22 | 19,500.00 | -6,778.78 | 65.2% |
| MAINTENANCE | 18,490.58 | 26,000.00 | -7,509.42 | 71.1% |
| MANAGER | 31,385.17 | 48,000.00 | -16,614.83 | 65.4% |
| NATURALIST | 22,230.73 | 34,000.00 | -11,769.27 | 65.4% |
| PAYROLL TAXES | 7,968.25 | 12,500.00 | -4,531.75 | 63.7% |
| Total SALARIES AND TAXES | 113,598.95 | 173,000.00 | -59,401.05 | 65.7% |
| SERVICE CONTRACTS | | | | |
| AIR CONDITIONING | 4,329.12 | 3,800.00 | 529.12 | 113.9% |
| BACKGROUND CHECKS | 0.00 | 110.00 | -110.00 | 0.0% |
| CLEANING SUPPLIES | 1,405.90 | 2,800.00 | -1,394.10 | 50.2% |
| DRINKING WATER | 484.64 | 600.00 | -115.36 | 80.8% |
| EBIRD TRAIL TRACKER | 0.00 | 650.00 | -650.00 | 0.0% |
| ELEVATOR | 0.00 | 0.00 | 0.00 | 0.0% |
| INFORMATION TECHNOLOGY | | | | |
| COMPUTER COPIER | 15,643.09 | 19,500.00 | -3,856.91 | 80.2% |
| KIOSK | 5,225.58 | 3,600.00 | 1,625.58 | 145.2% |
| Total INFORMATION TECHNOLOGY | 20,868.67 | 23,100.00 | -2,231.33 | 90.3% |
| 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 | 1,347.14 | 8,000.00 | -6,652.86 | 16.8% |
| PEST CONTROL | 468.00 | 940.00 | -472.00 | 49.8% |
| SECURITY | 1,976.02 | 2,470.00 | -493.98 | 80.0% |
| TELEPHONE & INTERNET | | | | |
| ATT EMERGENCY LINES | 2,221.63 | 2,690.00 | -468.37 | 82.6% |
| ATT INTERNET | 8,534.89 | 16,800.00 | -8,265.11 | 50.8% |
| ATT VOICE | 2,428.64 | 4,480.00 | -2,051.36 | 54.2% |
| Total TELEPHONE & INTERNET | 13,185.16 | 23,970.00 | -10,784.84 | 55.0% |
| WEBSITE & CLOUD | 728.20 | 1,000.00 | -271.80 | 72.8% |
| Total SERVICE CONTRACTS | 48,252.05 | 70,940.00 | -22,687.95 | 68.0% |
| UTILITIES | | | | |
| ELECTRICITY | 12,659.74 | 26,400.00 | -13,740.26 | 48.0% |
| TRASH | 707.81 | 1,400.00 | -692.19 | 50.6% |
| WATER / SEWER | 11,870.59 | 22,800.00 | -10,929.41 | 52.1% |
| Total UTILITIES | 25,238.14 | 50,600.00 | -25,361.86 | 49.9% |
| Total Expense | 272,982.01 | 390,600.00 | -117,617.99 | 69.9% |
| Net Ordinary Income | 14,456.25 | 0.00 | 14,456.25 | 100.0% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| INTEREST INCOME | 22.99 | | | |
| Total Other Income | 22.99 | | | |
| Other Expense | | | | |
| Balancing Adjustments | 0.00 | | | |
| DEPRECIATION | 5,528.00 | | | |
| Total Other Expense | 5,528.00 | | | |
| Net Other Income | -5,505.01 | | | |
| Net Income | 8,951.24 | 0.00 | 8,951.24 | 100.0% |

**South Padre Island Birding and Nature Center
Monthly Directors Report
May 2018**

Visitors:

Paid entrances (kiosk):3,162 Revenue generated: \$16,764.00

Paid entrances (Gift Shop): 1,174 Revenue generated: \$4,173.00

Annual Pass Holder Admissions: 46 Annual Passes sold: 6

Complimentary Day: 7

Ramada: 10

Hilton Garden Inn: 0

The Inn at South Padre: 0

Super 8: 0

Holiday Inn: 0

LaCopa: 22

Maintenance/Grounds:

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

Supplies for Maintenance: \$599.00 (Water Heater , Gator Plumbing)

Gift Shop:

Total revenue for month: \$6,144.74

Inventory assessment: \$35,514.31

Other Notes: 10 new vendors for Gift Shop, Purchased in June \$6,383.65 in inventory

Projected inventory needed: Stuff animals/t-shirts

Rental/Event Booking:

6/12 TMN Meeting

8/18- wedding

10/13 – HOA Meeting

7/28 – HOA Meeting

7/1/19 Wedding

6/28 Rotary Dinner

37 emails/phone calls for wedding information

Average wedding booking is 25-30 hours coordinating time from start to finish

Upcoming Events: Summer camp June 25 - 28

Current Programs: Bird walks on Thursday's at 9:30

Marketing/Advertising: No paid advertising this month

Grants: Paid \$199.00 for year to Grant Watch/looking at 1 Grant

Donations received from:

Virginia Ashworth \$1,000.00 Brick Paver

Other Notes: None at this time

May 2017 Grand Total

| | |
|---------------------------|--------------------|
| <i>Number of Visitors</i> | <i>4,012</i> |
| Admissions | \$21,158.50 |
| Donations | \$3,353.00 |
| Donation Jar | \$621.00 |
| Outside Donation Box | \$77.00 |
| Facility Rental | \$1,185.00 |
| Parking | \$0 |
| Gift Shop | \$6708.92 |
| Special Events | \$250.00 |
| <i>Total Sales</i> | <i>\$28,707.83</i> |

May 2018 Grand Totals

| | |
|------------------------------|--------------------|
| <i>Number of Visitors</i> | <i>4,930</i> |
| Admissions | \$20,937.00 |
| Donations | \$1,008.00 |
| Donation Jar | \$863.00 |
| Outside Donation Box | \$28.00 |
| Habitat | \$467.00 |
| Facility Rental | \$4,850.00 |
| Parking | \$1,140.00 |
| Gift Shop | \$6,144.74 |
| Special Events (Summer camp) | \$200.00 |
| <i>Total Sales</i> | <i>\$35,637.74</i> |

Number of visitors include pass holders, conference attendee, guests attending special events

Naturalist Report for May-June 2018:

School Field Trip Season: March – June

- Arranged School Field Trip visits as well as coordinated and lead activities and recruited and directed volunteers. A total of 8 different volunteers that helped throughout the season made it all possible.

May-June: 16 field trips

From March 23rd to June 7th:

23 Field Trips

Approx 1,629 students

Approx 100 Teacher/Chaperones

Total visitors – ~1,735

All but two schools were charged a \$3 group fee for students/teachers/chaperones
~\$5,200 in revenue from field trips this season

Schools either had a 1 guided tour of the boardwalk or a two-hour tour with hand on activities educating on coastal wildlife, birds, and ecology.

Audubon TERN Program was successfully done with a few field trips.

May 26th - "Monitoring and Conservation of Coastal Nesting Birds" Program

Local Conservation Coastal Bird Conservation Biologist, Stephanie Bilodeau, presented on the conservation work she does with our coastal nesting birds. Attendees learned about our nesting birds and what to look for to help them have a successful nesting season. 22 people in attendance.

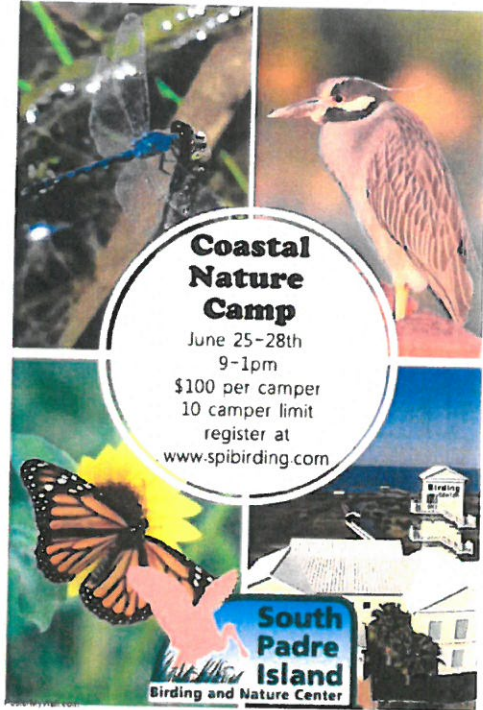


Coastal Nature Camp:

Developed activities and marketing for Coastal Nature Camp happening June 25-29th

Four days, four hours each day, each day a different topic in Coastal Nature.

Monday- Environment and Ecology, Tuesday – Birds, Wednesday- Insects and Fish, Thursday – Mammals and Reptiles.



Great Texas Birding Classic Awards Ceremony, June 9th:

I attended the awards ceremony in San Antonio and represented the SPIBNC and the RGV. Happy to announce that our team the "SPIBNC Wrong Terns" won our regional Big Sit Category for the second year in a row!! We also had the highest Big Sit species tally in the state with 114 species!



Other Tasks:

- Coordinated Volunteers for Bird Walks and Info Desk
- Lead Birdwalks
- Helped trim butterfly garden area and water habitats
- Coordinated with Intern to start this month.
- Studying irrigation system

Volunteer Hours:

- **Info Desk and Habitat maintenance – 16 volunteer/320 hours**
- **Field Trip Volunteers since last board meeting – 58 hours**
- **Guided Bird Walks – Down to two guides, but in the process of training more**

Total volunteers: 24 volunteers

Total volunteer hours: 378 volunteer hours

**ECONOMIC DEVELOPMENT
CORPORATION
AGENDA ITEM COVER PAGE**

MEETING DATE: June 19th, 2018

ITEM

Quarterly Report regarding operations of the South Padre Island Birding and Nature Center from SPIBNC President Alita Bagley

BACKGROUND

Per the Operating Agreement between the EDC and the BNC, the BNC Board will update the EDC quarterly on the operations of the Center.

RECOMMENDATIONS/COMMENTS

**ECONOMIC DEVELOPMENT
CORPORATION
AGENDA ITEM COVER PAGE**

MEETING DATE: June 19th, 2018

ITEM

Discussion and action to approve the 2018-19 Annual Budget

BACKGROUND

After the budget workshop we had on June 7th, I made some changes and the second draft of the 2018-19 Annual Budget is included in the packet

RECOMMENDATIONS/COMMENTS

We need to approve the final version at this meeting and it will be on the City Council agenda on the following day for their approval. President Downing asks that all Board members attend the City Council meeting if possible at 5:30 p.m. on Wednesday June 20th at City Hall.

I am working on a Training Plan and will provide an update at the Board Meeting.

EDC Budget for Fiscal Year 2018-19 DRAFT

| | Budget Approved for 2017-18 | current year estimate | Increase/Decrease | Budget Proposed for 2018-19 | Notes |
|---|--------------------------------|--------------------------|-------------------|--------------------------------|---|
| <u>REVENUE</u> | | | | | |
| Sales tax | \$ 770,000 | | \$ 43,000 | \$ 813,000 | |
| Revolving Loan Revenue(Principal) | 11,128 | | 453 | 11,581 | BNC Loan - Principal |
| Interest Revenue (BNC Loan) | 1,647 | | (453) | 1,194 | BNC Loan - Interest |
| Miscellaneous Revenue | 10 | | - | 10 | BNC Annual rent |
| Total Revenue | 782,785 | | 43,000 | 825,785 | |
| <u>EXPENSES</u> | | | | | |
| <u>ADMINISTRATIVE - EDC</u> | | | | | |
| Salary | \$ 60,770 | | | \$ 60,770 | |
| Medicare | 1,252 | | (110) | 1,142 | |
| Group insurance | 6,831 | | 497 | 7,328 | |
| Retirement | 7,873 | | 264 | 8,137 | |
| Workers compensation | 159 | | 5 | 164 | |
| Unemployment Tax | 137 | | 5 | 142 | |
| Temp Help-Summer Intern | 3,000 | | - | 3,000 | |
| <u>TOTAL ADMINISTRATIVE- EDC</u> | 80,022 | 77,022 | 661 | 80,683 | |
| <u>OPERATING - EDC</u> | | | | | |
| Office supplies | 1,000 | 800 | (100) | 900 | |
| Local meetings | 500 | 500 | 200 | 700 | Business lunches, meeting supplies |
| Books, publications | 600 | 200 | (200) | 400 | Demographics, PI Press, Valley Star |
| Postage | 200 | 100 | (100) | 100 | Stamps, Shipping Charges (UPS, FedEx) |
| Information Technology | 1,500 | 1,000 | (500) | 1,000 | IT equipment, grant software |
| Communication | 800 | 730 | - | 800 | Fax line |
| Training | 1,500 | 500 | - | 1,500 | TEDC, Seminars, Webinars, IEDC |
| Insurance | 1,000 | 908 | - | 1,000 | D&O Liability |
| Professional services | | | | | |
| Legal | 2,000 | 1,500 | (500) | 1,500 | |
| Web | 3,000 | 3,000 | - | 3,000 | Annual fees for Website and software |
| Continuing Disclosure(Bond) | | 4,000 | 4,000 | 4,000 | Estrada Hinojosa Bond Counselor annual contract |
| Audit/Other | 3,500 | 3,000 | (500) | 3,000 | Reimburse City for Audit and Bank Services |
| Total Professional Svcs. | 8,500 | 11,500 | 3,000 | 11,500 | Total of Lines 30-33 |
| Advertising | 3,500 | 3,000 | - | 3,500 | Chamber, Classifieds, RGV Partnership |
| Travel | 6,000 | 4,000 | - | 6,000 | IEDC, TEDC, Sales tax training, Mileage |
| Promotions | 3,000 | 3,000 | - | 3,000 | Marketing, Sponsorships |

| | Budget Approved for 2017-2018 | current year estimate | Increase/Decrease | Budget Proposed for 2018-2019 | Notes |
|---|----------------------------------|--------------------------|-------------------|----------------------------------|--|
| Dues & Memberships | 1,000 | 1,000 | - | 1,000 | |
| <u>TOTAL OPERATING- EDC</u> | \$ 29,100 | 27,238 | 2,300 | \$ 31,400 | TEDC, RGV Partnership, Texas DOWntown Assoc |
| <u>BIRDING CENTER -EXPENSES</u> | | | | | |
| Insurance | \$ 43,000 | \$ 42,000 | 2,000 | \$ 45,000 | Windstorm, Flood, Liability |
| Building Maintenance | 25,000 | 25,000 | 42,600 | 67,600 | Facility Reserves Study amount |
| Habitat Maintenance | 20,000 | - | (20,000) | - | In Birding Center 's Budget now |
| Cash Advances | 20,000 | 10,000 | (10,000) | 10,000 | BNC Revenue shortfalls |
| BIRDING CENTER EXPENSES | \$ 108,000 | \$ 77,000 | 14,600 | \$ 122,600 | |
| TRANSFER TO DEBT SERVICE | 396,850 | 396,850 | (6,200) | 390,650 | Bond payment for BNC facility |
| <u>TOTAL ADMIN., OPER., & TFRS</u> | 613,972 | 578,110 | 11,361 | 625,333 | |
| <u>PROJECTS</u> | | | | | |
| Legislative Advocacy | - | - | - | 25,000 | |
| Economic Consulting | 4,000 | 4,000 | - | 4,000 | Dr. Malki Annual Economic Index Report |
| Business Development | 60,000 | 54,000 | - | 60,000 | Kauffman Entrepreneur, SandDollars for Success |
| Façade Improvement Program | 25,000 | 39,000 | - | 25,000 | |
| Designated projects (all other) | 79,813 | 70,000 | 6,639 | 86,452 | Cruise Ship, Island Metro, other projects |
| <u>TOTAL PROJECTS</u> | 168,813 | 167,000 | 31,639 | 200,452 | |
| <u>TOTAL EXPENSES</u> | \$ 782,785 | \$ 745,110 | 43,000 | \$ 825,785 | |

**ECONOMIC DEVELOPMENT
CORPORATION
AGENDA ITEM COVER PAGE**

MEETING DATE: June 19th, 2018

ITEM

Discussion and possible action to allocate \$100,000 from the EDC's Fund Balance to the City in order to fund costs associated with a Cruise Ship Port of Call; including a consulting contract to Cruise & Port Advisors, Inc., a wetlands delineation and other work on the project

BACKGROUND

Contract attached from Cruise & Port Advisors, Inc. Also attached is the latest fund balance figures showing the excess reserves. Current balance is \$440,851. With the \$100,000 allocation, excess reserves will be reduced to \$340,851

RECOMMENDATIONS/COMMENTS

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

| Assets | 2018 | 2017 |
|---------------------------|-------------------|-------------------|
| Cash and cash equivalents | \$ 767,382 | \$ 764,923 |
| Receivables - Sales Tax | 58,960 | 69,974 |
| Revolving Loan Receivable | 38,873 | 49,854 |
| Due From General Fund | - | - |
| Miscellaneous Receivables | - | - |
| Prepaid Expenses | - | - |
| TOTAL ASSETS | \$ 865,215 | \$ 884,751 |

| Liabilities and Fund Balances | | |
|---|-------------------|-------------------|
| Deferred Revenue | \$ 38,873 | \$ 49,854 |
| Accounts Payable | | - |
| Sales Tax Payable | | - |
| Payroll Taxes Payable | 491 | 263 |
| Wages Payable | | - |
| Due to General Fund | | - |
| Reserved for Encumbrances | | - |
| Other liabilities | | 509 |
| Total Liabilities | 39,364 | 50,626 |
| Fund Balance | 825,851 | 834,125 |
| Total Liabilities and Fund Balance | \$ 865,215 | \$ 884,751 |

$$\begin{array}{r}
 \$825,851 \\
 - 385,000 \\
 \hline
 \$440,851
 \end{array}$$
 6 months reserve
Balance



Proposal to Represent and Advise South Padre Island with the Cruise Industry

Prepared for: **Dennis Stahl**, Mayor, South Padre Island

Susan Guthrie, City Manager, South Padre Island

Prepared by: **Roger Blum**, Principal

May 15, 2018



Executive Summary

Background

The cruise ship industry continues to be one of the fastest growing segments of the vacation industry, with more and larger vessels continuously being added to itineraries in the Gulf of Mexico. Departure ports in Galveston, New Orleans and Mobile have become very popular, due to the easy access for large, wealthy populations to drive to their cruise. Airlift from around the world is also a tremendous benefit, especially for cruises departing from Galveston. The greatest challenge for cruise lines in marketing these cruises is the limited variety of ports-of-call in the Gulf. Repeat cruisers have already visited the routine close Mexican ports, so new ports-of-call are needed to keep repeat cruises coming back.

South Padre Island offers an excellent opportunity for cruise lines to diversify their cruises in the Gulf of Mexico. South Padre is already a well known tourist destination, with fantastic beaches and other attractions. This will create new demand for cruises, compared to visiting a very unpopular Mexican port. Naturally, much work needs to be done in South Padre to accommodate large cruise vessels, and to create an atmosphere that all cruise visitors will enjoy.

Goals

Cruise & Port Advisors will work with the City of South Padre Island to ensure that the new cruise facilities meet the needs of the cruise industry. We will also work with the City and other stakeholders to develop new attractions that cruise visitors will want to experience, and with other stakeholders to help develop a variety of excursions that will not only help visitors experience all that the region has to offer, but also help cruise lines generate incremental revenue. In doing so, we will foster direct communication with all cruise lines, to ensure that the cruise lines needs are met. Naturally, the end goal is to bring lucrative cruise tourism to South Padre Island, while insuring that the ROI to the city makes economic sense.



Solution

Cruise & Port Advisors will advise South Padre Island on the development of its new cruise facilities and related developments. We will also work with local stakeholders, so that attractions and excursions meet the needs of today's cruise industry. We will solicit feedback, and keep lines of communication open with the cruise lines. It is vital that this development meets the varying needs of the individual cruise lines. Cruise lines should feel that their input is included in this development, so that they will want to support South Padre Island with new cruise calls. They must also believe that South Padre Island can deliver a consistent quality product, that will enhance the cruise experience of their guests, while delivering a high value destination for the cruise line.

Plan

To achieve the desired results, Cruise & Port Advisors will do the following (not necessarily in this order):

- Periodically visit South Padre Island to review port and other development options, and to keep communication up-to-date with City officials and other stakeholders.
- Recommend and work with port engineering companies to find the best berthing solution for South Padre Island
- Evaluate possible locations for a cruise pier, that will not only satisfy the nautical needs of the cruise lines, but also entice itinerary planners to include South Padre Island.
- Evaluate options for independent passengers (those not taking organized tours) to ensure that they have a great experience.
- Evaluate current attractions for cruise line tours, and work with stakeholders to develop a robust shore excursion program.



- Identify target cruise lines, that could call in South Padre Island to solicit their feedback on the current product and future requirements.
- Investigate possible partners to develop cruise port.
- Work with the City of South Padre Island and the CVB to develop and enhance their marketing plan targeting these cruise lines.
- Work with the City and CVB to develop and enhance their marketing plan targeting travel agents that sell cruises, to create additional demand.
- Show cruise lines that including South Padre Island in their itineraries will increase demand for their cruises, which will translate into higher yields for their cruises.
- Show cruise lines how including South Padre Island in their itineraries make sense financially from a guest satisfaction, a cost and a revenue standpoint.
- Help cruise lines understand how the new cruise facilities and new developments will make South Padre Island one of the top cruise destinations in the Gulf of Mexico.
- Work with the Public and Private sectors, so that we can confidently assure cruise lines that these expectations will be met.
- Work with local tourism to make sure that the visitor experience is the most welcoming.
- Work with the City to develop port fees and incentives to encourage cruise arrivals.
- Participate in cruise shows/events on behalf of South Padre Island (costs/time may be shared with other clients when feasible).
- Represent South Padre Island with member cruise lines of the Florida Caribbean Cruise Association (FCCA).
- Meet with Cruise Line itinerary decision makers (in North America and Europe), to present the advantages of adding South Padre Island to their itineraries.
- Advocate for, and represent South Padre Island in the cruise industry.

- Keep lines of direct communication active with the cruise Industry.
- Be available to South Padre Island to advise on the cruise Industry, current trends, and potential strategies to increase business.
- Advise South Padre Island on cruise campaigns and media plans.
- Coordinate with Public Relations agency on press releases and other activities.

Why Cruise & Port Advisors

Roger Blum, the Principal at Cruise & Port Advisors has over 30 years experience in the cruise industry. Most recently, he was Vice President at Carnival Cruise Lines, the largest line in the 100+ vessel Carnival Corporation group. He is a well known, respected figure in the industry, and has access to the top decision makers at Cruise Lines in the United States, Europe and the rest of the world. He understands what is important to the Cruise Lines, and how to help the decision makers understand the value, both for guest experience and financially.

Cruise & Port Advisors has worked with ports as diverse as Mobile, Alabama, St. Maarten and Martinique, with success in addressing their needs, and increasing the volume of their cruise calls.

Cost

Cruise and Port Advisors will charge a retainer of US \$5,000.00 per month, based on a minimum twelve (12) month agreement. Cruise & Port Advisors will issue a monthly invoice for this fee to the City of South Padre Island, with payment due within 20 days.

Travel and other expenses to be paid at cost. The City of South Padre Island will approve expenses in advance, and Cruise & Port Advisors will include receipts for all expenses when requesting reimbursement.

Air travel within North America, Central America and the Caribbean will be coach class. Air travel to/from Europe will be in business class.

**ECONOMIC DEVELOPMENT
CORPORATION
AGENDA ITEM COVER PAGE**

MEETING DATE: June 19th, 2018

ITEM

Report from the Executive Director including an update on the 2017-18 strategic work plan

BACKGROUND

The latest economic indicators are attached, along with the Lone Star Bank statement. I will discuss updates to the matrix of projects and upcoming meetings and events.

RECOMMENDATIONS/COMMENTS

I am going to reformat the matrix and make it easier to read with bullet points on the narrative. I will email the revised version on Monday when it is updated and completed. I will also ask the IT Department to load the revised matrix to the City website and iLegislate. I would like to meet with the Board in July regarding a strategic plan for 2018-19 and have a thorough discussion of the goals and tasks, including assigning a Board member(s) to work with me on the different projects.

| Goal | Strategy | Short/Mid/Long Term Goal | Champion | Measured By | Priority | Status |
|--|--|--------------------------|------------|---|----------|---|
| <p>To Sustain and Increase Business Including Educational Opportunities</p> | <p>1. Continue support for the Kauffman Entrepreneurship Class</p> | <p>Short Term</p> | <p>Irv</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. Asked PJ if they're in for next one and he thinks so. Asking his CM.</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. 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. 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. Arturo sent me rep from the People Fund to assist small business with financing. Will let the Sand Dollars participants know about their programs. Met with Galia's and meeting with SPI Designs on 5/25/18 at 9 am.</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. Reaching out to SCORE again. Summer intern helping me with this project.</p> | C | | | | |
| | | | | | | <p>Research other communities and see what they have on their websites. ED Suite our website provider just merged with a PR Marketing firm and will be meeting with them to assist with this task. Working on a website redo. There will be a proposal at our next meeting. Took a webinar on website and recruitment. Proposal on April agenda.</p> | B | | | | |
| | | | | | | <p>Developed the guidelines 2017-18. Board approved in October. Met with SBDC to give them the course schedule. Marketing the program December and January. ED Suite will update the information on the EDC website and activate the application form on January 8. Placed ad in VBR Dec. & 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 Concierge 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. 6 business plans received and 4 went through to oral presentations. Agenda item to discuss the timeline for the oral presentations. Oral presentations took place May 7th. Island Cinema winner of this years SDFs.</p> | A+ | | | | |
| | | | | | | <p>3. Initiate a Business Mentoring Program for existing businesses</p> | | Susan | | | |
| | | | | | | <p>4. Create "How to do Business on SPI" feature on website</p> | | | | | Short Term |
| | | | | | | <p>5. Continue Sand Dollars for Success - Round 2</p> | | | | | Short Term |
| | | | | | | | | | | | Mickey |

| | | | | | |
|--|---|------------|-----------|---|---|
| | 6. Address seasonality issue with CVB | Long Term | Jerry | B | List Destination projects- Aquarium, Adventure Park, Farmer's Market, Cruise Ship, Artificial Reef, Arts/Culinary Incubator, Walkable Shopping Area, etc and do an evaluation of existing businesses Received application for 3109 Padre Blvd. restaurant. On April agenda for approval. \$25K grant awarded to F&B SPI Restaurant. Applications out to Chaos motel redo and Longboard Bar & Grill. Followed up with Troy and Rhonda. |
| | 7. Façade Improvement Grant Program | Long Term | | B | |
| | 8. Analysis of Cruise Ship Port of Call | Short Term | Inv,Susan | A | Meetings with Susan and Inv 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. City met with County and the Port of Brownsville regarding location. Received a proposal for annual contract with Roger. |

| | | | | | | |
|--|---------------------------------------|--------------------|-------------------|---|----------|---|
| <p>Take Strategic Actions to Actively Recruit New Businesses That Result in a Stronger Business Environment</p> | <p>1. Conduct Retail Gap Analysis</p> | <p>Short Term</p> | <p>Irv/Mickey</p> | <p>Hits on Website</p> | <p>A</p> | <p>Will look at other resort communities ESRI retail marketplace to identify possible businesses to recruit. Port Aransas, Galveston, Rockport, Panama City Beach, Marco Island, Estes Park, Silverton, Telluride, San Juan Islands WA . Adding Irv as a licensed user to ESRI to assist in the analysis. Conduct new surveys of what property owners and residents might suggest for new businesses. Periodically conduct online surveys w/special targeting to hotel owners, property mgmt 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. Focus on creating a walkable shopping market. Included in Dr. Maliki comp plan scope of work.</p> |
| <p>2. Enhance online presence</p> | <p>Short Term</p> | <p>Track Leads</p> | <p>A</p> | <p>Meeting with Irv he suggested I meet with the UTRGV Kaufman 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 Kaufman module regarding this topic of linking social media to your website. Will follow up with UTRGV to request the Kaufman module again on linking social media to websites. Emailed All in to see if business has to be in Brownville as stated on their Facebook page. Andrea with UTRGV who handles interns said the All in program is for Brownville 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. Proposal on April agenda. Summer intern will assist with social media posts and website news stories.</p> | | |

| | | | | | | |
|--|---|------------|--------------|-----------------------|---|---|
| | 3. 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.</p> <p>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 properties and website refresh. Obtain new CVB reports showing visitors spending and business questions on comp plan survey.</p> |
| | 1. Look at shared workplace | Short Term | Mickey/Jerry | Sales Tax | A | <p>I will research other communities who have this as a resource. Visiting the UTRGV incubator in Brownsville was informative. UTRGV reps toured some available sites with Susan & 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. Susan and I going to see the coworking space in Mission on 4/20. Irv has been. Visited CEED in Mission.</p> |
| Enhance and Grow Entrepreneurship | 2. Assist City in DMAIC bandwidth | Mid Term | | | C | <p>City IT is doing a DMAIC on this. Dr. Malki has a contact of someone who can assist the City and he will be contacting Susan to see if arrangements can be made to have him visit from San Francisco. Met with Dr. Harryson regarding his product The Giraffe.</p> |

| | | | | | |
|------------------|---|-----------|-------|---|--|
| | 3. Look into establishing an arts incubator | Long Term | Susan | 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 from the Mission EDC to schedule a field trip there in February. Discussing with UTRGV as they are working currently incubating people from the island (from Kauffman) and working on a similar concept for an incubator in Brownsville. Irv, Susan, Mickey, Thomas and I toured the UTRGV Incubator. EDC Board approved advisory committee for arts incubator. First meeting will be 5/23. Reps from El Paseo Arts, Art Space, LMAL, Life Local Gallery and Indigo Arts on the committee. Search for art grants to apply for. Schedule a lunch meeting with Paul to discuss open air concept.</p> |
| Grow Eco-Tourism | 1. Assist Birding Center to build capacity to be self sustaining | Long Term | Susan | 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> |
| | 2. Support CVB efforts in development of marketing and assets for eco-tourism | Long Term | Irv | C | <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. 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. Birding Center Board approved the concept of the Marine Life Center as provided by Richter Architects. Pro forma needed on the aquarium operations. Birding Center Board is working on this.</p> |

| | | | | | | |
|--|---|------------|--------|--|---|---|
| | 3. Look for opportunities to partner on the Padre Trails System / Wayfinding Project | Long Term | Mickey | | B | 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. Attended the Wayfinding kickoff meeting at City Hall. |
| | 4. RGV Reef - Artificial Reef Project | Short Term | Susan | | A | 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. Friends of RGV funding request approved in April for \$26K. On CVB agenda this week. |
| Support Regional Efforts for Business Development | 1. Be proactive and check status and facilitate progress when possible and assess how we prepare for them when they happen. SpaceX | Short Term | | | A | Following a Boca Chica SpaceX page on Facebook. Some site updates and articles on there. Nothing significant happening yet at the site. Have a local SpaceX contact but tight lipped on development. |

| | | | | | | | | |
|--|--|------------|--|--|--|--|--|--|
| | Second Causeway | Short Term | | | | | | Having lunch with Pete Sepulveda, Executive Director, and Frank Parker, Chairman of the Cameron County RMA to discuss strategy. Pete/CCRMA updated City Council 5/16 on Second Causeway. Met with Susan, Mayor, Darla J and I beforehand. |
| | Port of Brownsville Projects LNG and Steel Mill | Short Term | | | | | | Met with Port Commissioner and got an update on the Steel Mill project. Decision should be made no later than May. Port announced Big River Steel is locating here and they're working on details of the agreement. |
| | One MPO for the region- Consolidating the two we have and adding the Laguna Madre Area to the MPO | Short Term | | | | | | Met with Christopher Allison, investment banker and discussed a regional MPO. Will also discuss with Pete Sepulveda and Frank Parker with the CCRMA. Will work on drafting a letter to the MPOs, Senator Lucio and Representative Oliveira, and the District Engineer of TXDOT to express support. Pete Sepulveda met with the Mayor, Susan, Darla Jones and I on 5/16 to discuss MPO merger and second causeway. Have a representative attend the two regional MPO monthly meetings. Work with Board and City staff to designate. |

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.

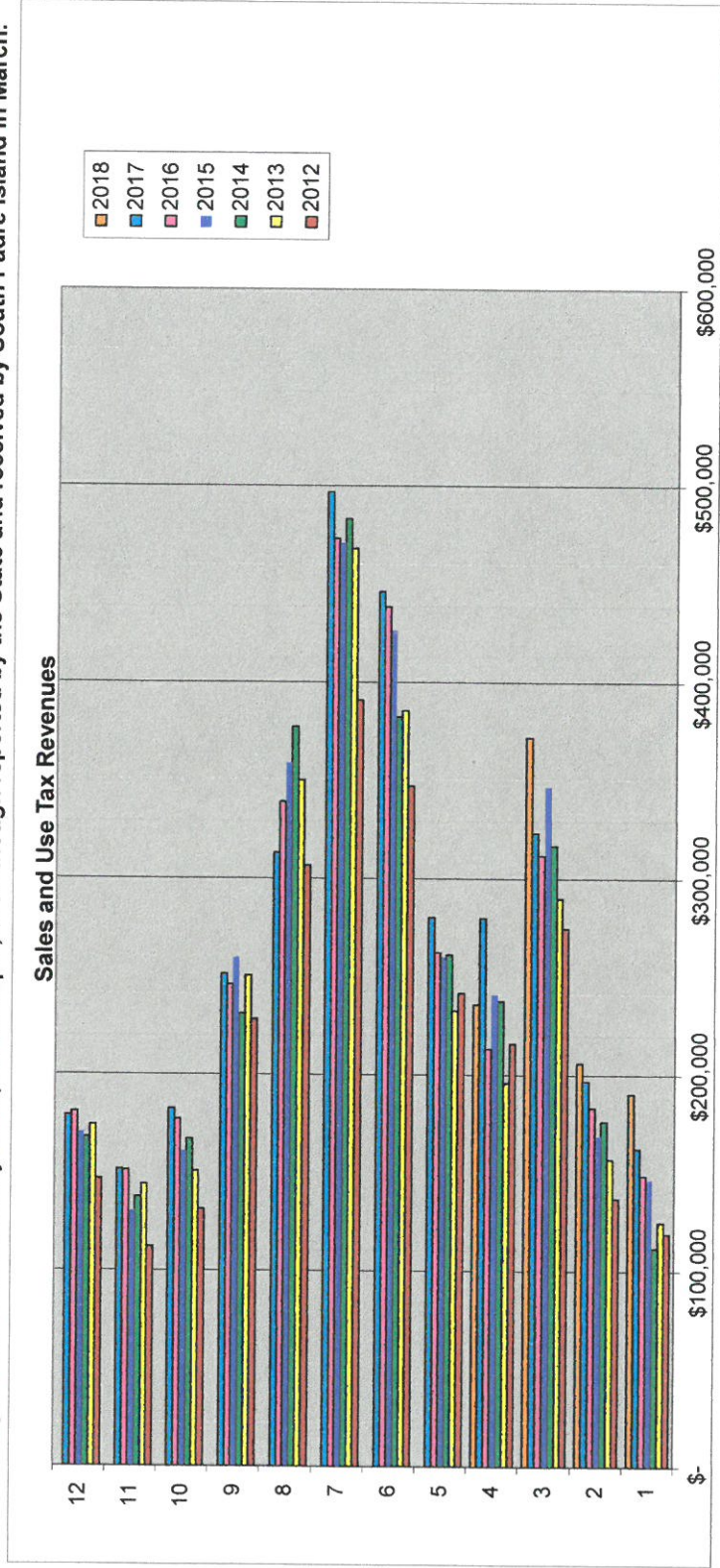
ECONOMIC DEVELOPMENT CHAPTER OF THE COMPREHENSIVE PLAN - Proposal from Dr. Malki at the 3/27 meeting. We are meeting with Dr. Malki on 5/24 at 1:30 pm at the Birding Center to develop the ED Chapter of the Comp Plan. Holding a workshop for the business community as well to get their input on the comp. plan.

Researching Opportunity Zones and MDDs for future development.
Working with a committee regarding skate park fundraising.

South Padre Island Sales and Use Tax Revenues

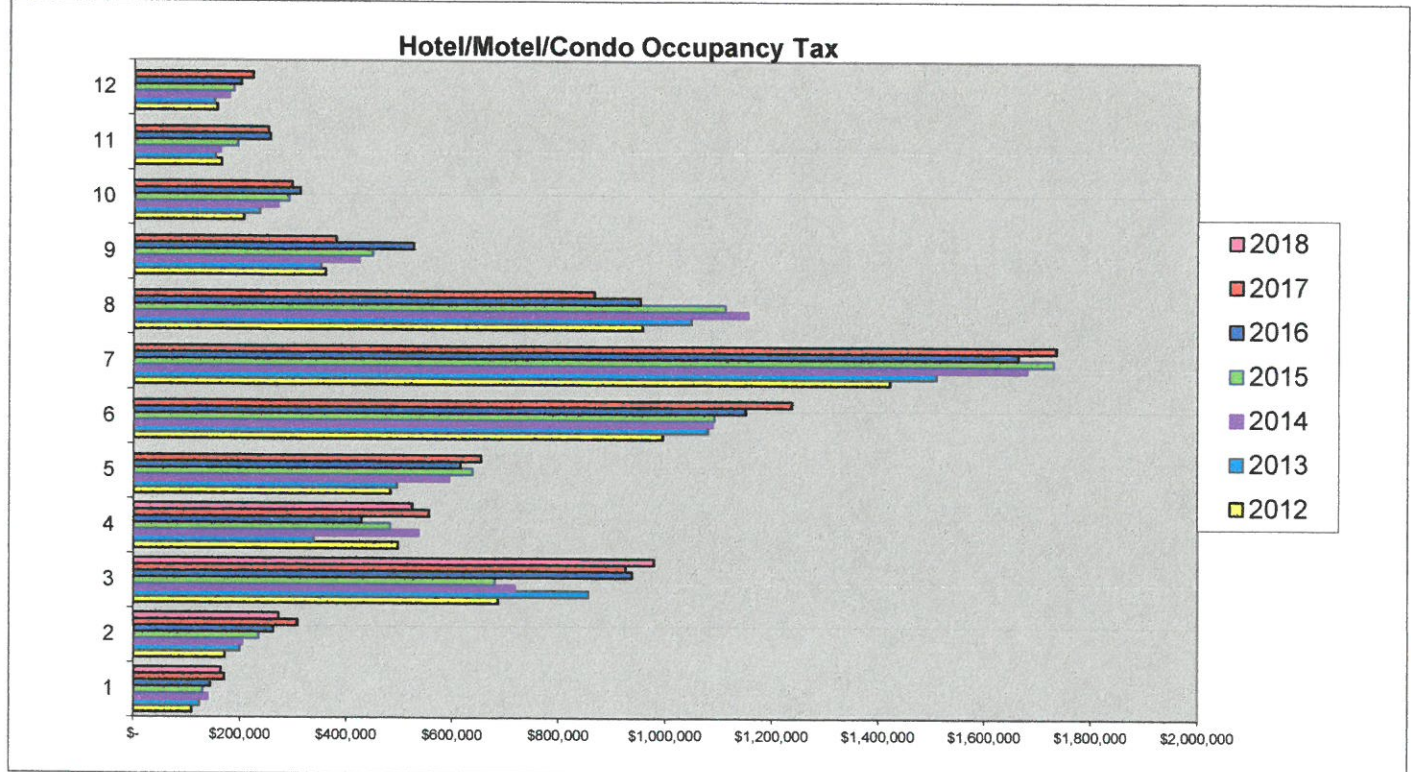
| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------|---------|
| January | \$ 119,092 | \$ 124,955 | \$ 111,837 | \$ 147,033 | \$ 148,673 | \$ 162,359 | \$ 190,422 | % |
| February | 137,090 | 156,927 | 176,331 | 168,939 | 183,246 | 196,705 | 206,130 | 17.28 |
| March | 274,677 | 289,849 | 316,834 | 346,948 | 311,867 | 323,169 | 372,025 | 4.79 |
| April | 215,913 | 195,868 | 237,624 | 241,179 | 213,305 | 279,898 | 235,839 | 15.12 |
| May | 241,670 | 232,586 | 261,170 | 260,265 | 262,341 | 280,107 | | (15.74) |
| 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 | | |
| Total | \$ 2,651,572 | \$ 2,923,179 | \$ 3,050,346 | \$ 3,142,842 | \$ 3,125,446 | \$ 3,262,523 | | |

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 | 272,536 (11.51) |
| March | 687,275 | 855,873 | 718,514 | 680,389 | 936,915 | 925,001 | 978,343 5.77 |
| April | 497,202 | 338,337 | 535,518 | 482,346 | 428,171 | 554,854 | 523,602 (5.63) |
| 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 | |
| Total | \$ 6,202,100 | \$ 6,532,214 | \$7,135,926 | \$7,209,432 | \$7,440,023 | \$7,596,930 | |

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



| South Padre Island Property Tax Revenue | | | | | | | | | | | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------|--|--|--|--|
| | 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 | 906,895 | | | | |
| 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 | 178,924 | | | | |
| May | 117,171 | 100,790 | 74,555 | 68,063 | 54,257 | 88,915 | 67,485 | | | | |
| 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 | | | | | |
| TOTAL | \$ 7,066,918 | \$ 6,354,878 | \$ 6,584,166 | \$ 6,700,239 | \$ 7,360,174 | \$ 7,544,542 | | | | | |
| As of October 1: | | | | | | | | | | | |
| Tax rate per \$100 | 0.252071 | 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 | | | | | |



Lone Star National BankSM

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

Customer Service (956) 984-2440
Toll-Free Customer Service (800) 580-0322
24-Hour Phone Banking (956) 984-2444
Lost or Stolen Debit Card (800) 580-0322

Date 5/31/18 Page 1
Primary Account XXXXXXXXXXXXX2005
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 NSF's is an expensive practice. To discuss other alternatives, call us at (800)580-0322 ext. 2440.

CHECKING ACCOUNTS

| | | | |
|-------------------------|----------------------|------------------------------|----------------------|
| NOW Checking Commercial | | Number of Enclosures | 1 |
| Account Number | XXXXXXXXXXXXXXXX2005 | Statement Dates | 5/01/18 thru 5/31/18 |
| Previous Balance | 111,292.03 | Days in the statement period | 31 |
| 1 Deposits/Credits | 1,064.59 | Average Ledger | 112,116.16 |
| 1 Checks/Debits | 2.00 | Average Collected | 112,088.27 |
| Service Charge | .00 | | |
| Interest Paid | 23.80 | | |
| Current Balance | 112,378.42 | 2018 Interest Paid | 113.63 |

Deposits and Additions

| Date | Description | Amount |
|------|--------------------------|----------|
| 5/08 | Over The Counter Deposit | 1,064.59 |
| 5/31 | Interest Deposit | 23.80 |

Debits and Other Withdrawals

| Date | Description | Amount |
|------|---------------------|--------|
| 5/31 | Paper Statement Fee | 2.00- |

Daily Balance Information

| Date | Balance | Date | Balance | Date | Balance |
|------|------------|------|------------|------|------------|
| 5/01 | 111,292.03 | 5/08 | 112,356.62 | 5/31 | 112,378.42 |